

Local Plan & CIL Viability Assessment

December 2019



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1. Introduction

Scope

- 1.1 Fenland District Council (FDC / the Council) is preparing a Local Plan that will set out the future spatial strategy for the District and will include sites for allocation. The first stage of this is the publication of an 'Issues and Options' consultation document. Responses to the Issues and Options document will inform the scope and direction of the draft Local Plan, which the Council intends to publish for consultation in –the summer of 2020.
- 1.2 This Viability Assessment has been commissioned to inform the further development of the Plan. HDH Planning & Development Ltd has been appointed to advise FDC in connection with several matters:
 - a. Review of Affordable Housing policy within the District (including tenure split).
 - b. Whole plan viability to consider all other standards and policy requirements.
 - c. To consider the scope for Community Infrastructure Levy (CIL).
- 1.3 This document sets out the methodology used, and the key assumptions adopted. It contains an assessment of the effect of the policies, which could be set out in the emerging Plan and in relation to the potential development sites to be allocated. This will allow FDC to further engage with stakeholders, to ensure that the new Plan is effective.
- 1.4 A consultation event was held on 19th September 2019. Representatives of the main developers, development site landowners, 'call for site' landowners, their agents, planning agents and consultants working in the area and housing providers were invited.
- In the several years before this report, various Government announcements were made about changes to the planning processes. The Ministry of Housing Communities and Local Government (MHCLG) updated the National Planning Policy Framework, (2018 NPPF), and published new Planning Practice Guidance (PPG) in July 2018. In February 2019 the NPPF was further updated (2019 NPPF), although these changes did not impact on viability. In May 2019 the viability sections of the PPG were updated again. In addition to these changes, the CIL Regulations and accompanying guidance (within the PPG) were also updated from 1st September 2019. The methodology used in this report is consistent with the 2019 NPPF, the CIL Regulations (as amended) and the updated PPG.
- 1.6 It is important to note, at the start of a study of this type, that not all sites will be viable, even without any policy requirements (or CIL). It is inevitable that Council's requirements will render some sites unviable. The question for this report is not whether some development site or other would be rendered unviable, it is whether the delivery of the overall Plan is likely to be threatened.



Report Structure

- 1.7 This report follows the following format:
 - **Chapter 2** The reasons for, and approach to viability testing, including a review of the requirements of the CIL Regulations, 2019 NPPF and updated PPG.
 - **Chapter 3** The methodology used.
 - **Chapter 4** An assessment of the housing market, including market and Affordable Housing, with the purpose of establishing the worth of different types of housing in different areas.
 - **Chapter 5** An assessment of the non-residential market.
 - **Chapter 6** An assessment of the costs of land to be used when assessing viability.
 - **Chapter 7** The cost and general development assumptions to be used in the development appraisals.
 - **Chapter 8** A summary of the various policy requirements and constraints that influence the type of development that come forward.
 - **Chapter 9** A summary of the range of modelled sites used for the financial development appraisals.
 - **Chapter 10** The results of the appraisals and consideration of residential development.
 - **Chapter 11** The results of the appraisals and consideration of non-residential development.
 - **Chapter 12** Conclusions in relation to the deliverability of development.

HDH Planning & Development Ltd (HDH)

- 1.8 HDH is a specialist planning consultancy providing evidence to support planning and housing authorities. The firm's main areas of expertise are:
 - a. District wide and site-specific viability analysis.
 - b. Community Infrastructure Levy.
 - c. Housing Market Assessments.
- 1.9 The findings contained in this report are based upon information from various sources including that provided by FDC and by others, upon the assumption that all relevant information has been provided. This information has not been independently verified by HDH. The conclusions and recommendations contained in this report are concerned with policy requirements, guidance and regulations which may be subject to change. They reflect a Chartered Surveyor's perspective and do not reflect or constitute legal advice.
- 1.10 No part of this report constitutes a valuation and the report should not be relied on in that regard.



Compliance

- 1.11 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As a firm regulated by the RICS it is necessary to have regard to RICS Professional Standards and Guidance. There are two principle pieces of relevant guidance, being the *Financial viability in planning: conduct and reporting RICS professional statement, England (1st Edition, May 2019)* and *Financial Viability in planning (1st edition), RICS guidance note 2012.*
- 1.12 Financial Viability in planning (1st edition), RICS guidance note 2012 is currently subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG (May 2019). As part of the review, Financial viability in planning: conduct and reporting. 1st edition, May 2019 was published in May 2019. This includes mandatory requirements for RICS members and RICS-regulated firms. HDH confirms that the May 2019 Guidance has been followed in full.
 - a. HDH confirms that in preparing this report the firm has acted with objectivity, impartially and without interference and with reference to all appropriate available sources of information.
 - b. HDH is appointed by FDC and has followed a collaborative approach involving the LPA, developers, landowners and other interested parties. There has not been agreement on all points by all parties, it has therefore been necessary to make a judgment when making assumptions in this report.
 - c. The specification under which this project is undertaken is included as **Appendix 1** of this report.
 - d. HDH confirms it has no conflicts of interest in undertaking this project.
 - e. HDH confirms that, in preparing this report, no performance-related or contingent fees have been agreed.
 - f. The presumption is that a viability assessment should be published in full. HDH has prepared this report on the assumption that it will be published in full.
 - g. HDH confirms that a non-technical summary has been provided (in the form of Chapter 12). Viability in the plan-making process is a technical exercise that is undertaken specifically to demonstrate compliance (or otherwise) with the NPPF and PPG. It is firmly recommended that this report only be published and read in full.
 - h. HDH confirms that adequate time has been taken to allow engagement with stakeholders through this project. Initially, the time for stakeholders to comment was limited, due to the overall timetable for the production of the new Local Plan. To accommodate the concerns of consultees the consultation period was extended.
 - There was some concern from some consultees that that all the appraisals for all the scenarios were not available at the time of the September 2019 consultation. The purpose of the September 2019 consultation was to establish a general consensus on the inputs to the appraisals and to agree a methodology. It would have been inappropriate (and disproportionate) to undertake all the detailed analysis (running



- over 2,000 development appraisals) before stakeholders had the opportunity to comment on the fundamentals of the methodology and the assumptions.
- i. This assessment incudes appropriate sensitivity testing in Chapter 10. This includes the effect of different tenures, different Affordable Housing requirements against different levels of developer contributions, and the impact of price and cost change.
- j. The Guidance includes a requirement that, 'all contributions to reports relating to assessments of viability, on behalf of both the applicants and authorities, must comply with these mandatory requirements. Determining the competency of subcontractors is the responsibility of the RICS member or RICS-regulated firm'. Much of the information that informed this Viability Assessment was provided by FDC. This information was not provided in a subcontractor role and, in accordance with HDH's instructions, this information has not been challenged nor independently verified.

Metric or Imperial

1.13 The property industry uses both imperial and metric data – often working out costings in metric (£/m²) and values in imperial (£/acre and £/sqft). This is confusing so metric measurements are used throughout this report. The following conversion rates may assist readers.

1m	=	3.28ft (3' and 3.37")	1ft =	0.30m
1m²	=	10.76 sqft	1sqft =	0.0929m ²
1ha	=	2.471acres	1acre =	0.405ha

1.14 A useful broad rule of thumb to convert m² to sqft is simply to add a final zero.



2. Viability Testing

Viability testing is an important part of the planning process. The requirement to assess viability forms part of the National Planning Policy Framework (NPPF), and is a requirement of the CIL Regulations. In each case the requirement is slightly different, but they have much in common. Over several years in the run up to this report various national consultations have been carried out about different aspects of the plan-making process. These have included references to, and sections on, viability.

2019 National Planning Policy Framework

2.2 Paragraph 34 of the 2019 NPPF says that Plans should set out what development is expected to provide, and that the requirement should not be so high as to undermine the delivery of the plan.

Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan.

2.3 As in the 2012 NPPF (and 2018 NPPF), viability remains an important part of the plan-making process. The 2019 NPPF does not include detail on the viability process, rather stresses the importance of viability. The main change is a shift of viability testing from the development management stage to the plan-making stage.

Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the planmaking stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.

2019 NPPF Paragraph 57

- 2.4 Careful consideration has been made to the updated PPG (see below). This Viability Assessment will become the reference point for any viability assessments submitted through the Development Management process.
- 2.5 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2019 NPPF. The following, updated, definition is provided:

Deliverable: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:

a) sites which do not involve major development and have planning permission, and all sites with detailed planning permission, should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within five years (for



- example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).
- b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.

2019 NPPF Glossary

2.6 Under the heading *Identifying land for homes*, the importance of viability is highlighted:

Strategic policy-making authorities should have a clear understanding of the land available in their area through the preparation of a strategic housing land availability assessment. From this, planning policies should identify a sufficient supply and mix of sites, taking into account their availability, suitability and likely economic viability. Planning policies should identify a supply of:

- a) specific, deliverable sites for years one to five of the plan period32; and
- b) specific, developable sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15 of the plan.

2019 NPPF Paragraph 67

2.7 Under the heading *Making effective use of land*, viability forms part of ensuring land is suitable for development:

Local planning authorities, and other plan-making bodies, should take a proactive role in identifying and helping to bring forward land that may be suitable for meeting development needs, including suitable sites on brownfield registers or held in public ownership, using the full range of powers available to them. This should include identifying opportunities to facilitate land assembly, supported where necessary by compulsory purchase powers, where this can help to bring more land forward for meeting development needs and/or secure better development outcomes.

2019 NPPF Paragraph 119

2.8 The 2019 NPPF does not include technical guidance on undertaking viability work. This is included within the PPG, the viability sections of which were updated in July 2018 and again in May 2019. The CIL sections of the PPG were updated in September 2019.

Planning Practice Guidance

- 2.9 The viability sections of the PPG (Chapter 10) have been completely rewritten. The changes provide clarity and confirm best practice, rather than prescribe a new approach or methodology. Having said this the emphasis of viability testing has been changed significantly. The, now superseded, requirements for viability testing were set out in paragraphs 173 and 174 of the 2012 NPPF which said:
 - 173 ... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.
 - 174 ... the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle...



2.10 The test was whether or not the policy requirements were so high that development was threatened. Paragraphs 10-009-20190509 and 10-009-20190509 change this:

... ensure policy compliance and optimal public benefits through economic cycles...

10-009-20190509

and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.

10-009-20190509

- 2.11 The purpose of viability testing is now to ensure that 'maximum benefits in the public interest has been secured. This is a notable change in emphasis.
- 2.12 Through the September 2019 consultation concern was raised that the guidance seemed to be 'drafted with rich London boroughs in mind'. We can understand this concern, but that highlights the importance of getting the base assumptions correct so a new Local Plan can be drafted that will deliver the Plan's objectives.
- 2.13 The core requirement to consider viability links to paragraph 56 of the 2019 NPPF:

Plans should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards including the cost implications of the Community Infrastructure Levy (CIL) and planning obligations. Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and the total cumulative cost of all relevant policies will not undermine deliverability of the plan.

23b-005-20190315

- 2.14 This assessment takes a proportionate approach to considering the cumulative impact of policies and planning obligations.
- 2.15 The updated PPG includes 4 main sections:

Section 1 - Viability and plan making

2.16 The overall requirement is that:

...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106...

PPG 10-001-20190509

2.17 This study takes a proportionate approach, building on the Council's existing evidence, and considers all the local and national policies that will apply to new development.

It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers.

PPG 10-002-20190509



2.18 Consultation has formed part of this study.

Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision making stage.

PPG 10-002-20190509

2.19 A range of levels of affordable housing have been tested against a range of levels of developer contributions.

It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies.

PPG 10-002-20190509

2.20 The site selection process is underway however (as at December 2019) no strategic sites have been chosen. When this process has progressed further, the potential Strategic Sites (or broad locations for development) will be tested individually and FDC will specifically engage with the promoters of the potential Strategic Sites in the Plan. The Council recently (October / November 2019) carried out a call for sites, the results of which are currently being processed, so at this stage the modelling is based on the current allocations and sites within the five year land supply, on the assumption that sites brought forward in the future are not going to be very different to those coming forward now. In due course it may be necessary to revisit this when the actual preferred allocations have been selected.

Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable. Plan makers can use site typologies to determine viability at the plan making stage. Assessment of samples of sites may be helpful to support evidence. In some circumstances more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.

PPG 10-003-20180724

2.21 This study is based on typologies¹ that have been developed by having regard to the potential sites that are most likely to be identified through the emerging Plan. A number of options are being explored so the different scenarios (for example around density) are considered.

Average costs and values can then be used to make assumptions about how the viability of each type of site would be affected by all relevant policies. Plan makers may wish to consider different potential policy requirements and assess the viability impacts of these. Plan makers



¹ The PPG provides further detail at 10-004-20190509:

A typology approach is a process plan makers can follow to ensure that they are creating realistic, deliverable policies based on the type of sites that are likely to come forward for development over the plan period.

In following this process plan makers can first group sites by shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development. The characteristics used to group sites should reflect the nature of typical sites that may be developed within the plan area and the type of development proposed for allocation in the plan.

can then come to a view on what might be an appropriate benchmark land value and policy requirement for each typology.

PPG 10-004-20190509

2.22 This study draws on a wide range of data sources, including those collected through the development management process. Outliers have been disregarded.

It is important to consider the specific circumstances of strategic sites. Plan makers can undertake site specific viability assessment for sites that are critical to delivering the strategic priorities of the plan. This could include, for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas. Information from other evidence informing the plan (such as Strategic Housing Land Availability Assessments) can help inform viability assessment for strategic sites.

PPG 10-005-20180724

2.23 As and when specific Strategic Sites are identified, they will be considered separately.

Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.

It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.

PPG 10-006-20190509

2.24 Consultation has formed part of the preparation of this study. This study specifically considers the total cumulative cost of all relevant policies.

Section 2 - Viability and decision taking

2.25 It is beyond the scope of this study to consider viability in decision making. It is however important to note that this study will form the starting point for future development management consideration of viability.

How should a viability assessment be treated in decision making?

Where a viability assessment is submitted to accompany a planning application this should be based upon and refer back to the viability assessment that informed the plan; and the applicant should provide evidence of what has changed since then.

The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and viability evidence underpinning the plan is up to date, and site circumstances including any changes since the plan was brought into force, and the transparency of assumptions behind evidence submitted as part of the viability assessment.



Any viability assessment should reflect the government's recommended approach to defining key inputs as set out in National Planning Guidance.

PPG10-008-20190509

Section 3 - Standardised inputs to viability assessment

2.26 The general principles of viability testing are set out under paragraph PPG 10-010-20180724.

Viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it. This includes looking at the key elements of gross development value, costs, land value, landowner premium, and developer return.

This National Planning Guidance sets out the government's recommended approach to viability assessment for planning. The approach supports accountability for communities by enabling them to understand the key inputs to and outcomes of viability assessment.

Any viability assessment should be supported by appropriate available evidence informed by engagement with developers, landowners, and infrastructure and affordable housing providers. Any viability assessment should follow the government's recommended approach to assessing viability as set out in this National Planning Guidance and be proportionate, simple, transparent and publicly available. Improving transparency of data associated with viability assessment will, over time, improve the data available for future assessment as well as provide more accountability regarding how viability informs decision making.

In plan making and decision making viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.

PPG 10-010-20180724

2.27 This study sets out the approach, methodology and assumptions used. These have been subject to consultation and have drawn on a range of data sources. Ultimately, the Council will use this report to judge the appropriateness of the new policies in the emerging Local Plan and the deliverability of the potential allocations.

Gross development value is an assessment of the value of development. For residential development, this may be total sales and/or capitalised net rental income from developments. Grant and other external sources of funding should be considered. For commercial development broad assessment of value in line with industry practice may be necessary.

For broad area-wide or site typology assessment at the plan making stage, average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data. For housing, historic information about delivery rates can be informative.

PPG 10-011-20180724

- 2.28 The residential values have been established using data from the Land Registry and other sources. These have been averaged as suggested. Non-residential values have been derived though consideration of capitalised rents as well as sales.
- 2.29 PPG paragraph 10-012-20180724 lists a range of costs to be taken into account.
 - build costs based on appropriate data, for example that of the Building Cost Information Service



- abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value
- site-specific infrastructure costs, which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy. These costs should be taken into account when defining benchmark land value
- the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value
- general finance costs including those incurred through loans
- professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site. Any professional site fees should also be taken into account when defining benchmark land value
- explicit reference to project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return
- 2.30 All these costs are taken into account. Through the September 2019 consultation concern was raised about using averages and high-level assumptions when it is the site specifics that apply to specific schemes. This is noted, however the purpose of the assessment is reflect the generality rather than the specific, and ensure that generally the policy burden on new development is appropriate.
- 2.31 The PPG then sets out how land values should be considered, confirming the use of the Existing Use Value Plus (EUV+) approach.

To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+).

PPG 10-013-20190509

2.32 The PPG goes on to set out:

Benchmark land value should:

- be based upon existing use value
- allow for a premium to landowners (including equity resulting from those building their own homes)
- reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees

Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should



be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.

This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.

In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.

PPG 10-014-20190509

2.33 The approach adopted in this study is to start with the EUV. The 'plus' element is informed by the price paid for policy compliant schemes to ensure an appropriate landowners' premium.

Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).

Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results; valuation office agency data; public sector estate/property teams' locally held evidence.

PPG 10-015-20190509

- 2.34 This report has applied this methodology to establish the EUV.
- 2.35 The PPG sets out an approach to the developers' return

Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.

For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.

PPG 10-018-20190509

2.36 As set out in Chapter 7 below, this approach is followed.



Section 4 - Accountability

- 2.37 This is a new section in the PPG. It sets out new requirements on reporting. These are covered outside this report.
- 2.38 In line with paragraph 10-020-20180724 of the PPG that says that 'practitioners should ensure that the findings of a viability assessment are presented clearly. An executive summary should be used to set out key findings of a viability assessment in a clear way', Chapter 12 of this report is written as a standalone non-technical summary that brings the evidence together.

Community Infrastructure Levy Regulations and Guidance

2.39 The Council has not adopted CIL. The CIL Regulations are broad, so it is necessary to have regard to them and the CIL Guidance (which is contained within the PPG) when undertaking a plan-wide viability assessment and considering the deliverability of development. The CIL Regulations came into effect in April 2010 and have been subject to several subsequent amendments². CIL Regulation 14 (as amended) sets out the core principle for setting CIL. It is necessary to consider the CIL Regulations as they do impact on the wider plan-making process.

Setting rates

- (1) In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—
 - (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and
 - (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.
- (2) In setting rates ...
- 2.40 Viability testing in the context of CIL is to assess the 'effects' on development. Ultimately the test that will be applied to CIL is as set out in the examination section of the PPG. On preparing the evidence base on economic viability, the Guidance says:

A charging authority should be able to explain how their proposed levy rate or rates will contribute towards new infrastructure to support development across their area. Charging

² SI 2010 No. 948. The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010.* SI 2011 No. 987. The Community Infrastructure Levy (Amendment) Regulations 2011 *Made 28th March 2011, Coming into force 6th April 2011.* SI 2011 No. 2918. The Local Authorities (Contracting Out of Community Infrastructure Levy Functions) Order 2011. *Made 6th December 2011, Coming into force 7th December 2011.* SI 2012 No. 2975. The Community Infrastructure Levy (Amendment) Regulations 2012. *Made 28th November 2012, Coming into force 29th November 2012.* SI 2013 No. 982. The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th April 2013, Coming into force 25th April 2013.* SI 2014 No. 385. The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th February 2014, Coming into force 24th February 2014.* S1 2015 No. 836. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2015. *Made 20th March 2015.* SI 2019 No. 966 COMMUNITY INFRASTRUCTURE LEVY, ENGLAND The Community Infrastructure Levy (Amendment) (England) Regulations 2019. Made - 22nd May 2019. 2019 No. 1103 COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES The Community Infrastructure Levy (Amendment) (Ros. 2) Regulations 2019 *Made 9th July 2019. Coming into Force 1st September 2019.*



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authorities will need to summarise their viability assessment. Viability assessments should be proportionate, simple, transparent and publicly available in accordance with the viability guidance. Viability assessments can be prepared jointly for the purposes of both plan making and preparing charging schedules. This evidence should be presented in a document (separate from the charging schedule) that shows the potential effects of the proposed levy rate or rates on the viability of development across the authority's area. Where the levy is introduced after a plan has been made, it may be appropriate for a local authority to supplement plan viability evidence with assessments of recent economic and development trends, and through working with developers (e.g. through local developer forums), rather than by procuring new evidence.

PPG 25-019-20190901

- 2.41 This study has drawn on the existing available evidence. In due course, this study will form one part of the evidence that FDC will use if a decision is made to pursue CIL further. The Council would also need consider other 'existing available evidence', the comments of stakeholders and wider priorities.
- 2.42 From April 2015, councils were restricted in relation to pooling S106 contributions from more than five developments³. These 'pooling' restrictions were lifted from 1st September 2019. Payments requested under the s106 regime must be (as set out in CIL Regulation 122):
 - a. necessary to make the development acceptable in planning terms;
 - b. directly related to the development; and
 - c. fairly and reasonably related in scale and kind to the development.
- 2.43 A local authority which wishes to introduce CIL must to set out in a Charging Schedule the types of development to be charged (and any exceptions) and the rates of charge to be applied. CIL, once introduced, is mandatory on all developments within the categories and areas where the levy applies. This is unlike s106 agreements (including Affordable Housing) which are negotiated with developers on a site by site basis (subject to the restrictions in CIL Regulation 122 and within paragraphs 10-007 and 10-008 of the PPG). This means that CIL must not prejudice the viability of most sites.

Wider Changes Impacting on Viability

- 2.44 There have been a number of changes at a national level since FDC's existing viability work.
- 2.45 Paragraph 63 of the 2019 NPPF now sets out national thresholds for the provision of Affordable Housing:

Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer). To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.

³ CIL Regulations 123(3)



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2.46 In this context, major development is as set out in the Glossary to the 2019 NPPF:

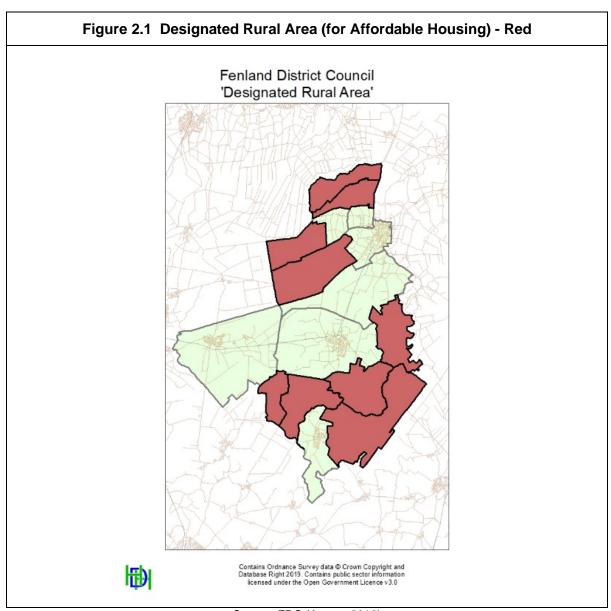
Major development: For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more. For non-residential development it means additional floorspace of 1,000m2 or more, or a site of 1 hectare or more, or as otherwise provided in the Town and Country Planning (Development Management Procedure) (England) Order 2015.

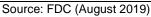
2.47 Fenland has 16 parishes, of which just over half are designated rural areas:

Benwick Christchurch Doddington

Manea Newton Parson Drove

Tydd St Giles Wimblington Wisbech St Mary.







2.48 A threshold of 6 units is assumed to apply within the designated rural area and a threshold of 10 units is assumed to apply elsewhere.

Low Cost Home Ownership

- 2.49 The amended Community Infrastructure Levy Regulations include provisions which exempt Starter Homes from the Levy where the dwelling is sold to individuals whose total household annual income is no more than £80,000 (£90,000 in Greater London).
- 2.50 The 2019 NPPF (paragraph 64) sets out a policy for a minimum of 10% affordable home ownership units on larger sites.

Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership⁴, unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups. Exemptions to this 10% requirement should also be made where the site or proposed development:

- a) provides solely for Build to Rent homes;
- b) provides specialist accommodation for a group of people with specific needs (such as purpose-built accommodation for the elderly or students);
- c) is proposed to be developed by people who wish to build or commission their own homes;
 or
- d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.

Paragraph 64, 2019 NPPF

2.51 This is assumed to apply.

Affordable Housing

- 2.52 Prior to the Summer 2015 Budget, Affordable Rents were set at up to 80% of open market rent and generally went up, annually, by inflation (CPI) plus 1%, and Social Rents were set through a formula, again with an annual inflation plus 1% increase. Under arrangements announced in 2013, these provisions were to prevail until 2023, and formed the basis of many housing associations' and other providers' business plans. Housing associations knew their rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them attractive as each year the rent would always be a little more relative to inflation.
- 2.53 In the Budget, it was announced that Social Rents and Affordable Rents would be reduced by 1% per year for 4 years. This change reduced the value of Affordable Housing. In October 2017 the Government announced that Rents will rise by CPI +1% for five years from 2020. The values of Affordable Housing have been considered in Chapter 4 below.

⁴ Footnote 29 of the 2018 NPPF clarifies as 'As part of the overall affordable housing contribution from the site'.



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Environmental Standards

2.54 The Government confirmed within the *Fixing the foundations productivity report*⁵ its intention not to proceed with the zero carbon buildings policy, which was initially announced in 2007.

... repeat its successful target from the previous Parliament to reduce net regulation on housebuilders. The government does not intend to proceed with the zero carbon Allowable Solutions carbon offsetting scheme, or the proposed 2016 increase in on-site energy efficiency standards, but will keep energy efficiency standards under review, recognising that existing measures to increase energy efficiency of new buildings should be allowed time to become established

- 2.55 There was no uplift to Part L of the Building Regulations during 2016 and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings will be dropped, including the Allowable Solutions programme.
- 2.56 As this report was being written (November 2019), the Government launched a consultation on 'The Future Homes Standard'⁶. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. The Council is exploring the policy options in this regard. At this stage a policy has not been drafted but is likely to include provisions to encourage reduced energy usage. This is considered in Chapter 8 below.

Biodiversity

- 2.57 In March 2019 the Government announced that new developments must deliver an overall increase in biodiversity. Following a consultation, the Chancellor confirmed in the Spring Statement that the Government will use the forthcoming Environment Bill to mandate 'biodiversity net gain'.
- 2.58 At this stage no details have been published, however biodiversity net gain requires developers to ensure habitats for wildlife are enhanced and left in a measurably better state than they were pre-development. They must assess the type of habitat and its condition before submitting plans, and then demonstrate how they are improving biodiversity such as through the creation of green corridors, planting more trees, or forming local nature spaces.
- 2.59 Improvements on-site are encouraged, but in the rare circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere.
- 2.60 The costs of this type of intervention are modest and will be achieved through the use of more mixed planting plans, that use more locally appropriate native plants. To a large extent the costs of grass seeds and plantings will be unchanged. More thought and care will however go into the planning of the landscaping. There will be an additional cost of establishing the base line 'pre-development' situation as a survey will need to be carried out. The

https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate



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⁵ https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation

Government's impact assessment⁷ suggest an average cost in the region of £20,000 per hectare. This would represent a modest increase in the site costs. We have increased the site cost assumption to reflect this.

2.61 In Chapter 7 the main development cost assumptions were set out and these included an allowance for fees. Having considered this policy (and the other policies) the base assumption has been increased from 8% to 9%.

Viability Guidance

2.62 There is no specific technical guidance on how to test viability in the 2019 NPPF or the updated PPG, although the updated PPG includes guidance in a number of specific areas. There are several sources of guidance and appeal decisions⁸ that support the methodology HDH has developed. This study follows the *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012⁹ (known as the **Harman Guidance**). This contains the following definition:

An individual development can be said to be viable if, after taking account of all costs, including central and local government policy and regulatory costs and the cost and availability of development finance, the scheme provides a competitive return to the developer to ensure that development takes place and generates a land value sufficient to persuade the land owner to sell the land for the development proposed. If these conditions are not met, a scheme will not be delivered.

- 2.63 The planning appeal decisions, and the HCA good practice publication¹⁰ suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of schemes compared with the Existing Use Value (EUV), plus a premium. The premium over and above the EUV being set at a level to provide the landowner with an inducement to sell. This approach is now specified in the PPG (see above).
- 2.64 The Harman Guidance and *Financial viability in planning*, *RICS guidance note, 1st edition* (GN 94/2012) which was published during August 2012 (known as the **RICS Guidance**) set out the principles of viability testing¹¹. Additionally, the Planning Advisory Service (PAS) provides viability guidance and manuals for local authorities.

¹¹ There are two principle pieces of relevant guidance; *Draft Financial viability in planning: conduct and reporting RICS professional statement, England (October 2018)* and *Financial Viability in planning (1st edition), RICS*

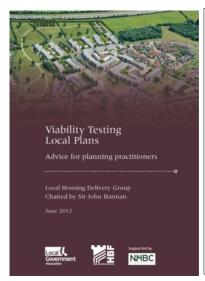


⁷ https://www.gov.uk/government/consultations/biodiversity-net-gain-updating-planning-requirements

⁸ Barnet: APP/Q5300/ A/07/2043798/NWF, Bristol: APP/P0119/ A/08/2069226, Beckenham: APP/G5180/ A/08/2084559, Bishops Cleeve; APP/G1630/A/11/2146206 Burgess Farm: APP/U4230/A/11/2157433, CLAY FARM: APP/Q0505/A/09/2103599/NWF, Woodstock: APP/D3125/ A/09/2104658, Shinfield APP/X0360/ A/12/2179141, Oxenholme Road, APP/M0933/A/13/2193338, Former Territorial Army Centre, Parkhurst Road, Islington APP/V5570/W/16/3151698, Vannes: Court of Appeal 22 April 2010, [2010] EWHC 1092 (Admin) 2010 WL 1608437.

⁹ Viability Testing in Local Plans has been endorsed by the Local Government Association and forms the basis of advice given by the, CLG funded, Planning Advisory Service (PAS).

¹⁰ Good Practice Guide. Homes and Communities Agency (July 2009).







2.65 There is considerable common ground between the 2012 RICS Guidance and the Harman Guidance, but they are not consistent. The RICS Guidance recommends against the 'EUV plus a margin' – which is the methodology recommended in the Harman Guidance.

One approach has been to exclusively adopt current use value (CUV) plus a margin or a variant of this, i.e. existing use value (EUV) plus a premium. The problem with this singular approach is that it does not reflect the workings of the market as land is not released at CUV or CUV plus a margin (EUV plus).....

Financial viability in planning, RICS guidance note, 1st edition (GN 94/2012)

2.66 The Harman Guidance advocates an approach based on Threshold Land Value (Threshold Land Value is equivalent to Benchmark Land Value as referred to in the updated PPG):

Consideration of an appropriate **Threshold Land Value** needs to take account of the fact that future plan policy requirements will have an impact on land values and landowner expectations. Therefore, using a market value approach as the starting point carries the risk of building-in assumptions of current policy costs rather than helping to inform the potential for future policy. Reference to market values can still provide a useful 'sense check' on the threshold values that are being used in the model (making use of cost-effective sources of local information), but it is not recommended that these are used as the basis for the input to a model.

We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values (noting the exceptions below).

Viability Testing in Local Plans – Advice for planning practitioners. (June 2012)

2.67 The RICS Guidance dismisses a Threshold Land Value approach as follows:

Threshold land value. A term developed by the Homes and Communities Agency (HCA) being essentially a land value at or above that which it is assumed a landowner would be prepared to sell. It is not a recognised valuation definition or approach.

guidance note 2012. The 2012 guidance note, is subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG (July 2018) so relatively little weight is given to this.



- 2.68 As set out in Chapter 1 above, *Financial viability in planning*, *RICS guidance note, 1st edition* (GN 94/2012) is not consistent with the 2019 NPPF and updated PPG so is subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG. Relatively little weight is given to this RICS Guidance in this regard at this stage.
- 2.69 In line with the updated PPG, this study follows the EUV Plus (EUV+) methodology. The methodology is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV is central to the assessment of viability. It must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the value of the land both with and without the benefit of planning.
- 2.70 This approach is in line with that recommended in the Harman Guidance (as endorsed by LGA, PAS) and also broadly in line with the main thrust of the RICS Guidance of having reference to market value.
- 2.71 In September 2019 the House Builders Federation (HBF) produced further guidance in the form of *HBF Local Plan Viability Guide* (Version 1.2: Sept 2019). This guidance draws on the Harman Guidance and the 2012 RICS Guidance, (which the RICS is updating as it is out of date), but not the more recent May 2019 RICS Guidance. This HBF guidance stresses the importance of following the guidance in the PPG and of consultation, both of which this report has done. We do have some concerns around this guidance as it does not reflect 'the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission' as set out in paragraph 10-009-20190509 of the PPG. The HBF Guidance raises several 'common concerns'. Regard has been had to these under the appropriate headings through this report.



3. Methodology

Viability Testing – Outline Methodology

3.1 This report follows the Harman Guidance and was put to the consultation event on 19th September 2019. The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

Gross Development Value

(The combined value of the complete development)

LESS

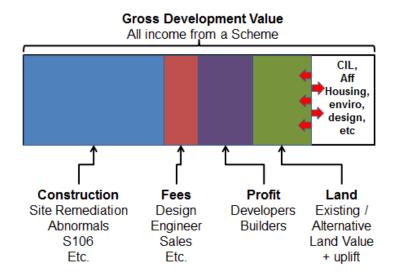
Cost of creating the asset, including a profit margin

(Construction + fees + finance charges)

=

RESIDUAL VALUE

- 3.2 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit of what a developer could offer for a site and still make a satisfactory return (i.e. profit).
- 3.3 In the following graphic, the bar illustrates all the income from a scheme. This is set by the market (rather than by the developer or local authority). Beyond the economies of scale that larger developers can often enjoy, the developer has relatively little control over the costs of development, and whilst there is scope to build to different standards the costs are largely out of the developer's direct control they are what they are.



3.4 The essential balance in viability testing is around the land value and whether or not land will come forward for development. The more policy requirements and developer contributions a planning authority asks for, the less the developer can afford to pay for the land. The purpose



of this assessment is to quantify the costs of FDC's policies and to assess the effect of these and then make a judgement as to whether or not land prices are squeezed to such an extent that the Plan is not deliverable.

- 3.5 The land value is a difficult topic since a landowner is unlikely to be entirely frank about the price that would be acceptable, always seeking a higher one. This is one of the areas where an informed assumption has to be made about the 'uplift' above the 'EUV' which would make the landowner sell.
- 3.6 This study is not trying to mirror any particular developer's business model rather it is making a broad assessment of viability in the context of plan-making and the requirements of the 2019 NPPF and CIL Regulations.

Limitations of viability testing in the context of the NPPF

- 3.7 High level viability testing does have limitations. The assessment of viability is a largely quantitative process based on financial appraisals there are however types of development where viability is not at the forefront of the developer's mind and they will proceed even if a 'loss' is shown in a conventional appraisal. By way of example, an individual may want to fulfil a dream of building a house and may spend more than the finished home is actually worth, a community may extend a village hall even though the value of the facility in financial terms is not significantly enhanced or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.
- 3.8 This is a challenge when considering policy proposals. It is necessary to determine whether or not the impact of a policy requirement on a development type that may appear only to be marginally viable will have any material impact on the rates of development or whether the developments will proceed anyway. Some development comes forward for operational reasons rather than for property development purposes.

The meaning of Landowner Premium

3.9 The phrase '*landowner premium*' is new in the updated PPG. Under the 2012 NPPF, and the superseded PPG, the phrase 'competitive return' was used. This is at the core of a viability assessment. The 2012 RICS Guidance includes the following definition:

Competitive returns - A term used in paragraph 173 of the NPPF and applied to 'a willing land owner and willing developer to enable development to be deliverable'. A 'Competitive Return' in the context of land and/or premises equates to the Site Value as defined by this guidance, i.e. the Market Value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan. A 'Competitive Return' in the context of a developer bringing forward development should be in accordance with a 'market risk adjusted return' to the developer, as defined in this guidance, in viably delivering a project.

3.10 Whilst this is useful it does not provide guidance as to the size of that return. The updated PPG says:



Benchmark land value should:

- be based upon existing use value
- allow for a premium to landowners (including equity resulting from those building their own homes)
- reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and

Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.

This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.

In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.

PPG 10-014-20190509

- 3.11 There has been much discussion as to what may and may not be a landowner premium. The term has not been given a firm definition through the appeal, planning examination or legal processes. 'Competitive return' was considered at the Shinfield Appeal (January 2013)¹² and the case is sometimes held up as a firm precedent, however as confirmed in the Oxenholme Road Appeal (October 2013)¹³ the methodology set out in Shinfield is site specific and should only be given limited weight. More recently further clarification has been provided in the Territorial Army Centre, Parkhurst Road, Islington Appeal (June 2017)¹⁴, which has subsequently been confirmed by the High Court¹⁵. This notes the importance of comparable data but stresses the importance of the quality of the comparable. The level of return to the landowner is discussed and the approach taken in this study is set out in the later parts of Chapter 6 below.
- 3.12 This study is about the economics of development however, viability brings in a wider range than just financial factors. The following graphic is taken from the Harman Guidance and illustrates some of the non-financial as well as financial factors that contribute to the

¹⁵ Parkhurst Road Limited v Secretary of State for Communities and Local Government and The Council of the London Borough of Islington [2018] EWHC 991 (Admin)



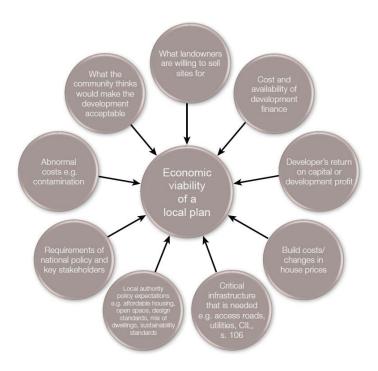
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¹² APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

¹³ APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)

¹⁴ APP/V5570/W/16/3151698 (Former Territorial Army Centre, Parkhurst Road, Islington, London, N7 0LP)

assessment process. Viability is an important factor in the plan-making process, but it is one of many factors.



Existing Available Evidence

- 3.13 The 2019 NPPF, the PPG, the CIL Regulations and CIL Guidance are clear that the assessment of viability should, wherever possible, be based on existing available evidence rather than new evidence. The evidence that is available from FDC has been reviewed. This falls into three broad types:
- 3.14 Firstly, is that which has been prepared earlier in the plan-making process and to inform the setting of CIL. These studies were subject to consultation and include:
 - a. FDC Community Infrastructure Levy Viability Scoping and Assessment, Ref: DSP14264 Final Report (DSP v7) (Dixon Searle, September 2014).
 - b. St Edmundsbury Borough Council, Forest Heath District Council, East Cambridgeshire District Council, Fenland District Council, Local Development Framework: Affordable Housing Economic Viability Assessment 2009/10 (Adams Integra, 2010).
- 3.15 Through the September 2019 consultation it was suggested that the 2014 study has no relation to the current study. This is not accepted, the Harman Guidance is clear that an assessment of viability should build on the existing available evidence.
- 3.16 Secondly, is that which FDC holds, in the form of development appraisals¹⁶ that have been submitted by developers in connection with specific developments most often to support

¹⁶ These are not referred to specifically in this report as some were submitted to the Council on a confidential basis.



negotiations around the provision of Affordable Housing or s106 contributions. The approach taken is to draw on this existing evidence and to consolidate it so that it can then be used as a sound base for setting the Affordable Housing target and the levels of CIL. It is important to note that these figures are the figures submitted by developers for discussion at the start of the viability process, and are not necessarily the figures agreed between the parties.

			7	ГаІ	ole	3.	1	Re	ev	iew	of	D	ev	el	ор	m	en	t I	Мa	na	ıge	em	ıeı	nt	Via	ab	ilit	ty	Αŗ	эp	ra	isa	als	·-			
2018		1.18	28		5,137				£1,842											£28,900			8%	1.50%						20%					£600,000	£176,471	
2018		8.23	221		20,981				£1,952	VMO %79				£1,076						£13,320			%8	1.50%	009 3					70%	2%				£3,800,000	£461,725	
2018		0.45	19		1,543			1	£2,560					£1,659						£4,737			10%	2.50%	6750					20% Value	6% costs						
2017		3.4	80		7,118				£1,918	63.8% OMV					£1,050	market/ £987	aff			£4,000			%8	1.50%	009 3			2.50%		20% Value	6% costs				£1,000,000	£2,222,222	
2016		5.46	139		15,711				£1,801					£914		<u>-</u>		0.50%	73%	£16,690			1%	1%				3%	4.75%					£1,250,000			
2016		5.54	95		9,174			,	£2,131	40% / 2.75%pa	£959						Mean		15%	£11,321			10%	3.00%					%9							£20,235	£20,235
2015		0.74	11		1,437				£1,638								£1,012			£5,874			8.60%	4.50%	£200			2.50%									
2015		0.3	35		2,100				£3,072								£1,151		%6				%8	%9	009 3				7.70%	70%					£425,000	£1,416,667	
2015		0.8	30		2,181				£1,725							Between LQ	and Median			£4,000			%8	1.50%	009 J			2.50%	4.30%	20% / 17.5%	2%				£428,000	£535,000	
	eme	На	Units	Affordable	GIA (m2)			ser	Residential	Affordable			Construction	All In				Abnormals	Site	s106 / unit		S	Professional	Sales	Legal		er	Contingency	Interest	Dev Return	Aff Return		7	Price Paid	EUV	EUV/ha	BLV
	Scheme						-	Values					Con									Fees					Other						Land				

Source: Review of appraisals submitted through Development Management.

3.17 Through the September 2019 consultation some frustration was expressed that the location of the schemes were not shown. The development appraisals were prepared for the



development management process, sometimes on a confidential basis. It was therefore felt inappropriate to publish the full details of the appraisals.

3.18 Thirdly, FDC also holds evidence of what is being collected from developers under the s106 regime. This is being collected outside this study¹⁷.

Stakeholder Engagement

- 3.19 The PPG and the CIL Guidance require stakeholder engagement. The preparation of this viability assessment includes specific consultation and engagement with the industry. A consultation event was held on the 19th September 2019. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited. **Appendix 2** includes the details of those invited and the attendees, and **Appendix 3** includes the presentation given. **Appendix 4** includes a summary of notes taken.
- 3.20 The event was divided into three parts:
 - a) A recap of viability testing in the context of the 2019 NPPF and updated PPG.
 - b) The main assumptions for the viability assessments were set out including development values, development costs, land prices, developers' and landowners' returns.
 - c) The consultants and consultees talked through the main points.
- 3.21 The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate.
- 3.22 The main points from the consultation event and subsequent comments received were:
 - a) That the general methodology and approach was appropriate (being in line with the PPG and other Guidance).
 - b) That some of the values may be a little high.
 - c) That prices do vary quite significantly across the District.
- 3.23 A wide range of other points of detail were also made. Following the event, copies of the presentation and an early iteration of this study were circulated to all those invited, and the stakeholders were asked to make any further representations by email. Four written



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¹⁷ Paragraphs 10-020-20180724 to 10-028-20180724 of the PPG introduce reporting requirements in this regard. In particular 10-027-20180724 says:

How should monitoring and reporting inform plan reviews?

The information in the infrastructure funding statement should feed back into reviews of plans to ensure that policy requirements for developer contributions remain realistic and do not undermine deliverability of the plan.

Paragraph: 027 Reference ID: 10-027-20180724

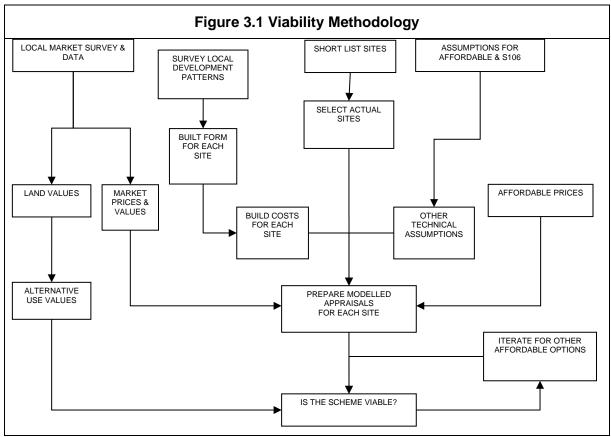
responses were received in addition to the comments made at the event. One of these was very substantial and was made on behalf of 8 local developers.

- 3.24 There was some concern from some consultees that that all the appraisals for all the scenarios were not available at the time of the September 2019 consultation. The purpose of the September 2019 consultation was to establish a general consensus on the inputs to the appraisals and to agree a methodology. It would have been inappropriate (and disproportionate) to undertake all the detailed analysis (running over 2,000 development appraisals) before stakeholders had the opportunity to comment on the base inputs. It was inevitable that the assumptions would change as result of the consultation (that is the nature of consultation). The full working model of the appraisals in the pre-consultation draft were made available to consultees following the September 2019 consultation event.
- 3.25 The consultation process has been carried out fully in accordance with the requirements of the updated PPG, the Harman Guidance and the RICS Guidance

Viability Process

- 3.26 The assessment of viability as required under the 2019 NPPF and the CIL Regulations is a quantitative and qualitative process. The updated PPG requires that (at PPG 10-001-20190509) '...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106'.
- 3.27 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for a representative range of 'typologies', and using these to assess whether development, generally, is viable. The typologies were modelled based on discussions with Council officers, the existing available evidence supplied to us by the Council, and on our own experience of development. Details of the modelling are set out in Chapter 9. This process ensures that the appraisals are representative of typical development in the FDC area over the plan-period.
- 3.28 In addition to modelling a range of representative sites, the Strategic Sites will be modelled when they have been identified later in the plan-making process.





Source: HDH 2019

- 3.29 The local housing markets were surveyed to obtain a picture of sales values. Land values were assessed to calibrate the appraisals and to assess EUVs. Alongside this, local development patterns were considered, to arrive at appropriate built form assumptions. These in turn informed the appropriate build cost figures. Several other technical assumptions were required before appraisals could be produced. The appraisal results were in the form of £/ha 'residual' land values, showing the maximum value a developer could pay for the site and still make an appropriate return. The Residual Value was compared to the EUV for each site. Only if the Residual Value exceeded the EUV, and by a satisfactory margin (the Landowners' Premium), could the scheme be judged to be viable. The amount of margin is a difficult subject and is discussed and the approach taken in this study is set out in the later parts of Chapter 6 below.
- 3.30 The appraisals are based on existing and emerging policy options as summarised in Chapter 8 below. The emerging Plan is still at an early stage, so the policy topics used in this assessment may be subject to changes. For appropriate sensitivity testing a range of options including different levels of Affordable Housing provision and different levels of developer contribution are tested. If the Council allocates different types of site or develops significantly different policies to those tested in this study, it may be necessary to revisit viability and consider the impact of those further or different requirements.



3.31 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing as required by the 2019 NPPF and CIL Regulations¹⁸ is used. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development. The purpose is to capture the generality and to provide high level advice to assist FDC in assessing the deliverability of the Local Plan and to assist the Council in considering CIL.

Additional Profit

- 3.32 To assess whether or not a contribution to CIL can be made, a calculation needs to be undertaken to establish the Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land (alternative land value plus uplift), developed the site and sold the units (including providing any Affordable Housing that is required). The approach to calculating additional profit is to complete the appraisal using the same base cost and price figures and other financial assumptions as used to establish the Residual Value, except for the current rates of CIL. Instead of calculating the Residual Value, the cost of the land (the Benchmark Land Value as EUV +) is incorporated into the cost side of the appraisal to show the resulting profit (or loss).
- 3.33 The amount by which the resulting profit exceeds the target level of profit, represents the additional profit, and provides a measure of the scope for contributing to CIL without impairing development viability. CIL contributions can be paid out of this additional profit. The following formula was used:

Gross Development Value

(The combined value of the complete development including x% Affordable Housing)

LESS

Cost of creating the asset, including a profit margin

(land* + construction + fees + finance charges + developers' profit) including mitigation measures, and Affordable Housing commuted sums

Additional Profit

* Where 'land' is the Benchmark Land Value.

¹⁸ This Viability Model is used as the basis for the Planning Advisory Service (PAS) Viability Workshops. It is made available to Local Authorities, free of charge, by PAS and has been widely used by Councils across England (and, to a lesser extent, Wales).



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4. Residential Market

4.1 This chapter sets out an assessment of the housing market, providing the basis for the assumptions on house prices. The study is concerned not just with the prices but the differences across different areas. Market conditions will broadly reflect a combination of national economic circumstances, and local supply and demand factors, however, even within a town there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

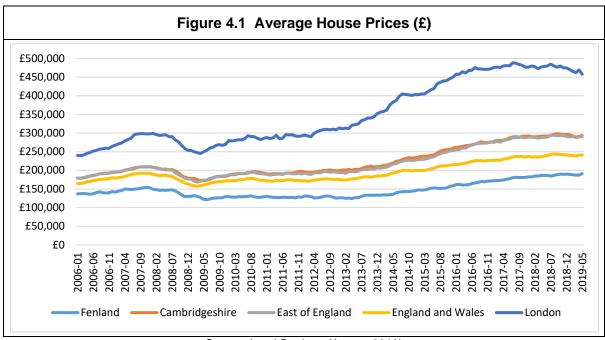
Fenland's Residential Market

- 4.2 Fenland is a largely rural area comprising much of the area between Peterborough, King's Lynn and Cambridge. The majority of the area is sparsely populated. The main settlements are the market towns of Wisbech, March, Whittlesey and Chatteris.
 - a. The economy is built on agriculture, with food production / processing / packing having become more important in recent years. There are other areas of industry, such as brickmaking to the very west of the District and a range of engineering sectors.
 - b. The Port of Wisbech on the River Nene is an active port with access to the Wash. It handles a range of dry goods.
 - c. The transport links to the District are adequate for servicing the District, with train stations on the Peterborough to Ely line (March and Whittlesey) and a reasonable network of main roads, however the area does not benefit from a mainline or motorways.
 - d. The rural area and attractive countryside make the area popular will commuters working in Peterborough and, to a lesser extent, Cambridge.
- 4.3 Overall the market is perceived to be mixed, with a strong market for the right scheme in the right place. Having said this, there is no doubt that some areas remain challenging and the relatively low house prices areas do lead to some areas seeing relatively little development coming forward. Through the September 2019 consultation concerns over 'Brexit' were raised (see below) and that prices were falling for larger units, but stable for smaller units.

National Trends and the relationship with the wider area

4.4 The housing market peaked late in 2007 (see the following graph) and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'. Average house prices across England and Wales have recovered to their pre-recession peak, this is strongly influenced by London.





Source: Land Registry (August 2019)

- 4.5 Prices in Fenland are now about 24% above their November 2007 peak which is in line with the increase in England and Wales (about 25%). House prices in Cambridgeshire and the wider East of England have increased very much more than this at about 40%. The increase in London over the same period is more at about 55%. Through the September 2019 consultation it was suggested that Fenland's housing was closely related to the London market. We do not recognise this characterisation. As with most markets away from the metropolitan centres and large conurbations, fluctuations in the market are much less than seen in London and the Home Counties.
- 4.6 Up to the pre-recession peak of the market, the long-term rise in house prices had, at least in part, been enabled by the ready availability of credit to home buyers. Prior to the increase in prices, mortgages were largely funded by the banks and building societies through deposits taken from savers. During a process that became common in the 1990s, but took off in the early part of the 21st Century, many financial institutions changed their business model whereby, rather than lending money to mortgagees that they had collected through deposits, they entered into complex financial instruments and engineering through which, amongst other things, they borrowed money in the international money markets, to then lend on at a margin or profit. They also 'sold' portfolios of mortgages that they had granted. These portfolios also became the basis of complex financial instruments (mortgage backed securities and derivatives etc.).
- 4.7 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was not certain. As a result, several failed and had to be rescued. This was an international problem that affected countries across the world but most particularly in North America and Europe. In the UK, the high-profile institutions that were rescued included Royal Bank of Scotland, HBoS, Northern Rock and Bradford and Bingley. The ramifications of the recession were an immediate and significant fall in house



prices, and a complete reassessment of mortgage lending with financial organisations becoming averse to taking risks, lending only to borrowers who had the least risk of default and those with large deposits.

- 4.8 It is important to note that, at the time of this report, the housing market is actively supported by the Government through products and initiatives such as Help-to-Buy. In addition, the historically low Bank of England's base rates, since the recession, have contributed to the wider economic recovery, including a rise in house prices.
- 4.9 There is a degree of uncertainty in the housing market as reported by the RICS. The October 2019 RICS UK Residential Market Survey¹⁹ said:

The October 2019 RICS Residential Market Survey continues to depict a relatively subdued sales market backdrop, evidenced by negative readings for indicators covering new buyer enquiries, agreed sales and new instructions. That being said, near term expectations for sales activity did improve to a certain degree, and a broadly stable trend is now anticipated to emerge across most parts of the country over the next three months.

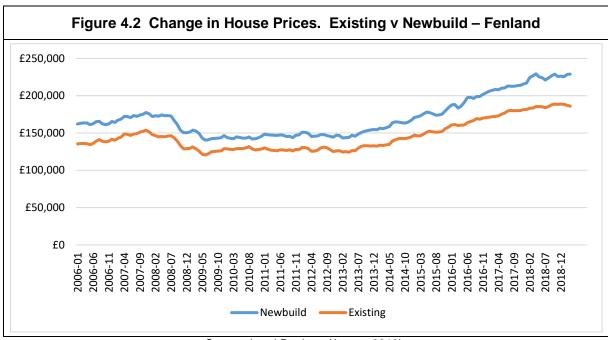
- 4.10 When ranked across England and Wales, the average house price for FDC is 250th (out of 348) at about £202,805²⁰. To set this in context, the Council at the middle of the rank (174 Herefordshire), has an average price of £264,989. It is relevant to note that FDC's median price is a lower than the mean at £185,000²¹.
- 4.11 The figure above shows that prices in the FDC area have seen a significant recovery since the bottom of the market in mid-2009. A characteristic of the data is that the values of newbuild homes have increased faster than that for existing homes. The Land Registry shows that the average price paid for newbuild homes in Fenland (£229,105) is about £43,000, or 23% higher than the average price paid for existing homes (£186,046).

²¹ Median house prices for administrative geographies: HPSSA dataset 9 (Release 26th June 2019)



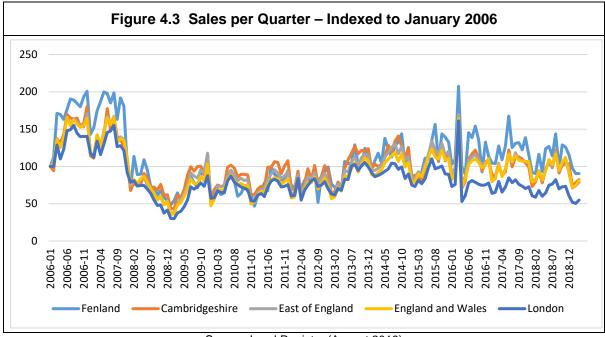
https://www.rics.org/globalassets/rics-website/media/knowledge/research/market-surveys/uk-residential-market-survey---october-2019.pdf

²⁰ Mean house prices for administrative geographies: HPSSA dataset 12 (Release 26th June 2019).



Source: Land Registry (August 2019)

4.12 The rate of sales (i.e. sales per month) in the FDC area is a little greater than the wider country, underlining the fact that the local market is an active market.



Source: Land Registry (August 2019)

4.13 This report is being completed after the United Kingdom voted to leave the European Union. It is not possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of uncertainty. Negotiations around the details of the exit are underway but not concluded, so the future of trade with the EU and wider world are not yet known.



4.14 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. The economy is in a period of uncertainly and, whilst it is not the purpose of this assessment, it is timely to provide a forecast of how house prices and values may change in the future. HM Treasury brings together some of the forecasts in its monthly Forecasts for the UK economy: a comparison of independent forecasts report²².

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/801759/PU797 _Forecast_for_the_UK_Economy_May_2019_covers.pdf



²² No 383, May 2019.

		_				T	ak	ole	4	.1	_	o	ns	ol	lid	lat	ec	l He	ous	se	Pr	'iC	е	Fo	re	Ca	as	ts		_			
	2023		0.0	,		,	0.0	-0.3							,	0.7	0.0								0.0				0.0	0.0	0.0	0.7	-0.3
JP)	2022		0.0	,		,	-0.2	-0.3					,		,	0.5	0.0					6.0	,	,	0.0				-0.2	0.0	0.0	0.5	-0.3
Output gap (% of GDP)	2021		0.0	,		,	-0.3	-0.3	,		,	,	,	-1.2	,	0.1	0.0					1.0			-0.1		,		-0.4	-0.3	-0.3	0.1	-1.2
Outpr	2020		-0.1	,		,	-0.4	-0.2		,			0.7	6.0-		-0.3	-0.1					8.0		1.1	-0.2				-0.5	-0.1	-0.1	1.1	6.0-
	2019		0.1	,		,	-0.5	-0.2					0.4	-0.5	,	-0.4	0.1					0.7		6.0	-0.3				9.0-	-0.1	-0.1	6.0	9.0-
			* May	* May	* May	* May	* May	* May	Feb	* May	Nov	Aug	* May	* May	Nov	* May	* May	Nov			* May	Aug	* May	* May	* May	* May	* May	* May	* May				
		City forecasters	Bloomberg Economics	Capital Economics	CEBR	Citigroup	Commerzbank	Daiwa CM	Deutsche Bank	EY ITEM Club	HSBC	ING	Morgan Stanley	Natwest Markets	Nomura	Schroders Investment Management	Societe Generale	UBS	Non-City forecasters		Beacon Economic Forecasting	EIU	Experian	Heteronomics	IMF	Kern Consulting	Liverpool Macro Research	NIESR	Oxford Economics	Independent average	New forecasts	Highest	Lowest
			May *	May *	May *	May *	May *	May *	Feb	May *	Nov	Aug	May *	May *	Nov	May *	May *	Nov			May *	Aug	May *	May *	May *	May *	May *	May *	May *				
	2023						0.7	3.0		3.5						4.0					7.9		4.3					0.5	3.6	3.4	3.4	7.9	0.5
average, %)	2022			,	,	,	1.0	3.5		3.5					,	4.5	,				8.0	,	4.0					6.0	3.5	3.6	3.6	8.0	6.0
House price inflation (annual average, %)	2021			2.0	,	,	3.2	3.6	,	3.0			,	,	,	4.9	,				5.3		3.4		,	,	,	1.8	3.3	3.4	3.4	5.3	1.8
House price inf	2020			1.5	,	,	1.2	2.2		2.0					,	3.8					2.2		3.5	2.0				2.8	1.5	2.3	2.3	w w	1.2
_	2019			1.0			6.0	1.0		1.4						-1.1					1.0		3.4	1.8				2.4	0.1	1.2	1.2	3.4	4.1

Source: Forecasts for the UK economy: a comparison of independent forecasts No 383 (HM Treasury, May 2019.

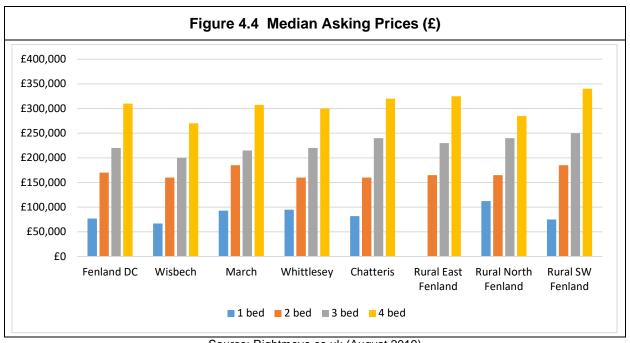
Table M9: Medium-term forecasts for house price inflation and the output gap



- 4.15 There is clearly uncertainty in the market, and it is not for this study to try to predict how the market may change in the coming years, and whether or not there will be a further increase in house prices. Generally, the expectation is that house prices return to grown relatively quickly.
- 4.16 Property agents Savills are predicting no change in the current year, a 2% increase next year and a 9.3% increase over the next 5 years in the mainstream East of England markets, with a 1% increase this year, 2% next year and 14.8% over the next 5 years in the prime Wider South residential markets²³. These predictions are somewhat less than were being predicted before the Brexit referendum.

The Local Market

- 4.17 A survey of asking prices across the FDC area was carried out in August 2019. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated. The data is based on the main settlements. The rural areas have been subdivided as follows:
 - a. North Fenland North of the A47.
 - b. East Fenland East of the A141 and south of the A47.
 - c. South West Fenland West of the A141 and south of the A47



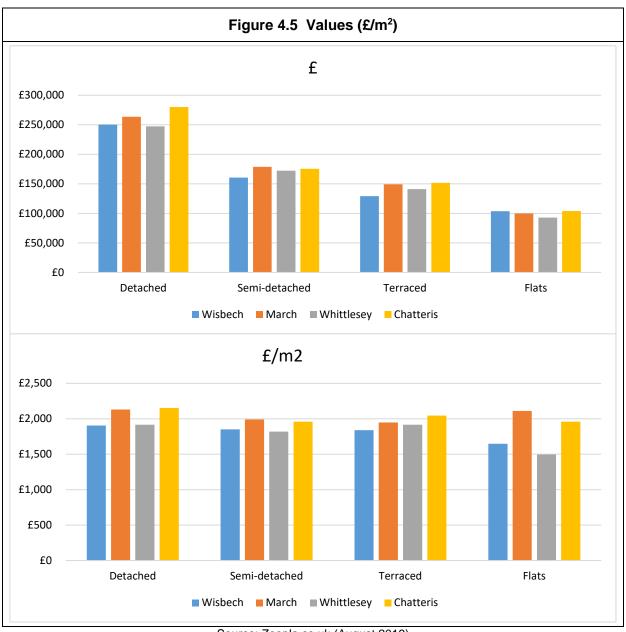
Source: Rightmove.co.uk (August 2019)

4.18 Through the September 2019 consultation it was highlighted that asking prices are rarely achieved. This is accepted, however in a study of this type it is necessary to draw on the widest range of data sources.

²³ https://pdf.euro.savills.co.uk/uk/residential---other/report---residential-property-forecasts---autumn-2018.pdf



43



Source: Zoopla.co.uk (August 2019)

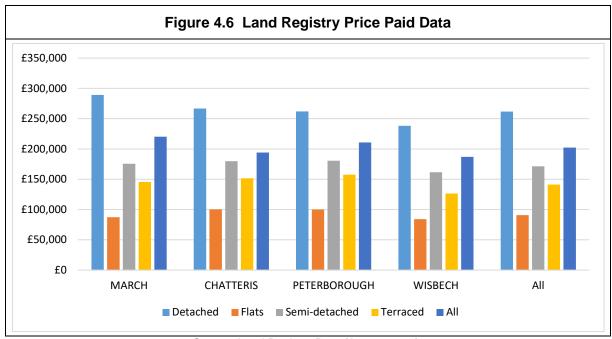
4.19 The Land Registry publishes data of all homes sold. Across the FDC area 2,632 home sales are recorded since the start of 2018²⁴. These transactions (as recorded by the Land Registry) are summarised as follows.

²⁴ The Land Registry makes all transactions available as and when they are registered via the 'beta' format tool at https://www.gov.uk/government/statistical-data-sets/price-paid-data-downloads. It does take some time for transactions to be registered – we estimate this to be about 4 to 6 months.



Table 4.	2 Land Regis	try Price Paic	Data by Tow	n (with Count	:)					
	From January 2018									
	Detached	Flats	Semi- detached	Terraced	All					
MARCH	£322,554	£88,488	£181,815	£151,532	£238,513					
	378	40	209	160	787					
CHATTERIS	£279,620	£102,548	£180,773	£158,584	£198,215					
	92	20	97	98	307					
HUNTINGDON	£442,500	£0	£0	£120,000	£335,000					
	2	0	0	1	3					
PETERBOROUGH	£265,432	£104,124	£182,807	£162,081	£216,293					
	215	8	143	90	456					
WISBECH	£239,051	£85,811	£167,052	£125,121	£186,851					
	471	28	335	245	1,079					
ALL	£274,781	£91,939	£175,559	£143,347	£208,894					
	1,158	96	784	594	2,632					

Source: Land Registry Data (August 2019) Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.



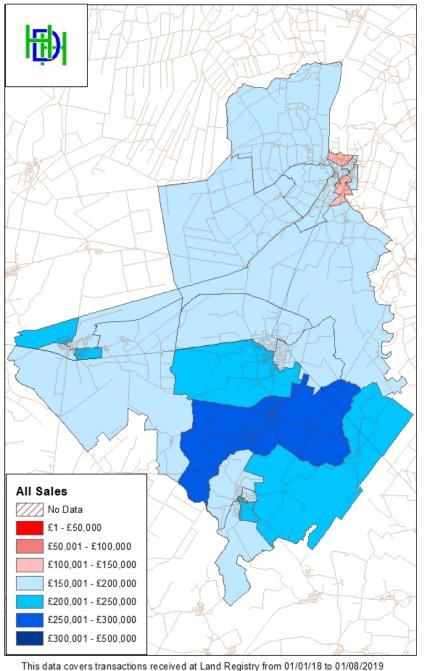
Source: Land Registry Data (August 2019)

- 4.20 The different types of dwelling have significantly different values. The differences between areas was stressed through the September 2019 consultation, and it was suggested that Wisbech and Whittlesey should be treated together as should March and Chatteris.
- 4.21 The geographical differences in prices are illustrated in the following maps showing the median price by ward, the first being for all properties and the second just for newbuild.



Figure 4.7 Median Prices – All Properties

Fenland District Council All Median Sales by Ward 1/1/18 - 1/8/19



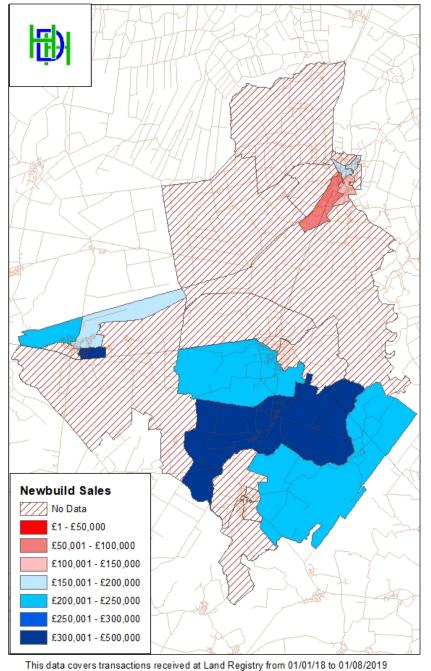
This data covers transactions received at Land Registry from 01/01/18 to 01/08/2019
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Source: HDH based on Land Registry Price Paid Data



Figure 4.8 Median Prices – Newbuild Properties

Fenland District Council Newbuild Median Sales by Ward 1/1/18 - 1/8/19



This data covers transactions received at Land Registry from 01/01/18 to 01/08/2019
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Source: HDH based on Land Registry Price Paid Data



4.22 Further maps are included within **Appendix 5** that show the median prices, by ward, by house type (detached, semi-detached, terraced, flats).

Newbuild Sales Prices

- 4.23 This study is concerned with the development of residential property so the key input for the appraisals is the price of new units. Recent newbuild sales prices from the Land Registry have been reviewed and a survey of new homes for sale during July 2019 was carried out.
- 4.24 As set out above, the Land Registry publishes data of all homes sold. Across the FDC area 320 newbuild home sales are recorded since the start of 2017. These transactions (as recorded by the Land Registry) are summarised in the following table and detailed in **Appendix 6**.
- 4.25 Each dwelling sold requires an Energy Performance Certificate (EPC)²⁵. The EPC contains the floor area (the Gross Internal Area GIA) as well as a wide range of other information about the construction and energy performance of the building. This information is also included in **Appendix 6**.
- 4.26 The price paid data from the Land Registry has been married with the floor area from the EPC Register. The HBF raised concerns about the use of EPC data highlighting a discrepancy between unit sizes on the EPC Register saying:

Internal areas obtained from Energy Performance Certificates are used in revenue / coverage calculations. However, these generally do not represent actual Gross Internal Area as the calculation methodology is different.

- 4.27 We understand that this relates, at least in part, to internal garages for the purpose of this study (which is mainly concerned with houses rather than flats). Internal garages are not included within the EPC area but can be included in the developers' own records. Whilst some new homes do have internal garages this is a minority (6 out of the 74 or so being advertised for sale at the time of this report). Bearing in mind the need to establish the values on a £/m² basis this data can still be given considerable weight.
- 4.28 Further concerns were raised that the EPC information was not reliable and understated the size of the buildings in question with the consequence of overstating the value when considered on a £/m² basis. Whilst we note these concerns, we have checked the guidance for undertaking EPCs and this states²6:

When undertaking internal dimensions measure between the inner surfaces of the external or party walls. Any internal elements (partitions, internal floors, walls, roofs) are disregarded.

²⁶ Page 6, Energy Performance Certificates for Existing Dwellings. RdSAP Manual. Version 8.0



²⁵ https://www.epcregister.com/

In general, rooms and other spaces, such as built in cupboards, should be included in the calculation of the floor area where these directly accessible from the occupied dwelling. However, unheated spaces clearly divided from the dwelling should not be included.

4.29 Additionally, the DCLG guidance describes the floor area as follows²⁷:

The total useful floor area is the total area of all enclosed spaces measured to the internal face of the external walls, that is to say it is the gross floor area as measured in accordance with guidance issued to surveyors:

- a. the area of sloping surfaces such as staircases, galleries, raked auditoria, and tiered terraces should be taken as their area on the plan; and
- b. areas that are not enclosed, such as open floors, covered ways and balconies, are excluded.
- 4.30 As set out in Chapters 2 and 3 above, the work in this study is based on existing available evidence and is proportionate. It is our firm view that the use of EPC data is appropriate in a study of this type. As with any dataset there are bound to be discrepancies and occasions where there is an element of human error, however the substantial sample size and use of averages should minimise this.
- 4.31 Whilst these comments were made, no quantitative data was provided to illustrate why this data may not be reliable.
- 4.32 The HBF also suggested that the Land Registry was not a good source for newbuild homes saying that it does not show the incentives that were included (such as Stamp Duty contributions, flooring, white goods, turfing, costs/losses associated with part exchange transactions, mortgage subsidy schemes run by some developers, etc). It is accepted that some developers offer incentives that are not reflected in the price recorded on the Land Registry. As set out below, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers.
- 4.33 The Land Registry data can be broken down by house type and is summarised as follows:

²⁷ Improving the energy efficiency of our buildings. A guide to energy performance certificates for the marketing, sale and let of dwellings. April 2014, Department for Communities and Local Government.

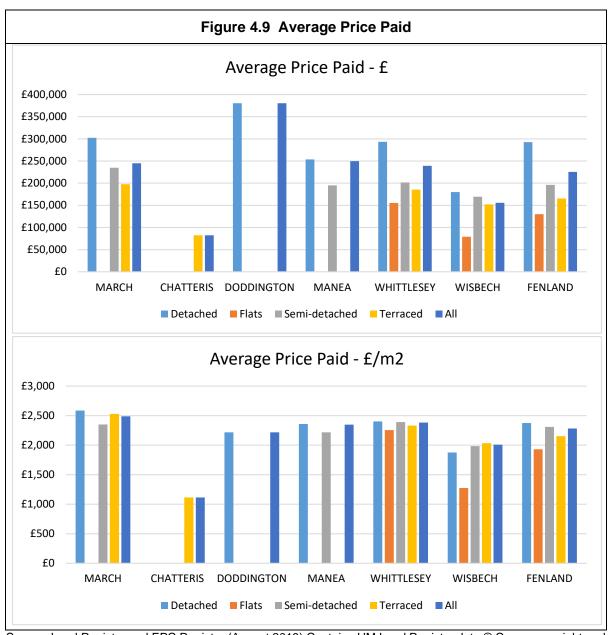


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	Table 4.3	Prices Paid -	Newbuild Hon	nes	
	Detached	Flats	Semi- detached	Terraced	All
		MARCI	Н		
Count	2	0	2	2	6
Average £	£302,500	£0	£234,995	£197,495	£244,997
Average £/m2	£2,585	£0	£2,350	£2,529	£2,488
	·	CHATTE	RIS	·	
Count	0	0	0	1	1
Average £	£0	£0	£0	£82,500	£82,500
Average £/m2	£0	£0	£0	£1,115	£1,115
	·	DODDING	TON	·	
Count	12	0	0	0	12
Average £	£380,579	£0	£0	£0	£380,579
Average £/m2	£2,217	£0	£0	£0	£2,217
		MANE	Α		
Count	26	0	2	0	28
Average £	£253,779	£0	£195,000	£0	£249,580
Average £/m2	£2,357	£0	£2,216	£0	£2,347
	·	WHITTLE	SEY	·	
Count	89	2	68	39	198
Average £	£293,275	£155,498	£201,523	£185,324	£239,109
Average £/m2	£2,401	£2,256	£2,390	£2,329	£2,382
	·	WISBEC	CH	·	
Count	1	1	17	56	75
Average £	£180,000	£79,000	£169,500	£152,250	£155,553
Average £/m2	£1,875	£1,274	£1,985	£2,031	£2,009
,	1	FENLAN	ND	1	
Count	130	3	89	98	320
Average £	£292,705	£129,998	£196,012	£165,624	£225,368
Average £/m2	£2,374	£1,929	£2,308	£2,151	£2,283

Source: Land Registry and EPC Register (August 2019) Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.





Source: Land Registry and EPC Register (August 2019) Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.

- 4.34 The average price paid is £2,283/m², ranging from £1,115/m² to over £3,260/m². Care should be taken when considering the disaggregated data as some of the sample sizes are small. Across the area, flats are approximately 12% less expensive than houses, this is relatively unusual, generally flats (based on our experience from doing similar studies) have a higher value than houses.
- 4.35 The above data does show variance across the area, however it necessary to consider the reason for that variance. The principal driver of the differences is the situation rather than the location of a site. Based on the existing data, the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and the environment, rather than in which particular ward or postcode sector the scheme is located.



4.36 At the time of this research (August 2019) there were about 70 new houses for sale (no flats) in the District. The analysis of these shows that asking prices for newbuild homes vary very considerably, starting at £106,000 and going up to £725,000. The average is £310,000. These are summarised in the following table and set out in detail in **Appendix 7**.

							Та	ble	9 4	.4	Sı	ımı	ma	ıry	of	Ne	wk	oui	ld	As	kir	ng	Pri	ce	s					
Maximum		£2,510	£4,196					£3,036				£2,820		£2,975		£3,917						£2,571	£2,507		£3,127				£2,044	
		2323	3673	£2,172		£2,037	£1,951	£2,946				2236		2585			£1,424	£1,201				2460	2349		2922	£2,868				£2,870
Minimum Averge		£2,143	£2,804					£2,857				£1,606		£2,160		£2,120						£2,338	£2,242		£2,737				£1,823	
Postcode		PE15 ORN	PE15 0SA	PE15 0UG		PE13 SNZ	PE13 SNZ	PE13 5AE	PE13 4HF	PE13 5BW	PE13 4HF	PE13 4LF		PE15 OHF	PE15 0JH	PE140AT	PE14 0BE	PE15 0FP		PE15 8BL		PE15 9RQ	PE15 9QE		PE7 2AJ	PE7 1JQ			PE13 2TA	PE13 3QH
Address		Wimblington	Doddington	Doddington		Tydd St Giles	Tydd St Giles	Leverington	Murrow	Leverington	Murrow	Wisbech		March/	March/	Wisbech	Elm	Manea		March	March	March/	March/		Whittlesey	Whittlesey			Wisbech	Wisbech
Address	land	March Road	Wood Street	Benwick Road	nland	Kirkgate	Kirkgate	Perry Road	Mill Road	Leverington Common	Mill Road	Parsons Drove	land	Manea	Manea	Elm	Begdale Road	Pingle Wood Row	.	Elliot Road	The Avenue	Gaul Road	Jobs Lane	sey		Snowley Park		ach	Elm Road	Lerowe Road
Scheme	SW Fenland			Askham Row	North Fenland	Tydd Golf and Country Club Kirkgate	Tydd Golf and Country Club Kirkgate	Happy Close					East Fenland	Scholars Close	d Way	Fridaybridge Road			March	Brick		Willow Green	Spire View	Whittlesey	Whittlesey Green			Wisbech	Rockcliffe Gardens	Fenland Park
Agent		William H Brown	William H Brown	Fine & Country		Phoenix	Abbotts -	William H Brown	William H Brown	William H Brown	Sowerbys	William H Brown		William H Brown	T Payne & Co	William H Brown	Fine & Country	Maxey Grounds		Haart/ Osprey Develo Golden	Haart/	CannonKirk Homes	Kavanagh Hayes		Larkfleet Homes	David Wilson Homes	Chatteris		William H Brown	William H Brown

Source: Market Survey (August 2019)



- 4.37 When considered on a £/m² basis the average asking price for houses is £2,532/m². It is important to note that the average is lowered by the inclusion of the Tydd Golf and County Club properties that are subject to occupancy restrictions. Without these properties the averages would be somewhat higher.
- 4.38 During the course of the research, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers. In most cases the feedback was that the units were 'realistically priced' or that as there is strong demand, significant discounts are not available. When pressed, it appeared that the discounts and incentives offered equate to about 2.5% of the asking prices. It would be prudent to assume that prices achieved, net of incentives offered to buyers, are 2.5% less than the above asking prices.

Price Assumptions for Financial Appraisals

4.39 In the FDC Community Infrastructure Levy – Viability Scoping and Assessment, Ref: DSP14264 Final Report (DSP v7) (Dixon Searle, September 2014) the following values were used:

Ind	Table 4.5 2014 Residential Value Assumptions Indicative Settlement / Locality Relationship to Value Level (VL)									
	new build housing ations	Example location – new-builds								
VL1	£1,500									
VL2	£1,625		Chatteris,							
VL3	£1,750		Wisbech, Whittlesey,							
VL4	£1,875		March							
VL5	£2,000	Overall Villages range		Manag						
VL6	£2,125			Manea, Wisbech St Mary,						
VL7	£2,250			Doddington,						
VL8	£2,500			Wimblington						
VL9	£2,750									

Source: Figure 6, FDC Community Infrastructure Levy – Viability Scoping and Assessment, Ref: DSP14264
Final Report (DSP v7) (Dixon Searle, September 2014)

- 4.40 Through the September 2019 consultation it was suggested that this data has no relation to the current study. This is not accepted, the Harman Guidance is clear that an assessment of viability should build on the existing available evidence.
- 4.41 It is necessary to form a view about the appropriate prices for the schemes to be appraised in the study. The preceding analysis does not reveal simple clear patterns with sharp boundaries. It is necessary to relate this to the pattern of development expected to come forward in the future. Bringing together the evidence above (which we acknowledge is varied),



the following approach was defined as a result of comments made through the September 2019 consultation.

- a) Brownfield Sites. In terms of value, the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. So the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than in which particular ward or postcode sector the scheme is located. Development is likely to be of a higher density than the greenfield sites and be based around schemes of flats, semi-detached housing and terraces with a low proportion of detached units.
- b) <u>'Urban' Flatted Schemes</u>. This is considered to be a separate development type that is only likely to take place in the town centres. These are modelled as conventional development and on a Build to Rent basis (see below)
- c) <u>Large Greenfield Sites.</u> These are the potential Strategic Sites, and large greenfield sites (over 200 units or so).
- d) <u>Medium Greenfield Sites</u>. These are the greenfield sites in the range of 10 to 200 units that are likely to be brought forward by a single developer.
- e) <u>Small Greenfield Sites</u>. These areas are in the smaller settlements and villages in the countryside. A premium value is applied to these.
- 4.42 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area, and the assumptions used by developers in appraisals submitted through the development management process, the prices put to the consultation are as in the table below.
- 4.43 It is important to note that this is a broad brush, high level study to test FDC's policy as required by the NPPF. The values between new developments and within new developments will vary considerably. No single source of data should be used in isolation and it is necessary is draw on the widest possible sources of data.

Table 4.6 Pre-cons	sultation Residential Price As	ssumptions (£/m²)
	Higher Value	Lower Value
Larger Brownfield	£2,275	£2,100
Smaller Brownfield Sites	£2,500	£2,000
Urban Flatted Schemes	£2,000	£2,000
Large Greenfield Sites	£2,750	£2,750
Medium Greenfield Sites	£2,500	£2,400
Small Greenfield Sites	£2,750	£2,500

Source: HDH (September 2019)

- 4.44 Following the September 2019 consultation, the following points were made:
 - a. That asking prices are rarely achieved.



- b. That prices do vary quite significantly across the District (lower in the North).
- c. That some of the assumptions are somewhat above the Land Registry average values, and care should be taken if using higher than average values.
- d. Consideration should be given to bungalows as they are typically worth 20% or so more than two story houses.
- e. It was suggested that the local practice for deriving the value of Affordable Housing was to assume a blended value of 60% of market value across the different tenures, rather than applying different values to the different types of Affordable Housing.
- f. That the demand for flatted development in Fenland is limited.
- g. That values were influenced by density and the nature of development, rather than if the previous use of the land was greenfield or brownfield. This is accepted, the brownfield values are relabelled urban. The urban sites are more likely to be brownfield sites and be at a higher density than greenfield sites.
- h. In this context the lack of demand from Registered Providers (RPs) for small numbers of units was stressed.
- 4.45 It was suggested that a detailed and nuanced approach should be taken to values and the following alternative values were put forward. It was also suggested that it was not appropriate to work on a £/m² basis as different sized unites have value plateaux and that units types should be valued separately for this reason.

		Unit Size	North	South
Greenfie	eld			
	Market Units			
	2 bed terrace	75	£2,067	£2,333
	3 bed terrace	95	£1,895	£2,263
	2 bed semi	85	£1,882	£2,118
	3 bed semi	107	£1,729	£2,056
	4 bed detached	135	£2,185	£2,407
	5 bed detached	150	£2,167	£2,333
	Bungalow			
	2 bed detached	70	£3,000	£3,214
	3 bed detached	90	£3,056	£3,333
Brownfie	eld			
	Market Units			
	1 bed flat	45	£1,889	£2,667
	2 bed flat	65	£1,769	£2,308

Source: September 2019 Consultation



- 4.46 These are somewhat below the average values reported by the Land Registry.
- 4.47 In a high-level study of this type it is necessary to work on average values and make some high-level assumptions. We have continued to work on a £/m² basis, although the values have been revisited. The £/m² basis is widely used and allows comparisons to be made.
- 4.48 It is accepted that prices do vary across the District, with those in the south being 10% to 15% higher than those in the north. The dividing line is fuzzy and not all the data is consistent. For this assessment we have divided the District with the area to the north of where the A47 crosses the River Nene (by the Rings End Roundabout at Guyhirn) being a lowere value area. Through the September 2019 consultation it was suggested that Wisbech and Whittlesey should be treated together, as should March and Chatteris Whittlesey is most closely associated with Peterborough (benefiting from a station), and whilst we appreciate that some of the data suggests that the values here are not as strong as some of the other parts of the District, we do not consider it appropriate include Whittlesey in the lower value area.
- 4.49 Following the consultation, the residential value assumptions were updated as follows:

Table 4.8 Post-consultation Residential Price Assumptions (£/m²)									
Higher Value Lower Value									
Urban Sites	£2,275	£2,050							
Flatted Schemes	£2,500	£2,250							
Large Greenfield Sites	£2,450	£2,200							
Medium Greenfield Sites	£2,400	£2,160							
Small Greenfield Sites	£2,750	£2,500							

Source: HDH (November 2019)

Ground Rents

4.50 Over the last 20 or so years many new homes have been sold subject to a ground rent. Such ground rents have recently become a controversial and political topic. In this study, no allowance is made for residential ground rents²⁸.

Build to Rent

- 4.51 The Council has not seen Build to Rent schemes coming forward however this is a growing development format. The Built to Rent sector is a different sector to mainstream housing.
- 4.52 The value of housing that is restricted to being Private Rented Sector (PRS) housing is different to that of unrestricted market housing. Having said this, at present the Council have no policy reason nor justification to impose a planning condition restricting the use of a housing

²⁸ In October 2018 the Communities Secretary announced that majority of newbuild houses should be sold as freehold and new leases to be capped at £10. https://www.gov.uk/government/news/communities-secretary-signals-end-to-unfair-leasehold-practices



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scheme to the PRS, and if it did it is difficult to see how it could maintain such a condition through a s78 appeal. This is quite different to Affordable Housing where there is evidence and policies to support restricting the use of some housing to Affordable Housing.

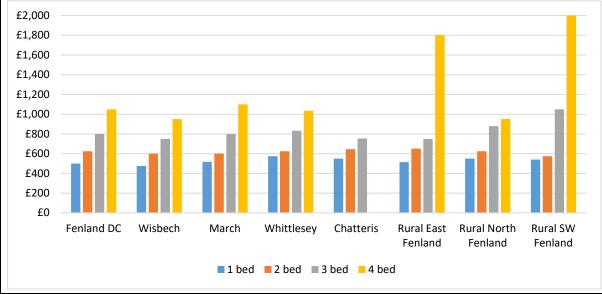
4.53 The value of the units in the PRS (where their use is restricted to PRS and they cannot be used in other tenures) is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor would pay for the completed unit. This will depend on the amount of the rent and the cost of managing the property (letting, voids, rent collection, repairs etc.). This is well summarised in *UNLOCKING THE BENEFITS AND POTENTIAL OF BUILD TO RENT*, A British Property Federation report commissioned from Savills, academically reviewed by LSE, and sponsored by Barclays (February 2017):

A common comment from BTR players is that BTR schemes tend to put a lower value on development sites than for sale appraisals. Residential development is different to commercial in that it has two potential end users - owners and renters. Where developers can sell on a retail basis to owners (or investors paying retail prices - i.e. buy to let investors) this has been the preferred route to market as values tend to exceed institutional investment pricing, which is based on a multiple of the rental income. This was described as "BTR is very much a yield-based pricing model.

4.54 In estimating the likely level of affordable rent, we have undertaken a survey of market rents across the FDC area:



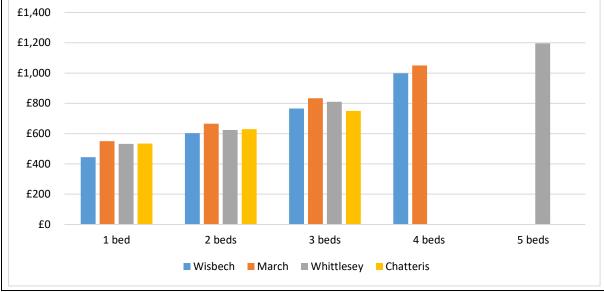
Table 4.9 Rents Reported by Rightmove (£/month)										
	1 bed	2 beds	3 beds	4 beds						
Fenland DC	£500	£625	£800	£1,050						
Wisbech	£475	£600	£750	£950						
March	£517	£600	£800	£1,100						
Whittlesey	£575	£625	£832	£1,035						
Chatteris	£550	£645	£755							
Rural East Fenland	£515	£650	£750	£1,800						
Rural North Fenland	£550	£625	£880	£950						
Rural SW Fenland	£540	£575	£1,050	£2,000						
Fenland DC	£500	£625	£800	£1,050						



Source: Rightmove.co.uk (August 2019)



Table 4.10 Median Asking Rents Reported by Zoopla (£/month)										
	1 bed	2 beds	3 beds	4 beds						
Wisbech	£445	£603	£766	£998						
March	£550	£665	£834	£1,050						
Whittlesey	£532	£624	£810							
Chatteris	£534	£630	£750							
£1,400 £1,200										



Source: Zoopla.co.uk (August 2019)

- 4.55 In calculating the value of PRS units it is necessary to consider the yields. Several sources of information have been reviewed.
- 4.56 Savills in their *Investing in Private Rent* (Savills, 2018) report a North-South divide:

Net initial yields on BTR deals averaged 4.3 per cent between 2015 and 2017. But that hides substantial regional variation. While half that investment took place in London, where yields averaged 3.8 per cent, across Scotland and the north of England the average yield was 4.9 per cent. In London and the South, the income returns from funding deals are higher than on standing investments, as you might expect. In the North, this is not necessarily the case, given issues over the quality of some of the existing rental stock and the rental covenant attached to it, all limited by the fact that we're yet to see any of the purpose-built kit trade yet. As investors focus more on the potential growth of the income stream and less on the track record of local house price growth, we expect yields from purpose-built assets to show less regional variation.

- 4.57 Knight Frank in their *Residential Yield Guide* (February 2018) reported a 4.0% to 4.24% yield in Prime Regional Cites and 5.0% to 5.25% in Secondary Regional Cities.
- 4.58 Having considered a range of sources a net yield of 5% has been assumed. It is also assumed that such development will be flatted and in or close to the town centres.
- 4.59 Through the September 2019 consultation it was suggested that the above data overstates local rents. We have checked the above against research by the Valuation Office Agency. The VOA conduct detailed research into local rents in connection to Local Housing Allowance



caps, this is carried out by 'Broad Rental Market Area²⁹', Fenland is partly within The Peterborough BRMA and partially within the Kings Lynn BRMA.. Based on a survey of rents they have established the '30th percentile' (which is the level of the LHA cap). It is possible to estimate the median from the graphs on the VOA Website³⁰.

Table 4.11 VOA Rental Data									
	30 th Percentile	Median							
King's Lynn									
One Bedroom	£393	£477							
Two Bedrooms	£501	£607							
Three Bedrooms	£578	£672							
Four Bedrooms	£728	£888							
Peterborough									
One Bedroom	£411	£520							
Two Bedrooms	£514	£628							
Three Bedrooms	£591	£693							
Four Bedrooms	£752	£953							

Source: VOA (November 2019)

4.60 In considering the rents to use in this assessment it is necessary to appreciate that much of the exiting rental stock is relatively poor so new PRS units are likely to have rental values that are well in excess of the averages. Having reconsidered the evidence in this regard the assessment of values has been updated as follows:

https://lha-direct.voa.gov.uk/ListofRents.aspx?SearchResultsPageParameters=true&LocalAuthorityId=179&LHACategory=99&Month=11&Year=2019&SearchPageParameters=true&Brmald=101 & https://lha-direct.voa.gov.uk/ListofRents.aspx?SearchResultsPageParameters=true&LocalAuthorityId=179&LHACategory=99&Month=11&Year=2019&SearchPageParameters=true&Brmald=100



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²⁹ Across England there are 152 Broad Rental Market Areas. These are set by the Valuation Office Agency (VOA) and are used to define the amount of support a household might be able to claim to support their housing costs, known as Local Housing Allowance. The boundaries of the broad rental market areas and Local Housing Allowance rates are shown in the Cambridgeshire Atlas, BRMAs http://atlas.cambridgeshire.gov.uk/housing/brma/atlas.html.

	Table 4.12 Capitalisation of Private Rents									
	1 bed	2 bed	3 bed	4 bed						
Gross Rent (£/month)	£510	£625	£680	£900						
Gross Rent (£/annum)	£6,120	£7,500	£8,160	£10,800						
Net Rent	£4,896	£6,000	£6,528	£8,640						
Value	£97,920	£120,000	£130,560	£172,800						
m ²	50	70	84	97						
£/m²	£1,958	£1,714	£1,554	£1,781						

Source: HDH (November 2019)

4.61 In this study we have assumed a value for private rent, in all areas, of £1,750/m².

Affordable Housing

4.62 Policy LP5 of the adopted Fenland Local Plan (May 2014) seeks the following:

Part A - Affordable Housing

On all housing development sites (whether as new-build or conversion) of 5 dwellings or more, the Council will seek provision of the following:

- (a) on sites of 5-9 dwellings, 20% of dwellings to be affordable housing. In practice, this means the following affordable housing provision:
 - a site of 5 dwellings: 1 dwelling to be affordable
 - a site of 6 dwellings: 1 dwelling to be affordable, plus the payment of a financial contribution* to the Council, of broadly equivalent value to the provision of 0.2 of a further affordable home on that site, to enable some housing need to be met elsewhere (unless the scheme provides more than one affordable home on site);
 - a site of 7 dwellings: as 6 dwellings, but a 0.4 financial contribution;
 - a site of 8 dwellings: as 6 dwellings, but a 0.6 financial contribution;
 - a site of 9 dwellings: as 6 dwellings, but a 0.8 financial contribution.
- (b) on sites of 10 or more dwellings, 25% of the dwellings as affordable houses (rounded to the nearest whole dwelling);

Of the affordable dwellings provided, the exact tenure mix should be informed by and be compatible with the latest government guidance and an up-to-date local Strategic Housing Market Assessment (SHMA). This should form the basis of a S106 Agreement to accompany the submission.

4.63 The Council is in the process of commissioning a fresh Housing Market Assessment. The most recent study is the *2013 Cambridge housing sub-region SHMA*³¹. This suggests the following housing mix:

³¹ The Cambridge housing sub-region is made up of seven district councils; five in Cambridgeshire and two in Suffolk: Cambridge, East Cambridgeshire, Fenland, Huntingdonshire, South Cambridgeshire, Forest Heath (Suffolk), St Edmundsbury (Suffolk).



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Table 4.13 Recommended Housing Mix					
	Market Housing	Affordable Housing			
Bedsit	0%				
Flat/house with one bedroom	3%				
Flat/house 2 bedrooms	14%				
Flat/house with 2 bedroom and 2 reception rooms, or 3 bedrooms and 1 reception room	31%				
Flat/house with 3 bedrooms and 2 reception rooms	26%				
House with 3 bedrooms and 3 reception rooms or 4 bedrooms and 2 reception rooms	4 16%				
House with 4, 5 or more bedroom	10%				

Source: 2013 Cambridge housing sub-region SHMA. Table 5. Dwelling mix required: converting numbers into percentages

- 4.64 This mix forms the base modelling. As set out later in this report, a range of tenure mixes have been tested (informed by the wider evidence base).
- 4.65 In this study it is assumed that such housing is constructed by the site developer and then sold to a Registered Provider (RP). This is a simplification of reality as there are many ways in which Affordable Housing is delivered, including the transfer of free land to RPs for them to build on or the retention of the units by the scheme's overall developer.

Affordable Housing Values

- 4.66 Prior to the Summer 2015 Budget, Affordable Rents were set at up to 80% of open market rent and generally went up, annually, by inflation (CPI) plus 1%, and Social Rents were set through a formula, again with an annual inflation plus 1% increase. Under arrangements announced in 2013, these provisions were to prevail until 2023, and formed the basis of many housing associations' and other providers' business plans. Housing associations knew their rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them attractive as each year the rent would always be a little more relative to inflation.
- 4.67 In the Budget, it was announced that Social Rents and Affordable Rents would be reduced by 1% per year for 4 years. This change reduced the value of Affordable Housing. In October 2017 the Government announced that Rents will rise by CPI +1% for five years from 2020. The values of Affordable Housing have been considered in Chapter 4 below.
- 4.68 We have considered the value of Affordable Housing in this context, so the value of Affordable Housing has been reconsidered from first principles.
- 4.69 FDC Community Infrastructure Levy Viability Scoping and Assessment, Ref: DSP14264 Final Report (DSP v7) (Dixon Searle, September 2014) the following approach to value was taken:



2.3.14 In broad terms, the transfer price assumed in this study varies between approximately 30% and 75% of market value (MV) dependent on tenure, unit type and value level. For affordable rented properties we introduced a revenue level cap by assuming that the Local Housing Allowance (LHA) levels will act as an upper level above which rents will not be set—i.e. where the percentage of market rent exceeds the Local Housing Allowance (LHA) rate. The average LHA rate for the two Broad Rental Market Areas (BRMAs) that cover Fenland District for the varying unit types was used as our cap for the affordable rental level assumptions.

Social Rent

4.70 The value of a social rented property is a factor of the rent – although the condition and demand for the units also have an impact. Social Rents are set through a national formula that smooths the differences between individual properties and ensures properties of a similar type pay a similar rent (this data was updated following the September 2019 consultation following the 2018-2019 data release):

Table 4.14 FDC Social Rent (£/week)								
Unit Size	Net	Social	Service	Gross	Unit			
	Rent	Rent Rate	Charge	Rent	Count			
Non-self-contained	£0.00	£0.00	£0.00	£0.00	0			
Bedsit	£73.88	£64.68	£4.02	£76.56	12			
1 Bedroom	£78.83	£75.43	£4.32	£80.54	1,007			
2 Bedroom	£87.96	£84.95	£4.49	£89.78	1,873			
3 Bedroom	£97.08	£93.51	£2.87	£97.66	1,406			
4 Bedroom	£106.91	£103.52	£2.27	£107.63	117			
5 Bedroom	£103.05	£106.18	£0.00	£103.05	1			
6+ Bedroom	£0.00	£0.00	£0.00	£0.00	0			
All Self-Contained	£89.25	£85.97	£4.08	£90.62	4,416			
All Stock Sizes	£89.25	£85.97	£4.08	£90.62	4,416			

Source: Table 9, RSH SDR 2019 - Data Tool32

4.71 This study concerns only the value of newly built homes. There seems to be relatively little difference in the amounts paid by RPs for such units across the area. In this study, the value of Social Rents is assessed assuming 10% management costs, 4% voids and bad debts and 6% repairs. These are capitalised at 4.5%.

³² https://www.gov.uk/government/statistics/statistical-data-return-2018-to-2019



Table 4.15 Capitalisation of Social Rents								
	1 Bedroom 2 Bedrooms 3 Bedrooms 4 Bedrooms							
Gross Rent (£/week)	£78.83	£87.96	£97.08	£106.91				
Gross Rent (£/annum)	£4,099	£4,574	£5,048	£5,559				
Net Rent	£3,279	£3,659	£4,039	£4,447				
Value	£72,874	£81,314	£89,745	£98,832				
m ²	50	70	84	97				
£/m²	£1,457	£1,162	£1,068	£1,019				

Source: HDH (November 2019)

- 4.72 Through the consultation it was questioned whether these figures are based on rents and service charges or just rents. We confirm that these figures are based on rents.
- 4.73 On this basis, a value of £1,180/m² across the study area is assumed.

Affordable Rent

- 4.74 The Government introduced Affordable Rent in 2010 as a 'new' type of Affordable Housing. Under Affordable Rent a rent of no more than 80% of the market rent for that unit can be charged. In the development of Affordable Housing for rent, the value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor (or another RP) would pay for the completed unit.
- 4.75 In estimating the likely level of Affordable Rent, a survey of market rents across the FDC area has been undertaken and is set out under the Build to Rent heading above. There is relatively little variation in rents.
- 4.76 As part of the reforms to the social security system, housing benefit /local housing allowance is capped at the 3rd decile of open market rents for that property type, so in practice Affordable Rents are unlikely to be set above these levels. The cap is set by the Valuation Office Agency (VOA) by Broad Rental Market Area (BRMA). Where this is below the level of Affordable Rent at 80% of the median rent, it is assumed that the Affordable Rent is set at the LHA Cap. The majority of Fenland is within the Peterborough BRMA, although Wisbech is within the King's Lynn BRMA.

Table 4.16 BRMA LHA Caps (£/week)							
King's Lynn Peterborough							
Shared Accommodation	£55.28	£57.15					
One Bedroom	£90.64	£94.81					
Two Bedrooms	£115.58	£118.52					
Three Bedrooms	£133.35	£136.29					
Four Bedrooms	£168.05	£173.46					

Source: VOA (August 2019)

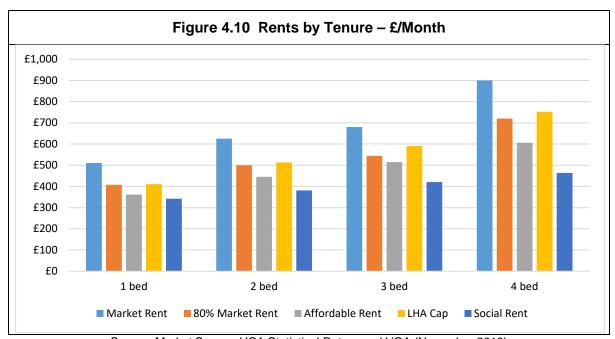


4.77 These caps are generally less than the Affordable Rents being charged as reported in the most recent HCA data release (although this data covers both newbuild and existing homes) (this data was updated following the September 2019 consultation following the 2018-2019 data release).

Table 4.17 FDC Affordable Rent (£/week)					
Unit Size	Gross Rent Unit Co				
Non-self-contained	£0.00	0			
Bedsit	£0.00	0			
1 Bedroom	£83.49	45			
2 Bedroom	£102.73	184			
3 Bedroom	£118.74	117			
4 Bedroom	£139.87	13			
5 Bedroom	£0.00	0			
6+ Bedroom	£0.00	0			
All Self-Contained	£106.89	359			
All Stock Sizes	£106.89	359			

Source: Table11, RSH SDR 2019 – Data Tool33

4.78 The rents can be summarised as follows.



Source: Market Survey, HCA Statistical Return and VOA (November 2019)

4.79 Initially, in calculating the value of Affordable Rent we have allowed for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 4.5%. It is

³³ https://www.gov.uk/government/statistics/statistical-data-return-2018-to-2019



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assumed that the Affordable Rent is no more than the LHA cap. On this basis affordable rented property has the following worth. Through the September 2019 consultation it was suggested that a yield in the 5% to 5.5% range was more appropriate.

Table 4.18 Capitalisation of Affordable Rents										
	1 Bedroom 2 Bedrooms 3 Bedrooms 4 Bedroom									
Gross Rent (£/month)	£408.00	£500.00	£544.00	£720.00						
Gross Rent (£/annum)	£4,896	£6,000	£6,528	£8,640						
Net Rent	£3,917	£4,800	£5,222	£6,912						
Value	£78,336	£96,000	£104,448	£138,240						
m ²	50	70	84	97						
£/m²	£1,567	£1,371	£1,243	£1,425						

Source: HDH (November 2019)

- 4.80 Using this method to assess the value of Affordable Housing, under the Affordable Rent tenure, a value of £1,400/m² across all areas is derived. Alternately, a consultee suggested that a value of 60% of market value could be taken as being broadly representative, however such an approach would derive a value that is notably below the value attributed to Social Rent which would not be reflective of the workings of the market.
- 4.81 Additionally, the following values were suggested:

	Table 4.19 Alternative Value Assumptions							
		Unit Size		North	South			
Greenfield								
Affo	rdable Units							
	1 bed flat	40		£2,000	£2,875			
	2 bed flat	61		£1,803	£2,459			
	2 bed terrace	70		£2,214	£2,429			
	3 bed terrace	84		£2,083	£2,500			
	2 bed semi	79		£1,962	£2,278			
	3 bed semi	93		£1,935	£2,312			
	4 bed detached	100		£2,200	£2,500			
Brownfield/u	ırban							
Affo	rdable Units							
	1 bed flat	40		£2,000	£2,875			
	2 bed flat	60		£1,833	£2,500			

Source: September 2019 Consultation

4.82 We are sceptical about some of these figures, not least, because some of the figures are similar to those for market housing.



4.83 In this assessment a value of £1,400/m² is assumed.

Intermediate Products for Sale

- 4.84 Intermediate products for sale include shared ownership and shared equity products³⁴. The demand for these has lessened, perhaps due to the impact of Help to Buy. We have found little evidence of the availability of such products in the study area. We have assumed a value of 70% of open market value for these units. These values were based on purchasers buying an initial 30% share of a property and a 2.75%³⁵ per annum rent payable on the equity retained. The rental income is capitalised at 4.5% having made a 5% management allowance.
- 4.85 The following table shows 'typical' values for shared ownership housing at a range of proportions sold:

	Market Valu	ie	% S	old		Rent			Value	
m2	£/m2	£	%	£	%	£/year	£	£	£/m2	% OMV
95	2,300	218,500	30%	65,550	2.75%	4,206	84,123	149,673	1,576	68.50%
95	2,300	218,500	40%	87,400	2.75%	3,605	72,105	159,505	1,679	73.00%
95	2,300	218,500	50%	109,250	2.75%	3,004	60,088	169,338	1,783	77.50%
95	2,300	218,500	60%	131,100	2.75%	2,404	48,070	179,170	1,886	82.00%
95	2,300	218,500	70%	152,950	2.75%	1,803	36,053	189,003	1,990	86.50%
95	2,300	218,500	80%	174,800	2.75%	1,202	24,035	198,835	2,093	91.00%
95	2,500	237,500	30%	71,250	2.75%	4,572	91,438	162,688	1,713	68.50%
95	2,500	237,500	40%	95,000	2.75%	3,919	78,375	173,375	1,825	73.00%
95	2,500	237,500	50%	118,750	2.75%	3,266	65,313	184,063	1,938	77.50%
95	2,500	237,500	60%	142,500	2.75%	2,613	52,250	194,750	2,050	82.00%
95	2,500	237,500	70%	166,250	2.75%	1,959	39,188	205,438	2,163	86.50%
95	2,500	237,500	80%	190,000	2.75%	1,306	26,125	216,125	2,275	91.00%

Source: HDH 2019

4.86 Through the September 2019 consultation, it was suggested that the local practice for deriving the value of Affordable Housing was to assume a blended value of 60% of market value across the different tenures, rather than applying different values to the different types of Affordable Housing, but no evidence of this was provided.

Grant Funding

4.87 It is assumed that grant is not available.

³⁵ A rent of up to 3% may be charged – although we understand that in this area 2.75% is more normal.



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³⁴ For the purpose of this assessment it is assumed that the 'affordable home ownership' products, as referred to in paragraph 64 of the 2019 NPPF fall into this definition,

Older People's Housing

4.88 Housing for older people is generally a growing sector due to the demographic changes and the aging population. The sector brings forward two main types of product that are defined in paragraph 63-010-20190626 of the PPG:

Retirement living or sheltered housing: This usually consists of purpose-built flats or bungalows with limited communal facilities such as a lounge, laundry room and guest room. It does not generally provide care services, but provides some support to enable residents to live independently. This can include 24 hour on-site assistance (alarm) and a warden or house manager.

Extra care housing or housing-with-care: This usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an onsite care agency registered through the Care Quality Commission (CQC). Residents are able to live independently with 24 hour access to support services and staff, and meals are also available. There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.

- 4.89 HDH has received representations from the Retirement Housing Group (RHG) a trade group representing private sector developers and operators of retirement, care and extracare homes. They have set out a case that Sheltered Housing and Extracare Housing should be tested separately. The RHG representations assume the price of a 1 bed Sheltered unit is about 75% of the price of existing 3 bed semi-detached houses and a 2 bed Sheltered property is about equal to the price of an existing 3 bed semi-detached house. In addition, it assumes Extracare housing is 25% more expensive than Sheltered housing.
- 4.90 A typical price of a 3 bed semi-detached home of £200,000 has been assumed. On this basis it is assumed Sheltered and Extracare housing has the following worth:

Table 4.21 Worth of Sheltered and Extracare							
	Area (m²) £ £/m²						
3 bed semi-detached		200,000					
1 bed Sheltered	50	150,000	3,000				
2 bed Sheltered	75	200,000	2,667				
1 bed Extracare	65	187,500	2,885				
2 bed Extracare	80	250,000	3,125				

Source: HDH (June 2019)

- 4.91 There are no new retirement schemes being marketed in Fenland at the time of this study, it has therefore been necessary to look more widely, beyond the boundaries of FDC. Even with in 10 or so miles of the District there are no schemes being currently marketed.
- 4.92 There several secondhand units for sale.
 - A 2 bed maisonette at St Pauls Close, Wisbech is being marketed for £60,000.



- A 1 bedroom flat at Woodley Court, St Ann's Lane, Godmanchester, Huntingdon is being marketed for £60,000 (there are less than 90 years remaining on the lease which will lower the value).
- A 2 bedroom flat at Gaywood, King's Lynn is being marketed for £110,000.
- A 1 bedroom flat at The Views, George Street, Huntingdon is being marketed for £135,000.
- A 2 bedroom flat at Drings Close, Over is being marketed for £120,000.
- 4.93 Based on the above, a value of £2,800/m² is assumed for Sheltered housing and £3,000/m² is assumed for Extracare.
- 4.94 In addition to the above, no allowance is made for ground rents. The typical value of the ground rents on these types of units would be about £3,850/unit.
- 4.95 The value of units as Affordable Housing has also been considered. It has not been possible to find any directly comparable schemes where housing associations have purchased social units in a market led extracare development. Private sector developers have been consulted. They have indicated that whilst they have never disposed of any units in this way they would expect the value to be in line with other Affordable Housing however they stressed that the buyer (be that the local authority or housing association) would need to undertake to meet the full service and care charges.





Non-Residential Market

- 5.1 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the study.
- 5.2 In the FDC Community Infrastructure Levy Viability Scoping and Assessment, Ref: DSP14264 Final Report (DSP v7) (Dixon Searle, September 2014) the following values were used.

Table 5.1 Non-Residential Assumptions – 2012 & 2014						
Development Type	Development Type		Value Level (Annual Rental Indication £/sq.m)			
		Low	Medium	High		
Retail - larger format (A1) – convenience	Large Supermarket - Town centre	£150	£200	£250		
Retail - larger format (A1) - comparison	Retail Warehousing - edge of centre	£75	£100	£125		
A1- A5 - Small Retail	Other retail - town centre	£75	£100	£125		
A1-A5 - Small retail*	Convenience Stores	£75	£125	£175		
A1-A5 - Small Retail	Farm shop, rural unit, café or similar	£75	£125	£175		
B1(a) Offices - Town Centre	Office Building	£50	£100	£150		
B1(a) Offices - Out of town centre	Office Building (business park type - various)	£100	£125	£150		
B1(a) Offices - Rural	Farm diversification, rural business centres, ancillary to other rural area uses	£100	£125	£150		
B1, B2, B8 - Industrial / Warehousing	Start-up / move-on unit	£30	£50	£70		
B1, B2, B8 - Industrial / Warehousing	Larger industrial / warehousing unit including offices - edge of centre	£30	£50	£70		
C1 - Hotel	Hotel - various types - tourism-led (range dependant on market / type). 60-bed.	£3,000	£4,000	£5,000		
C2 - Residential Institution	Nursing home / care home	£110	£130	£150		

Source: Figure 7, FDC Community Infrastructure Levy – Viability Scoping and Assessment, Ref: DSP14264 Final Report (DSP v7) (Dixon Searle, September 2014)

5.3 There is no need to consider all types of development in all situations – and certainly no point in testing the types of scheme that are unlikely to come forward as planned development. In this study we have considered the larger format office and industrial use and retail uses and hotel uses.



5.4 Across the District, market conditions broadly reflect a combination of national economic circumstances and local supply and demand factors. However, even within the FDC area, there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

National Overview

5.5 The various non-residential markets in the FDC area reflect national trends. The retail markets are particularly challenging:

The Q3 2019 RICS UK Commercial Property Market Survey results point to a deterioration in sentiment over the period, with 62% of respondents now sensing the market is in the downturn phase of the property cycle. That said, notwithstanding the structural challenges across the retail sector, many contributors feel the Brexit impasse has become increasingly detrimental to market activity. As such, anecdotal evidence suggests a resolution to the uncertainty could potentially release some pent up demand further ahead.

RICS – Q3 2019: UK Commercial Property Market Survey

Non-Residential Market

5.6 The FDC Employment Land Review (FDC, September 2006) includes a detailed assessment of the local employment markets so that will not be repeated here. The market can be summarised as follows:

Fenland is attracting interest from local and national developers who have recognised the shortage of quality office space available for professional service providers (solicitors, accountants, surgeries, brokers) in the main conurbations of the district. The traditional location of 'chambers' for these providers is rapidly being eschewed in favour of more modern, image-conscious premises that offer up-to-date technology infrastructures. The success of South Fens Business Centre which is 60% full (based of its floor occupancy of almost 15,000 square feet) within eight months of its official opening has prompted several speculative developers to embark on similar state-of-the-art projects in Wisbech and March.

Out-of-town retail and leisure development continues to attract investment although the subject is emotive – on one hand, smaller businesses located in the town centres can be affected by a loss in trade, however, a counterpoint is that without the new investment the money might otherwise be spent in the larger shopping centres of King's Lynn and Peterborough. Careful land allocation and appropriate business use classification is important to ensure that retail and leisure sector gaps can be plugged by attracting suitable amenities.

The balance of enquiries is a combination of outside interest in Fenland from developers for land opportunities (5%), companies relocating to Fenland (5%), existing Fenland businesses seeking larger or alternative premises or land (5%), local interest in small retail outlets (5%), and the rest a selection of foreign investment enquiries, institutional investors and speculative builders.

- 5.7 This study is concerned with new property that is likely to be purpose built. There is little evidence of a significant variance in price for newer premises more suited to modern business, although very local factors (such as the access to transport network) are important.
- Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.co.uk). In addition, information

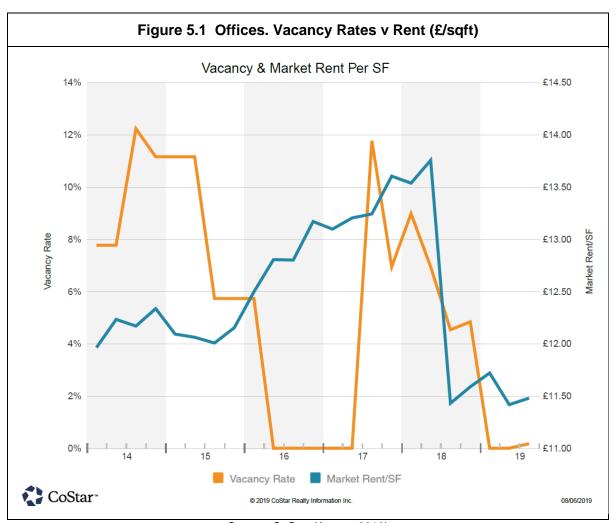


from CoStar (a property industry intelligence subscription service) has been used. Clearly much of this commercial space is 'secondhand' and not of the configuration, type and condition of new space that may come forward in the future, so is likely to command a lower rent than new property in a convenient well accessed location with car parking and that is well suited to the modern business environment.

5.9 **Appendix 8** includes market data from CoStar.

Offices

5.10 CoStar data shows an increase in rents in the office sector over the last five years, although these have declined over the last couple of years.



Source: CoStar (August 2019)

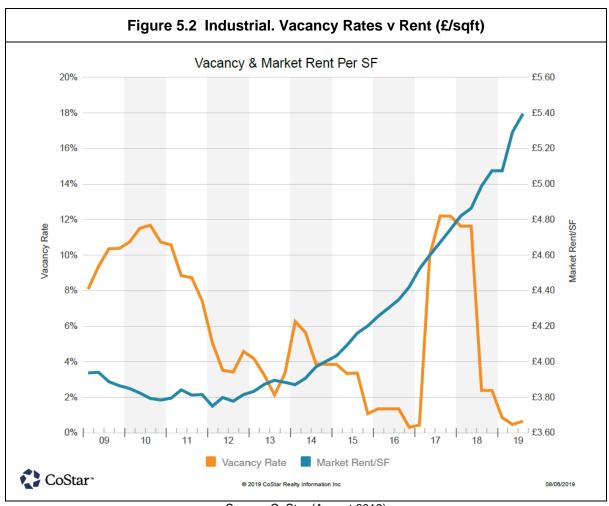
5.11 CoStar is currently reporting rents (for all types of office) of about £95/m²/year (£9sqft/year). On the whole these buildings are not modern offices that are best suited to current work practices. Newer offices on flexible terms, are around £215/m²/year (£20sqft/year), although these are not the norm.



- 5.12 Through the September 2019 consultation it was suggested that office rents were closer to £100/m²/year in the area.
- 5.13 A median yield of over 10% is reported, however the sample size is very small and newer properties are likely to be less than this, 7% has been assumed.
- 5.14 On this basis new office development would have a value of £1,335/m² (having allowed for a rent free / void period of 12 months). CoStar reports average sales prices of £925/m² (£86/sqft). Bearing in mind the nature of the new development that this study is concerned with, office development is assumed to have a value of £1,500/m².

Industrial and Distribution

5.15 CoStar data also shows very low vacancy rates and an increase in rents over the last five years in the industrial sector:



Source: CoStar (August 2019)

5.16 CoStar is currently reporting average rents (for all types of industrial space) of about £32.50/m²/year (£3/sqft/year). On the whole these buildings are not modern facilities that are suited to modern industry. More modern buildings that are well located and with adequate parking are securing rents in the £54/m²/year (£5/sqft/year) to £80/m²/year (£7.50/sqft/year)



A median yield of over 10% is reported, however the sample size is very small and newer properties are likely to be less than this and are generally in the 7% to 8% range.

- 5.17 On this basis new office development would have a value of £1,000/m² (having allowed for a rent free / void period of 12 months). CoStar reports average sales prices of £333/m² (£31/sqft), with a median being rather less at £465/m² (£43/sqft). Bearing in mind the nature of the new development that this study is concerned with, office development is assumed to have a value of £1,000/m².
- 5.18 At the time of this assessment there is anecdotal evidence that asking rents are higher for higher specification new units and that this is due to the shortage of supply.

Retail

- 5.19 None of the settlements in Fenland are major shopping destinations. The retail sector is overshadowed by Peterborough and Cambridge. Having said this, the market towns are busy with a broad range of local shops and services.
- 5.20 The retail market is in a period of uncertainty. The rise in the online retailer sector has put pressure on the high street and shopping centres. Several national chains have been put into administration or have entered a Company Voluntary Arrangements (CVA)³⁶. The value of shopping centres in particular has been put under pressure and is less attractive to investors than it was just a few years ago.
 - Arcadia group which includes brands such as Topshop, Topman, Burtons and Dorothy Perkins is undergoing restructuring through a CAV, which includes the closure of shops (June 2019).
 - b. Monsoon and Accessorize are undergoing restructuring through a CAV, which includes the closure of shops (May 2019).
 - c. New Look restructured in a debt for equity swap and refinancing (January 2019).
 - d. Select (womenswear) entered in to a second CVA in a year (June 2019).
 - e. Mothercare, closing 60 shops (June 2019).
 - f. Marks and Spencer closing 110 stores (May 2019).
 - g. The following brands have been put into administration:
 - i. TReds Shoes (Jan 2019 since sold).
 - ii. Pretty Green (bought out of administration by JD Sports in April 2019).
 - iii. Debenhams (April 2019, in admin 1/3 stores to close).
 - iv. House of Fraser (April 2018 bought out of administration by Mike Ashley).

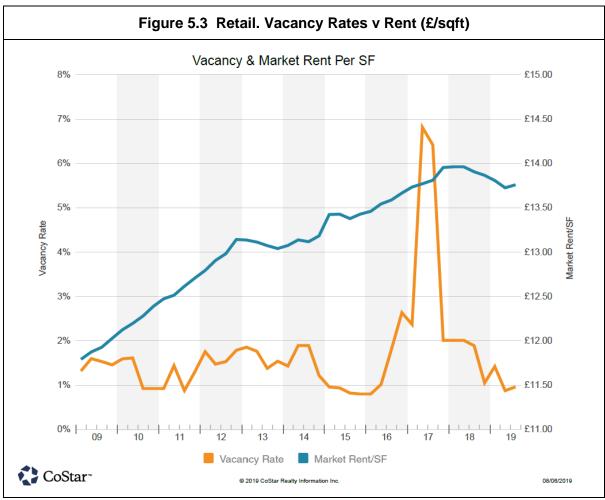
³⁶ A CVA is a legally binding agreement with a company's creditors. As part of the process companies (subject to a the circumstances) may be able to renegotiate the terms of a lease.



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- v. Greenwoods (January 2019, all stores closed).
- vi. Berketex (Bridalwear) Closed November 2018).
- vii. Evans Cycles (October 2018 bought out of administration by Mike Ashley).
- viii. Coast (October 2018 bought, in part, out of administration by Karen Millen).
- ix. Jack Wills (August 2019) being purchased by Sports Direct.
- x. East (April 2018, all stores closed).
- 5.21 Numerous other high-street names have also closed or been restructured, including Banana Republic, BHS (2016), Austin Reed (2016), Toys R Us, Maplin, Poundworld, Homebase, Office Outlet (Staples), HMV, American Golf and Carpetright.
- 5.22 Pressure on the high street is also being seen across other sectors
 - a. Various restaurant and dining chains have also announced closures or restructuring. These include Jamie Oliver, Patisserie Valerie, Gourmet Burger Kitchen, Byron Burgers, Carluccios, Gaucho and Prezzo (closing 100 stores).
 - b. The banking sector has closed 716 branches in the first half of 2019.
- 5.23 Bearing in mind the gloomy picture that can be taken from the above, it is surprising that the CoStar data shows an increase in rents and fall in vacancies over the last 5 years.





Source: CoStar (August 2019)

- 5.24 The retail market is segmented with the core high street areas of thriving but the remaining areas, being of largely secondary retailing areas doing less well. Retailing in secondary locations remains challenging although the data does reveal some surprising high rents, and there are some neighbourhood shopping areas that are thriving.
- 5.25 Rents for units in the central locations are currently over £270/m²/year (£25/sqft/year)³⁷ although generally they are below this level at around £107/m²/year (£10/sqft/year). An average yield of 7.67% (median of 8.35%) is reported. A value (based on a £270/m²/year / 8% yield / 24 month incentive) of £2,895/m² (£270/sqft) is derived for town centre, shop-based retail. This is broadly in line with the upper values reported by CoStar. A value of £2,900/m² (£270/sqft) is assumed.
- 5.26 The rents for shops vary greatly, particularly as one moves away from the best locations into the secondary situations where rents are normally in the range of £107/m²/year (£10/sqft/year) to £160/m²/year (£15/sqft/year), although yields are rather higher at around 10% to give a value of £1,250/m² (£115/sqft) or so.

³⁷ These rents are calculated over the whole building area rather than just the sales area.



- 5.27 We have given consideration to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the FDC area, however drawing on our wider experience we have assumed supermarket rents of £250/m²/year (£23/sqft/year) with a yield of 5.5% to give a value of £4300/m² (£400/sqft). This reflects the increased confidence in this sector after a difficult period faced by the traditional supermarket operators.
- 5.28 As well as mainstream supermarkets, we have considered the smaller units developed by operators such as Lidl and Aldi, in this case we have assumed a rent of £215/m²/year (£20/sqft/year) and a 5% yield to give a value of £4,095/m² (£380/sqft).
- 5.29 In the case of retail warehouses, there has been a change within the market over the last few years with a move towards more smaller stores on the out of town retail parks. Whilst little such development is planned it may be that some of the existing out of town / retail warehouse space we have assumed a rent of £180/m²/year (£16.70/sqft/year) and a yield of 6% giving a value of £2,670/m² (£250/sqft) (allowing for a 2 year rent free / void period).

Hotels

5.30 There have been a number of new hotels in the area and there is a recognised need (and demand) for further provision. For the hotel sector, a rental of £4,500/room/year for newbuild hotels is assumed to apply across the area. Assuming a yield of 5.5%, this equates to a value of about £3,300/m² (£306/sqft). It is important to note that this study is only concerned with newbuild hotels³⁸.

Appraisal Assumptions

5.31 The following assumptions have been used:

Table 5.2 Commercial Values £/m ² 2019							
	Rent £/m²	Yield	Rent free period		Assumption		
Offices	£215	7.00%	1.0	£1,335	£1,500		
Industrial	£75	7.00%	1.0	£1,001	£1,000		
Retail - Centre	£270	8.00%	2.0	£2,894	£2,900		
Retail (elsewhere)	£150	10.00%	2.0	£1,240	£1,250		
Large Supermarket	£250	5.50%	1.0	£4,308	£4,300		
Small Supermarket	£215	5.00%	1.0	£4,095	£4,100		
Retail warehouse	£180	6.00%	2.0	£2,670	£3,270		
Hotel (per room)	£4,500	5.50%	0.0	£81,818	£3,300		

Source: HDH (September 2019)

 $^{^{38}}$ 60 rooms x £4,500 = £270,000. 5.5% yield = £4,900,000. 60 rooms @19m² + 30% circulation space = £3,312/m²



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6. Land Values

- 6.1 Chapters 2 and 3 set out the methodology used in this study to assess viability. An important element of the assessment is the value of the land. Under the method set out in the updated PPG and recommended in the Harman Guidance, the worth of the land before consideration of any increase in value, from a use that may be permitted through a planning consent, is the Existing Use Value (EUV). This is used as the starting point for the assessment.
- 6.2 In this chapter, the values of different types of land are considered. The value of land relates closely to the use to which it can be put and will range considerably from site to site. As this is a high-level study, the three main uses, being agricultural, residential and industrial, have been researched. The amount of uplift that may be required to ensure that land will come forward and be released for development has then been considered.
- 6.3 In this context it important to note that the PPG says (at 10-016-20180724) that the 'Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. For any viability assessment data sources to inform the establishment the landowner premium should include market evidence and can include benchmark land values from other viability assessments'. It is therefore necessary to consider the EUV as a starting point.
- 6.4 In the FDC Community Infrastructure Levy Viability Scoping and Assessment, Ref: DSP14264 Final Report (DSP v7) (Dixon Searle, September 2014) the following values were used.
 - 2.11.7 As can be seen at Appendices IIa and IIb (residential and commercial scenarios results respectively), we have made indicative comparisons at land value levels in a range between £250,000/ha (approximately £100,000/acre), indicating around the minimum level which it was considered land would trade at, and £1,000,000/ha (approximately £405,000/acre) as an upperend comparison. The latter level is not regularly applicable in the Fenland market, however the methodology uses a wide range to add to the results review context; so that we can see where our RLVs fall in relation to these levels and the overall range between them.
 - 2.11.8 The land value indications are based on a review of available information from site specific reviews, local research (including stakeholder soundings) and research carried out by others in carrying out viability studies both for Fenland and neighbouring authorities. For a range of sites, the most critical area the minimum value applicable for the purposes of an assessment such as this is approximately £100,000 to £150,000/acre (i.e. £250,000 to £370,000/ha). This applies particularly for greenfield land, but in the local context in practice may well prove a sufficient level for the purchase of a variety of sites except where existing residential sites are pursued for redevelopment / intensification of development, for sites in the less frequent higher value areas / larger properties or higher value commercial development (such as some forms of retail).
 - 2.11.9 Overall, for the review of the results summary tables (Appendix IIa and b) and to provide an overview guide as to their strength, in this case we decided to sub-divide the full land values comparison range into £250,000/ha bands within the wider range. These are shown as 'viability tests' as follows (see figure 10 below) within the Appendix II table footnotes. For greenfield land, using the above minimum £250,000/ha and bearing in mind the £370,000/ha or so likely upper figure, the range £250,000 to £500,000 best represents the key area of the results. On



PDL land, typically we might expect to see land value indications in the region of £500,000 to £750,000/ha and the upper part of the overall range (as at 2.11.7 above) better represents the likely range of scenarios for typically smaller, previously developed sites (PDL).

Figure 10: Land	value indicative	comparisons i	range	(benchmarks))
			~	(100.101.1101.110)	

Key			RLV Lower than viability test 1
			Positive RLV beneath Viability Test 1 (RLV < £250,000/ha)
			RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
			RLV exceeding Viability Test 1 (RLV £500,000 - £750,000/ha)
			RLV exceeding Viability Test 1 (RLV £750,000 - £1,000,000/ha)
			RLV exceeding Viability Test 1 (RLV > £1,000,000/ha)
Source	ce:	Dixon Searle LLF	(2014)

2.11.10 To recap, for this assessment purpose (and not as any other guide / target / fixed level / rule of thumb or similar) the minimum land values likely to incentivise release for development under any circumstances is probably around £250,000/ha in the Fenland context. Land values at those levels are likely to be most relevant to development on greenfield land (or enhancement to amenity land value) and therefore relatively commonly occurring across the district. Therefore this could be relevant for consideration as the lowest base point for enhancement to greenfield land values (with agricultural land reported by the VOA to be valued at around £20,000/ha in existing use, verified by our own research). The HCA issued a transparent assumptions document which referred to guide parameters of an uplift of 10 to 20 times agricultural land value. This sort of level of land value could also be relevant to a range of less attractive locations or land for improvement. This is not to say that land value expectations would not go beyond these levels – they could well do in a range of circumstances.

6.5 It is important to note that the *FDC Community Infrastructure Levy – Viability Scoping and Assessment, Ref: DSP14264 Final Report (DSP v7)* (Dixon Searle, September 2014) was prepared before the updated PPG was released so does not explicitly follow the 'EUV plus' approach, as now set out in the PPG.

Existing Use Values

- 6.6 To assess development viability, it is necessary to analyse Existing and Alternative Use Values. EUV refers to the value of the land in its current use <u>before planning consent is granted</u>, for example, as agricultural land. AUV refers to any other potential use for the site. For example, a brownfield site may have an alternative use as industrial land.
- 6.7 The updated PPG includes a definition of land value as follows:

How should land value be defined for the purpose of viability assessment?

To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. This approach is often called 'existing use value plus' (EUV+).

In order to establish benchmark land value, plan makers, landowners, developers, infrastructure and affordable housing providers should engage and provide evidence to inform this iterative and collaborative process.

PPG: 10-013-20190509



What is meant by existing use value in viability assessment?

Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).

Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results; valuation office agency data; public sector estate/property teams' locally held evidence.

PPG: 10-015-20190509

- 6.8 It is important to fully appreciate that land value should reflect emerging policy requirements and planning obligations. When considering comparable sites, the value will need to be adjusted to reflect this requirement.
- 6.9 The value of the land for a particular typology (or in due course a particular scheme) needs to be compared with the EUV, to determine if there is another use which would derive more revenue for the landowner. If the Residual Value does not exceed the EUV, then the development is not viable; if there is a surplus (i.e. profit) over and above the 'normal' developer's profit having paid for the land, then there is scope to make developer contributions.
- 6.10 For the purpose of the present study, it is necessary to take a comparatively simplistic approach to determining the EUV. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis, the outcome might still be contentious.
- 6.11 The 'model' approach is outlined below:
 - i. For sites in agricultural use, then agricultural land represents the EUV. It is assumed that greenfield sites of 0.5ha or more fall into this category.
 - ii. For paddock and garden land on the edge of or in a smaller settlement a 'paddock' value is adopted. This is assumed for greenfield sites of less than 0.5ha.
 - iii. Where the development is on brownfield land we have assumed an industrial value. In the town-centres a higher value is considered.

Residential Land

6.12 In May 2018, DCLG published *Land value estimates for policy appraisal*³⁹. This sets out land values as at May 2017 and was prepared by the Valuation Office Agency (VOA). The FDC

 $https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/710539/Land_Values_2017.pdf$



³⁹

figure is £485,000/ha. It is important to note this figure assumes nil Affordable Housing. As stressed in the paper, this is a hypothetical situation and 'the figures on this basis, therefore, may be significantly higher than could be reasonably obtained in the actual market'.

- 6.13 The VOA assumed that each site is 1 hectare in area, of regular shape, with services provided up to the boundary, without contamination or abnormal development costs, not in an underground mining area, with road frontage, without risk of flooding, with planning permission granted and that no grant funding is available; the site will have a net developable area equal to 80% of the gross area. For those local authorities outside London, the hypothetical scheme is for a development of 35 two storeys, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.
- 6.14 There are no larger development sites being publicly marketed in the area at the time of this assessment, however there are a number of small development sites being marketed in the area:



						T	ab	le	6.1	В	Bui	ldi	ng	Si	tes	s fo	or :	Sa	le -	_ A	λuç	gus	st 2	201	9						
	£463,918 Resolution to grant	£1,176,471 No planning	£87,444 Outline Planning (existing	£2,318,393 No planning	3 affordable	£19,430 Farmland	£465,116 Outline planning	£1,481,481 Detailed consent	£1,222,222 Former Gas Distribution (£657,895 Detailed consent	£1,700,000 Outline planning	Planning (existing house)	4 plots	Detailed consent	£749,064 Outline planning	Self and Custom Build	£1,683,168 Detailed consent	£1,823,529 Detailed consent	£211,864 Outline planning	£3,000,000 Detailed consent	£3,783,784 Detailed consent	Development started	£1,785,714 Detailed consent	Detailed consent	£90,498 Detailed consent	£4,210,526 Outline planning	£2,419,355 Outline planning	Detailed consent	Detailed consent	£393,258 Detailed consent	£337,079 Detailed consent
£/ha	£463,918	£1,176,471	£87,444	£2,318,393		£19,430	£465,116	£1,481,481	£1,222,222	£657,895	£1,700,000	£1,000,000	£2,200,000 4 plots		£749,064		£1,683,168	£1,823,529	£211,864	£3,000,000	£3,783,784		£1,785,714		£90,498	£4,210,526	£2,419,355	£1,666,667	£1,617,647	£393,258	£337,079
Area (ha) Asking Price	£2,250,000	£2,000,000	£195,000	£1,500,000	£1,250,000	£1,125,000	£1,000,000	£600,000	£250,000	£500,000	£425,000	£400,000	£396,000	£315,000	£200,000	£114,00/plot	£170,000	£155,000	£150,000	£150,000	£140,000	£135,000	£125,000	£100,000	£100,000	£80,000	£75,000	£65,000	£22,000	£35,000	£30,000
	4.85	1.7	2.23	0.647		67.6	2.15	0.405	0.45	0.76	0.25	0.4	0.18		0.267	From	0.101	0.085	0.708	0.05	0.037		0.07		1.105	0.019	0.031	0.039	0.034	0.089	0.089
Units	118	45	13		17		20	7	19	8	4	9	4	4	3		2	1	1	1	1	1	1	1	29	1	1	1	1	1	1
	March	Wisbech	Doddington	March	Welney	Wisbech	Outwell	Coveney	March	Pymoor	Chatteris	Ramsey St Mary	Marshland St James	March	Wisbech St. Mary	March	Ramey	March	Barroway Drove	March	March	Nordelph	Nr Crowland	Eastrea	Manea	Emneth	Wisbech	Wisbech	Wisbech	Whittlesey	Whittlesey
	Wisbech Road	Barton Road	Wimblington Road	Wisbech Road	Land North of Grange Farm	Goredike Bank	Isle Road	Main Street	Kirk Ogden Close	Straight Furlong	Wenny Road	Herne Road	Bonnetts Lane	School Lane, Manea	Station Road	Elliot Road	Ugg Mere Court Road		The Drove	Creek Road	Ravenhill Drive	High Street	Dowsdale Bank	Coates Road	Fallow Corner Drove		Back Road, Elm	Osborne Road	Horseshoe Terrace	Kings Delph	Kings Delph

Source: Market Survey (August 2019)

6.15 Through the September 2019 consultation attention was drawn to a 4.75ha site that had recently been marketed at Wisbech Road, March, The site has an outline consent for 118 dwelling of which 25% are affordable. The asking price was £2,250,000 (£475,000/ha).



- 6.16 It is important to note that the above prices are asking prices so reflect the landowner's aspiration. In setting the BLV the important point is the minimum amount a landowner will accept.
- 6.17 Recent transactions based on planning consents over the last few years and price paid information from the Land Registry have been researched and are set out in **Appendix 9.** The data is summarised in the following tables, the amount of Affordable Housing in the scheme is shown, being the key indicator of policy compliance (as required by the PPG).



Table 6.2	Sales	of Deve	lopme	nt Land		
Site	ha	All Units	Aff	Price Paid	£/ha	£/unit
Land North of Orchard House, High Road, Wisbech St Mary	3.820	76	0%	£1,450,000	£379,581	£19,079
Site of Former Gas Distribution Centre, Gas Road, March	0.450	19	0%	£100,000	£222,222	£5,263
Bricklayers Arms, 9 Station Road, Whittlesey	0.310	33	0%	£475,000	£1,532,258	£14,394
Land North West Of 162, Coates Road, Coates, Whittlesey	0.870	12	25%	£160,000	£183,908	£13,333
Land East of Askham House, 13 Benwick Road, Doddington	1.477	10	30%	£100,000	£67,705	£10,000
Land West of 17-37, Wood Street, Doddington	1.770	28	0%	£400,996	£226,551	£14,321
Land West of Cedar Way Accessed from Grove Gardens, Elm	0.870	11	0%	£2,700	£3,103	£245
Land East of Llanca, Huntingdon Road, Chatteris	0.200	18	0%	£400,000	£2,000,000	£22,222
Land West of Teachers Close, Manea	3.600	57	0%	£840,000	£233,333	£14,737
Former Pilgrims of March, Dartford Road, March	0.315	17	0%	£270,000	£856,327	£15,882
Land South East of Orchard Lodge, Jobs Lane, March	0.800	20	5%	£415,000	£518,750	£20,750
Land South West of Queen Street Close, March	0.160	10	0%	£325,000	£2,031,250	£32,500
Site of Former Kingswood Park Residential Home, Kingswood Road, March	0.980	22	100%	£1,162,306	£1,186,027	£52,832
Land East of Davern Workwear, Elliott Road, March	0.480	14	0%	£1,435,000	£2,989,583	£102,500
Land West of Old Council Depot, Gaul Road, March	3.860	135	0%	£1,290,000	£334,197	£9,556
Land West and South Of 74 West Street, Chatteris	2.800	58	26%	£2,150,000	£767,857	£37,069
Land at Bassenhally Farm, Eastrea Road, Whittlesey	3.280	93	25%	£722,490	£220,271	£7,769
Land north of Sorrel Avenue, Whittlesey, Cambridgeshire	0.937	60	0%	£342,857	£365,909	£5,714
Land North of Snowley Park And Glenfields, Whittlesey	5.610	148	24%	£2,750,000	£490,196	£18,58
Westhaven Nursery, Peterborough Road, Whittlesey	2.660	68	85%	£1,400,000	£526,316	£20,588
The Bell, 35 Kirkgate Street, Wisbech	0.390	14	0%	£475,000	£1,217,949	£33,929
Land North of Kenila, Duke Street, Wisbech	0.220	10	0%	£250,000	£1,136,364	£25,00
35 North End, Wisbech	0.040	11	0%	£110,000	£2,750,000	£10,00
Fenland Park, Lerowe Road, Wisbech	1.600	83	35%	£2,500,000	£1,562,500	£30,12
55 The Chase, Leverington	0.990	14	0%	£800,000	£808,081	£57,14
Land at Sayers Field, Church Road, Wisbech St Mary	1.100	43	0%	£1,950,000	£1,772,727	£45,34

Source: FDC and Land Registry (September 2019)

6.18 These values are on a whole site (gross area) basis and range considerably. The average is about £940,000/ha (£34,600/unit) and the median is £650,000/ha (£18,830/unit). The average for schemes that have provided Affordable Housing is £550,000/ha (£19,500/unit) and the



median is £355,000/ha (£16,000/unit). In considering the above it is important to note that the PPG 10-014-20190509 says:

Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.

This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.

In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.

- 6.19 The price paid is the maximum the landowner could achieve. The landowner is unlikely to suggest a buyer may be paying an unrealistic amount. The BLV is not the price paid (nor the average of prices paid), rather it is likely to be closer to the bottom of the range of policy compliant transactions.
- 6.20 Almost all the above sites are smaller sites, with just one of the sites being over 1 ha. In relation to larger sites, and, in particular, larger greenfield sites, these have their own characteristics and are often subject to significant infrastructure costs and open space requirements which result in lower values. In the case of non-residential uses we have taken a similar approach to that taken with residential land except in cases where there is no change of use. Where industrial land is being developed for industrial purposes we have assumed a BLV of the value of industrial land.
- 6.21 A figure of £25,000/market unit was suggested (although not evidenced) through the September 2019 consultation. Based on the data above this would be at the top end of the transaction range. A land value derived from a density of about 32units/ha and a net developable area of 75% or so £25,000/unit would be about £450,000/ha. In this assessment a value of £400,000/ha is assumed.

Industrial Land

6.22 Land value estimates for policy appraisal provides a value figure for commercial land for Peterborough (being the nearest large town to the District):



Table 6.3 Industrial Land Values Peterborough (£/ha)						
Industrial Land	£750,000 (303,000/acre)					
Commercial Land: Office Edge of City Centre	£865,000 (£350,000/acre)					
Commercial Land: Office Out of Town – Business Park	£750,000 (£303,000/acre)					

Source: Land value estimates for policy appraisal (DCLG, May 2018)

- 6.23 CoStar (a property market data service) includes details of industrial land. These are summarised in **Appendix 10**. The average is about £99,500/ha (£40,000/acre) and the median is slightly more at £100,000/ha (£40,000/acre).
- 6.24 Through the September 2019 consultation there was a consensus that these figures were appropriate, although smaller blocks of serviced industrial land were likely to have a value of £250,000/ha or so. (One consultee was concerned that, as the sample size of examples was small, a higher assumption should be used). A figure of £100,000/ha is assumed for parcels of land over 0.5ha with £250,000/ha on smaller parcels.

Agricultural and Paddocks

- 6.25 Land value estimates for policy appraisal provides a value figure for agricultural land in the area of £22,000/ha. The RICS/RAU Rural Land Market Survey reports agricultural land values. The most recent report⁴⁰ suggests England and Wales values of £21,043/ha (£8,516/acre) for arable land and £16,700/ha (£6,759/acre) for pasture. Values for the Eastern region (H1/2018) show higher values for arable land and substantially lower values for pasture.
- 6.26 For agricultural land, a benchmark of £25,000/ha is assumed to apply here.
- 6.27 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive to neighbouring households for pony paddocks or simply to own to provide some protection and privacy. A higher value of £50,000/ha for sites on the edge of the built up area. In the light of a comment made through the September 2019 consultation, this higher value is applied to sites of under 1ha.

Existing Use Values

6.28 In this assessment the following Existing Use Value (EUV) assumptions are used.

https://www.rics.org/globalassets/rics-website/media/knowledge/research/market-surveys/rural-land-market-survey-h2-2018-rics-rau.pdf



Table 6.4 Existing Use Value Land Prices £/ha						
	August 2019					
Industrial Land	1ha +	£100,000				
	Less than 1ha	£250,000				
Agricultural		£25,000				
Paddock		£50,000				

Source: HDH (December 2019)

Benchmark Land Values

6.29 The setting of the Benchmark Land Values (BLV) is one of the more challenging parts of a plan-wide viability assessment. The updated PPG makes specific reference to BLV so it is necessary to address this. As set out in Chapter 2 above, the updated PPG says:

Benchmark land value should:

- be based upon existing use value
- allow for a premium to landowners (including equity resulting from those building their own homes)
- reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and

Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.

This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.

In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.

Where viability assessment is used to inform decision making under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan. Local authorities can request data on the price paid for land (or the price expected to be paid through an option agreement).

PPG 10-014-20190509

6.30 With regard to the landowner's premium, the PPG says:

How should the premium to the landowner be defined for viability assessment?

The premium (or the 'plus' in EUV+) is the second component of benchmark land value. It is the amount above existing use value (EUV) that goes to the landowner. The premium should



provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.

Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Policy compliance means that the development complies fully with up to date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan. A decision maker can give appropriate weight to emerging policies. Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement).

PPG 10-016-20190509

6.31 It is useful to consider the assumptions used in other studies in other parts of England. We have reviewed Benchmark Land Values used by other councils in England in development plans (albeit from before the PPG was updated in July 2018). These are set out in the table below.

Table 6.5 Benchmark Land Values Used Elsewhere						
Local Authority	Threshold Land Value					
Babergh	£370,000/ha					
Cannock Chase	£100,000-£400,000/ha					
Christchurch & East Dorset	£308,000/ha (un-serviced) £1,235,000/ha (serviced)					
East Hampshire	£450,000/ha					
Erewash	£300,000/ha					
Fenland	£1-2m/ha (serviced)					
Greater Norwich DP	£370,000-£430,000/ha					
Reigate & Banstead	£500,000/ha					
Stafford	£250,000/ha					
Staffordshire Moorlands	£1.26-£1.41m/ha (serviced)					
Warrington	£100,000-£300,000/ha					

Source: Planning Advisory Service (collated by URS)

- 6.32 Care has to be taken drawing on such general figures without understanding the wider context and other assumptions in the studies.
- 6.33 In the pre-consultation iteration of this Viability Assessment, the following Benchmark Land Value assumptions are used:

Brownfield/Urban Sites: EUV Plus 20%.

Greenfield Sites: EUV Plus £200,000/ha.



- 6.34 Through the September 2019 consultation it was suggested that where the brownfield assumption of £250,000/ha was used then the brownfield assumption was appropriate.
- 6.35 With regard to greenfield sites, a range of comments were made:
 - a. That the assumption for agricultural land is appropriate.
 - b. Farmers would want to buy at least 8 acres to replace each one sold for development.
 - c. That the BLV needed to get to a threshold of £300,000/ha (on a gross basis).
 - d. That smaller sites were more expensive and landowners may have higher expectations.
 - e. That EUV plus £250,000/ha was an appropriate figure.
- 6.36 It was also suggested that a similar BLV could apply to both greenfield and previously developed land of £300,000/ha.
- 6.37 The feedback was mixed, with some, although there was a general consensus that the assumption was appropriate. In this iteration of this Viability Assessment, the assumption was carried forward unchanged, and following Benchmark Land Value assumptions are used:

Brownfield Sites: EUV Plus 20%.

Greenfield Sites: EUV Plus £250,000/ha.



7. Development Costs

7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the development typologies. These assumptions were presented to stakeholders at the consultation event in August 2019.

Development Costs

Construction costs: baseline costs

- 7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS)⁴¹ data using the figures re-based for Cambridgeshire⁴². The cost figure for 'Estate Housing Generally' is £1,281/m² at the time of this study: This is over 50% higher than the figure used in the *FDC Community Infrastructure Levy Viability Scoping and Assessment, Ref: DSP14264 Final Report (DSP v7)* (Dixon Searle, September 2014). The use of the BCIS data is suggested in the PPG (paragraph 10-012-20180724), however, it is necessary to appreciate that the volume housebuilders are likely to be able to achieve significant saving due to their economies of scale.
- 7.3 Alternatively, it was suggested that the Fenland BCIS figure should be used. The very small sample size does suggest that this may not be reliable, so we have continued to use the Cambridgeshire figure.
- 7.4 The base assumption in this report is that homes are built to the basic Building Regulation Part L 2013 Standards (as amended in 2016) but not to higher environmental standards. As set out in Chapter 2 above, the Government is undertaking a consultation on 'The Future Homes Standard'⁴³. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. The Council is exploring the policy options in this regard. At this stage a policy has not been drafted but is likely to include provisions to encourage reduced energy usage. This is considered in Chapter 8 below.

https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate



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⁴¹ BCIS is the Building Cost Information Service of the Royal Institution of Chartered Surveyors.

 $^{^{42}}$ The sample size for Fenland is very small (16) so the larger area is used.

Table 7.1 BCIS Costs- £/m² gross internal floor area

Rebased to Cambridgeshire (102; sample 202)

£/m2 study

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

The cost of the building with preliminaries apportioned, excluding external works, contingencies and design fees. The sample is from actual building contracts and represents a price including the contractors' overheads and profits included in the contract. The buildings sampled represent projects submitted to BCIS and will not necessarily be representative.

Last updated: 03-Aug-2019 00:38

	£/m² gross	internal floo	or area			
(Maximum age of projects)	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest
810.1 Estate housing						
Generally (15)	1,326	641	1,135	1,281	1,456	4,598
Single storey (15)	1,487	841	1,271	1,428	1,673	4,598
2-storey (15)	1,284	641	1,120	1,253	1,399	2,534
3-storey (15)	1,342	835	1,096	1,295	1,507	2,693
4-storey or above (15)	2,792	1,382	2,282	2,453	3,674	4,166
810.11 Estate housing detached (15)	1,688	1,004	1,274	1,475	1,730	4,598
810.12 Estate housing semi detached						
Generally (15)	1,318	760	1,137	1,284	1,443	2,447
Single storey (15)	1,477	929	1,265	1,451	1,639	2,447
2-storey (15)	1,280	760	1,132	1,254	1,397	2,245
3-storey (15)	1,235	950	991	1,220	1,313	1,929
810.13 Estate housing terraced						
Generally (15)	1,362	834	1,135	1,296	1,494	4,166
Single storey (15)	1,519	1,029	1,277	1,441	1,747	2,200
2-storey (15)	1,318	834	1,120	1,276	1,468	2,534
3-storey (15)	1,361	835	1,082	1,287	1,524	2,693
816. Flats (apartments)						
Generally (15)	1,561	764	1,300	1,487	1,761	5,279
1-2 storey (15)	1,488	917	1,271	1,425	1,641	2,728
3-5 storey (15)	1,537	764	1,297	1,472	1,748	3,256
6+ storey (15)	1,919	1,139	1,570	1,796	2,044	5,279

Source: BCIS (August 2019)

- 7.5 In the initial iteration of this viability assessment, the lower quartile BCIS costs are used, being more closely in line with the Council's wider experience of development. The affordable element was modelled at 90% of the costs of market housing.
- 7.6 Through the September 2019 consultation it was suggested that a figure between the lower quartile figure and the median was appropriate taking into account the fact that 'non-



standard' foundations were the norm in low lying fen areas. This assumption has been used. Two consultees suggested that the median should be used, however, based on the comments of local developers, this approach has not been taken.

7.7 There was a consensus that it was not appropriate model the Affordable Housing at a lower cost than the market housing.

Other normal development costs

- 7.8 In addition to the BCIS £/m² build cost figures described above, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs). Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad-brush study and the approach taken is in line with the PPG and the Harman Guidance.
- 7.9 Nevertheless, it is possible to generalise. Drawing on experience and the comments of stakeholders, it is possible to determine an allowance related to total build costs. This is normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be used more efficiently. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site.
- 7.10 A scale of allowances has been developed for the residential sites, ranging from 5% of build costs for the smaller sites and flatted schemes, to 15% for the larger greenfield schemes.
- 7.11 Through the consultation it was suggested that 5% may be too low. This assumption is only applied to flatted schemes town centre, with little external space, and assumes that the site is serviced (due it its nature as Previously Developed Land) so is considered to be appropriate.
- 7.12 Whilst there was a general consensus that the above assumptions were correct, however one consultee suggested that an assumption of 20% or £500,000/ha should be used. We have had difficulty reconciling this as £500,000/ha would be a little over 10% on a 1ha greenfield site.

Abnormal development costs and brownfield sites

7.13 With regard to abnormals, paragraph 10-012-20180724 of the PPG says:

abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value

7.14 This needs to be read with paragraph 10-014-20180724 of the PPG that says that:

Benchmark land value should: ... reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and ...

7.15 The consequence of this, when considering viability in the planning system, is that abnormal costs should be added to the cost side of the viability assessment, but also reflected in (i.e.



deducted from) the BLV. This has the result of balancing the abnormal costs on both elements of the appraisal.

7.16 This approach is consistent with the treatment of abnormals that was considered at Gedling Council's Examination in Public. There is an argument, as set out in Gedling, that it may not be appropriate for abnormals to be built into appraisals in a high-level assessment of this type. Councils should not plan for the worst-case option – rather for the norm. For example, if two similar sites were offered to the market and one was previously in industrial use with significant contamination, and one was 'clean' then the landowner of the contaminated site would have to take a lower land receipt for the same form of development due to the condition of the land. The Inspector said:

... demolition, abnormal costs and off site works are excluded from the VA, as the threshold land values assume sites are ready to develop, with no significant off site secondary infrastructure required. While there may be some sites where there are significant abnormal construction costs, these are unlikely to be typical and this would, in any case, be reflected in a lower threshold land value for a specific site. In addition such costs could, at least to some degree, be covered by the sum allowed for contingencies.

- 7.17 In some cases, where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures; flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on. An additional allowance is made for abnormal costs associated with brownfield sites of 5% of the BCIS costs.
- 7.18 Through the September 2019 consultation it was suggested that raised floor levels were a 'normal abnormal' cost in the area due to the low lying nature of much of the land supply. It is certainly the case that these are sometimes required, however it is not right to say that this applies to most sites.
- 7.19 The Council has reviewed the approach taken through the development management process and have 'confirmed they would not require raised floor levels on sites in Flood Zone 1. Through the LP we will take a sequential approach to allocating site, and will attempt to accommodate development in areas at least risk from flooding. Therefore any sites allocated in areas of greater flood risk will be the exception and not the norm. Most developments should not require raised floor levels'.
- 7.20 Another consultee raised the costs of archaeology and whether or not these should be treated as an abnormal cost. We consider these to be rather like engineer's costs or other specialists. Some sites will need higher levels and some lesser amounts of investigation and input. The allowance for fees is considered to be sufficient.
- 7.21 A consultee suggested that the 5% allowance for brownfield sites may not be sufficient, using County Durham as an example. County Durham is a very different place to Fenland. The



- brownfield sites in County Durham⁴⁴ tend to have been in previous heavy industrial or mining use and require major remediation uses. County Durham is not an appropriate comparator.
- 7.22 In summary, abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of an assessment of this type to standardise land prices across an area.
- 7.23 Bearing in mind the comments made through the September 2019 consultation, we have carried out sensitivity testing with regard to the cost assumptions.

Fees

- 7.24 For residential and non-residential development a base assumption of 8% of build costs is used for professional fees. Separate allowances are made for planning fees, acquisition, sales and finance costs. As set out in Chapter 9 below this assumption has been increased to 9% to cover the additional costs relating to biodiversity net-gain.
- 7.25 As concern was raised through the September 2019 consultation that this assumption was at the bottom of the range suggested in the Harman Guidance. Several years ago, we would have used a 10% assumption to cover fees. Since then there has been considerable inflation in the construction sector (57% since the FDC Community Infrastructure Levy Viability Scoping and Assessment, Ref: DSP14264 Final Report (DSP v7) (Dixon Searle, September 2014)), however, whilst the levels of fees have increased a little, they have not been in line with the substantial increase in construction costs. It is therefore appropriate to use 8% as the norm. 8% is consistent with the assumption used in the appraisals submitted through Development Management.

Contingencies

7.26 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% has been allowed for, with a higher figure of 5% on more risky types of development, previously developed land. So, the 5% figure was used on the brownfield sites and the 2.5% figure on the remainder.

S106 Contributions and the costs of infrastructure

- 7.27 For many years, FDC has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The majority of these are for general items rather than site specific infrastructure of the type that can now be sought under the restrictions as out in CIL Regulation 122.
- 7.28 In this study it is important that the costs of mitigation are reflected in the analysis. In the FDC Community Infrastructure Levy Viability Scoping and Assessment, Ref: DSP14264 Final

⁴⁴ HDH were authors of the *Durham Local Plan & CIL Development Viability Study* (HDH, October 2013)



Report (DSP v7) (Dixon Searle, September 2014)⁴⁵ it was assumed all the modelled residential sites would contribute £2,000/unit.

- 7.29 Several consultees raised a concern in this regard and the difficulty in estimating what the liability may be on a particular scheme. In part this is because the Council's Developer Contribution SPD (February 2015) does not includes estimates of the figures that mat be required. Cambridgeshire County Council did consult on a new Planning Obligations Strategy in 2016, however this had not been adopted. It contains a range of calculators and estimators, that are difficult to apply on a site specific basis,
- 7.30 The £2,000/unit assumption has been carried forward. Bearing in mind the considerable uncertainty in this regard a range of higher costs have also been tested.

Financial and Other Appraisal Assumptions

VAT

7.31 It has been assumed throughout, that either VAT does not arise, or that it can be recovered in full⁴⁶

Interest rates

- 7.32 Our appraisals assume 6% p.a. for total debit balances, we have made no allowance for any equity provided by the developer. This does not reflect the current working of the market nor the actual business models used by developers. In most cases the smaller (non-plc) developers are required to provide between 30% and 40% of the funds themselves, from their own resources, so as to reduce the risk to which the lender is exposed. The larger plc developers tend to be funded through longer term rolling arrangements across multiple sites.
- 7.33 The 6% assumption may seem high given the very low base rate figure (0.75% September 2019). Developers that have a strong balance sheet, and good track record, can undoubtedly borrow less expensively than this, but this reflects banks' view of risk for housing developers in the present situation. In the residential appraisals, a simple cashflow is used to calculate interest.
- 7.34 The relatively high assumption of the 6% interest rate, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest as most developers are required to put some equity into most projects. In this study a cautious approach is being taken.

⁴⁶ VAT is a complex area. Sales of new residential buildings are usually zero-rated supplies for VAT purposes (subject to various conditions). VAT incurred as part of the development can normally be recovered. Where an appropriate 'election' is made, VAT can also be recovered in relation to commercial development – although VAT must then be charged on the income from the development.



⁴⁵ Paragraph 2.10.2

- 7.35 An arrangement fee of 1% of the peak borrowing requirement is also allowed for.
- 7.36 Through the September 2019 consultation it was suggested that a 7% rate should be used. Whilst some developers may pay more than the rate that it is used, it is interesting to note that Barratt's latest Annual Report reports an average cost of 2.8% (being down from 3% in 2018). Persimmon Homes report finance costs of Base plus 1% to Base Plus 3.25%.

Developers' return

7.37 An allowance needs to be made for developers' return and to reflect the risk of development. Paragraph 10-018-20190509 of the updated PPG says:

How should a return to developers be defined for the purpose of viability assessment?

Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of fully complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.

For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.

- 7.38 The purpose of including a developers' return figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' return in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.
- 7.39 Broadly there are four different approaches that could be taken:
 - To set a different rate of return on each site to reflect the risk associated with the development of that site. This would result in a lower rate on the smaller and simpler sites – such as the greenfield sites, and a higher rate on the brownfield sites.
 - b. To set a rate for the different types of unit produced say 20% for market housing and 6% for Affordable Housing, as suggested by the HCA.
 - c. To set the rate relative to costs and thus reflect the risks of development.
 - d. To set the rate relative to the gross development value.
- 7.40 In deciding which option to adopt, it is important to note that the intention is not to recreate any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.
- 7.41 The argument is sometimes made that financial institutions require a 20% return on development value and if that is not shown they will not provide development funding. In the



pre-Credit Crunch era there were some lenders who did take a relatively simplistic view to risk analysis but that is no longer the case. Most financial institutions now base their decisions behind providing development finance on sophisticated financial modelling that it is not possible to replicate in a study of this type. They require a developer to demonstrate a sufficient margin, to protect the lender in the case of changes in prices or development costs. They will also consider a wide range of other factors, including the amount of equity the developer is contributing (both on a loan-to-value and loan-to-cost basis), the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees, and the number of pre-sold units.

- 7.42 This is a high-level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (i.e. site-by-site or split), it is appropriate to make some broad assumptions and, as set out above, the updated PPG says 'For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies ... A lower figure may be more appropriate in consideration of delivery of affordable housing'.
- 7.43 In the initial iteration of this assessment, the developers' return is assessed as 17.5% of the value of market housing and 6% of the value of Affordable Housing. 17.5% is the middle of the range suggested in the PPG.
- 7.44 Through the September 2019 consultation a number of comments were made.
 - a. That 17.5% / 6% was an appropriate assumption.
 - b. Some small builders need to show 21%-22% to secure finance.
 - c. It can be difficult to sell affordable units (particularly from smaller sites) to it is inappropriate to use a lower assumption for this type of housing.
 - d. It was set out that when 17.5% is considered with 6% for Affordable Housing, then the overall return is less than 15%.
 - e. That 20% of GDV should be used.
- 7.45 In line with consultee comments this has been reviewed, in particular, the lower assumption used for Affordable Housing. In this iteration of this assessment a 17.5% assumption is used across the tenures. Bearing in mind there was not a consensus on this issue, a range of other assumptions are also tested.

Voids

7.46 On a scheme comprising mainly individual houses, one would normally assume only a nominal void period as the housing would not be progressed if there was no demand. In the case of apartments in blocks this flexibility is reduced. Whilst these may provide scope for early marketing, the ability to tailor construction pace to market demand is more limited.



7.47 For the purpose of the present study, a three-month void period is assumed for residential developments.

Phasing and timetable

- 7.48 A pre-construction period of six months is assumed for all of the sites. Each dwelling is assumed to be built over a nine-month period. The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, the size and the expected level of market demand. The rate of delivery will be an important factor when considering the allocation of sites so as to manage the delivery of housing and infrastructure. Two aspects are relevant, firstly the number of outlets that a development site may have, and secondly the number of units that an outlet may deliver.
- 7.49 On the whole, it is assumed a maximum, per outlet, delivery rate of 50 units per year. On a site with 30% Affordable Housing this equates to 35 market units per year. On the smaller sites, we have assumed much slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward. The higher density flatted schemes are assumed to come forward more quickly. These assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and the Harman Guidance.
- 7.50 One consultee suggested that a 100 unit scheme may take 3 years to build out suggesting the assumption is a little high. The build out rates have been reduced a little.

Site Acquisition and Disposal Costs

Site holding costs and receipts

7.51 Each site is assumed to proceed immediately (following a 6 month mobilisation period) and so, other than interest on the site cost during construction, there is no allowance for holding costs, or indeed income, arising from ownership of the site.

Acquisition costs

- 7.52 A simplistic approach is taken, it is assumed an allowance 1% for acquisition agents' and legal fees.
- 7.53 Stamp duty is calculated at the prevailing rates.

Disposal costs

7.54 For market and for Affordable Housing, sales and promotion and legal fees are assumed to amount to 3.5% of receipts (sales income). For disposals of Affordable Housing, these figures can be reduced significantly depending on the category, so in fact the marketing and disposal of the affordable element is probably less expensive than this.





8. Local Plan Policy Requirements

- 8.1 The specific purpose of this study is to consider inform the development of the emerging Local Plan and then, in due course, to assess the cumulative impact of the policies in the new Local Plan. The development of the policies is at an early stage and the options are still being explored, having said this, the policies can be separated into various headings as below. In due course, FDC will consider the advice set out in this report and the wider evidence to settle on a set of planning policies.
- 8.2 The new Local Plan will replace *The Fenland Local Plan* (May 2014) as well as various Supplementary Planning Documents. The emerging policy areas are set out below although it is important to note that, at this stage, these are simply options that may or may not be progressed into the new Local Plan.
- 8.3 Many of the policies are either general enabling policies or policies that restrict development to particular areas or situations. These do not directly impact on viability. Only those policies that add to the costs of development over and above the normal costs of development are mentioned.

Residential Development

8.4 There are a range of policies that impact specifically on this sector.

Standards

8.5 The emerging Plan is not specifically requiring Nationally Described Space Standard (NDSS) technical requirements. Having said this, this is something the Council is exploring so NDSS standards are assumed to apply. In March 2015 the Government published *Nationally Described Space Standard – technical requirements*. This says:

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

8.6 The following unit sizes are set out⁴⁷:

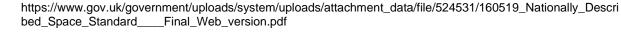




Table 8.1	National Spac		/linimum gross ge (m²)	internal floor	areas and
number of bedrooms	number of bed spaces	1 storey dwellings	2 storey dwellings	3 storey dwellings	built-in storage
1b	1p	39 (37)*			1
	2p	50	58		1.5
2b	3р	61	70		2
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3
	6р	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6р	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4
	8p	125	132	138	

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

8.7 In this study the units are assumed to be in line with the NDSS or larger.

Housing Mix and Part M Access to and Use of Buildings

8.8 The emerging policy is to encourage an appropriate mix of sizes. As set out in Chapter 4 above, the Council is in the process of commissioning a fresh Housing Market Assessment. The most recent study is the 2013 Cambridge housing sub-region SHMA⁴⁸. This suggests the following housing mix:

⁴⁸ The Cambridge housing sub-region is made up of seven district councils; five in Cambridgeshire and two in Suffolk: Cambridge, East Cambridgeshire, Fenland, Huntingdonshire, South Cambridgeshire, Forest Heath (Suffolk), St Edmundsbury (Suffolk).



Table 8.2 Recommended Housing Mix							
	Market Housing	Affordable Housing					
Bedsit	0'	%					
Flat/house with one bedroom	3%						
Flat/house 2 bedrooms	14%						
Flat/house with 2 bedroom and 2 reception rooms, or 3 bedrooms and 1 reception room	31%						
Flat/house with 3 bedrooms and 2 reception rooms	26	5%					
House with 3 bedrooms and 3 reception rooms or 4 bedrooms and 2 reception rooms	16	\$%					
House with 4, 5 or more bedroom	ouse with 4, 5 or more bedroom 10%						

Source: 2013 Cambridge housing sub-region SHMA. Table 5. Dwelling mix required: converting numbers into percentages

- 8.9 This mix informs the base modelling. As set out later in this report, a range of tenure mixes have been tested (informed by the wider evidence base). These mixes are not sought rigidly across all sites, rather are used to inform the overall housing mix. The higher density town centre schemes are assumed to have more smaller units, likewise the larger sites in the rural areas are assumed to include more family housing. Through the September 2019 consultation it was noted that the demand for flatted development in Fenland is limited. This is noted, however the SHMA has found a demand / need for this type of housing. It was also suggested that the 'staple' of current development is 3 bedroom detached houses. This may well be the case, but if the housing mix is to be informed by the SHMA, then it is necessary to follow the SHMA mix.
- 8.10 At the time of this early iteration of this assessment, the Council is undertaking a new Housing Needs Assessment. It will be necessary to review these assumptions when that is complete.
- The adopted Local Plan seeks Lifetime Homes Standards on new housing. These standards 8.11 have been superseded and the scope for councils to introduce additional standards are constrained to those within the optional Building Regulations. The additional costs of the further standards (as set out in the draft Approved Document M amendments included at Appendix B4⁴⁹) are set out below. The key features of the 3 level standard (as summarised in the DCLG publication Housing Standards Review - Final Implementation Impact Assessment (DCLG, March 2015)⁵⁰, reflect accessibility as follows:
 - Category 1 Dwellings which provide reasonable accessibility

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/418414/15032 7_-_HSR_IA_Final_Web_Version.pdf



⁴⁹ https://www.gov.uk/government/publications/access-to-and-use-of-buildings-approved-document-m

- Category 2 Dwellings which provide enhanced accessibility and adaptability
- Category 3 Dwellings which are accessible and adaptable for occupants who
 use a wheelchair.
- 8.12 The cost of a wheelchair adaptable dwelling based on the Wheelchair Housing Design Guide for a 3 bed house, is taken to be £10,111 per dwelling⁵¹. The cost of Category 2 is taken to be £521⁵² (this compares with the £1,097 cost for the Lifetime Homes Standard).
- 8.13 The Council has not developed a policy in this regard as it will be informed by the new SHMA. As part of the study we have assessed what the impact would be of requiring:
 - All new homes to be designed to be accessible and adaptable dwellings;
 - 10% of housing to be wheelchair adaptable dwellings.
- 8.14 It is important to note that the Council is not proposing this requirement at this stage.
- 8.15 Paragraph 56-009-20150327 of the *Housing: optional technical standards* restricts the application of the wheelchair standards:

What issues should local planning authorities consider in determining whether dwellings should be fully wheelchair accessible or adaptable?

Part M of the Building Regulations sets a distinction between wheelchair accessible (a home readily useable by a wheelchair user at the point of completion) and wheelchair adaptable (a home that can be easily adapted to meet the needs of a household including wheelchair users) dwellings.

Local Plan policies for wheelchair accessible homes should be applied only to those dwellings where the local authority is responsible for allocating or nominating a person to live in that dwelling.

56-009-20150327

8.16 It is assumed that any wheelchair accessible homes will be affordable homes.

Affordable Housing

8.17 The Affordable Housing policy is under review. Policy LP5 of the adopted Fenland Local Plan (May 2014) seeks the following:

Part A - Affordable Housing

On all housing development sites (whether as new-build or conversion) of 5 dwellings or more, the Council will seek provision of the following:

- (c) on sites of 5-9 dwellings, 20% of dwellings to be affordable housing. In practice, this means the following affordable housing provision:
 - a site of 5 dwellings: 1 dwelling to be affordable

⁵² Paragraph 157 Housing Standards Review – Final Implementation Impact Assessment (DCLG, March 2015).



⁵¹ Paragraph 153 Housing Standards Review – Final Implementation Impact Assessment (DCLG, March 2015).

- a site of 6 dwellings: 1 dwelling to be affordable, plus the payment of a financial contribution* to the Council, of broadly equivalent value to the provision of 0.2 of a further affordable home on that site, to enable some housing need to be met elsewhere (unless the scheme provides more than one affordable home on site);
- a site of 7 dwellings: as 6 dwellings, but a 0.4 financial contribution;
- a site of 8 dwellings: as 6 dwellings, but a 0.6 financial contribution;
- a site of 9 dwellings: as 6 dwellings, but a 0.8 financial contribution.
- (d) on sites of 10 or more dwellings, 25% of the dwellings as affordable houses (rounded to the nearest whole dwelling);

Of the affordable dwellings provided, the exact tenure mix should be informed by and be compatible with the latest government guidance and an up-to-date local Strategic Housing Market Assessment (SHMA). This should form the basis of a S106 Agreement to accompany the submission.

- 8.18 As set out in Chapter 2 above, Paragraph 63 of the 2019 NPPF now sets out national thresholds for the provision of Affordable Housing:
- 8.19 Fenland has 16 parishes, of which just over half are designated rural areas⁵³. A threshold of 6 units is assumed to apply within the designated rural areas and a threshold of 10 units is assumed to apply elsewhere.
- 8.20 In this context it is important to have regard to paragraph 64 of the 2019 NPPF that says:
 - 64. Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership, unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups. Exemptions to this 10% requirement should also be made where the site or proposed development:
 - a) provides solely for Build to Rent homes;
 - b) provides specialist accommodation for a group of people with specific needs (such as purpose-built accommodation for the elderly or students);
 - is proposed to be developed by people who wish to build or commission their own homes;
 or
 - d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.
- 8.21 This is assumed to apply. It has been assumed that products such as shared ownership and shared equity housing fall under the heading of 'affordable home ownership' and this requirement is modelled on this basis.
- 8.22 It is necessary to consider Build to Rent separately as the sector is treated differently to mainstream housing within the PPG.

What provision of affordable housing is a build to rent development expected to provide?

⁵³ Benwick, Christchurch, Doddington, Manea, Newton, Parson Drove, Tydd St Giles, Wimblington, Wisbech St Mary



The National Planning Policy Framework states that affordable housing on build to rent schemes should be provided by default in the form of affordable private rent, a class of affordable housing specifically designed for build to rent. Affordable private rent and private market rent units within a development should be managed collectively by a single build to rent landlord.

20% is generally a suitable benchmark for the level of affordable private rent homes to be provided (and maintained in perpetuity) in any build to rent scheme. If local authorities wish to set a different proportion they should justify this using the evidence emerging from their local housing need assessment, and set the policy out in their local plan. Similarly, the guidance on viability permits developers, in exception, the opportunity to make a case seeking to differ from this benchmark.

National affordable housing policy also requires a minimum rent discount of 20% for affordable private rent homes relative to local market rents. The discount should be calculated when a discounted home is rented out, or when the tenancy is renewed. The rent on the discounted homes should increase on the same basis as rent increases for longer-term (market) tenancies within the development.

PPG: 60-002-20180913

How should affordable private rent be calculated?

Affordable private rent should be set at a level that is at least 20% less than the private market rent (inclusive of service charges) for the same or equivalent property. Build to rent developers should assess the market rent using the definition of the International Valuations Standard Committee as adopted by the Royal Institute of Chartered Surveyors.

PPG: 60-003-20180913

<u>Is affordable private rent the only form of affordable housing permitted on build to rent schemes?</u>

It is expected that developers will usually meet their affordable housing requirement by providing affordable private rent homes. However, if agreement is reached between a developer and a local authority, this requirement can be met by other routes, such as a commuted payment and/or other forms of affordable housing as defined in the National Planning Policy Framework glossary. The details of this must be set out in the section 106.

PPG: 60-004-20180913

How can the proportion of affordable private rent and level of discount be flexed?

Both the proportion of affordable private rent units, and discount offered on them can be varied across a development, over time. Similarly it should be possible to explore a trade off between the proportion of discounted units and the discount(s) offered on them, with the proviso being that these should accord with the headline affordable housing contribution agreed through the planning permission. All options should be agreed jointly between the local authority and the developer as part of the planning permission, and set out in a section 106 agreement. Guidance on viability confirms that viability studies for build to rent schemes can be customised in this way.

PPG: 60-005-20180913

- 8.23 In line with this, 20% private affordable rent at a 20% discount to market rent has been tested in the base modelling.
- 8.24 A range of Affordable Housing requirements and tenure mixes have been tested.
- 8.25 Through the September 2019 consultation concern was expressed about the thresholds for Affordable Housing and principle of commuted sums. Both of these are areas of policy that are considered in this assessment.



Other Delivery Models

8.26 The Council is open to other delivery models such as Community Land Trusts and Rural Exception Sites. In terms of viability these are enabling policies (rather than adding to the cumulative impact) so are not specifically modelled.

Design

8.27 In addition to the requirements mentioned under the housing heading above, the Council is exploring a range of policies that seek high quality design. On the whole these do not require specific standards that are over and above Building Regulations, nor add to the cost of the building. There are several specific points:

Building for Life Standards

- 8.28 The council is considering seeking Building for Life Standards on new development. The current iteration of this is BfL 12⁵⁴. BFL 12 does not set out specific technical standards or requirements, rather it is an approach to design. An assessment is based on questions which are scored using a simple traffic light system. The questions are arranged in themes such as:
 - Integrated into the neighbourhood
 - Creating a place
 - Street and Home.
- 8.29 No additional cost is allocated to meeting the additional standards.

Flood Risk

8.30 For this study Sustainable Urban Drainage Systems (SUDS) are a policy requirement as and when needed. SUDS aim to limit the waste of water, reduce water pollution and flood risk relative to conventional drainage systems. In this study, it is anticipated that new major development (10 units or more) will be required to incorporate SUDS. SUDS and the like can add to the costs of a scheme – although in larger projects these can be incorporated into public open space. It is assumed that the costs of SUDS are included within the additional costs on brownfield sites, however on the larger greenfield sites it is assumed that SUDS will be incorporated into the green spaces (subject to local ground conditions), and be delivered through soft landscaping within the wider site costs.

⁵⁴ https://www.designcouncil.org.uk/sites/default/files/asset/document/Building%20for%20Life%2012_0.pdf



Water Efficiency

8.31 It is assumed that measures to reduce the use of water, in line with the enhanced building regulations, will be introduced. The costs are modest, likely to be less than £9/dwelling⁵⁵.

Transport

8.32 All schemes of 10 or more residential units, and student housing schemes, are required to provide a travel plan. There is a cost to doing this, however this is within the general assumption (8%) for fees.

Open Space

8.33 FDC has sought (and delivered) open space from new development for many years. At this stage the requirements are still emerging however the base analysis is based on a requirement for 2.4ha of space per 1,000 residents. The table below gives the assumed number of residents for different dwelling sizes. The number of residents within a development is used to calculate the amount of open space required.

Table 8.3 Emerging Occupation Rates							
Number of bedrooms	Assumed number of residents						
1	1						
2	2						
3	3						
4+	4						
Unknown dwelling size	3						
Student accommodation, care homes and elderly and sheltered housing	Number of people to be accommodated.						

Source: HDH (September 2019)

8.34 These requirements are tested.

Retail

8.35 On the whole the policies are enabling policies, or policies that seek to protect the existing retail areas, rather than being policies that add to the costs of development. Outside the established retail centres it is necessary to undertake a Retail Impact Assessment. The allowance for fees is sufficient in this regard.

⁵⁵ Table 26 – Water standards costs summary, 'DCLG publication Housing Standards Review – Cost Impacts' (EC Harris, September 2014).



Biodiversity

- 8.36 In addition to the above it is necessary to consider biodiversity. In March 2019 the Government announced that new developments must deliver an overall increase in biodiversity. Following a consultation the Chancellor confirmed in the Spring Statement that the Government will use the forthcoming Environment Bill to mandate 'biodiversity net gain'.
- 8.37 At this stage no details have been published, however biodiversity net gain requires developers to ensure habitats for wildlife are enhanced and left in a measurably better state than they were pre-development. They must assess the type of habitat and its condition before submitting plans, and then demonstrate how they are improving biodiversity such as through the creation of green corridors, planting more trees, or forming local nature spaces.
- 8.38 Green improvements on site would be encouraged, but in the rare circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere.
- 8.39 The costs of this type of intervention are modest and will be achieved through the use of more mixed planting plans, that use more locally appropriate native plants. To a large extent the costs of grass seeds and plantings will be unchanged. More thought and care will however go into the planning of the landscaping. There will be an additional cost of establishing the base line 'pre-development' situation as a survey will need to be carried out. On a small site this is likely to be a few thousand pounds, but on a large complex site this could be more.
- 8.40 The Government's impact assessment⁵⁶ suggests an average cost in the region of £20,000 per hectare. This would represent an increase in the site costs of about 5%. We have increased the site cost assumption to reflect this.
- 8.41 In Chapter 7 the main development cost assumptions were set out and these included an allowance for fees. Having considered this policy (and the other policies) the base assumption has been increased from 8% to 9%.

Climate Change

- 8.42 It is timely to consider higher environmental standards. At this stage the Council is not specifically seeking standards that are over and above those set out in National Building Regulations. Building to increased standards would require construction to increased standards and thus higher costs.
- 8.43 As this report was being written (November 2019), the Government launched a consultation on 'The Future Homes Standard'⁵⁷. This is linked to achieving the 'net zero' greenhouse gas

https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate



⁵⁶ https://www.gov.uk/government/consultations/biodiversity-net-gain-updating-planning-requirements

emissions by 2050. The Council is exploring the policy options in this regard. At this stage a policy has not been drafted but is likely to include provisions to encourage reduced energy usage.

- 8.44 There are a wide range of ways of lowering the greenhouse gas emissions on a scheme, although these do alter depending on the nature of the specific project. These can include simple measures around the orientation of the building, and measures to enable natural ventilation, through to altering the fundamental design and construction. The extent of the costs will depend on the specific changes made and are considered in Chapter 3 of the Government Consultation⁵⁸:
 - 3.9. Following discussion with our technical working group and assessment of the modelling analysis, two options for the 2020 CO₂ and primary energy targets are proposed for consultation. The options below are presented in terms of CO₂ reduction to aid comparison with current standards. We plan to use either option 1 or option 2 as the basis of the new primary energy and CO₂ targets for new dwellings, with option 2 as the government's preferred option:
 - a. **Option 1 'Future Homes Fabric'.** This would be a 20% reduction25 in CO₂ from new dwellings, compared to the current standards. This performance standard is based on the energy and carbon performance of a home with:
 - i. Very high fabric standards to minimise heat loss from windows, walls, floors and roofs (typically with triple glazing). This would be the same fabric requirement as we currently anticipate for the Future Homes Standard
 - ii. A gas boiler
 - iii. A waste water heat recovery system

This would add £2557 to the build-cost of a new home and would save households £59 a year on energy bills. The estimated impact on housebuilding is discussed in the impact assessment.

- b. **Option 2 'Fabric plus technology'**. This would be a 31% reduction26 in CO2 from new dwellings, compared to the current standards. This option is likely to encourage the use of low-carbon heating and/or renewables. The performance standard is based on the energy and carbon performance of a home with:
 - i. an increase in fabric standards (but not as high an increase as in Option 1, likely to have double rather than triple glazing)
 - ii. a gas boiler
 - iii. a waste water heat recovery system.
 - iv. iv. Photovoltaic panels

Meeting the same specification would add £4847 to the build-cost of a new home and would save households £257 a year on energy bills. The estimated impact on housebuilding is discussed in the impact assessment.

3.10. The option 2 specification would give a CO2 saving of only 22% for flats due to the standard including solar panels and flats having a smaller roof area per home. The additional cost per flat is also less at £2256.

⁵⁸ The Future Homes Standard 2019 Consultation on changes to Part L (conservation of fuel and power) and Part F (ventilation) of the Building Regulations for new dwellings (MHCLG, October 2019)



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- 3.11. In practice, we expect that some developers would choose less costly ways of meeting the option 2 standard, such as putting in low-carbon heating now. This would cost less than the full specification, at £3134 for a semi-detached house.
- 8.45 Very approximately, Option 1 would add about 2.5% to the base cost of construction, and Option 2 would add about 3.1% to the base cost of construction. In addition to the above, it may (depending on the outcome of the consultation) be necessary for all new homes to be heated off the gas grid.
- 8.46 The above relates to residential development. The performance of non-residential development is normally assessed using the BREEAM system⁵⁹. The additional cost of building to BREEAM Very Good standard is negligible as outlined in research⁶⁰ by BRE. The additional costs of BREEAM Excellent standard ranges from just under 1% and 5.5%, depending on the nature of the scheme with offices being a little under 2%. It is assumed that new non-residential development will be to BREEAM Excellent and this increases the construction costs by 2% or so.
- 8.47 As neither the outcome of the Government's consultation, nor the details of the Council's specific policy aims are known, rather than test a specific cost, a range of cost change scenarios have been tested.
- 8.48 It is timely to note that building to higher standards that result in lower running costs does result in higher values⁶¹.

Developer Contributions

- 8.49 There are a range of policies that require the impact of development to be fully mitigated and that the infrastructure that is required to support new development is provided. The Council has not adopted CIL so uses the s106 regime in this regard. In this context the Developer Contributions SPD (adopted February 2015) is relevant.
- 8.50 As set out in Chapter 7 above, in this study it is important that the costs of mitigation are reflected in the analysis. For many years, FDC has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The majority of these are for general items rather than site specific infrastructure of the type that can now be sought under the restrictions as out in CIL Regulation 122.

⁶¹ See EPCs & Mortgages, Demonstrating the link between fuel affordability and mortgage lending as prepared for Constructing Excellence in Wales and Grwp Carbon Isel / Digarbon Cymru (funded by the Welsh Government) and completed by BRE and *An investigation of the effect of EPC ratings on house prices* for Department of Energy & Climate Change (June 2013)



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⁵⁹ Building Research Establishment Environmental Assessment Method (BREEAM) was first published by the Building Research Establishment (BRE) in 1990 as a method of assessing, rating, and certifying the sustainability of buildings.

⁶⁰ Delivering sustainable buildings: Savings and payback. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014

8.51 In this study it is important that the costs of mitigation are reflected in the analysis. In the FDC Community Infrastructure Levy – Viability Scoping and Assessment, Ref: DSP14264 Final Report (DSP v7) (Dixon Searle, September 2014)⁶² it was assumed all the modelled residential sites will contribute £2,000/unit. This assumption has been carried forward and a range of higher costs have also been tested.

⁶² Paragraph 2.10.2



9. Modelling

- 9.1 In the previous chapters, the general assumptions to be inputted into the development appraisals are set out. In this chapter, the modelling is set out. It is stressed that this is a high-level study that is seeking to capture the generality rather than the specific. The purpose is to establish the cumulative impact of FDC's policies on development viability.
- 9.2 The approach is to model a set of development sites that are broadly representative of the type of development that is likely to come forward under the new Local Plan.

Residential Development

- 9.3 The Council recently (October / November 2019) carried out a call for sites. This is an ongoing process and the assessment of the sites has yet to be undertaken. In this assessment the modelling draws on two sources of information. The first are the assumptions used in the *FDC Strategic Housing Land Availability Assessment* (March 2008). Whilst this is a rather historic document, in terms of development assumptions it remains current. This used a base assumption of 30units/ha.
- 9.4 The following assumptions are used at this early stage, to calculate site capacity, although these are likely to change:

Table 9.1 Developat	ole Area Assumptions
Site Size	Gross to Net Development Ratio
Up to 0.4ha	100%
0.4 - 2ha	85%
2 - 5ha	75%
Over 5ha	65%

Source: HDH

- 9.5 Secondly the Council has provided us with a copy of its list of committed sites (being the list that it uses to assess the five-year land supply. This has been used to inform the modelling, on the basis that future development is likely to be broadly similar to historic development (in terms of densities etc).
- 9.6 Brownfield/Urban sites have been modelled at a higher density than greenfield sites.

Residential Modelling and Typologies

9.7 To inform the modelling, the characteristics of the planned development is considered in terms of location, size and suggested use, representative of sites in the FDC area.



Development assumptions

- 9.8 In arriving at appropriate assumptions for residential development on each site, the built forms used in the appraisals are appropriate to current development practices. In addition, the policy requirements, as set out in Chapter 7 above, in terms of density, mix and open space, are reflected in the modelling.
- 9.9 A set of typologies has been developed that responds to the variety of development situations and densities typical in the area, and this is used to inform development assumptions for sites. This approach enables us to form a view about floorspace density to be accommodated on the site, based on the amount of development, measured in net floorspace per hectare. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the Residual Value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).
- 9.10 A typical current estate housing built form would provide development at between 3,000m²/ha to 3,550m²/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be 30/net ha to 35/net ha. This has become a common development format. It provides for a majority of houses but with a small element of flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout.
- 9.11 Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m²/ha and dwelling densities of 100units/ha upwards; and other schemes are of lower density, on the edge of built up areas.
- 9.12 The main characteristics of the modelled sites are set out in the tables below. A proportion of the housing to come forward over the plan-period will be on smaller sites, therefore several smaller sites have been included.
- 9.13 Through the September 2019 consultation it was noted that the requirements of biodiversity net gain may lead to net developable areas of less than 80%, particularly on larger sites. This is agreed, and significantly lower densities are used for the larger sites.
- 9.14 Allowance is made for circulation space within flatted schemes.



	T	able 9.2	Summary of Typologies (Updated)
Green 2,000	Units	2,000	Large Greenfield Extension. Mix of family housing as per
	Area	96.15	SHMA. 65% net - 62.5ha
1	Units/ha	32.00	
Green 750	Units	750	Large Greenfield. Mix of family housing as per SHMA.
	Area	36.06	65% net - 23.44ha
2	Units/ha	32.00	
Green 150	Units	150	Large Greenfield. Mix of family housing as per SHMA.
	Area	6.25	75% net - 4.69ha
3	Units/ha	32.00	
Green 75	Units	75	Greenfield. Mix of family housing as per SHMA.
	Area	2.76	85% net - 2.34ha
4	Units/ha	32.00	
Green 35	Units	35	Greenfield. Mix of family housing as per SHMA.
	Area	1.37	85% net - 1.17ha
5	Units/ha	30.00	
Green 20	Units	20	Greenfield. Mix of family housing as per SHMA.
	Area	0.78	85% net - 0.67ha
6	Units/ha	30.00	
Green 12	Units	12	Greenfield. Mix of family housing as per SHMA.
	Area	0.47	85% net - 0.4ha
7	Units/ha	30.00	
Green 9	Units	9	Greenfield. 100% net developable.
	Area	0.30	
8	Units/ha	30.00	
Green 6	Units	6	Greenfield. 100% net developable.
	Area	0.20	
9	Units/ha	30.00	
Green 3	Units	3	Greenfield. 100% net developable.
	Area	0.15	
10	Units/ha	20.00	
Green Plot	Units	1	Greenfield. 100% net developable.
	Area	0.05	
11	Units/ha	25.00	
Urban 300	Units	300	Large Brownfield. Mix of family housing as per SHMA.
	Area	11.54	65% net - 7.5ha.
12	Units/ha	40.00	



Urban 40	Units	40	Brownfield. Mix of family housing as per SHMA.
	Area	1.18	85% net - 1ha.
13	Units/ha	40.00	
Urban 25	Units	25	Brownfield. Mix of family housing as per SHMA.
	Area	0.84	85% net - 0.71ha.
14	Units/ha	35.00	
Urban 25 HD	Units	25	Brownfield. Mix of family housing as per SHMA.
	Area	0.59	85% net - 0.5ha.
15	Units/ha	50.00	
Urban 15	Units	15	Brownfield. 100% net developable.
	Area	0.43	
16	Units/ha	35.00	
Urban 15 HD	Units	15	Flatted scheme. 100% net developable.
	Area	0.33	
17	Units/ha	45.00	
Urban 10	Units	10	Brownfield. 100% net developable.
	Area	0.31	
18	Units/ha	32.00	
Urban 8	Units	8	Brownfield. 100% net developable.
	Area	0.18	
19	Units/ha	45.00	
Urban 8 HD	Units	8	Flatted scheme. 100% net developable.
	Area	0.23	
20	Units/ha	35.00	
Urban 5	Units	5	Brownfield. 100% net developable.
	Area	0.16	
21	Units/ha	32.00	
Urban 3	Units	3	Brownfield. 100% net developable.
	Area	0.09	
22	Units/ha	32.00	
Brown Plot	Units	1	Brownfield. 100% net developable.
	Area	0.03	
23	Units/ha	30.00	



PRS 25	Units	25	Flatted scheme as Built to Rent. 20% affordable.
	Area	0.92	100% net developable.
24	Units/ha	32.00	
Bungalows	Units	12	Scheme of 12 bungalows.
12	Area	0.48	
25	Units/ha	25.00	

9.15 The modelling is further summarised below.



Density	m2/ha	3,138	3,136	3,128	3,127	2,895	2,921	2,855	3,237	3,045	2,700	3,750	3,922	3,930	3,329	2,786	3,430	2,877	2,858	4,444	2,275	2,784	3,883	4,050	3,131	2,642
Jnits/ha	Net	32.00	32.00	32.00	32.00	30.00	30.00	30.00	30.00	30.00	20.00	25.00	40.00	40.00	35.00	20.00	35.00	45.00	32.00	45.00	32.00	32.00	32.00	30.00	22.00	25.00
Density Units/ha	Gross	20.80	20.80	24.00	27.20	25.50	25.50	25.50	30.00	30.00	20.00	20.00	26.00	34.00	29.75	42.50	35.00	45.00	32.00	45.00	35.00	32.00	32.00	30.00	49.50	25.00
a	Net	62.50	23.44	4.69	2.34	1.17	0.67	0.40	0.30	0.20	0.15	0.04	7.50	1.00	0.71	0.50	0.43	0.33	0.31	0.18	0.23	0.16	0.09	0.03	0.45	0.48
Area Ha	Gross	96.15	36.06	6.25	2.76	1.37	0.78	0.47	0.30	0.20	0.15	0.05	11.54	1.18	0.84	0.59	0.43	0.33	0.31	0.18	0.23	0.16	60.0	0.03	0.51	0.48
Units		2,000	750	150	22	32	20	12	6	9	3	1	300	40	25	25	15	15	10	8	8	2	3	-	25	12
Current Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	JOd	PDL	PDL	PDL	JOd	PDL	PDL	PDL	Agricultural
		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green		Brown		Brown	Brown		Brown	Brown	Brown			Brown	Brown	Green
		South	South	South	South		South		South	South		South		South		South	South	South	South	South	South	South	South	South	South	
		Green 2,000	Green 750	Green 150	Green 75	Green 35	Green 20	Green 12	Green 9	Green 6	Green 3	Green Plot	Urban 300	Urban 40	Urban 25	Urban 25 HD	Urban 15	Urban 15 HD	Urban 10	Urban 8	Urban 8 HD	Urban 5	Urban 3	Urban Plot	PRS 25	Bungalows 12
		1	2	3	4	5	9	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25

9.16 Following the September 2019 consultation, a scheme of bungalows was added. In this analysis a value of 15% above the prevailing values is used and the cost is based on single story construction.



9.17 It is important to note that some of the above typologies could have significant amounts of existing floor space. This has a very significant impact on the amount of CIL to be paid (CIL only applies to net new development, unless the existing floorspace has not recently been in lawful use) or the level of Affordable Housing (through Vacant Building Credit). The rules in this regard are complex and depend of the extent of the existing use of the building. Very few developments will be eligible to pay no CIL and make no Affordable Housing contribution.

Older People's Housing

- 9.18 A private Sheltered/retirement and an Extracare scheme have been modelled, each on a 0.5ha site as follows.
 - a. A private Sheltered/retirement scheme of 30 x 1 bed units of 50m² and 30 x 2 bed units of 75m² to give a net saleable area (GIA) of 3,750m². We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 4,500m².
 - b. An Extracare scheme of 36 x 1 bed units of 65m² and 24 x 2 bed units of 80m² to give a net saleable area (GIA) of 4,260m². We have assumed a further 30% non-saleable service and common areas to give a scheme GIA of 5,538m².

Employment Uses

- 9.19 In line with the CIL Regulations, we have only assessed developments of over 100m². There are other types of development (such as petrol filling stations and garden centres etc). We have not included these in this high-level study due to the great diversity of project that may arise.
- 9.20 For this study, we have assessed a number of development types. We have based our modelling on the following development types:
 - a. **Offices**. These are more than 250m², will be of steel frame construction, be over several floors and will be located on larger business parks. Typical larger units in the FDC area are around 2,000m² we will use this as the basis of our modelling.
 - We have made assumptions about the site coverage and density of development on the sites. We have assumed 80% coverage on the office sites in the urban situation and 25% elsewhere. We have assumed two storey construction in the business park situation, and six-storey construction in the urban situation.
 - b. **Large Industrial.** Modern industrial units of over 4,000m². There is little new space being constructed. This is used as the basis of the modelling. We have assumed 40% coverage which is based on the single storey construction.
 - c. **Small Industrial.** Modern industrial units of 400m². We have assumed 40% coverage which is based on the single storey construction.
- 9.21 We have not looked at the plethora of other types of commercial and employment development beyond office and industrial/storage uses in this study.



Retail

- 9.22 For this study, we have assessed the following types of space. It is important to remember that this assessment is looking at the ability of new projects to bear an element of CIL it is only therefore necessary to look at the main types of development likely to come forward in the future.
 - a. **Supermarkets** Two typologies have been modelled.

First is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m². It is assumed to occupy a total site area of 1.33ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.

Second is based on a smaller supermarket, typical of the units that may be developed by operators such as Aldi and Lidl. A 1,200m² unit on a 0.4ha site (40% coverage) to allow for car parking is assumed.

- b. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m². It is assumed to occupy a total site area of 0.8ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
 - The trend in recent years has been to smaller units with units of 500m² to 600m² common in new retail parks. An alternative as also been modelled with 8 such units as a single scheme.
- c. **Shop** is a brick-built development on two storeys, of 200m². No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.025ha.
- 9.23 In developing these typologies, we have made assumptions about the site coverage and density of development on the sites. We have assumed simple, single storey construction and have assumed that there are no mezzanine floors.

Hotels and Leisure

- 9.24 The leisure industry is very diverse and ranges from conventional hotels and roadside budget hotels, to cinemas, theatres, historic attractions, equestrian centres, stables and ménages. We have reviewed this sector and there is very little activity in this sector at the moment, either at the planning stage or the construction stage. This is an indication that development in this sector is at the margins of viability at the moment. Having considered this further we have assessed a modern hotel on a town edge site (both Travelodge and Premier Inn are seeking sites in the area).
- 9.25 We have assumed that this is a 60 bedroom product $(60 \times 22.5 \text{m}^2 + 30\% \text{ circulation space} = 1,755 \text{m}^2)$ with ample car parking on a 0.4 ha (1 acre) site.



10. Residential Appraisals

- 10.1 At the start of this chapter it is important to stress that the results of the appraisals do not, in themselves, determine policy. The results of this study are one of a number of factors that FDC will consider, including the need for infrastructure and the track record in delivering Affordable Housing and collecting payments under s106.
- 10.2 The appraisals use the residual valuation approach they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and a developers' return. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be viable, it is necessary for this Residual Value to exceed the EUV by a satisfactory margin, being the Benchmark Land Value (BLV).
- 10.3 Several sets of appraisals have been run based on the assumptions provided in the previous chapters of this report, including the Affordable Housing requirement and developer contributions. Development appraisals are sensitive to changes in price, so appraisals have been run with various changes in the cost of construction and an increase and decrease in prices.
- 10.4 The results are set out and presented for each site and per gross hectare to allow comparison between sites. In the tables in this chapter, the results are colour coded using a traffic light system:
 - a. **Green Viable** where the Residual Value per hectare exceeds the BLV per hectare (being the EUV plus the appropriate uplift to provide a landowners' premium).
 - b. **Amber** Marginal where the Residual Value per hectare exceeds the EUV but not the BLV per hectare. These sites should not be considered as viable when measured against the test set out however, depending on the nature of the site and the owner, they may come forward.
 - c. **Red Non-viable** where the Residual Value does not exceed the EUV.
- 10.5 It is important to note that a report of this type applies simple, high level, assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward or vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development.

Base Appraisals – full policy requirements

10.6 These appraisals are based on the following assumptions. These base appraisals have been based on 30% Affordable Housing.



a. Affordable Housing 30% on sites of 10 units and larger (6 units and larger in

rural areas) as 70% Affordable Rent, 30% Intermediate

Housing.

b. Design NDSS

Water efficiency / Car Charging Points

c. Developer Contributions s106 - £2,000/unit.

10.7 The results are presented for two price areas. As set out in Chapter 4 above, prices do vary across the District, with those in the south being 10% to 15% higher than those in the north. The dividing line is fuzzy and not all the data is consistent. For this assessment we have divided the District with the area to the north of where the A47 crosses the River Nene (by the Rings End Roundabout at Guyhirn) being a lower value area and the remainder of the District being a higher value area.

- 10.8 The initial appraisals are based on a 30% affordable target. This is the Council's aspiration.
- 10.9 The base appraisals are included in **Appendix 12**.



Table 10.1a Residential Development, - Residual Values. SOUTH

30% Affordable (70% Affordable Rent / 30% Intermediate), s106 £2,000/unit

(:	Site	13,463,254	6,441,889	1,038,218	472,602	110,847	59,728	110,000	315,876	188,731	201,504	75,726	-2,256,805	-564,360	-332,195	-698,740	-215,369	-415,338	-68,350	-83,852	-185,911	24,084	23,562	8,958	-922,062	191,601
Residual Value (\mathfrak{E})	Net ha	215,412	274,854	221,486	201,644	95,012	89,591	275,000	1,052,920	943,653	1,343,358	1,893,158	-300,907	-564,360	-465,073	-1,397,479	-502,528	-1,246,015	-218,722	-471,670	-813,359	154,135	251,326	268,740	-2,028,536	399,168
Res	Gross ha	140,018	178,655	166,115	171,397	80,760	76,153	233,750	1,052,920	943,653	1,343,358	1,514,526	-195,590	-479,706	-395,312	-1,187,858	-502,528	-1,246,015	-218,722	-471,670	-813,359	154,135	251,326	268,740	-1,825,683	399,168
Units		2,000	750	150	75	32	20	12	6	9	3	1	300	40	25	25	15	15	10	8	8	2	3	1	25	12
(ha)	Net	62.50	23.44	4.69	2.34	1.17	0.67	0.40	0.30	0.20	0.15	0.04	7.50	1.00	0.71	0.50	0.43	0.33	0.31	0.18	0.23	0.16	60.0	0.03	0.45	0.48
Area (ha)	Gross	96.15	36.06	6.25	2.76	1.37	0.78	0.47	0.30	0.20	0.15	0.05	11.54	1.18	0.84	0.59	0.43	0.33	0.31	0.18	0.23	0.16	60'0	0.03	0.51	0.48
		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural
		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green
		South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South
		Green 2,000	Green 750	Green 150	Green 75	Green 35	Green 20	Green 12	Green 9	Green 6	Green 3	Green Plot	Urban 300	Urban 40	Urban 25	Urban 25 HD	Urban 15	Urban 15 HD	Urban 10	Urban 8	Urban 8 HD	Urban 5	Urban 3	Urban Plot	PRS 25	Bungalows 12
		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	E Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25



Table 10.1b Residential Development, - Residual Values. NORTH

30% Affordable (70% Affordable Rent / 30% Intermediate), s106 £2,000/unit

(3	Site	-6,935,509	-1,981,047	-868,826	-528,608	-348,608	-206,741	-47,715	175,171	100,331	131,274	49,033	-6,261,443	-1,075,819	-642,861	-499,073	-405,041	-551,398	-186,479	-181,604	-258,283	-44,731	-34,149	-12,703	-922,062	-12,126
Residual Value (\mathfrak{E})	Net ha	-110,968	-84,525	-185,349	-225,539	-298,807	-310,112	-119,288	583,903	501,657	875,159	1,225,835	-834,859	-1,075,819	-900,005	-998,145	-945,096	-1,654,194	-596,733	-1,021,523	-1,129,987	-286,279	-364,255	-381,090	-2,028,536	-25,263
Res	Gross ha	-72,129	-54,941	-139,012	-191,708	-253,986	-263,595	-101,395	583,903	501,657	875,159	980,668	-542,658	-914,446	-765,004	-848,423	-945,096	-1,654,194	-596,733	-1,021,523	-1,129,987	-286,279	-364,255	-381,090	-1,825,683	-25,263
Units		2,000	750	150	22	32	20	12	6	9	3	1	300	40	25	25	15	15	10	8	8	2	3	1	25	12
(ha)	Net	62.50	23.44	4.69	2.34	1.17	0.67	0.40	0.30	0.20	0.15	0.04	7.50	1.00	0.71	0.50	0.43	0.33	0.31	0.18	0.23	0.16	0.09	0.03	0.45	0.48
Area (ha)	Gross	96.15	36.06	6.25	2.76	1.37	0.78	0.47	0:30	0.20	0.15	0.05	11.54	1.18	0.84	0.59	0.43	0.33	0.31	0.18	0.23	0.16	0.09	0.03	0.51	0.48
		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural
		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green
		North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North
		Green 2,000	Green 750	Green 150	Green 75	Green 35	Green 20	Green 12	Green 9	Green 6	Green 3	Green Plot	Urban 300	Urban 40	Urban 25	Urban 25 HD	Urban 15	Urban 15 HD	Urban 10	Urban 8	Urban 8 HD	Urban 5	Urban 3	Urban Plot	PRS 25	Bungalows 12
		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	E Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25



- 10.10 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology. The additional costs associated with brownfield sites result in lower Residual Values.
- 10.11 The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return.
- 10.12 In the following tables the Residual Value is compared with the BLV. The Benchmark Land Value being an amount over and above the Existing Use Value that is sufficient to provide the willing landowner with a premium and induce them to sell the land for development as set out in Chapter 6 above.



Table 10.2a Residual Value v Benchmark Land Value – SOUTH (£/ha) 30% Affordable (70% Social Rent / 30% Intermediate), s106 £2,000/unit EUV **BLV** Residual Value Site 1 Green 2,000 South 25,000 275,000 140,018 Site 2 Green 750 South 25,000 275,000 178,655 Site 3 Green 150 South 25,000 275,000 166,115 275,000 Site 4 Green 75 South 25,000 171,397 Site 5 Green 35 South 25,000 275,000 80,760 Site 6 Green 20 South 50,000 300,000 76,153 Site 7 South 50,000 300,000 233,750 Green 12 Site 8 Green 9 South 50,000 300,000 1,052,920 Site 9 Green 6 South 50,000 943,653 300,000 Green 3 South 300,000 1,343,358 Site 10 50,000 1,514,526 Site 11 Green Plot South 50,000 300,000 Site 12 Urban 300 South 100,000 120,000 -195,590 Site 13 Urban 40 South 100,000 120,000 -479,706 Urban 25 South Site 14 100,000 120,000 -395,312 Urban 25 HD 250,000 Site 15 South 300,000 -1,187,858 Site 16 Urban 15 South 250,000 300,000 -502,528 Site 17 Urban 15 HD South 250,000 300,000 -1,246,015 Site 18 Urban 10 South 250,000 300,000 -218,722 Urban 8 Site 19 South 250,000 300,000 -471,670 Site 20 Urban 8 HD South 250,000 300,000 -813,359 Site 21 Urban 5 South 250,000 300,000 154,135 Site 22 Urban 3 South 250,000 300,000 251,326

250,000

250,000

50,000

300,000

300,000

300,000



Site 23

Site 24

Site 25

Urban Plot

Bungalows 12

PRS 25

South

South

South

268,740

399,168

-1,825,683

Table 10.2b Residual Value v Benchmark Land Value - NORTH (£/ha) 30% Affordable (70% Social Rent / 30% Intermediate), s106 £2,000/unit EUV **BLV** Residual Value Site 1 Green 2,000 North 25,000 275,000 -72,129 Site 2 Green 750 North 25,000 275,000 -54,941 Site 3 Green 150 North 25,000 275,000 -139,012 Site 4 Green 75 North 25,000 275,000 -191,708 Site 5 Green 35 North 25,000 275,000 -253,986 Site 6 Green 20 North 50,000 300,000 -263,595 Site 7 Green 12 North 50,000 300,000 -101,395 Site 8 Green 9 North 50,000 300,000 583,903 Site 9 North 50,000 300,000 501,657 Green 6 Green 3 50,000 300,000 875,159 Site 10 North Site 11 Green Plot North 50,000 300,000 980,668 Site 12 Urban 300 North 100,000 120,000 -542,658 Site 13 Urban 40 North 100,000 120,000 -914,446 Site 14 Urban 25 North 100,000 120,000 -765,004 -848,423 Site 15 Urban 25 HD North 250,000 300,000 Site 16 Urban 15 North 250,000 300,000 -945,096 Site 17 Urban 15 HD North 250,000 300,000 -1,654,194 Site 18 Urban 10 North 250,000 300,000 -596,733 Site 19 Urban 8 250,000 300,000 North -1,021,523 Site 20 Urban 8 HD North 250,000 300,000 -1,129,987 Urban 5 300,000 Site 21 North 250,000 -286,279 Site 22 Urban 3 North 250,000 300,000 -364,255 Site 23 **Urban Plot** North 250,000 300,000 -381,090 Site 24 **PRS 25** North 250,000 300,000 -1,825,683 Site 25 **Bungalows 12** North 50,000 300,000 -25,263

- 10.13 At the 30% Affordable Housing the only typology where the Residual Value exceeds the BLV is the typology modelled at lower density with bungalows. Bungalows are modelled with a higher value. The Residual Values are notably higher in the higher value southern area than the lower value northern area.
- 10.14 These results are very much to be expected as the Council's Affordable Housing target is 25% across most site, with 20% on smaller sites. A range of further appraisals have been run to inform the development of planning policy.



Affordable Housing

10.15 The core purpose of this study is to consider an appropriate Affordable Housing target. In the following sections the total amount of Affordable Housing has been considered.

Overall Requirement

10.16 Following analysis sets out different levels of Affordable Housing. This analysis is based on the (current) preferred mix of 70% Affordable Rent / 30% Intermediate housing.



Table 10.3a Impact of Varied Affordable Housing - South (£/ha)

70% Affordable Rent / 30% Intermediate Housing

	40%	50,809	79,398	38,156	17,328	-58,187	-66,693	86,928	796,091	694,330	1,343,358	,514,526	-321,871	-639,377	-527,647	-1,266,494	-673,212	-1,442,669	-359,701	-733,425	-978,402	154,135	251,326	268,740	-1,879,463	
	35%	95,913	129,650	102,161	95,744	11,287	4,730	160,339	925,030	819,529	1,343,358 1	1,514,526 1	-257,202	-559,541	-461,480	-1,226,964 -1	-587,870	-1,343,999	-288,808	-602,547	-895,881	154,135	251,326	268,740	-1,852,573 -1	
	30%	140,018	178,655	166,115	171,397	80,760	76,153	233,750	1,052,920	943,653	1,343,358	1,514,526	-195,590	-479,706	-395,312	-1,187,858	-502,528	-1,246,015	-218,722	-471,670	-813,359	154,135	251,326	268,740	-1,825,683	
	72%	183,967	227,660	230,068	247,051	149,443	147,576	307,161	1,180,809	1,067,777	1,343,358	1,514,526	-134,717	-399,870	-329,144	-1,149,056	-417,186	-1,148,031	-149,993	-341,507	-730,838	154,135	251,326	268,740	-1,798,793	
	20%	227,916	276,665	294,022	322,704	216,576	218,462	379,378	1,308,699	1,191,901	1,343,358	1,514,526	-75,804	-320,035	-262,977	-1,110,255	-331,843	-1,050,046	-81,265	-214,469	-648,317	154,135	251,326	268,740	-1,772,071	
	15%	271,640	325,416	357,975	398,358	282,788	288,505	451,370	1,436,589	1,314,165	1,343,358	1,514,526	-16,891	-241,500	-198,226	-1,071,453	-248,040	-952,062	-12,537	-87,431	-565,796	154,135	251,326	268,740	-1,745,697	
	10%	314,740	373,469	421,929	474,011	349,000	357,427	523,363	1,564,478	1,434,793	1,343,358	1,514,526	39,762	-164,099	-134,086	-1,032,652	-165,281	-854,078	56,192	39,606	-483,274	154,135	251,326	268,740	-1,719,323	
е	2%	357,841	421,522	485,883	549,665	415,212	425,497	593,550	1,692,368	1,555,420	1,343,358	1,514,526	93,946	-86,698	-69,947	-993,850	-82,521	-756,094	124,920	166,644	-400,753	154,135	251,326	268,740	-1,692,950	
BLV Residual Value	%0	400,942	469,575	549,836	625,318	481,424	493,566	663,514	1,820,258	1,676,048	1,343,358	1,514,526	148,130	-9,297	-5,807	-955,049	238	-658,109	193,648	293,682	-318,232	154,135	251,326	268,740	-1,666,576	
BLV		275,000	275,000	275,000	275,000	275,000	300,000	300,000	300,000	300,000	300,000	300,000	120,000	120,000	120,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	
EUV		25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	50,000	20,000	100,000	100,000	100,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	
	Affordable %	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	
	Aff	Green 2,000	Green 750	Green 150	Green 75	Green 35	Green 20	Green 12	Green 9	Green 6	Green 3	Green Plot	Urban 300	Urban 40	Urban 25	Urban 25 HD	Urban 15	Urban 15 HD	Urban 10	Urban 8	Urban 8 HD	Urban 5	Urban 3	Urban Plot	PRS 25	
		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	



Table 10.3b Impact of Varied Affordable Housing - North (£/ha)

70% Affordable Rent / 30% Intermediate Housing

	40%	-146,892	-138,057	-240,077	-312,240	-358,164	-371,429	-210,697	374,605	300,014	875,159	980,668	-640,317	-1,027,310	-856,971	-963,156	-1,068,658	-1,809,801	-695,343	-1,226,654	-1,264,254	-286,279	-364,255	-381,090	-1,879,463	-202,325
	32%	-109,262	-95,893	-189,071	-251,801	-306,075	-317,512	-155,841	480,081	400,836	875,159	980,668	-591,488	-970,878	-810,988	-905,790	-1,006,877	-1,731,998	-646,038	-1,123,935	-1,197,121	-286,279	-364,255	-381,090	-1,852,573	-113,794
	30%	-72,129	-54,941	-139,012	-191,708	-253,986	-263,595	-101,395	583,903	501,657	875,159	980,668	-542,658	-914,446	-765,004	-848,423	-945,096	-1,654,194	-596,733	-1,021,523	-1,129,987	-286,279	-364,255	-381,090	-1,825,683	-25,263
	72%	-35,963	-14,471	-89,566	-133,113	-201,896	-209,678	-46,949	687,340	602,478	875,159	980,668	-493,829	-858,014	-719,216	-791,057	-883,349	-1,576,390	-547,428	-919,111	-1,063,619	-286,279	-364,255	-381,090	-1,798,793	63,268
	20%	155	24,544	-40,120	-74,517	-151,353	-157,317	7,497	790,777	703,300	875,159	980,668	-444,999	-801,582	-674,064	-733,691	-822,620	-1,498,587	-498,123	-816,699	-997,477	-286,279	-364,255	-381,090	-1,772,071	151,798
	15%	33,614	61,843	9,325	-15,921	-100,863	-105,049	61,943	892,500	803,075	875,159	980,668	-396,170	-745,237	-628,913	-676,515	-761,891	-1,420,783	-448,818	-714,288	-931,336	-286,279	-364,255	-381,090	-1,745,697	240,329
	10%	66,978	99,142	57,590	42,674	-50,373	-52,781	116,389	993,023	901,948	875,159	980,668	-349,219	-689,775	-583,761	-620,074	-701,161	-1,344,132	-399,513	-611,876	-865,194	-286,279	-364,255	-381,090	-1,719,323	328,544
er	%9	100,343	136,440	104,714	100,091	117	-513	170,835	1,093,547	1,000,821	875,159	980,668	-303,427	-634,313	-538,609	-563,633	-640,432	-1,267,539	-350,208	-509,464	-799,053	-286,279	-364,255	-381,090	-1,692,950	415,363
BLV Residual Value	%0	133,147	172,839	151,838	155,936	50,606	51,754	225,281	1,194,070	1,099,695	875,159	980,668	-259,178	-578,851	-493,458	-507,192	-579,703	-1,190,947	-300,903	-407,052	-732,912	-286,279	-364,255	-381,090	-1,666,576	502,183
BLV		275,000	275,000	275,000	275,000	275,000	300,000	300,000	300,000	300,000	300,000	300,000	120,000	120,000	120,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
EUV		25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000	100,000	100,000	100,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	50,000
	Affordable %	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North
	Affe	Green 2,000	Green 750	Green 150	Green 75	Green 35	Green 20	Green 12	Green 9	Green 6	Green 3	Green Plot	Urban 300	Urban 40	Urban 25	Urban 25 HD	Urban 15	Urban 15 HD	Urban 10	Urban 8	Urban 8 HD	Urban 5	Urban 3	Urban Plot	PRS 25	Bungalows 12
		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25



- 10.17 The results are significantly different between the southern and the northern areas. In the higher value southern area, on the larger greenfield sites the 'tipping' point in terms of the Residual Value Exceeding the BLV is between 20% and 25% Affordable Housing. This is in line with expectations, on the basis that some sites are delivering affordable in this area and that viability has got a little worse (costs rising more than values) since the Affordable Housing target was set. This would suggest that a 20% target would be appropriate.
- 10.18 In the lower value northern area, the larger greenfield typologies produce Residual Values that are less than the BLV without Affordable Housing, indicating that not only is development unable to bear Affordable Housing in this area, but is also unlikely to be forthcoming.
- 10.19 Paragraph 63 of the 2019 NPPF is relevant, saying:

Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer).

10.20 Paragraph 23b-023-20190901of the PPG is relevant, saying:

In designated rural areas local planning authorities may instead choose to set their own lower threshold in plans and seek affordable housing contributions from developments above that threshold. Designated rural areas applies to rural areas described under section 157(1) of the Housing Act 1985, which includes National Parks and Areas of Outstanding Natural Beauty.

- 10.21 The smaller sites (in the 6 unit to 10 unit band) that are within the parishes in the 'designated rural area', in both the north and south of the District, have higher Residual Values, reflecting the slightly higher value attributed to residential development on smaller sites. These types of site are able to bear Affordable Housing so we would recommend a lower threshold is set. If a 20% Affordable Housing target is adopted, then the lowest practical threshold that allows for the delivery of a whole unit is 5. A policy threshold of 5 units would be appropriate.
- 10.22 Across both the northern and the southern areas, the brownfield typologies generate a Residual Values that is not only below the EUV, but is also negative. This indicates that development on these types of site is likely to be unviable, even without the provision of any Affordable Housing. The Council's experience on the ground, through the development management system, is that some schemes are coming forward within the urban areas and on greenfield sites, but these are limited and are not generally delivering Affordable Housing (this is also, at least in part, because such sites tend to be small sites that are below the Affordable Housing policy threshold).
- 10.23 The Council should be cautious about allocating sites in the north of the District as these are unlikely to be forthcoming. Likewise, the Council should be cautious when relying on brownfield sites to deliver housing (for example within the five year supply assessment) as such sites are clearly challenging to deliver. The exception to this advice is where there is clear evidence that a policy compliant scheme can be delivered on the site.



Affordable Tenure Mix

10.24 The analysis in the base appraisals (above) assumes that the Affordable Housing is provided as 70% Affordable Rent and 30% Intermediate Housing. As set out in Chapter 2 above, the 2019 NPPF sets out a requirement for low cost home ownership as part of the Affordable Housing mix:

Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership⁶³, unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups...

Paragraph 64, 2018 NPPF

- 10.25 In this regard it is important to note that paragraph 64 of the 2019 NPPF does include an exception to this. We understand that the Council's current position is that the priority need for Affordable Housing is for Affordable Rent and that its preferred mix, to meet the local housing need for Affordable Housing is 70% Affordable Rent and 30% Intermediate Housing.
- 10.26 When considering the Affordable Housing tenure sought it is necessary to consider the types of Affordable Housing that is attractive to the Housing Associations that will acquire and manage it in the future. It is understood that the majority of Affordable Housing for rent delivered in the District over the last few years has been as Affordable Rent.
- 10.27 In the following analysis, the effect of different tenures is tested. It has been assumed that products such as shared ownership and shared equity housing fall under the heading of 'affordable home ownership'.

⁶³ Footnote 29 of the 2018 NPPF clarifies as 'As part of the overall affordable housing contribution from the site'.



Table 10.4a Impact of Varied Affordable Housing - South (£/ha) Varied Mix 20% 10% 30% 500,169 343,35 1.139,67 1,514,52 1,035,7 -361.7 **25%** 15% 10% 1,200,525 798,793 316,833 ,343,358 1,514,526 1,088,699 -321.523154.135 531,561 -128,100 -390,633 .149.0 287,826 340,274 340,245 651,605 **20%** 10% 10% 308,762 225,376 394,553 343,358 514,526 154,135 250.782 -65,217 -305,256625,096-69 190, 309,433 302,393 5% 10% 285,209 340,436 378,244 422,518 472,238 ,479,968 ,514,526 771,653 ,358,900 ,343,358 -181,948 -221,773 -533,862745,697 -54,51383,309 549,394 332,009 10% 373,950 10% 392,584 447,724 504,758 1,619,683 ,343,358 1,514,526 81,499 ,692 1,491,723 154,135 56,799 -138,994 -442,636 -113.37719 891 431,079 366,475 498,780 565,038 427,687 1,719,970 2% 967,123 438,438 606,454 1,583,885 ,343,358 1,514,526 2% -74,146 154.135 692,950 -59.586 380,434 102,46 187,59 Residual Value % 400,942 663,514 549,836 481,424 469,575 1,820,258 1,676,048 625,318 493,566 ,343,358 1,514,526 1,042,554 148,130 -9,297-5,807 154,135 848 -955.049 -318,232 -658, ,666, 193, 251 300,000 300,000 300,000 BLV 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 275,000 300,000 300,000 100,000 250,000 250,000 250,000 25,000 25,000 25,000 50,000 50,000 50,000 250,000 250,000 250,000 EUV 25,000 50,000 50,000 100,000 100,000 250,000 250,000 50,000 250,000 Affordable Rent % South South Overall Affordable Intermediate South 12 Urban 25 HD Urban 15 HD Green 2,000 Urban 8 HD Bungalows Green 750 Green 150 Green Plot Urban Plot Urban 300 Green 75 Urban 40 Green 35 Green 20 Urban 25 Urban 15 Urban 10 Green 12 Green 9 Green 6 Green 3 Urban 5 Urban 8 Urban 3 PRS 25 Site 20 Site 19 Site 15 Site 12 Site 13 Site 14 Site 17 Site 18 Site 21 Site 25 Site 10 Site 11 Site 16 Site 22 Site 24 Site 23 Site 9 Site 6 Site 7 Site 8 Site 2 Site 3 Site 4 Site 5



Table 10.4b Impact of Varied Affordable Housing - North (£/ha) Varied Mix 20% 30% 980,668 10% 564,24 **25%** 15% 10% 700,865 980,668 875,159 -32.845-717.830-916,309 616,701 -492,427 -546.0 **20%** 10% 10% 726,056 4.852 812,417 875,159 980,668 145,369 -442,757 -798.855-671.847 13,68 -151,11-819,74 484, 495, 10% 18,778 -92,635 -96,513 921,419 2% 833,763 15% 875,159 980,668 -741,542 -915,369 745,697 -625.86401,47 10% 1% 941,002 875,159 -39,902 029,827 980,668 345,518 370.209 844,875 286.279 -41,918 685,073 -579.88 54 -604,029 -601,79 2% 2% 1,111,948 4,918 ,020,348 875,159 980,668 436,196 301,576 -631,962 -536.669505,540 -554,492 9 Residual Value % 875,159 1,194,070 502,183 369,660,1 980,668 -259,178 % -493,458 -507.192286,279 8 -407,0528 -732,91; 190, -578, -300, 300,000 300,000 120,000 300,000 300,000 BLV 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 275,000 275,000 300,000 300,000 100,000 250,000 250,000 250,000 25,000 25,000 25,000 50,000 50,000 50,000 250,000 250,000 250,000 250,000 EUV 25,000 25,000 50,000 50,000 100,000 100,000 250,000 250,000 50,000 Affordable Rent % Overall Affordable Intermediate North Bungalows 12 Urban 25 HD Urban 15 HD Green 2,000 Urban 8 HD Green 750 Green 150 **Green Plot** Urban Plot Urban 300 Green 75 Urban 40 Green 35 Green 20 Green 12 Urban 25 Urban 15 Urban 10 Green 9 Green 6 Green 3 Urban 5 Urban 8 Urban 3 PRS 25 Site 20 Site 19 Site 15 Site 13 Site 14 Site 17 Site 18 Site 21 Site 25 Site 10 Site 11 Site 12 Site 16 Site 22 Site 24 Site 23 Site 9 Site 6 Site 7 Site 8 Site 2 Site 3 Site 4 Site 5



- 10.28 In the higher value southern area, at 10% Affordable Housing, the Residual Value is about £23,000/ha higher where all the Affordable Housing is provided as Intermediate Housing, rather than 70% Affordable Rent and 30% Intermediate Housing. At 20% Affordable Housing, the Residual Value is about £13,500/ha higher where all the Affordable Housing is provided as 50% Affordable Rent and 50% Intermediate Housing, rather than 70% Affordable Rent and 30% Intermediate Housing.
- 10.29 In the lower value northern area, at 10% Affordable Housing, the Residual Value is about £13,500/ha higher where all the Affordable Housing is provided as Intermediate Housing, rather than 70% Affordable Rent and 30% Intermediate Housing. At 20% Affordable Housing, the Residual Value is about £6,600/ha higher where all the Affordable Housing is provided as 50% Affordable Rent and 50% Intermediate Housing, rather than 70% Affordable Rent and 30% Intermediate Housing.
- 10.30 The results do show an improvement in viability, but it is not sufficient to justify an Affordable Housing target that is more than 20%.

Developer Contributions

10.31 The above analysis considered the impact of Affordable Housing on development viability. The following analysis considers the ability to bear developer contributions. This assumes that there is no Affordable Housing provision and all the other requirements included in the above analysis is included.



Table 10.5a Varied Developer Contributions - South (£/ha) No Affordable Housing



Table 10.5b Varied Developer Contributions - North (£/ha) No Affordable Housing



- 10.32 The results indicate that, in the southern parts of the District, most greenfield sites can bear up to £15,000/unit in developer contributions. In the northern parts of the District, the scope to bear developer contributions is limited.
- 10.33 For development to come forward, both Affordable Housing and developer contributions are required. The balance between Affordable Housing and developer contributions is considered in more detail below.

Varied Developer's Return

10.34 Through the consultation process, a range of views were expressed as to the appropriate developer's return. This is an area where there was not a consensus. The PPG sets out an approach to the developer's return

Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.

For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.

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- 10.35 In the initial iteration of this assessment, the developer's return is assessed as 17.5% of the value of market housing and 6% of the value of Affordable Housing. 17.5% is the middle of the range suggested in the PPG.
- 10.36 Through the September 2019 consultation a number of comments were made. These were inconsistent, however in line with consultee comments this has been reviewed, in particular, the lower assumption used for Affordable Housing. In this iteration of this assessment a 17.5% assumption is used across the tenures. Bearing in mind there was not a consensus on this issue, a range of other assumptions are also tested.



	Developers' Returi	n								
10% Affo	rdable Housing		EUV	BLV	Residual Val	ue				
	% Market	Housing			15.0%	15.0%	17.5%	17.5%	20.0%	20.0
	% Affordable	Housing			6.0%	15.0%	6.0%	17.5%	6.0%	20.0
Site 1	Green 2,000	South	25,000	275,000	391,963	381,080	329,482	314,740	263,637	244,61
Site 2	Green 750	South	25,000	275,000	460,466	448,256	390,007	373,469	316,070	294,72
Site 3	Green 150	South	25,000	275,000	545,972	527,877	445,050	421,929	343,236	314,60
Site 4	Green 75	South	25,000	275,000	627,295	604,740	502,831	474,011	378,345	342,7
Site 5	Green 35	South	25,000	275,000	492,493	471,744	375,513	349,000	258,501	225,7
Site 6	Green 20	South	50,000	300,000	504,807	483,085	385,183	357,427	264,018	229,2
Site 7	Green 12	South	50,000	300,000	671,171	649,312	551,516	523,363	428,980	393,9
Site 8	Green 9	South	50,000	300,000	1,790,552	1,764,380	1,597,920	1,564,478	1,405,289	1,364,5
Site 9	Green 6	South	50,000	300,000	1,645,279	1,618,289	1,469,280	1,434,793	1,293,281	1,251,2
Site 10	Green 3	South	50,000	300,000	1,502,567	1,502,567	1,343,358	1,343,358	1,184,149	1,184,1
Site 11	Green Plot	South	50,000	300,000	1,700,363	1,700,363	1,514,526	1,514,526	1,328,689	1,328,6
Site 12	Urban 300	South	100,000	120,000	168,418	149,475	65,418	39,762	-46,291	-81,0
Site 13	Urban 40	South	100,000	120,000	29,125	-505	-125,671	-164,099	-282,757	-330,8
Site 14	Urban 25	South	100,000	120,000	30,809	6,195	-102,634	-134,086	-236,093	-275,7
Site 15	Urban 25 HD	South	250,000	300,000	-903,853	-927,146	-1,002,888	-1,032,652	-1,101,923	-1,138,6
Site 16	Urban 15	South	250,000	300,000	36,472	4,225	-124,076	-165,281	-284,624	-335,7
Site 17	Urban 15 HD	South	250,000	300,000		-694,162	-810,629	-854,078	-961,100	-1,013,9
Site 18	Urban 10	South	250,000	300,000	228,813	203,110	89,034	56,192	-50,745	-90,7
Site 19	Urban 8	South	250,000	300,000	299,796	249,560	103,797	39,606	-92,202	-170,3
Site 20	Urban 8 HD	South	250,000	300,000	-330,232	-358,413	-447,265	-483,274	-564,297	-608,1
Site 21	Urban 5	South	250,000	300,000	292,618	292,618	154,135	154,135	15,652	15,6
	Urban 3	South	250,000	300,000	444,459	444,459	251,326	251,326	58,193	58,1
Site 23	Urban Plot	South	250,000	300,000		476,286	268,740	268,740	61,194	61,1
	PRS 25	South	250,000	300,000		-1,607,604	-1,680,986	-1,719,323	-1,784,371	-1,831,5
Site 25	Bungalows 12	South	50,000	300,000	1,012,216	984,803	864,262	829,235	716,308	673,6
Varied [Developers' Returi	n								
15% Affo	rdable Housing		EUV	BLV	Residual Val	ue				
	% Market	Housing			15.0%	15.0%	17.5%	17.5%	20.0%	20.0
	% Affordable				6.0%	15.0%	6.0%	17.5%	6.0%	20.0
Site 1	Green 2,000	South	25,000	275,000	353,037	336,712	293,752	271,640	231,268	202,7
Site 2	Green 750	South	25,000	275,000	417,077	398,645	350,223	325,416	280,060	248,0
Site 3	Green 150	South	25,000	275,000	487,972	460,830	392,657	357,975	296,685	253,8
Site 4	Green 75	South	25,000	275,000	559,136	525,305	441,587	398,358	324,038	270,8
Site 5	Green 35	South	25,000	275,000	433,039	401,915	322,557	282,788	212,076	162,6
Site 6	Green 20	South	50,000	300,000	443,970	411,386	330,992	288,505	215,094	162,3

575,736

1,629,424

1,491,632

1,502,567

1,700,363

93,167

-61,940

-968,214

-82,975

795,783

130,186

118,610

-443,522

444,459

476,286

873,731

1.635.55

494,481

1,486,752

1,365,896

1,343,358

1,514,526

24,06

-184,12

-151,048

-186,23

-886,88

36,727

-511,78

154,13

268,74

775,116

1,688,191

-1,026,80

451,370

1,436,589

1,314,165

1,343,358

1,514,526

-16,891

-241,500

-198,226

-1,071,453

248,040

-952,062

-12,537

-87,431

-565,796

154,135

268,74

722,575

1,745,697

378,198

1,304,822

1.198.216

1,184,149

1,328,689

-84,444

-278,045

-1,120,341

1,029,000

-95,287

-176,256

-622,312

15,652

58 193

61,194

635,381

1,785,833

325,715

1,243,753

1,133,414

1,184,149

1,328,689

-137,59

-405,952

-337,804

-1,175,125

-1,108,342

-416,55

-155,260

-293,473

-688,069

15,65

58, 193

61,194

571,419

1.856.80

Table 10.6a Varied Developer's Return - SOUTH (£/ha)

Source: HDH (December 2019)



Site 7

Site 8

Site 9

Site 10

Site 15

Site 21

Site 22

Green 12

Green 9

Green 6

Green 3

Urban 25 HD

Site 11 Green Plot

Site 12 Urban 300

Site 13 Urban 40

Site 14 Urban 25

Site 16 Urban 15

Site 18 Urban 10

Site 19 Urban 8

Site 20 Urban 8 HD

Site 23 Urban Plot

Site 25 Bungalows 12

Site 24 PRS 25

Urban 5

Urban 3

Site 17 Urban 15 HD

50,000

50.000

50,000

50,000

50,000

100,000

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300.000

300,000

608,525

1.668.682

1,532,117

1,502,567

1,700,363

122,244

-25,018

-933,275

-34,605

-744,777

168,740

193,964

-401,250

444,459

476,286

.590.550

914,850

		i able 1	10.6b Va	ried De	veloper's	s Keturn	1-SOUT	H (£/ha)		
Varied	Developers' Retu	rn								
20% Aff	ordable Housing		EUV	BLV	Residual Val	ue				
	% Marke	t Housing			15.0%	15.0%	17.5%	17.5%	20.0%	20.09
	% Affordable	Housing			6.0%	15.0%	6.0%	17.5%	6.0%	20.09
Site 1	Green 2,000	South	25,000	275,000	314,111	291,806	258,022	227,916	198,899	160,13
Site 2	Green 750	South	25,000	275,000	373,687	348,399	310,440	276,665	244,050	200,86
Site 3	Green 150	South	25,000	275,000	429,972	393,783	340,264	294,022	250,135	192,99
Site 4	Green 75	South	25,000	275,000	490,978	445,869	380,344	322,704	269,709	199,02
Site 5	Green 35	South	25,000	275,000	373,584	332,086	269,601	216,576	165,140	97,99
Site 6	Green 20	South	50,000	300,000	383,132	339,687	275,584	218,462	165,676	94,76
Site 7	Green 12	South	50,000	300,000	545,878	501,317	436,859	379,378	327,416	256,23
Site 8	Green 9	South	50,000	300,000	1,546,812	1,494,467	1,375,583	1,308,699	1,204,355	1,122,93
Site 9	Green 6	South	50,000	300,000	1,418,956	1,364,976	1,262,512	1,191,901	1,101,897	1,015,49
Site 10	Green 3	South	50,000	300,000	1,502,567	1,502,567	1,343,358	1,343,358	1,184,149	1,184,14
Site 11	Green Plot	South	50,000	300,000	1,700,363	1,700,363	1,514,526	1,514,526	1,328,689	1,328,68
Site 12	Urban 300	South	100,000	120,000	76,071	35,935	-19,042	-75,804	-122,598	-195,61
Site 13	Urban 40	South	100,000	120,000	-105,046	-164,305	-242,615	-320,035	-384,709	-481,10
Site 14	Urban 25	South	100,000	120,000	-80,845	-130,074	-199,462	-262,977	-320,374	-399,83
Site 15	Urban 25 HD	South	250,000	300,000	-962,696	-1,009,283	-1,050,728	-1,110,255	-1,138,759	-1,211,65
Site 16	Urban 15	South	250,000	300,000	-105,681	-170,175	-248,391	-331,843	-393,966	-497,32
Site 17	Urban 15 HD	South	250,000	300,000	-829,396	-897,404	-963,148	-1,050,046	-1,096,900	-1,202,68
Site 18	Urban 10	South	250,000	300,000	108,668	57,262	-15,580	-81,265	-139,828	-219,79
Site 19	Urban 8	South	250,000	300,000	88,133	-12,339	-86,088	-214,469	-260,309	-418,15
Site 20	Urban 8 HD	South	250,000	300,000	-472,268	-528,631	-576,297	-648,317	-680,327	-768,00
Site 21	Urban 5	South	250,000	300,000	292,618	292,618	154,135	154,135	15,652	15,65
Site 22	Urban 3	South	250,000	300,000	444,459	444,459	251,326	251,326	58,193	58,19
Site 23	Urban Plot	South	250,000	300,000	476,286	476,286	268,740	268,740	61,194	61,19
Site 24	PRS 25	South	250,000	300,000	-1,603,499	-1,663,505	-1,695,397	-1,772,071	-1,787,354	-1,882,09
Site 25	Bungalows 12	South	50,000	300,000	817,484	762,659	685,969	615,915	554,455	467,67
	<u> </u>									407,07
					,	1 52,000	000,000	0.10,0.10	55 2, 155	407,07
Varied	Developers' Retu	rn		·		, , , , , ,	000,000			407,07
	Developers' Retu ordable Housing	rn	EUV	BLV	Residual Val					407,07
	ordable Housing	rn t Housing	EUV	BLV			17.5%	17.5%	20.0%	20.0
	ordable Housing	t Housing	EUV	BLV	Residual Val	ue				20.0
25% Aff	ordable Housing % Marke	t Housing	EUV 25,000	BLV 275,000	Residual Val	ue 15.0%	17.5%	17.5%	20.0%	20.0 20.0
25% Aff Site 1	ordable Housing % Marke % Affordable	t Housing Housing			Residual Val 15.0% 6.0%	ue 15.0% 15.0%	17.5% 6.0%	17.5% 17.5%	20.0% 6.0%	20.0 20.0 117,22
Site 1	ordable Housing % Marke % Affordable Green 2,000	t Housing Housing South	25,000	275,000	Residual Val 15.0% 6.0% 275,185	ue 15.0% 15.0% 246,755 298,154	17.5% 6.0% 222,292	17.5% 17.5% 183,967	20.0% 6.0% 166,530	20.0 20.0 117,22 153,00
Site 1 Site 2 Site 3	ordable Housing % Marke % Affordable Green 2,000 Green 750	t Housing Housing South South	25,000 25,000	275,000 275,000	Residual Val 15.0% 6.0% 275,185 330,297	ue 15.0% 15.0% 246,755	17.5% 6.0% 222,292 270,656	17.5% 17.5% 183,967 227,660	20.0% 6.0% 166,530 208,040	20.0 20.0 117,22 153,00 132,16
Site 1 Site 2 Site 3 Site 4	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150	t Housing Housing South South South	25,000 25,000 25,000	275,000 275,000 275,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973	ue 15.0% 15.0% 246,755 298,154 326,736	17.5% 6.0% 222,292 270,656 287,871	17.5% 17.5% 183,967 227,660 230,068	20.0% 6.0% 166,530 208,040 203,585	20.0 20.0 117,22 153,00 132,16 127,16
Site 1 Site 2 Site 3 Site 4 Site 5	% Marke % Affordable Green 2,000 Green 750 Green 150 Green 75	t Housing Housing South South South South South	25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820	ue 15.0% 15.0% 246,755 298,154 326,736 366,433	17.5% 6.0% 222,292 270,656 287,871 319,100	17.5% 17.5% 183,967 227,660 230,068 247,051	20.0% 6.0% 166,530 208,040 203,585 215,380	20.0 20.0 117,22 153,00 132,16 127,16 32,33
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6	% Marke % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35	t Housing Housing South South South South South South South	25,000 25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000 275,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130	ue 15.0% 15.0% 246,755 298,154 326,736 366,433 262,257	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788	20.0 20.0 117,22 153,00 132,16 127,16 32,33 27,15
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7	% Marke % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 35 Green 20	t Housing Housing South South South South South South South South South	25,000 25,000 25,000 25,000 25,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337	20.0 20.0 117,22 153,00 132,16 127,16 32,33 27,15
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8	w Marke % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 35 Green 20 Green 12	t Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804	20.0 20.0 117,22 153,00 132,16 32,33 27,15 186,60 1,002,10
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9	% Marke % Affordable Green 2,000 Green 750 Green 75 Green 35 Green 20 Green 12 Green 9	t Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888	20.0 20.0 117,22 153,00 132,16 127,16 32,33 27,15 186,60 1,002,10 897,57
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3	t Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149	20.0 20.0 117,22 153,00 132,16 127,16 32,33 27,15 186,60 1,002,10 897,57 1,184,14
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot	t Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689	20.0 20.0 117,22 153,00 132,16 32,33 27,15 186,60 1,002,10 897,57 1,184,14 1,328,68
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300	t Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574	20.0 20.0 117,22 153,00 132,16 127,16 32,33 27,15 186,60 1,002,10 897,57 1,184,14 1,328,68
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40	t Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243 -246,205	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759	20.0 20.0 117,22 153,00 132,16 127,16 32,33 27,15 186,60 1,002,10 897,57 1,184,14 1,328,68 -253,65
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14	Green 12 Green 9 Green 6 Green 3 Green 10 Green 12	t Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132 -136,672	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243 -246,205 -198,209	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794 -248,138	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759 -362,702	20.0 20.0 117,22 153,00 132,16 127,16 32,33 27,15 186,60 1,002,10 897,57 1,184,14 1,328,68 -253,65 -461,87
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40	t Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,703,363 -23,243 -246,205 -198,209 -1,050,351	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794 -248,138 -1,074,648	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759 -362,702 -1,157,177	20.0 20.0 117,22 153,00 132,16 32,33 27,18 186,60 1,002,10 897,55 1,184,14 1,328,68 -253,66 -461,87 -1,248,5
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16	Green 12 Green 9 Green 6 Green 3 Green 3 Green 12	t Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132 -136,672 -992,118 -176,758	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243 -246,205 -198,209 -1,050,351 -257,375	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794 -248,138 -1,074,648 -311,061	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759 -362,702 -1,157,177 -448,894	20.0 20.0 117,22 153,00 132,16 32,33 27,15 186,60 1,002,10 897,55 1,184,14 1,328,66 -253,66 -556,22 -461,67 -1,248,5
25% Afformation 17 Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 15 Site 15 Site 16 Site 17	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15	t Housing Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132 -136,672 -992,118 -176,758 -914,016	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243 -246,205 -198,209 -1,050,351 -257,375 -999,025	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794 -248,138 -1,074,648 -311,061 -1,039,408	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759 -362,702 -1,157,177 -448,894 -1,164,800	20.0 20.0 117,22 153,00 132,16 32,33 27,15 186,60 1,002,10 897,5; 1,184,14 1,328,66 -253,66 -556,2 -461,8 -1,248,5 -578,00 -1,297,00
25% Afformation 2	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15 HD Urban 10	t Housing Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132 -136,672 -992,118 -176,758 -914,016 48,595	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243 -246,205 -198,209 -1,050,351 -257,375 -999,025 -15,662	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794 -248,138 -1,074,648 -311,061 -1,039,408 -67,887	17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -149,993	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759 -362,702 -1,157,177 -448,894 -1,164,800 -184,370	20.0 20.0 117,22 153,00 132,16 32,33 27,15 186,60 1,002,10 897,5; 1,184,14 1,328,60 -253,60 -461,8; -461,8; -578,00 -1,297,03 -285,4
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 17 Site 18 Site 16 Site 17 Site 18 Site 17 Site 18	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8	t Housing Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132 -136,672 -992,118 -176,758 -914,016 48,595 -17,699	15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243 -246,205 -198,209 -1,050,351 -257,375 -999,025 -15,662 -143,289	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794 -248,138 -1,074,648 -311,061 -1,039,408 -67,887 -181,031	17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -149,993 -341,507	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759 -362,702 -1,157,177 -448,894 -1,164,800 -184,370 -344,363	20.0 20.0 117,22 153,00 132,16 32,33 27,15 186,60 1,002,10 897,5; 1,184,14 1,328,60 -253,60 -461,8; -461,8; -1,248,5; -578,00 -1,297,03 -285,4 -545,00
25% Afformation Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 19 Site 19 Site 19 Site 20	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8	t Housing Housing Housing South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132 -136,672 -992,118 -176,758 -914,016 48,595 -17,699 -543,287	15.0% 15.0% 246,755 298,154 326,736 326,633 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243 -246,205 -198,209 -1,050,351 -257,375 -999,025 -15,662 -143,289 -613,740	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794 -248,138 -1,074,648 -311,061 -1,039,408 -67,887 -181,031 -640,814	17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -149,993 -341,507 -730,838	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759 -362,702 -1,157,177 -448,894 -1,164,800 -184,370 -344,363 -738,341	20.0 20.0 117,22 153,00 132,16 127,16 32,33 27,19 186,66 1,002,10 897,5; 1,184,1- 1,328,66 -253,69 -556,26 -461,87; -1,248,5- -578,00 -285,4* -545,00 -847,93
25% Afformation 2015 Af	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 HD Urban 5	t Housing Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132 -136,672 -992,118 -176,758 -914,016 48,595 -17,699 -543,287 292,618	ue 15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243 -246,205 -198,209 -1,050,351 -257,375 -999,025 -15,662 -143,289 -613,740 292,618	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794 -248,138 -1,074,648 -311,061 -1,039,408 -67,887 -181,031 -640,814 154,135	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -1,49,993 -341,507 -730,838 154,135	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759 -362,702 -1,157,177 -448,894 -1,164,800 -184,370 -344,363 -738,341 15,652	20.0 20.0 117,22 153,00 132,11 127,11 32,33 27,11 186,60 1,002,10 897,5; 1,184,1- 1,328,60 -253,60 -556,2- -461,8; -1,248,5- -578,00 -285,4- -545,00 -847,9; 15,60
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 17 Site 18 Site 19 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 17 Site 18 Site 17 Site 18 Site 19 Site 20 Site 21 Site 22	w Marke	t Housing Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132 -136,672 -992,118 -176,758 -914,016 48,595 -17,699 -543,287 292,618 444,459	15.0% 15.0% 246,755 298,154 326,736 326,433 3262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243 -246,205 -198,209 -1,050,351 -257,375 -999,025 -15,662 -143,289 -613,740 292,618 444,459	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794 -248,138 -1,074,648 -311,061 -1,039,408 -67,887 -181,031 -640,814 154,135 251,326	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -149,993 -341,507 -730,838 154,135 251,326	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759 -362,702 -1,157,177 -448,894 -1,164,800 -184,370 -344,363 -738,341 15,652 58,193	20.0 20.0 117,22 153,00 132,14 32,33 27,15 186,60 1,002,10 897,57 1,184,14 1,328,66 -253,65 -253,65 -461,87 -1,248,51 -578,06 -1,297,03 -1,297,03 -285,41 -545,00 -847,93 15,65 58,15
Site 1 Site 2 Site 3 Site 4 Site 5 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 18 Site 19 Site 19 Site 20 Site 21	ordable Housing % Marke % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 HD Urban 5	t Housing Housing Housing South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 275,185 330,297 371,973 422,820 314,130 322,295 481,840 1,424,941 1,305,794 1,502,567 1,700,363 28,901 -172,132 -136,672 -992,118 -176,758 -914,016 48,595 -17,699 -543,287 292,618	ue 15.0% 15.0% 246,755 298,154 326,736 366,433 262,257 266,518 425,608 1,359,511 1,237,981 1,502,567 1,700,363 -23,243 -246,205 -198,209 -1,050,351 -257,375 -999,025 -15,662 -143,289 -613,740 292,618	17.5% 6.0% 222,292 270,656 287,871 319,100 216,646 219,822 379,237 1,264,415 1,156,495 1,343,358 1,514,526 -63,377 -301,794 -248,138 -1,074,648 -311,061 -1,039,408 -67,887 -181,031 -640,814 154,135	17.5% 17.5% 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -1,49,993 -341,507 -730,838 154,135	20.0% 6.0% 166,530 208,040 203,585 215,380 117,337 115,788 275,804 1,103,888 1,005,578 1,184,149 1,328,689 -161,574 -435,759 -362,702 -1,157,177 -448,894 -1,164,800 -184,370 -344,363 -738,341 15,652	20.0 20.0 117,22 153,00 132,16 32,33 27,15 186,60 1,002,10 897,57 1,184,12 1,328,66 -253,65 -556,22 -461,87 -1,248,57 -578,06 -1,297,03 -285,47 -545,00 -847,93 15,65



	٦	Γable 1	0.6c Var	ied Dev	eloper's	Return	- NORT	H (£/ha)		
Varied I	Developers' Retur	'n								
	ordable Housing	Ϊ	EUV	BLV	Residual Val	ue				
10707411	% Market	Housing			15.0%	15.0%	17.5%	17.5%	20.0%	20.0%
	% Affordable				6.0%	15.0%	6.0%	17.5%	6.0%	20.0%
Site 1	Green 2,000	North	25,000	275,000	143,900	132,267	82,960	66,978	17,765	-3,107
Site 2	Green 750	North	25,000	275,000	185,259	172,207	117,071	99,142	44,379	21,242
Site 3		North	25,000	275,000	170,522	153,063	79,898	57,590	-13,815	-42,738
	Green 150 Green 75									
Site 4		North	25,000	275,000	183,817	162,055	71,514	42,674	-45,417	-81,457
Site 5	Green 35	North	25,000	275,000	86,970	65,938	-23,499	-50,373	-133,968	-167,173
Site 6	Green 20	North	50,000	300,000	88,318	66,300	-24,647	-52,781	-137,612	-171,862
Site 7	Green 12	North	50,000	300,000	257,695	235,538	144,700	116,389	31,705	-2,761
Site 8	Green 9	North	50,000	300,000	1,200,458	1,175,168	1,025,338	993,023	850,218	810,227
Site 9	Green 6	North	50,000	300,000	1,100,876	1,074,040	936,239	901,948	771,603	729,460
Site 10	Green 3	North	50,000	300,000	1,022,307	1,022,307	875,159	875,159	727,572	727,572
Site 11	Green Plot	North	50,000	300,000	1,149,610	1,149,610	980,668	980,668	811,725	811,725
Site 12	Urban 300	North	100,000	120,000	-204,982	-227,887	-318,196	-349,219	-439,860	-479,894
Site 13	Urban 40	North	100,000	120,000	-507,804	-537,340	-651,477	-689,775	-797,853	-845,186
Site 14	Urban 25	North	100,000	120,000	-428,528	-453,065	-552,409	-583,761	-676,289	-715,006
Site 15	Urban 25 HD	North	250,000	300,000	-479,883	-503,692	-589,651	-620,074	-699,493	-737,581
Site 16	Urban 15	North	250,000	300,000	-511,045	-543.190	-660,087	-701,161	-809,130	-859,133
Site 17	Urban 15 HD	North	250,000	300,000	-1,166,775	-1,199,593	-1,302,199	-1,344,132	-1,437,872	-1,489,687
Site 17	Urban 10	North	250,000	300,000	-237,598		-366,775			
			250,000			-262,634	,	-399,513	-496,537	-536,392
Site 19	Urban 8	North	,	300,000	-365,936	-416,013	-547,889	-611,876	-729,841	-807,738
Site 20	Urban 8 HD	North	250,000	300,000	-725,111	-752,310	-830,441	-865,194	-935,770	-978,079
Site 21	Urban 5	North	250,000	300,000	-160,243	-160,243	-286,279	-286,279	-414,837	-414,837
Site 22	Urban 3	North	250,000	300,000	-189,351	-189,351	-364,255	-364,255	-543,547	-543,547
Site 23	Urban Plot	North	250,000	300,000	-192,879	-192,879	-381,090	-381,090	-573,762	-573,762
Site 24	PRS 25	North	250,000	300,000	-1,577,601	-1,607,604	-1,680,986	-1,719,323	-1,784,371	-1,831,517
Site 25	Bungalows 12	North	50,000	300,000	499,909	472,785	363,201	328,544	224,799	181,776
Varied I	Developers' Retur	'n								
15% Aff	ordable Housing		EUV	BLV	Residual Val	ue				
	% Market	Housing			15.0%	15.0%	17.5%	17.5%	20.0%	20.0%
	% Affordable	Housing			6.0%	15.0%	6.0%	17.5%	6.0%	20.0%
Site 1	Green 2,000	North	25,000	275,000	115,702	98,003	57,587	33,614	-4,758	-37,218
Site 2	Green 750	North	25,000	275,000	153,766	133,910	88,737	61,843	19,580	-16,158
Site 3	Green 150	North	25,000	275,000	129,517	103,329	43,928	9,325	-46,036	-89,422
Site 4	Green 75	North	25,000	275,000	135,667	103,024	27,844	-15,921	-82,910	-136,695
Site 5	Green 35	North	25,000	275,000	43,780	12,232	-60,552	-100,863	-164,883	-214,720
Site 6	Green 20	North	50,000	300,000	43,842	10,814	-62,847	-105,049	-169,536	-221,209
Site 7	Green 12	North	50,000	300,000	211,127	177,892	104,410	61,943	-2,307	-54,006
Site 8	Green 9	North	50,000	300,000	1,106,363	1,068,428	940,972	892,500	773,907	713,187
Site 9	Green 6	North	50,000	300,000	1,010,002	969,747	854,511	803,075	698,017	634,165
Site 10	Green 3	North	50,000	300,000	1,022,307	1,022,307	875,159	875,159	727,572	727,572
Site 11	Green Plot	North	50,000	300,000	1,149,610	1,149,610	980,668	980,668	811,725	811,725
Site 12	Urban 300	North	100,000	120,000	-239,890	-274,248	-348,477	-396,170	-465,280	-525,331
Site 13	Urban 40	North	100,000	120,000	-552,392	-596,696	-688,084	-745,237	-826,622	-897,621
Site 14	Urban 25	North	100,000	120,000	-464,886	-501,691	-581,884	-628,913	-698,882	-756,727
OILE 14	Urban 25 HD	North	250,000	300,000	-527,211	-562,925	-630,880	-676,515	-735,230	-792,103
		North	250,000	300,000	-559,517	-607,735	-700,279	-761,891	-841,042	-916,222
Site 15 Site 16	Urban 15	INOILII				, . 50		,	,	
Site 15 Site 16					-1.229 925	-1.279 151	-1.357 825	-1,420 783	-1,486,758	-1.564 481
Site 15 Site 16 Site 17	Urban 15 HD	North	250,000	300,000	-1,229,925 -277 158	-1,279,151 -315,590	-1,357,825 -399,711	-1,420,783 -448 818	-1,486,758 -522,263	-1,564,481 -582,046
Site 15 Site 16 Site 17 Site 18	Urban 15 HD Urban 10	North North	250,000 250,000	300,000	-277,158	-315,590	-399,711	-448,818	-522,263	-582,046
Site 15 Site 16 Site 17 Site 18 Site 19	Urban 15 HD Urban 10 Urban 8	North North North	250,000 250,000 250,000	300,000 300,000 300,000	-277,158 -446,463	-315,590 -521,578	-399,711 -618,307	-448,818 -714,288	-522,263 -790,151	-582,046 -906,997
Site 15 Site 16 Site 17 Site 18 Site 19 Site 20	Urban 15 HD Urban 10 Urban 8 Urban 8 HD	North North North	250,000 250,000 250,000 250,000	300,000 300,000 300,000 300,000	-277,158 -446,463 -779,728	-315,590 -521,578 -820,525	-399,711 -618,307 -879,206	-448,818 -714,288 -931,336	-522,263 -790,151 -978,683	-582,046 -906,997 -1,042,146
Site 15 Site 16 Site 17 Site 18 Site 19 Site 20 Site 21	Urban 15 HD Urban 10 Urban 8 Urban 8 HD Urban 5	North North North North North	250,000 250,000 250,000 250,000 250,000	300,000 300,000 300,000 300,000 300,000	-277,158 -446,463 -779,728 -160,243	-315,590 -521,578 -820,525 -160,243	-399,711 -618,307 -879,206 -286,279	-448,818 -714,288 -931,336 -286,279	-522,263 -790,151 -978,683 -414,837	-582,046 -906,997 -1,042,146 -414,837
Site 15 Site 16 Site 17 Site 18 Site 19 Site 20 Site 21 Site 22	Urban 15 HD Urban 10 Urban 8 Urban 8 HD Urban 5 Urban 3	North North North North North	250,000 250,000 250,000 250,000 250,000 250,000	300,000 300,000 300,000 300,000 300,000 300,000	-277,158 -446,463 -779,728 -160,243 -189,351	-315,590 -521,578 -820,525 -160,243 -189,351	-399,711 -618,307 -879,206 -286,279 -364,255	-448,818 -714,288 -931,336 -286,279 -364,255	-522,263 -790,151 -978,683 -414,837 -543,547	-582,046 -906,997 -1,042,146 -414,837 -543,547
Site 15 Site 16 Site 17 Site 18 Site 19 Site 20 Site 21 Site 22 Site 23	Urban 15 HD Urban 10 Urban 8 Urban 8 HD Urban 5 Urban 3 Urban Plot	North North North North North North North North	250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 300,000 300,000 300,000 300,000 300,000	-277,158 -446,463 -779,728 -160,243 -189,351 -192,879	-315,590 -521,578 -820,525 -160,243 -189,351 -192,879	-399,711 -618,307 -879,206 -286,279 -364,255 -381,090	-448,818 -714,288 -931,336 -286,279 -364,255 -381,090	-522,263 -790,151 -978,683 -414,837 -543,547 -573,762	-582,046 -906,997 -1,042,146 -414,837 -543,547 -573,762
Site 15 Site 16 Site 17 Site 18 Site 19 Site 20 Site 21 Site 22	Urban 15 HD Urban 10 Urban 8 Urban 8 HD Urban 5 Urban 3	North North North North North	250,000 250,000 250,000 250,000 250,000 250,000	300,000 300,000 300,000 300,000 300,000 300,000	-277,158 -446,463 -779,728 -160,243 -189,351	-315,590 -521,578 -820,525 -160,243 -189,351	-399,711 -618,307 -879,206 -286,279 -364,255	-448,818 -714,288 -931,336 -286,279 -364,255	-522,263 -790,151 -978,683 -414,837 -543,547	-582,046 -906,997 -1,042,146 -414,837 -543,547



Vau!!	Dovelone! Do	-								
	Developers' Retur ordable Housing	n	EUV	RI V	Residual Val	10				
20 /0 AIII	% Market	Housing	LOV	DLV	15.0%	15.0%	17.5%	17.5%	20.0%	20.0%
	% Affordable				6.0%	15.0%	6.0%	17.5%	6.0%	20.0%
Site 1	Green 2,000	North	25,000	275,000	87,337	63,738	32,214	155	-28,050	-72,199
Site 2	Green 750	North	25,000	275,000	122,088	95,612	60,403	24,544	-5,764	-54,53
Site 3	Green 150	North	25,000	275,000	88,513	53,595	6,695	-40,120	-78,258	-136,10
Site 4	Green 75	North	25,000	275,000	87,426	42,408	-16,163	-74,517	-120,402	-191,93
Site 5	Green 35	North	25,000	275,000	590	-41,474	-97,604	-151,353	-195,799	-263,48
Site 6	Green 20	North	50,000	300,000	-635	-44,671	-101,048	-157,317	-201,461	-271,81
Site 7	Green 12	North	50,000	300,000	164,559	120,246	64,120	7,497	-36,320	-105,25
Site 8	Green 9	North	50,000	300,000	1,012,268	961,688	856,606	790,777	697,107	616,14
Site 9	Green 6	North	50,000	300,000	919,127	865,455	772,784	703,300	624,005	538,87
Site 10	Green 3	North	50,000	300,000	1,022,307	1,022,307	875,159	875,159	727,572	727,57
Site 11	Green Plot	North	50,000	300,000	1,149,610	1,149,610	980,668	980,668	811,725	811,72
Site 12	Urban 300	North	100,000	120,000	-274,798	-322,155	-379,229	-444,999	-490,700	-570,76
Site 13	Urban 40	North	100,000	120,000	-596,980	-656,052	-724,690	-801,582	-855,391	-950,05
Site 14	Urban 25	North	100,000	120,000	-501,244	-550,317	-611,360	-674,064	-721,475	-799,16
Site 15	Urban 25 HD	North	250,000	300,000	-574,538	-622,157	-672,110	-733,691	-770,967	-846,62
Site 16	Urban 15	North	250,000	300,000	-607,990	-672,280	-740,472	-822,620	-872,954	-974,13
Site 17	Urban 15 HD	North	250,000	300,000	-1,293,075	-1,358,709	-1,413,462	-1,498,587	-1,535,644	-1,639,27
Site 18	Urban 10	North	250,000	300,000	-317,303	-368,545	-432,646	-498,123	-547,990	-627,70
Site 19	Urban 8	North	250,000	300,000	-526,990	-627,144	-688,725	-816,699	-850,461	-1,006,25
Site 20	Urban 8 HD	North	250,000	300,000	-834,344	-888,741	-927,970	-997,477	-1,021,596	-1,106,21
Site 21	Urban 5	North	250,000	300,000	-160,243	-160,243	-286,279	-286,279	-414,837	-414,83
Site 22	Urban 3	North	250,000	300,000	-189,351	-189,351	-364,255	-364,255	-543,547	-543,54
Site 23	Urban Plot	North	250,000	300,000	-192,879	-192,879	-381,090	-381,090	-573,762	-573,76
Site 24	PRS 25	North	250,000	300,000	-1,603,499	-1,663,505	-1,695,397	-1,772,071	-1,787,354	-1,882,09
Site 25	Bungalows 12	North	50,000	200,000	245 727		222 400	151 700	00.500	
	Duriyalows 12	NOILII	30,000	300,000	345,737	291,076	222,480	151,798	98,568	12,52
JJ 20	Burigatows 12	INOILII	30,000	300,000	343,737	291,076	222,400	131,790	98,568	12,52
	Developers' Retur		30,000	300,000	343,737	291,076	222,460	131,790	98,568	12,52
Varied			50,000 EUV	·	Residual Val		222,460	131,796	98,568	12,52
Varied	Developers' Retur	n I		·			17.5%	17.5%	20.0%	20.0
Varied	Developers' Retur ordable Housing	n Housing		·	Residual Val	ue	,		,	
Varied 25% Aff	Developers' Retur ordable Housing % Market	n Housing Housing		·	Residual Val	ue 15.0%	17.5%	17.5%	20.0%	20.0
Varied 25% Affo	Developers' Retur ordable Housing % Market % Affordable	n Housing Housing	EUV	BLV	Residual Val 15.0% 6.0%	ue 15.0% 15.0%	17.5% 6.0%	17.5% 17.5%	20.0% 6.0%	20.0
Varied 25% Affo	Developers' Returordable Housing % Market % Affordable Green 2,000	n Housing Housing	EUV 25,000	BLV 275,000	Residual Val 15.0% 6.0% 58,973	ue 15.0% 15.0% 29,353	17.5% 6.0% 6,841	17.5% 17.5% -35,963	20.0% 6.0% -51,341	20.0 20.0 -107,65 -94,25
Varied 25% Afformation Site 1 Site 2 Site 3	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750	n Housing Housing North North	EUV 25,000 25,000	275,000 275,000 275,000 275,000	Residual Val 15.0% 6.0% 58,973 90,409	ue 15.0% 15.0% 29,353 57,315	17.5% 6.0% 6,841 32,069	17.5% 17.5% -35,963 -14,471	20.0% 6.0% -51,341 -31,785	20.0 20.0 -107,65 -94,25 -183,10
Varied	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150	n Housing Housing North North	25,000 25,000 25,000	275,000 275,000 275,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508	ue 15.0% 15.0% 29,353 57,315 2,395	17.5% 6.0% 6,841 32,069 -31,047	17.5% 17.5% -35,963 -14,471 -89,566	20.0% 6.0% -51,341 -31,785 -110,480	20.0° 20.0° -107,65
Varied 25% Affe	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 75	n Housing Housing North North North North	25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554	15.0% 15.0% 29,353 57,315 2,395 -19,532	17.5% 6.0% 6,841 32,069 -31,047 -60,170	17.5% 17.5% -35,963 -14,471 -89,566 -133,113	20.0% 6.0% -51,341 -31,785 -110,480 -157,894	20.0 20.0 -107,65 -94,25 -183,10 -248,43
Varied 25% Afformation Site 1 Site 2 Site 3 Site 4 Site 5	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35	n Housing Housing North North North North North North	25,000 25,000 25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000 275,000 275,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180	17.5% 6.0% 6,841 32,069 -31,047 -60,170 -134,657	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24 -322,41
Varied 25% Afformation Site 1 Site 2 Site 3 Site 4 Site 5 Site 6	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 35 Green 20	n Housing Housing North North North North North North North North	25,000 25,000 25,000 25,000 25,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157	17.5% 6.0% 6,841 32,069 -31,047 -60,170 -134,657 -139,248	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24 -322,41 -156,49
Varied 25% Afformation Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12	n Housing Housing North	25,000 25,000 25,000 25,000 25,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600	17.5% 6.0% 6.841 32,069 -31,047 -60,170 -134,657 -139,248 23,829	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24 -322,41 -156,49 519,10
Varied 25% Affo Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9	n Housing Housing North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948	17.5% 6.0% 6.841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24 -322,41 -156,48 519,10 443,57
Varied 25% Afformation Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6	n Housing Housing North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307	17.5% 6.0% 6,841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24
Varied 25% Afformation Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3	n Housing Housing North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307	17.5% 6.0% 6,841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24 -322,41 -156,49 519,10 443,57 727,57
Varied 25% Affe Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot	Housing Housing North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610	17.5% 6.0% 6,841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24 -156,46 519,10 443,57 727,57 811,72 -616,20
Varied 25% Affe Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300	n Housing Housing North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -310,450	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452	17.5% 6.0% 6,841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668 -411,616	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24 -156,48 519,10 443,57 727,57 811,72 -616,20
Varied 25% Affe Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40	Housing Housing North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -310,450 -641,568	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452 -715,407	17.5% 6.0% 6,841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668 -411,616 -761,726	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24 -322,41 -156,49 519,10 443,57 727,57 811,72
Varied 25% Affe Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 13	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25	n Housing Housing North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -310,450 -641,568 -537,602	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452 -715,407 -598,943	17.5% 6.0% 6,841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668 -411,616 -761,726 -640,835	17.5% 17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159 -744,247 -806,704 -905,155	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24 -156,48 519,10 443,57 727,57 811,72 -616,20 -1,002,48 -841,61 -901,14
Varied 25% Affe 2 5 5 tte 2 5 5 tte 4 5 5 tte 5 5 5 tte 6 5 5 tte 7 5 5 tte 8 5 5 tte 10 5 5 tte 11 5 5 tte 12 5 5 tte 13 5 5 tte 14 5 5 tte 15 5 5 tte 16	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD	n Housing Housing North	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -310,450 -641,568 -537,602 -621,866	15.0% 15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452 -715,407 -598,943 -681,429	17.5% 6.0% 6,841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668 -411,616 -761,726 -640,835 -713,858	17.5% 17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216 -791,057	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159 -744,247 -806,704	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,24 -322,41 -156,45 519,10 443,57 727,57 811,72 -616,20 -1,002,45 -841,61
Varied 25% Affe 1 25% Affe 1 2 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15	n Housing Housing North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	Residual Val 15.0% 6.0% 58.973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -641,568 -537,602 -621,866 -656,462	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452 -715,407 -598,943 -681,429 -736,824	17.5% 6.0% 6.841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668 -411,616 -761,726 -640,835 -713,858 -780,664	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216 -791,057 -883,349	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159 -744,247 -806,704 -905,155	20.0 20.0 -107,65 -94,25 -183,10 -248,45 -312,24 -156,45 519,10 443,55 727,57 811,77 -616,20 -841,61 -901,14 -1,032,03 -1,714,06
Varied 25% Affe 1 25% Affe 2 3 Site 4 4 Site 5 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 15 Site 15 Site 15 Site 15 Site 16 Site 17 Site 18	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15	n Housing Housing North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -641,568 -537,602 -621,866 -656,462 -1,356,224	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452 -715,407 -598,943 -681,429 -736,824 -1,438,713	17.5% 6.0% 6.841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668 -411,616 -761,726 -640,835 -713,858 -780,664 -1,469,984	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216 -791,057 -883,349 -1,576,390	20.0% 6.0% -51,341 -31,785 -110,480 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159 -744,247 -806,704 -905,155 -1,584,530	20.0 20.0 -107,62 -94,25 -183,10 -248,45 -312,24 -156,45 519,10 443,55 727,55 811,72 -616,26 -1,002,45 -901,14 -1,032,03 -1,714,06 -673,35
Varied 25% Affe 1 Site 1 Site 2 Site 3 Site 4 Site 5 Site 8 Site 9 Site 10 Site 11 Site 12 Site 14 Site 15 Site 16 Site 17 Site 18 Site 16 Site 17 Site 18 Site 17 Site 18 Site 19	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 HD Urban 10	n Housing Housing North	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -310,450 -641,568 -537,602 -621,866 -656,462 -1,356,224 -357,447	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452 -715,407 -598,943 -681,429 -736,824 -1,438,713 -421,501	17.5% 6.0% 6.841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668 -411,616 -761,726 -640,835 -713,858 -780,664 -1,469,984 -465,582	17.5% 17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216 -791,057 -883,349 -1,576,390 -547,428	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159 -744,247 -806,704 -905,155 -1,584,530 -573,717	20.0 20.0 -107,65 -94,25 -183,10 -248,45 -312,22 -322,47 -156,48 519,10 443,57 727,57 811,72 -616,20 -1,002,45 -901,12 -1,032,03 -1,714,06 -673,35 -1,105,57
Varied 25% Affe 1 25% Affe 2 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 17 Site 18 Site 19 Site 18 Site 19 Site 19 Site 20	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8	n Housing Housing North	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -310,450 -641,568 -537,602 -621,866 -656,462 -1,356,224 -357,447 -607,517	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452 -715,407 -598,943 -681,429 -736,824 -1,438,713 -421,501 -732,709	17.5% 6.0% 6.841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668 -411,616 -761,726 -7640,835 -713,858 -780,664 -1,469,984 -465,582 -759,144	17.5% 17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216 -791,057 -883,349 -1,576,390 -547,428 -919,111	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159 -744,247 -806,704 -905,155 -1,584,530 -573,717 -910,771	20.0 20.0 -107,65 -94,25 -183,10 -248,45 -312,24 -156,45 519,10 443,57 727,57 811,72 -616,20 -1,002,45 -841,67 -901,14 -1,032,03 -1,714,00 -673,35 -1,105,55 -1,171,11
Varied 25% Affe 1 25% Affe 2 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 17 Site 18 Site 19 Site 18 Site 19 Site 20 Site 20 Site 21	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 HD	n Housing Housing North	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -310,450 -641,568 -537,602 -621,866 -656,462 -1,356,224 -357,447 -607,517 -888,960	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452 -715,407 -598,943 -681,429 -736,824 -1,438,713 -421,501 -732,709 -956,956	17.5% 6.0% 6.841 32,069 -31,047 -36,170 -134,657 -1349,248 23,829 770,469 689,895 875,159 980,668 -411,616 -761,726 -640,835 -713,858 -780,664 -1,469,984 -465,582 -759,144 -976,735	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -791,057 -883,349 -1,576,390 -547,428 -919,111 -1,063,619	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159 -744,247 -806,704 -905,155 -1,584,530 -573,717 -910,771 -1,064,509	20.0 20.0 -107,65 -94,25 -183,10 -248,45 -312,24 -156,49 519,10 443,57 727,57 811,72 -616,20 -1,002,49 -901,14 -1,032,03 -1,714,00 -673,33 -1,105,55 -1,171,11
Varied 25% Afformation 25% Aff	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 HD Urban 5	n Housing Housing North	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -310,450 -641,568 -537,602 -621,866 -656,462 -1,356,224 -357,447 -607,517 -888,960 -160,243	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452 -715,407 -598,943 -681,429 -736,824 -1,438,713 -421,501 -732,709 -956,956 -160,243	17.5% 6.0% 6.841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668 -411,616 -761,726 -640,835 -713,858 -780,664 -1,469,844 -465,582 -759,144 -976,735 -286,279	17.5% 17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216 -791,057 -883,349 -1,576,390 -547,428 -919,111 -1,063,619 -286,279	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159 -744,247 -806,704 -905,155 -1,584,530 -573,717 -910,771 -1,064,509 -414,837	20.0 20.0 -107,65 -94,25 -183,10 -248,43 -312,22 -322,41 -156,45 519,10 443,57 727,57 811,72 -616,20 -841,61 -901,14 -1,032,03
Varied 25% Affe 1 25% Affe 2 3 5ite 4 5ite 5 5ite 6 5ite 7 5ite 10 5ite 11 5ite 12 5ite 13 5ite 14 5ite 15 5ite 16 5ite 17 5ite 18 5ite 17 5ite 18 5ite 19 5ite 18 5ite 19 5ite 18 5ite 19 5ite 20 5ite 21 5ite 21 5ite 21 5ite 21 5ite 21 5ite 22	Developers' Returordable Housing % Market % Affordable Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 9 Urban 300 Urban 40 Urban 25 Urban 15 HD Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 HD Urban 5 Urban 5 Urban 5	n Housing Housing North	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val 15.0% 6.0% 58,973 90,409 47,508 37,554 -42,600 -45,111 117,992 918,173 828,253 1,022,307 1,149,610 -310,450 -641,568 -537,602 -621,866 -656,462 -1,356,224 -357,447 -607,517 -888,960 -160,243 -189,351	15.0% 15.0% 29,353 57,315 2,395 -19,532 -95,180 -100,157 62,600 854,948 761,163 1,022,307 1,149,610 -371,452 -715,407 -598,943 -681,429 -736,824 -1,438,713 -421,501 -732,709 -956,956 -160,243 -189,351	17.5% 6.0% 6.841 32,069 -31,047 -60,170 -134,657 -139,248 23,829 770,469 689,895 875,159 980,668 -411,616 -761,726 -640,835 -713,858 -713,858 -1,469,694 -465,582 -759,144 -976,735 -286,279 -364,255	17.5% 17.5% -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216 -791,057 -883,349 -1,576,390 -547,428 -919,111 -1,063,619 -286,279 -364,255	20.0% 6.0% -51,341 -31,785 -110,480 -157,894 -227,520 -234,198 -70,333 620,306 549,994 727,572 811,725 -516,120 -884,159 -744,247 -806,704 -905,155 -1,584,530 -573,717 -910,771 -1,064,509 -414,837 -543,547	20.0 20.0 -107,65 -94,25 -183,10 -248,45 -312,24 -156,49 519,10 443,57 727,57 811,72 -616,20 -1,002,49 -841,61 -901,14 -1,032,03 -1,714,06 -673,35 -1,105,51 -414,83 -543,54

10.37 It is accepted that using different assumptions in this regard has an impact on the Residual Value. It is notable that if the 20% assumption is used on both market and Affordable Housing, at 20% Affordable Housing little development is viable. This does not represent what is happening on the ground, as development is coming forward.



Other Policy Requirements

- 10.38 The Council is at an early stage of the plan-making process. We have been asked to test the impact of higher building standards on development viability.
- 10.39 In the following tables we have set out the results of appraisals that are based on the base assumptions above, but with the additional costs of building to Option 1 and Option 2 as set out in the Government's consultation on 'The Future Homes Standard'. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. The Council is exploring the policy options in this regard. At this stage a policy has not been drafted but is likely to include provisions to encourage reduced energy usage.
- 10.40 The Council is investigating seeking additional standards around accessible and adaptable standards. The Council has not developed a policy in this regard as it will be informed by the new SHMA. As part of the study we have assessed what the impact would be of requiring:
 - All new homes to be designed to be accessible and adaptable dwellings;
 - 10% of housing to be wheelchair adaptable dwellings.
- 10.41 It is important to note that the Council is not proposing this requirement at this stage.



Table 10.7a Varied Developer's Return - SOUTH	l (£/ha)
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	of Higher Constru	I	EUV	BLV	Residual Value					
0 /0 AII	Jidable Housing		LOV	DLV	Base	Zero C	arbon	Accessible an	d Adaptable	Combin
						Option 1	Option 2	Cat 2	Cat 2+ 10%	Cat 2+ 1
									Cat 3	Cat
										Optio
ite 1	Green 2,000	South	25,000	275,000	314,740	269,414	258,278	306,978	291,602	234
ite 2	Green 750	South	25,000	275,000	373,469	323,773	311,557	364,958	348,101	285
ite 3	Green 150	South	25,000	275,000	421,929	352,909	336,345	410,104	386,681	301
ite 4	Green 75	South	25,000	275,000	474,011	392,230	372,602	459,991	432,220	330
ite 5	Green 35	South	25,000	275,000	349,000	271.553	252,965	335,755	309,519	213
ite 6	Green 20	South	50,000	300,000	357,427	277,747	258,355	343,969	317,270	217
Site 7	Green 12	South	50,000	300,000	523,363	443,533	424,374	509,618	482,391	383
Site 8	Green 9	South	50,000	300,000	1,564,478	1,457,032	1,431,245	1,545,978	1,509,332	1,376
Site 9	Green 6	South	50,000	300,000	1,434,793	1,335,835	1,312,085	1,417,753	1,384,003	1,376
						, ,				
Site 10	Green 3	South	50,000	300,000	1,343,358	1,260,102	1,240,121	1,329,022	1,300,627	1,197
Site 11	Green Plot	South	50,000	300,000	1,514,526	1,418,910	1,395,962	1,498,063	1,465,452	1,346
Site 12	Urban 300	South	100,000	120,000	39,762	-41,510	-61,558	26,592	-671	-104
Site 13	Urban 40	South	100,000	120,000	-164,099	-281,100	-309,635	-184,128	-223,800	-371
Site 14	Urban 25	South	100,000	120,000	-134,086	-233,837	-257,906	-151,196	-185,088	-310
Site 15	Urban 25 HD	South	250,000	300,000	-1,032,652	-1,136,532	-1,161,464	-1,047,223	-1,076,087	-1,204
Site 16	Urban 15	South	250,000	300,000	-165,281	-284,480	-313,237	-185,805	-226,459	-376
Site 17	Urban 15 HD	South	250,000	300,000	-854,078	-978,751	-1,008,673	-871,566	-906,207	-1,060
Site 18	Urban 10	South	250,000	300,000	56,192	-46,050	-70,588	38,587	3,717	-123
Site 19	Urban 8	South	250,000	300,000	39,606	-109,335	-145,081	13,961	-36,837	-221
Site 20	Urban 8 HD	South	250,000	300,000	-483,274	-580,887	-604,314	-496,967	-524,089	-645
Site 21	Urban 5	South	250,000	300,000	154,135	60,448	37,964	138,003	106,051	-10
Site 22	Urban 3	South	250,000	300,000	251,326	120,310	88,866	228,767	184,083	21,
Site 23	Urban Plot	South	250,000	300,000	268,740	130,213	96,967	244,888	197,642	25
Site 24	PRS 25	South	250,000	300,000	-1,719,323	-1,841,776	-1,871,453	-1,736,497	-1,770,514	-1,923
Site 25	Bungalows 12 of Higher Constru	South		300,000 BLV	829,235 Residual Value	737,055	714,932	815,032	786,900	672,
Site 25					Residual Value Base	737,055 Zero C		815,032 Accessible an		672,
Site 25	of Higher Constru		uirments		Residual Value	Zero C	arbon	Accessible an	nd Adaptable	Combi
Site 25	of Higher Constru		uirments		Residual Value					Combi
Site 25	of Higher Constru		uirments		Residual Value	Zero C	arbon	Accessible an	nd Adaptable	Combi
Site 25	of Higher Constru		uirments		Residual Value	Zero C	arbon	Accessible an	nd Adaptable Cat 2+ 10%	Combi
mpact 15% Aff	of Higher Constru		uirments		Residual Value Base	Zero C	arbon	Accessible an	nd Adaptable Cat 2+ 10%	Combi Cat 2+ Cat Opti
mpact 15% Affo	of Higher Constru ordable Housing	ction Rec	uirments EUV	BLV	Residual Value	Zero C	arbon Option 2	Accessible an	dd Adaptable Cat 2+ 10% Cat 3	Cat 2+ Cat Opti
mpact 15% Afformation 15 Miles 1 Site 1 Site 2	Green 2,000 Green 750	South	25,000 25,000	275,000 275,000	Residual Value Base 271,640 325,416	Zero C Option 1 226,086 275,452	Option 2 258,278 311,557	Accessible an Cat 2 263,981 317,020	Cat 2+ 10% Cat 3 248,484 300,022	Cat 2+ Cat Opti 191 237
Site 25 Impact 15% Afformation Site 1 Site 2 Site 3	Green 2,000 Green 150	South South South	25,000 25,000 25,000	275,000 275,000 275,000 275,000	Residual Value Base 271,640 325,416 357,975	Zero C. Option 1 226,086 275,452 289,896	258,278 311,557 336,345	Accessible an Cat 2 263,981 317,020 346,311	Cat 2+ 10% Cat 3 248,484 300,022 323,208	Cat 2+ Cat Opti 191 237 238
mpact 15% Affo Site 1 Site 2 Site 3 Site 4	Green 2,000 Green 150 Green 75	South South South South South	25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000	Residual Value Base 271,640 325,416 357,975 398,358	Zero C Option 1 226,086 275,452 289,896 317,656	258,278 311,557 336,345 372,602	Accessible are Cat 2 263,981 317,020 346,311 384,523	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119	Cat 2+ Cat Opti 191 237 238 257
mpact 15% Affi Site 1 Site 2 Site 3 Site 4 Site 5	Green 2,000 Green 750 Green 35 Green 35	South South South South South South	25,000 25,000 25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000 275,000	Residual Value Base 271,640 325,416 357,975 398,358 282,788	Zero C Option 1 226,086 275,452 289,896 317,656 206,468	258,278 311,557 336,345 372,602 252,965	Accessible an Cat 2 263,981 317,020 346,311 384,523 269,735	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881	Cat 2+ Cat Opti 191 237 238 257
Site 25 mpact 15% Afform Site 1 Site 2 Site 3 Site 4 Site 5 Site 6	Green 2,000 Green 750 Green 75 Green 75 Green 75 Green 75 Green 75 Green 35 Green 20	South South South South South South South	25,000 25,000 25,000 25,000 25,000 25,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000	271,640 325,416 357,975 398,358 282,788 288,505	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808	258,278 311,557 336,345 372,602 252,965 258,355	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791	Combi Cat 2+ Cat Opti 191 237 238 257 148 148
Site 25 mpact 15% Afform Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7	Green 2,000 Green 750 Green 75 Green 35 Green 12 Green 12	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000	Residual Value Base 271,640 325,416 357,975 398,358 282,788 288,505 451,370	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612	258,278 311,557 336,345 372,602 252,965 258,355 424,374	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948	Combi Cat 2+ Cat Opti 191 237 238 238 148 148 313
mpact 5% Affi Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8	Green 2,000 Green 150 Green 150 Green 35 Green 35 Green 20 Green 12 Green 9	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000	271,640 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592	Cat 2+ Cat 2+ Cat Opti 191 237 238 257 148 148 313 31,252
mpact 15% Affe Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 12 Green 9 Green 6	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000	271,640 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898	258,278 311,557 336,345 372,602 252,965 288,355 424,374 1,431,245 1,312,085	Accessible an Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,800 1,418,474 1,297,410	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223	Combi Cat 2+ Cat Cat Opti 191 237 238 238 148 148 313 31,1252 1,140
mpact 5% Affine 15% Affine 2 Site 2 Site 3 Site 4 Site 5 Site 6 Site 6 Site 6 Site 8 Site 9 Site 10	Green 2,000 Green 750 Green 75 Green 35 Green 20 Green 12 Green 12 Green 9 Green 9 Green 3	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	271,640 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165 1,343,358	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,240,121	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627	Cat 2+ Cat 2+ Cat 2- Opti 191 237 238 257 148 148 148 1,1252
mpact 5% Affine 15% Af	Green 2,000 Green 750 Green 150 Green 35 Green 12 Green 12 Green 6 Green 3 Green 6 Green 3 Green 1	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	271,640 325,416 357,975 398,358 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910	258,278 311,557 336,345 372,602 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452	Cat 2+ Ca Opti 1919 237 238 257 148 148 11,155 1,140 1,197 1,346
mpact 5% Affine 15% Af	Green 2,000 Green 750 Green 75 Green 35 Green 20 Green 12 Green 12 Green 9 Green 9 Green 3	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	271,640 325,416 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165 1,543,358 1,514,526 -16,891	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962 -61,558	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627	Combi Cat 2+ Ca Cat 0- Point Cat 2+ Ca Cat 2- Cat 2
mpact 5% Aff Site 1 Site 2 Site 2 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12	Green 2,000 Green 750 Green 150 Green 35 Green 12 Green 12 Green 6 Green 3 Green 6 Green 3 Green 1	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	271,640 325,416 357,975 398,358 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910	258,278 311,557 336,345 372,602 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452	Combi Cat 2+ Ca Cat 0- Point Cat 2+ Ca Cat 2- Cat 2
site 25 mpact 5% Afficie 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 10 Site 10 Site 10 Site 11 Site 12 Site 13	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 19 Green 6 Green 3 Green 10	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000	271,640 325,416 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165 1,543,358 1,514,526 -16,891	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962 -61,558	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,027	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627	Combi Cat 2+ Ca Qoti 191 237 238 238 148 148 11,150 11,140 11,197 13,466 -448
Site 25 Site 1 Site 1 Site 3 Site 4 Site 5 Site 6 Site 6 Site 10 Site 11 Site 11 Site 11 Site 13 Site 14	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 3 Green 3 Green 3 Green 3 Urban 300 Urban 40 Urban 25	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000	271,640 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526 -16,891 -241,500 -198,226	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -359,017 -297,962	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962 -61,558 -309,635 -257,906	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,027 -261,268 -215,089	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527	Combi Cat 2+ Ca Opti 191 237 238 313 313 1488 1480 1,1497 1,346 1-161 -4884 -4884 -373
Site 25 Site 1 Site 2 Site 3 Site 4 Site 4 Site 6 Site 5 Site 8 Site 1	Green 2,000 Green 750 Green 150 Green 35 Green 12 Green 9 Green 6 Green 3 Green 19 Urban 300 Urban 40 Urban 25 Urban 25 Urban 25 Urban 25 Urban 25 Urban 25	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	271,640 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526 -16,891 -241,500 -198,226 -1,071,453	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -99,334 -297,962 -1,174,489	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962 -61,558 -309,635 -257,906 -1,161,464	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,026 -215,089 -1,085,906	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527 -1,114,535	Cat 2+ Ca Opti 191 237 238 257 1484 148 1,140 1,140 1,191 1,346 -161 -448 -343 -1,242
Site 25 Site 15 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 15 Site 16 Site 17 Site 18 Site 19 Site 19 Site 10 Site 11 Site 12 Site 13 Site 15 Site 16 Site 16 Site 16 Site 17	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 12 Green 12 Green 9 Green 6 Green 3 Green 3 Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	271,640 325,416 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526 -16,891 -241,500 -198,226 -1,071,453 -248,040	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -359,017 -297,962 -1,174,489 -367,789	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962 -61,558 -309,635 -257,906 -1,161,464 -313,237	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,027 -261,268 -215,089 -1,085,906 -268,338	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527 -1,114,535 -308,751	Combi Cat 2+ Cat Cat Opti 191 237 238 257 148 148 14,140 1,137 1,346 -161 448 -373 -1,429 -459
Site 25 Site 1 Site 1 Site 3 Site 4 Site 5 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 12 Site 15 Site 15 Site 15 Site 15 Site 16 Site 17	Green 2,000 Green 750 Green 150 Green 150 Green 150 Green 150 Green 160 Green 175 Green 12 Green 12 Green 12 Green 10 Green 10 Green 10 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	Residual Value Base 271,640 325,416 357,975 398,358 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526 -16,891 -241,500 -198,226 -1,071,453 -248,040 -952,062	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -359,017 -297,962 -1,174,489 -1,076,350	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,240,121 1,395,962 -61,558 -309,635 -257,966 -1,161,464 -313,237 -1,008,673	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,027 -261,268 -215,089 -1,085,906 -268,338 -969,497	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527 -1,114,535 -308,751 -1,004,030	Combi Cat 2+ Cat Opti 191 237 238 238 148 148 313 313 1,1252 1,140 1,197 1,346 448 373 -1,242 4599 -1,158
Site 25 mpact 155% Affi Site 1 Site 5 Site 5 Site 5 Site 5 Site 8 Site 9 Site 10 Site 11 Site 12 Site 14 Site 15 Site 14 Site 15 Site 17 Site 17 Site 18	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 75 Green 36 Green 9 Green 9 Green 9 Green 9 Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 16 Urban 16 Urban 16 Urban 16	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000	271,640 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526 -16,891 -241,500 -198,226 -1,071,453 -248,040 -952,062 -12,537	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -359,017 -297,962 -1,174,489 -1,1076,350 -113,292	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962 -61,558 -309,635 -257,906 -1,161,464 -313,237 -1,008,673 -70,588	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,027 -261,268 -215,089 -1,085,906 -268,338 -969,497 -29,885	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527 -1,114,535 -308,751 -1,004,030 -64,249	Combi Cat 2+ Cat Opti 1911 237 238 238 313 313 148 148 -141 1,197 1,346 -161 -448 -373 -1,242 -459 -1,158 -189
Site 25 Site 1 Site 2 Site 2 Site 3 Site 4 Site 4 Site 5 Site 4 Site 5 Site 8 Site 9 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 18 Site 19	Green 2,000 Green 750 Green 150 Green 150 Green 15 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 3 Green 3 Urban 40 Urban 40 Urban 15 Urban 10 Urban 8	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000	271,640 325,416 357,975 398,358 282,788 288,505 451,370 1,436,559 1,314,165 1,514,526 -16,891 -241,500 -198,226 -1,071,453 -248,040 -952,062 -12,537 -87,431	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -359,017 -297,962 -1,174,489 -367,789 -1,076,359 -1113,292 -236,373	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,3240,121 1,395,962 -61,558 -309,635 -257,906 -1,161,464 -313,237 -1,008,673 -70,588 -145,081	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,027 -261,268 -215,089 -1,085,906 -268,338 -969,497 -29,885 -113,077	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527 -1,114,535 -308,751 -1,004,030 -64,249 -163,875	Cat 2+ Cat 2+ Cat 2+ 191 237 237 148 148 148 1,252 1,140 -161 -448 -415 -4158 -1,158 -1,158 -348
Site 25 mpact 15% Affi	Green 2,000 Green 750 Green 150 Green 150 Green 150 Green 150 Green 12 Green 12 Green 12 Green 9 Green 6 Green 3 Green 30 Urban 25 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 16 Urban 18 Urban 8 Urban 8	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000	271,640 325,416 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526 -16,891 -241,500 -198,226 -1,071,453 -248,040 -952,062 -12,537 -87,431 -565,796	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -359,017 -297,962 -1,174,489 -367,789 -1,076,350 -113,292 -236,373 -663,409	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962 -61,558 -309,635 -257,906 -1,161,464 -313,237 -1,008,673 -70,588 -145,081 -604,314	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,806 1,418,474 1,297,410 1,329,022 1,498,063 -31,027 -261,268 -215,089 -1,085,906 -268,338 -969,497 -29,885 -113,077 -579,488	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527 -1,114,535 -308,751 -1,004,030 -64,249 -163,875 -606,610	Combi Cat 2+ Cat Opti 191 237 238 257 148 148 14,140 1,197 1,346 -161 448 -418 -1,188 -1,188 -1,189 -1,188 -1,189
Site 25 mpact 15% Affi	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 12 Green 13 Green 12 Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8 Urban 10 Urban 15 Urban 10 Urban 10 Urban 10 Urban 10 Urban 10 Urban 15	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Value Base 271,640 325,416 357,975 398,358 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526 -16,891 -241,500 -198,226 -1,071,453 -248,040 -952,062 -12,537 -87,431 -565,796 154,135	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -359,017 -297,962 -1,174,489 -1,076,350 -113,292 -236,3789 -13,693,973 -663,409 60,448	258,278 311,557 336,345 312,602 252,965 258,355 424,374 1,431,245 1,342,085 1,240,121 1,395,962 -61,558 -309,635 -257,966 -1,161,464 -313,237 -1,008,673 -70,588 -145,081 -604,314 37,964	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,027 -261,268 -215,089 -1,085,906 -268,338 -969,497 -29,885 -113,077 -579,488 138,003	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527 -1,114,535 -308,751 -1,004,030 -64,249 -163,875	Combi Cat 2+ Cat Opti 191 237 238 238 313 313 313 1,1252 1,140 1,197 1,346 448 4599 -1,158 -189 -348 -348 -348 -348 -348 -348 -348 -348
Site 25 mpact Site 25 Mpact Site 1 Site 2 Site 3 Site 4 Site 5 Site 10 Site 11 Site 12 Site 10 Site 11 Site 10 Site 11 Site 10 Site 11 Site 10 Site 11 Site 11 Site 12 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 19 Site 19 Site 19 Site 19 Site 20 Site 21	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 75 Green 36 Green 9 Green 9 Green 9 Green 9 Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 8 Urban 8 HD Urban 5 Urban 5 Urban 5	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Value Base 271,640 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526 -16,891 -241,500 -198,226 -1,071,453 -248,040 -952,062 -12,537 -87,431 -566,796 154,135 251,326	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -359,017 -297,962 -1,174,489 -1,076,350 -113,292 -236,373 -663,409 -60,448 120,310	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962 -61,558 -309,635 -257,906 -1,161,464 -313,237 -1,008,673 -70,588 -145,081 -604,314 37,964 88,866	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,027 -261,268 -215,089 -1,085,906 -268,338 -969,497 -29,885 -1113,077 -579,488 138,003 228,767	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527 -1,114,535 -308,751 -1,004,030 -64,249 -163,875 -606,610 106,051 184,083	Combi Cat 2+ Cat Cat Opti 1911 237 238 238 148 313 1,1252 1,140 1,1197 1,346 -488 -189 -1189 -348 -727 -100 21
mpact 15% Affo Site 1 Site 2 Site 3 Site 4	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 12 Green 13 Green 12 Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8 Urban 10 Urban 15 Urban 10 Urban 10 Urban 10 Urban 10 Urban 10 Urban 15	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Value Base 271,640 325,416 357,975 398,358 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526 -16,891 -241,500 -198,226 -1,071,453 -248,040 -952,062 -12,537 -87,431 -565,796 154,135	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -359,017 -297,962 -1,174,489 -1,076,350 -113,292 -236,3789 -13,693,973 -663,409 60,448	258,278 311,557 336,345 312,602 252,965 258,355 424,374 1,431,245 1,342,085 1,240,121 1,395,962 -61,558 -309,635 -257,966 -1,161,464 -313,237 -1,008,673 -70,588 -145,081 -604,314 37,964	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,027 -261,268 -215,089 -1,085,906 -268,338 -969,497 -29,885 -113,077 -579,488 138,003	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527 -1,114,535 -308,751 -1,004,030 -64,249 -163,875	Combi Cat 2+ Cat Opti 191 237 238 238 313 313 313 1,1252 1,140 1,197 1,346 448 4599 -1,158 -189 -348 -348 -348 -348 -348 -348 -348 -348
Site 25 mpact Site 25 Afficial 1 Site 2 Site 3 Site 4 Site 5 Site 1 Site 5 Site 10 Site 11 Site 12 Site 10 Site 11 Site 12 Site 14 Site 15 Site 17 Site 18 Site 19 Site 18 Site 19 Site 19 Site 19 Site 21 Site 21 Site 22	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 75 Green 36 Green 9 Green 9 Green 9 Green 9 Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 8 Urban 8 HD Urban 5 Urban 5 Urban 5	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Value Base 271,640 325,416 357,975 398,358 282,788 288,505 451,370 1,436,589 1,314,165 1,343,358 1,514,526 -16,891 -241,500 -198,226 -1,071,453 -248,040 -952,062 -12,537 -87,431 -566,796 154,135 251,326	Zero C Option 1 226,086 275,452 289,896 317,656 206,468 208,808 372,612 1,331,382 1,215,898 1,260,102 1,418,910 -99,334 -359,017 -297,962 -1,174,489 -1,076,350 -113,292 -236,373 -663,409 -60,448 120,310	258,278 311,557 336,345 372,602 252,965 258,355 424,374 1,431,245 1,312,085 1,240,121 1,395,962 -61,558 -309,635 -257,906 -1,161,464 -313,237 -1,008,673 -70,588 -145,081 -604,314 37,964 88,866	Cat 2 263,981 317,020 346,311 384,523 269,735 274,846 437,809 1,418,474 1,297,410 1,329,022 1,498,063 -31,027 -261,268 -215,089 -1,085,906 -268,338 -969,497 -29,885 -1113,077 -579,488 138,003 228,767	Cat 2+ 10% Cat 3 248,484 300,022 323,208 357,119 243,881 247,791 410,948 1,382,592 1,264,223 1,300,627 1,465,452 -59,027 -300,828 -248,527 -1,114,535 -308,751 -1,004,030 -64,249 -163,875 -606,610 106,051 184,083	Combi Cat 2+ Cat Cat Opti 1911 237 238 238 148 313 1,1252 1,140 1,1197 1,346 -488 -189 -1189 -348 -727 -100 21



Table 10.7b	Varied	Developer's	Return -	SOUTH	(f/ha)
I able IV.I b	varicu	Descionei 3	Netuii -	300111	(L/IIa)

	of Higher Constru ordable Housing	1	EUV	BLV	Residual Value					
20 /0 AII	ordable flousing		LOV	DEV	Base	Zero C	arbon	Accessible an	d Adaptable	Combine
						Option 1	Option 2	Cat 2	Cat 2+ 10% Cat 3	Cat 2+ 10 Cat 3 Option
Site 1	Green 2,000	South	25,000	275,000	227,916	182,758	171,920	220,179	204,852	148,8
Site 2	Green 750	South	25,000	275,000	276,665	227,130	215,241	268,178	251,366	189,9
Site 3	Green 150	South	25,000	275,000	294,022	226,882	210,769	282,519	259,734	176,
Site 4	Green 75	South	25,000	275,000	322,704	243,083	223,974	309,054	282,017	183,
Site 5	Green 35	South	25,000	275,000	216,576	140,202	121,632	203,716	178,131	81,
Site 6	Green 20	South	50,000	300,000	218,462	138,856	119,622	204,993	178,057	78,6
Site 7	Green 12	South	50,000	300,000	379,378	301,355	282,343	366,001	339,506	241,0
Site 8	Green 9	South	50,000	300,000	1,308,699	1,205,733	1,181,021	1,290,970	1,255,852	1,128,
Site 9	Green 6	South	50,000	300,000	1,191,901	1,093,474	1,069,852	1,174,953	1,141,384	1,019,
Site 10	Green 3	South	50,000	300,000	1,343,358	1,260,102	1,240,121	1,329,022	1,300,627	1,197,
Site 11	Green Plot	South	50,000	300,000	1,514,526	1,418,910	1,395,962	1,498,063	1,465,452	1,346,
Site 12	Urban 300	South	100,000	120,000	-75,804	-157,188	-177,546	-89,753	-117,383	-220,
Site 13	Urban 40	South	100,000	120,000	-320,035	-437,290	-465,431	-340,107	-379,866	-525,
Site 14	Urban 25	South	100,000	120,000	-262,977	-362,649	-386,571	-280,074	-313,938	-437,
Site 15	Urban 25 HD	South	250,000	300,000	-1,110,255	-1,212,446	-1,236,972	-1,124,589	-1,152,984	-1,279,
Site 16	Urban 15	South	250,000	300,000	-331,843	-451,775	-480,559	-352,494	-393,398	-542,
Site 17	Urban 15 HD	South	250,000	300,000	-1,050,046	-1,173,948	-1,203,684	-1,067,427	-1,101,853	-1,255,4
Site 18	Urban 10	South	250,000	300,000	-81,265	-180,533	-204,358	-98,358	-132,214	-255,
Site 19	Urban 8	South	250,000	300,000	-214,469	-363,410	-399,939	-240,115	-290,912	-478,
Site 20	Urban 8 HD	South	250,000	300,000	-648,317	-745,930	-769,357	-662,010	-689,132	-810,
Site 21	Urban 5	South	250,000	300,000	154,135	60,448	37,964	138,003	106,051	-10, 21,
Site 22	Urban 3	South	250,000	300,000	251,326 268.740	120,310	88,866	228,767	184,083	25.8
Site 23	Urban Plot	South	250,000	300,000	, -	130,213	96,967	244,888	197,642	- /
Site 24	PRS 25	South	250,000	300,000	-1,772,071	-1,894,394	-1,923,792	-1,789,085	-1,823,120	-1,975,0
C:+~ 2E	Dungolous 12	Courth	E0 000	200 000	G1E 01E	EDE 226		604.050		460.1
Site 25	Bungalows 12	South	50,000	300,000	615,915	525,326	503,085	601,958	574,311	460,2
				300,000	615,915	525,326	503,085	601,958	574,311	460,2
Impact	of Higher Constru		uirments			525,326	503,085	601,958	574,311	460,2
mpact					Residual Value	525,326 Zero C		Accessible an		460,2
mpact	of Higher Constru		uirments		Residual Value	Zero C	arbon	Accessible an	nd Adaptable	Combin
mpact	of Higher Constru		uirments		Residual Value				d Adaptable Cat 2+ 10%	Combin
mpact	of Higher Constru		uirments		Residual Value	Zero C	arbon	Accessible an	nd Adaptable	Combir Cat 2+ 1 Cat
mpact 25% Aff	of Higher Constru ordable Housing	ction Rec	quirments EUV	BLV	Residual Value Base	Zero C Option 1	arbon Option 2	Accessible an	dd Adaptable Cat 2+ 10% Cat 3	Combir Cat 2+ 1 Cat Optio
mpact 25% Aff	of Higher Constru ordable Housing	ction Rec	EUV EUV 25,000	BLV	Residual Value Base	Zero C Option 1 139,430	Option 2	Accessible an Cat 2	Cat 2+ 10% Cat 3	Combir Cat 2+ 1 Cat Optic 105,9
mpact 25% Aff	Green 2,000 Green 750	South	25,000 25,000	275,000 275,000	Residual Value	Zero C Option 1 139,430 178,808	Option 2 128,741 167,084	Accessible an Cat 2 176,336 219,290	Cat 2+ 10% Cat 3 161,220 202,710	Cat 2+ 1 Cat Optic 105,1 142,
mpact 25% Aff	Green 2,000 Green 150 Green 150	South South South	25,000 25,000 25,000	275,000 275,000 275,000	Residual Value Base 183,967 227,660 230,068	Zero C Option 1 139,430 178,808 163,869	2	Accessible an Cat 2 176,336 219,290 218,726	Cat 2+ 10% Cat 3 161,220 202,710 196,261	Cat 2+ 1 Cat Optic 105,4 142, 114,
mpact 25% Aff	Green 2,000 Green 150 Green 750 Green 750	South South South South South	25,000 25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000 275,000	Residual Value Base 183,967 227,660 230,068 247,051	Zero C Option 1 139,430 178,808 163,869 168,509	arbon Option 2 128,741 167,084 147,981 149,659	Accessible an Cat 2 176,336 219,290 218,726 233,586	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109,
mpact 25% Aff	Green 2,000 Green 750 Green 35 Green 35	South South South South South South South	25,000 25,000 25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000 275,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443	Zero C Option 1 139,430 178,808 163,869 168,509 72,520	128,741 167,084 147,981 149,659 53,868	Accessible and Cat 2 176,336 219,290 218,726 233,586 136,409	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591	Cat 2+ 1 Cat Optic 105,9 142, 114, 109,9
mpact 25% Affi Site 1 Site 2 Site 3 Site 4 Site 5 Site 6	Green 2,000 Green 750 Green 75 Green 75 Green 75 Green 75 Green 35 Green 20	South South South South South South South South South	25,000 25,000 25,000 25,000 25,000 25,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000	183,967 227,660 230,068 247,051 149,443 147,576	Zero C Option 1 139,430 178,808 163,869 168,509	128,741 167,084 147,981 149,659 53,868 49,594	Accessible an Cat 2 176,336 219,290 218,726 233,586 136,409 134,033	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 14, 9,
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7	Green 2,000 Green 750 Green 75 Green 35 Green 20 Green 12	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036	128,741 167,084 147,981 149,659 53,868 49,594 210,286	Cat 2 176,336 219,290 218,726 233,586 136,409 134,033 293,709	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 14, 170,
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8	Green 2,000 Green 750 Green 150 Green 35 Green 35 Green 35 Green 20 Green 9	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000	183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909	Accessible an Cat 2 176,336 219,290 218,726 233,586 136,409 134,033 293,709 1,163,466	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112	Cat 2+ 1 Cat 2+ 1 Cat Optic 105, 142, 114, 109, 14, 9, 170, 1,004,
mpact 25% Affi	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 12 Green 9 Green 6	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836	Accessible and Cat 2 176,336 219,290 218,726 136,409 134,033 293,709 1,163,466 1,051,122	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898,
mpact 25% Affi	Green 2,000 Green 750 Green 150 Green 25 Green 20 Green 15 Green 12 Green 12 Green 9 Green 9 Green 3	South South South South South South South South South South South South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358	Zero C Option 1 139,430 178,808 163,869 72,520 68,558 229,036 1,080,083 971,050 1,260,102	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121	Cat 2 176,336 219,290 218,726 233,586 136,409 134,033 293,709 1,163,466 1,051,122 1,329,022	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197,
mpact 25% Affi Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11	Green 2,000 Green 750 Green 150 Green 35 Green 12 Green 12 Green 9 Green 6 Green 3 Green 1	South South South South South South South South South South South South South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000	183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962	Cat 2 176,336 219,290 218,726 233,586 136,409 134,033 293,709 1,163,466 1,051,122 1,329,022 1,498,063	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452	Combin Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346,
mpact 25% Affi	Green 2,000 Green 750 Green 150 Green 35 Green 35 Green 12 Green 12 Green 6 Green 3 Green 1	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749	Accessible an Cat 2 176,336 219,290 218,726 233,586 136,409 134,033 293,709 1,163,466 1,051,122 1,329,022 1,498,063 -148,479	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750	Combin Cat 2+ 1 Cat Opticit 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346, -280,
mpact 55% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 12	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 12 Green 1 Green 3 Green 3 Green 1 Green 3 Green 1 Green 3 Green 1 Urban 300 Urban 40	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328	Accessible an Cat 2 176,336 219,290 218,726 233,586 136,409 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346, -280, -602,
mpact 155% Aff Site 1 Site 2 Site 3 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 12 Site 13 Site 14	Green 2,000 Green 750 Green 150 Green 15 Green 20 Green 12 Green 9 Green 9 Green 3 Green 10 Urban 300 Urban 40 Urban 25	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144	Zero C Option 1 139,430 178,808 163,869 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562 -427,337	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328 -450,903	Accessible and Cat 2 176,336 219,290 218,726 233,586 136,409 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675 -345,987	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904 -379,349	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346, -280, -602, -501,
mpact Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 12 Site 14 Site 15 Site 14 Site 15 Site 14 Site 15 Site 14 Site 15	Green 2,000 Green 750 Green 150 Green 150 Green 12 Green 12 Green 12 Green 12 Green 6 Green 3 Green 10 Urban 300 Urban 40 Urban 25 Urban 25 Urban 25 HD	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 100,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562 -427,337 -1,250,403	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328 -450,903 -1,274,946	Cat 2 176,336 219,290 218,726 233,586 136,409 134,033 293,709 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675 -345,987 -1,163,273	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904 -379,349 -1,191,432	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346, -280, -602, -501, -1,317,
mpact 125% Affi	Green 2,000 Green 750 Green 150 Green 150 Green 35 Green 35 Green 12 Green 12 Green 9 Green 6 Green 3 Green 3 Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562 -427,337 -1,250,403 -535,761	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328 -450,903 -1,274,946 -564,219	Accessible an Cat 2 176,336 219,290 218,726 233,586 136,409 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675 -345,987 -1,163,273 -437,603	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904 -379,349 -1,191,432 -478,044	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346, -280, -602, -501, -1,317, -625,
mpact 25% Aff 25% Aff Site 1 Site 3 Site 4 Site 5 Site 5 Site 10 Site 11 Site 12 Site 14 Site 10 Si	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 12 Green 1 Green 3 Green 1 Green 3 Green 1 Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562 -427,337 -1,250,403 -535,761 -1,271,546	128,741 167,084 147,981 149,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328 -450,903 -1,274,946 -564,219 -1,301,190	Cat 2 176,336 219,290 218,726 136,409 134,033 293,709 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675 -345,987 -1,163,377 -437,603 -1,165,357	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904 -379,349 -1,191,432 -478,044 -1,199,676	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346, -280, -602, -501, -1,317, -625, -1,352,
mpact 1 Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 10 Site 11 Site 12 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 12 Site 15 Site 17 Site 18	Green 2,000 Green 750 Green 150 Green 15 Green 20 Green 15 Green 9 Green 9 Green 9 Green 9 Urban 300 Urban 40 Urban 25 Urban 15 Urban 16 Urban 16 Urban 16 Urban 16	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -149,993	Zero C Option 1 139,430 178,808 163,869 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562 -427,337 -1,250,403 -535,761 -1,271,546 -247,775	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328 -450,903 -1,274,946 -564,219 -1,301,190 -271,777	Accessible an Cat 2 176,336 219,290 218,726 233,586 136,409 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675 -345,987 -1,163,273 -437,603 -1,185,357 -166,830	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904 -379,349 -1,191,432 -478,044 -1,199,676 -200,179	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346, -280, -602, -501, -1,317, -625, -1,352, -323,
mpact 1 Site 1 Site 2 Site 3 Site 4 Site 4 Site 5 Site 6 Site 10 Site 11 Site 12 Site 10 Site 11 Site 12 Site 10 Site 11 Site 12 Site 10 Site 11 Site 15 Site 16 Site 16 Site 17 Site 18 Site 19	Green 2,000 Green 750 Green 150 Green 150 Green 150 Green 150 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 9 Green 5 Urban 25 Urban 25 Urban 25 Urban 15 HD Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -149,993 -341,507	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562 -427,337 -1,250,403 -535,761 -1,271,546 -247,775 -494,037	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328 -450,903 -1,274,946 -564,219 -1,301,190 -271,777 -530,816	Cat 2 176,336 219,290 218,726 233,586 136,409 134,033 293,709 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675 -345,987 -1,163,273 -437,603 -1,165,357 -166,830 -367,179	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904 -379,349 -1,191,432 -478,044 -1,199,676 -200,179 -419,444	Cat 2+ 1 Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346, -280, -602, -501, -1,317, -625, -1,352, -323, -609,
mpact 1 Site 1 Site 3 Site 5 Site 5 Site 5 Site 10 Site 11 Site 11 Site 12 Site 14 Site 14 Site 14 Site 15 Site 16 Site 17 Site 18 Site 17 Site 18 Site 19 Site 10	Green 2,000 Green 750 Green 150 Green 150 Green 35 Green 35 Green 12 Green 12 Green 9 Green 6 Green 3 Green 10 Urban 300 Urban 40 Urban 25 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 10 Urban 8 Urban 8 Urban 8	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -149,993 -341,507 -730,838	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562 -427,337 -1,250,403 -535,761 -1,271,546 -247,775 -494,037 -828,451	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328 -450,903 -1,274,946 -564,219 -1,301,190 -271,777 -530,816 -851,878	Cat 2 176,336 219,290 218,726 233,586 136,409 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675 -345,987 -1,165,273 -437,603 -1,165,357 -166,830 -367,179 -744,531	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904 -379,349 -1,191,432 -478,044 -1,199,676 -200,179 -419,444 -771,653	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 199, 170, 1,004, 898, 1,197, 1,346, -280, -602, -501, -1,317, -625, -1,352, -323, -609, -892,
mpact 1 Site 1 Site 2 Site 3 Site 4 Site 5 Site 10 Site 11 Site 14 Site 14 Site 14 Site 15 Site 16 Site 17 Site 18 Site 17 Site 18 Site 19 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 15 Site 16 Site 17 Site 18 Site 17 Site 18 Site 10 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 15 Site 15 Site 15 Site 16 Site 17 Site 18 Site 17 Site 18 Site 19 Site 20 Site 20	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 12 Green 1 Green 3 Green 1 Green 3 Green 1 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -149,993 -341,507 -730,838 154,135	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562 -427,337 -1,250,403 -535,761 -1,271,546 -247,737 -494,037 -828,451 60,448	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328 -450,903 -1,274,946 -564,219 -1,301,190 -271,777 -530,816 -851,878 37,964	Cat 2 176,336 219,290 218,726 136,409 134,033 293,709 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675 -345,987 -1,163,273 -437,603 -1,165,357 -166,830 -367,179 -744,531 138,003	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904 -379,349 -1,191,432 -478,044 -1,199,676 -200,179 -419,444 -771,653 106,051	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346, -280, -602, -501, -1,317, -625, -1,352, -323, -609, -892, -10,
mpact 25% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 10 Site 11 Site 12 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 10 Site 11 Site 21 Site 20 Site 20 Site 20	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 9 Green 9 Green 9 Green 9 Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 HD Urban 5 Urban 3	South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -1,449,93 -341,507 -730,838 154,135 251,326	Zero C Option 1 139,430 178,808 163,869 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562 -427,337 -1,250,403 -1,271,546 -247,775 -494,037 -828,451 60,448 120,310	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328 -450,903 -1,274,946 -564,219 -731,190 -731,177 -530,816 -851,878 37,964 88,866	Accessible and Cat 2 176,336 219,290 218,726 233,586 136,409 134,033 293,709 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675 -345,987 -1,163,273 -437,603 -1,165,357 -166,830 -367,179 -744,531 138,003 228,767	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904 -379,349 -1,191,432 -478,044 -71,199,676 -200,179 -419,444 -771,653 106,051 184,083	Combir Cat 2+ 1 Cat Optic 105, 142, 114, 109, 170, 1,004, 898, 1,197, 1,346, -280, -501, -1,317, -625, -1,352, -609, -892, -100, 21,1
mpact 1 25% Aff Site 1 Site 2 Site 3 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 12 Site 14 Site 14 Site 14 Site 14 Site 14 Site 14 Site 15 Site 16 Site 16 Site 17 Site 18 Site 17 Site 18 Site 19 Site 10 Site	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 12 Green 1 Green 3 Green 1 Green 3 Green 1 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Value Base 183,967 227,660 230,068 247,051 149,443 147,576 307,161 1,180,809 1,067,777 1,343,358 1,514,526 -134,717 -399,870 -329,144 -1,149,056 -417,186 -1,148,031 -149,993 -341,507 -730,838 154,135	Zero C Option 1 139,430 178,808 163,869 168,509 72,520 68,558 229,036 1,080,083 971,050 1,260,102 1,418,910 -217,664 -515,562 -427,337 -1,250,403 -535,761 -1,271,546 -247,737 -494,037 -828,451 60,448	128,741 167,084 147,981 149,659 53,868 49,594 210,286 1,055,909 947,836 1,240,121 1,395,962 -237,749 -543,328 -450,903 -1,274,946 -564,219 -1,301,190 -271,777 -530,816 -851,878 37,964	Cat 2 176,336 219,290 218,726 136,409 134,033 293,709 1,163,466 1,051,122 1,329,022 1,498,063 -148,479 -419,675 -345,987 -1,163,273 -437,603 -1,165,357 -166,830 -367,179 -744,531 138,003	Cat 2+ 10% Cat 3 161,220 202,710 196,261 206,915 110,591 107,209 267,064 1,129,112 1,018,133 1,300,627 1,465,452 -176,750 -458,904 -379,349 -1,191,432 -478,044 -1,199,676 -200,179 -419,444 -771,653 106,051	



Table 10.7c Var	ied Developer'	s Return -	NORTH	(f/ha)
Table 10.76 Val	ieu Developei :	5 Netuiii -	NONIA	(Z/IIa)

	of Higher Constru	I Rec	EUV	BLV	Residual Value					
10% Aπ	ordable Housing		EUV	BLV	Base	Zero C	arbon	Accessible ar	nd Adaptable	Combine
						Option 1	Option 2	Cat 2	Cat 2+ 10% Cat 3	Cat 2+ 10 Cat 3
Site 1	Green 2,000	North	25,000	275,000	66.978	19.248	7.792	58.800	42,600	Optio
ite 2	Green 750	North	25,000	275,000	99.142	46.733	34.155	90.162	72.375	7.3
Site 3	Green 150	North	25,000	275,000	57,590	-13,648	-31,029	45,764	21,787	-68,
Site 4	Green 75	North	25,000	275,000	42,674	-43,136	-63,730	27,964	-1,175	-107,
Site 5	Green 35	North	25,000	275,000	-50,373	-131,636	-151,139	-64,271	-91,799	-192,
Site 6	Green 20	North	50,000	300,000	-52,781	-135,174	-154,948	-66,902	-94,872	-197,
Site 7	Green 12	North	50,000	300,000	116,389	34,986	15,450	102,372	74,609	-26,
Site 8	Green 9	North	50,000	300,000	993,023	885,577	859,790	974,522	937,877	803,
Site 9	Green 6	North	50,000	300,000	901,948	800,122	775,684	884,415	849,686	722,
Site 10	Green 3	North	50,000	300,000	875,159	790,263	769,888	860,541	831,587	726,
Site 11	Green Plot	North	50,000	300,000	980,668	885,052	862,104	964,204	931,593	813,
Site 12	Urban 300	North	100,000	120,000	-349,219	-443,687	-466,810	-364,882	-396,583	-516,0
Site 13 Site 14	Urban 40 Urban 25	North North	100,000 100,000	120,000 120,000	-689,775 -583,761	-810,675 -686,393	-839,945 -711,025	-710,383 -601,365	-751,201 -636,236	-902, -763,
Site 14 Site 15	Urban 25 Urban 25 HD		250,000	300,000	-620,074	-686,393 -722,838	-711,025 -747,770	-634,462	-636,236	-763,: -791,:
Site 15	Urban 25 HD Urban 15	North North	250,000	300,000	-620,074 -701,161	-722,838 -823.805	-747,770 -853.239	-634,462 -722,279	-662,963 -764,108	-791,7 -916,
Site 17	Urban 15 HD	North	250,000	300,000	-1,344,132	-1,469,093	-1,499,360	-1,361,621	-1,396,262	-1,552,0
Site 17	Urban 10	North	250,000	300,000	-1,344,132	-1,469,093	-1,499,360	-417.627	-453.505	-1,552,
Site 19	Urban 8	North	250,000	300,000	-611,876	-765,121	-801,900	-638,262	-690,528	-880.
Site 20	Urban 8 HD	North	250,000	300,000	-865,194	-962,807	-986,235	-878,887	-906,009	-1,027,0
Site 21	Urban 5	North	250,000	300,000	-286,279	-382,673	-405,807	-302,876	-335,752	-455,
Site 22	Urban 3	North	250,000	300,000	-364,255	-499,058	-531,411	-387,466	-433,442	-600,
Site 23	Urban Plot	North	250,000	300,000	-381,090	-523,623	-557,831	-405,632	-454,244	-630,
Site 24	PRS 25	North	250,000	300,000	-1,719,323	-1,841,776	-1,871,453	-1,736,497	-1,770,514	-1.923.
	1 IXO 23	HOILII	200,000							
Site 25	Bungalows 12 of Higher Constru	North	50,000 uirments	300,000	328,544	232,139	208,926	313,929	284,440	164,5
Site 25	Bungalows 12	North	50,000	300,000				313,929 Accessible ar		164,s
Site 25	Bungalows 12 of Higher Constru	North	50,000 uirments	300,000	328,544 Residual Value	232,139 Zero C	arbon	Accessible ar	nd Adaptable	Combir
Site 25	Bungalows 12 of Higher Constru	North	50,000 uirments	300,000	328,544 Residual Value	232,139			nd Adaptable Cat 2+ 10%	Combir
Site 25	Bungalows 12 of Higher Constru	North	50,000 uirments	300,000	328,544 Residual Value	232,139 Zero C	arbon	Accessible ar	nd Adaptable	Combir Cat 2+ 1 Cat
mpact 15% Aff	Bungalows 12 of Higher Constru ordable Housing	North	50,000 uirments EUV	300,000 BLV	328,544 Residual Value Base	232,139 Zero C Option 1	arbon Option 2	Accessible ar	nd Adaptable Cat 2+ 10% Cat 3	Combir Cat 2+ 1 Cat Optio
mpact 15% Aff	Bungalows 12 of Higher Constru ordable Housing Green 2,000	North ction Rec	50,000 uirments EUV 25,000	300,000 BLV 275,000	328,544 Residual Value Base	Zero C Option 1 -14,685	Option 2	Accessible ar Cat 2	nd Adaptable Cat 2+ 10%	Combir Cat 2+ 1 Cat Optic -53,
mpact 15% Aff	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750	North ction Rec North North North	50,000 uirments EUV 25,000 25,000	300,000 BLV 275,000 275,000	328,544 Residual Value Base 33,614 61,843	Zero C Option 1 -14,685 10,131	7,792 34,155	Accessible ar Cat 2 25,545 52,983	Cat 2+ 10% Cat 3 9,563 35,436	Combir Cat 2+ 1 Cat Optic -53, -31,
Site 25 Impact 15% Aff	Bungalows 12 of Higher Constru ordable Housing Green 2,000	North ction Rec	50,000 uirments EUV 25,000 25,000 25,000	300,000 BLV 275,000 275,000 275,000	328,544 Residual Value Base 33,614 61,843 9,325	Zero C Option 1 -14,685 10,131 -62,108	7,792 34,155 -31,029	Accessible ar Cat 2 25,545 52,983 -2,913	Cat 2+ 10% Cat 3 9,563 35,436 -27,155	Cat 2+ 1 Cat Optio -53, -31,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150	North Ction Rec North North North North	50,000 uirments EUV 25,000 25,000	300,000 BLV 275,000 275,000 275,000 275,000	328,544 Residual Value Base 33,614 61,843	Zero C Option 1 -14,685 10,131	7,792 34,155	Accessible ar Cat 2 25,545 52,983	Cat 2+ 10% Cat 3 9,563 35,436	Combir Cat 2+ 1 Cat Optic -53, -31, -115, -164,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 75	North Ction Rec North North North North North North	50,000 uirments EUV 25,000 25,000 25,000 25,000	300,000 BLV 275,000 275,000 275,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921	Zero C Option 1 -14,685 10,131 -62,108 -100,598	7,792 34,155 -31,029 -63,730	Accessible ar Cat 2 25,545 52,983 -2,913 -30,438	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192	Combir Cat 2+ 1 Cat Optic -53, -31, -115, -164, -241,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 35	North Ction Rec North North North North North North North North	25,000 25,000 25,000 25,000 25,000	300,000 BLV 275,000 275,000 275,000 275,000 275,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943	7,792 34,155 -31,029 -63,730 -151,139	Accessible ar Cat 2 25,545 52,983 -2,913 -30,438 -114,558	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686	Combir Cat 2+ 1 Cat Optic -53, -31, -115, -164, -241, -248,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 75 Green 75 Green 35 Green 20	North	25,000 25,000 25,000 25,000 25,000 25,000 50,000	300,000 BLV 275,000 275,000 275,000 275,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049	Zero C Option 1 -14,685 10,131 -62,108 -180,943 -186,317	7,792 34,155 -31,029 -63,730 -151,139 -154,948	Accessible ar Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565	Cat 2+ 1 Cat Optic -53, -31, -115, -164, -241, -248, -78,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9	Green 2,000 Green 75 Green 35 Green 20 Green 12 Green 12 Green 12 Green 9 Green 6	North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022	7,792 34,152 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684	Accessible ar Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686	Combir Cat 2+ 1 Cat Optic -53,1 -31, -115, -164, -241, -248, -78,4 -704, 625,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 6 Site 7 Site 8 Site 9 Site 10	Green 2,000 Green 750 Green 150 Green 20 Green 12 Green 20 Green 35 Green 19 Green 12 Green 3	North North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159	Zero C Option 1 -14,685 10,131 -62,108 -180,943 -186,317 -18,367 785,959 702,022 790,263	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888	Accessible ar Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587	Cat 2+ 1 Cat 2+ 1 Cat Optic -53, -31, -115, -164, -241, -241, -78, -704, 625, -726, -726,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 10	Green 2,000 Green 750 Green 150 Green 20 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 13	North North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668	Zero C Option 1 -14,685 10,131 -62,108 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104	Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593	Cat 2+ 1 Cat Optic Optic -53, -53, -115, -164, -241, -248, -78, -704, 625, 726, 813,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 7 Site 8 Site 11 Site 11 Site 12	Green 2,000 Green 750 Green 150 Green 150 Green 150 Green 150 Green 150 Green 150 Green 160 Green 160 Green 12 Green 12 Green 12 Green 100 Green 100 Green 100 Green 100 Green 100 Green 30	North North	50,000 uirments EUV 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 -491,259	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104 -466,810	Accessible ar Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204 -412,474	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770	Combir Cat 2+ 1 Cat Optic -53, -31, -115, -164, -241, -248, -78, -704, -625, -726, -813, -562,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 12 Site 13	Green 2,000 Green 150 Green 150 Green 15 Green 15 Green 15 Green 15 Green 16 Green 12 Green 12 Green 12 Green 12 Green 12 Green 10 Green 3	North North	50,000 uirments EUV 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 -491,259 -865,524	7,792 34,152 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104 -466,810 -839,945	Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,240 -412,474 -765,756	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572	Combir Cat 2+ 1 Cat Optica -53,1 -31, -115, -164, -241, -248, -78, -704, -704, -625, -726, -813, -562, -955, -955,
Site 25 Site 115% Aff Site 1 Site 2 Site 3 Site 3 Site 4 Site 5 Site 6 Site 5 Site 6 Site 5 Site 6 Site 10 Site 11 Site 11 Site 13 Site 13 Site 13	Green 2,000 Green 750 Green 150 Green 20 Green 9 Green 9 Green 9 Green 3 Green 9 Green 10 Urban 300 Urban 40 Urban 25	North North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237 -628,913	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 491,259 -865,524 -730,065	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104 -466,810 -839,945 -711,025	Accessible ar Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204 -412,474 -765,756 -646,263	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572 -680,631	Combir Cat 2+ 1 Cat Optic -53,1 -31, -115, -164, -241,1 -248, -78,6 704, -704, -625, -726, -813,1 -562, -955,1 -806,
Miles Mile	Green 2,000 Green 750 Green 150 Green 35 Green 12 Green 9 Green 16 Green 10 Urban 300 Urban 40 Urban 25 Urban 25 Urban 25	North North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237 -628,913 -676,515	Zero C Option 1 -14,685 10,131 -62,108 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 -491,259 -865,524 -730,065 -779,360	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104 -466,810 -339,945 -711,025 -747,770	Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204 -412,474 -765,756 -646,263 -690,787	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572 -680,631 -719,406	Combir Cat 2+ 1 Cat Optic -533, -31, -115, -164, -241, -248, -78, 704, 625, 726, 813, -562, -955, -806, -847,
Impact 15% Aff 15% A	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 35 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 3 Green 3 Urban 40 Urban 25 Urban 25 Urban 25 Urban 15 Urban 15	North North	50,000 uirments EUV 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000	300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237 -628,913 -676,515 -761,891	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 -491,259 -865,524 -730,065 -779,360 -883,178	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104 -466,810 -466,810 -471,025 -747,770 -853,239	Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204 -412,474 -765,756 -646,263 -690,787 -782,775	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572 -680,631 -719,406 -824,141	Combir Cat 2+ 1 Cat Optic -53, -31, -115, -164, -241, -248, -78,, 704, 625, 726, 813, -562, -955, -806, -847, -975,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 6 Site 7 Site 8 Site 10 Site 10 Site 11 Site 12 Site 14 Site 14 Site 14 Site 14 Site 14 Site 16 Site 16 Site 16 Site 16 Site 16 Site 16 Site 17	Green 2,000 Green 750 Green 150 Green 150 Green 150 Green 150 Green 150 Green 160 Green 10 Gr	North Ction Rec North	50,000 uirments EUV 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237 -628,913 -676,515 -761,891 -1,420,783	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 -491,259 -865,524 -730,065 -779,360 -883,178 -1,546,506	7,792 34,152 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104 -466,810 -839,945 -711,027 -853,239 -1,499,360	Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,241 412,474 -765,756 -646,263 -690,787 -782,775 -1,438,419	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572 -680,631 -719,406 -824,141 -1,473,352	Combir Cat 2+ 1 Cat Optic -53,1 -31, -115, -164, -241, -248, -78, -704, -625, -726, -813, -562,1 -955, -966, -847, -975, -1,629, -1,629,
Site 25 Impact Impact Issie 1 Site 1 Site 5 Site 5 Site 6 Site 5 Site 6 Site 7 Site 11 Site 12 Site 12 Site 12 Site 14 Site 15 Site 14 Site 15 Site 16 Site 17 Site 17 Site 18	Green 2,000 Green 750 Green 150 Green 150 Green 150 Green 160 Green 175 Green 160 Green 175 Green 100 Gree	North North	50,000 uirments EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000	300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237 -628,913 -676,515 -761,891 -1,420,783 -448,818	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 491,259 -865,524 -730,065 -779,360 -883,178 -1,546,506 -552,485	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104 -466,810 -839,945 -711,025 -747,770 -853,239 -1,499,360 -529,957	Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204 -412,474 -765,756 -646,263 -690,787 -782,775 -1,438,419 -466,668	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572 -680,631 -719,406 -824,141 -1,473,352 -502,025	Combin Cat 2+ 1 Cat Optic -53, -31, -115, -164, -241, -248, -78, 704, -625, -726, 813, -562, -955, -966, -847, -975, -1, 629, -630,
Site 25 Impact 15% Aff	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 20 Green 20 Green 12 Green 9 Green 12 Green 9 Green 10 Urban 300 Urban 40 Urban 40 Urban 25 Urban 25 Urban 15 HD Urban 15 HD Urban 10 Urban 8	North North	50,000 uirments EUV 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237 -628,913 -676,515 -761,891 -1,420,783 -448,818 -714,288	Zero C Option 1 -14,685 10,131 -62,108 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 -491,259 -865,524 -730,065 -779,360 -883,178 -1,546,506 -552,485 -867,533	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104 -466,810 -39,945 -747,770 -853,239 -1,499,360 -529,957 -801,900	Accessible ar Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204 -412,474 -765,756 -646,263 -690,787 -782,775 -1,438,419 -466,668 -740,674	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572 -680,631 -719,406 -824,141 -1,473,352 -502,025 -792,940	Combir Cat 2+ 1 Cat Optic -533, -31, -115, -164, -241, -248, -78, 704, 625, 726, 813, -562, -955, -806, -847, -975, -1,629, -630, -982,
Impact 15% Aff 15% A	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 9 Urban 25 Urban 25 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8	North North	50,000 uirments EUV 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237 -628,913 -676,515 -761,891 -1,420,783 -448,818 -714,288 -931,336	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 -491,259 -865,524 -730,065 -779,360 -883,178 -1,546,546 -552,486 -867,533 -1,028,949	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 789,810 -466,810 -466,810 -439,945 -711,027 -71,	Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204 -412,474 -765,756 -646,263 -690,787 -782,775 -1,438,419 -466,668 -740,674 -945,029	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572 -680,631 -719,406 -824,141 -1,473,352 -502,025 -792,940 -972,151	Combir Cat 2+ 1 Cat Optic -53, -31, -115, -164, -241, -248, -78, -704, -625, -726, -955, -806, -847, -975, -1,629, -630, -982, -1,093,
Site 25 Impact Impact Issue 1 Issue 1 Issue 2 Issue 3 Issue 4 Issue 5 Issue 5 Issue 5 Issue 6 Issue 10 Issue 10 Issue 10 Issue 11 Issue 11 Issue 12 Issue 14 Issue 14 Issue 15 Issue 16 Issue 16 Issue 17 Issue 18 Issue 18 Issue 19	Green 2,000 Green 750 Green 150 Green 150 Green 150 Green 150 Green 150 Green 160 Green 10 Urban 10 Urban 15 Urban 15 Urban 16 Urban 10 Urban 8 Urban 8 Urban 8 Urban 15	North Ction Rec North	50,000 uirments EUV 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237 -628,913 -676,515 -761,891 -1,420,783 -448,818 -714,288 -931,336 -286,279	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 -491,259 -865,524 -730,065 -779,360 -883,178 -1,546,506 -552,485 -657,333 -1,028,949 -382,673	7,792 34,152 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104 -466,810 -839,945 -711,027 -853,239 -1,499,360 -529,950 -986,235 -405,807	Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204 -412,474 -765,756 -646,263 -690,787 -782,775 -1,438,419 -466,668 -740,674 -945,029 -302,876	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572 -680,631 -719,406 -824,141 -1,473,352 -502,025 -792,940 -972,151 -335,752	Combir Cat 2+ 1 Cat Optic -53,1 -31, -115, -164, -241, -248, -78, -704, -625, -726, -813, -562,1 -955, -1,629, -630, -982, -1,093, -455,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 8 Site 9 Site 10 Site 10	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 9 Urban 25 Urban 25 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8	North North	50,000 uirments EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237 -628,913 -676,515 -761,891 -1,420,783 -448,818 -714,288 -931,336	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 -491,259 -865,524 -730,065 -779,360 -883,178 -1,546,546 -552,486 -867,533 -1,028,949	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 789,810 -466,810 -466,810 -439,945 -711,027 -71,	Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204 -412,474 -765,756 -646,263 -690,787 -782,775 -1,438,419 -466,668 -740,674 -945,029	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572 -680,631 -719,406 -824,141 -1,473,352 -502,025 -792,940 -972,151	Combir Cat 2+ 1 Cat Optic -53, -31, -115, -164, -241, -248, -78, -704, -625, -726, -813, -562, -955, -806, -847, -975, -1,629, -982, -1,093, -455, -600,
Site 25 Impact 15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 5 Site 5 Site 1 Site 12 Site 12 Site 12 Site 12 Site 14 Site 15 Site 17 Site 17 Site 18 Site 19 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 16 Site 17 Site 18 Site 19 Site 18 Site 19 Site 18 Site 19 Site 21	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 20 Green 12 Green 12 Green 12 Green 9 Green 12 Green 9 Green 6 Green 9 Urban 30 Urban 40 Urban 25 Urban 15 HD Urban 15 HD Urban 1 10 Urban 8 Urban 8 HD Urban 5 Urban 8 Urban 5 Urban 5 Urban 15 Urban 15 Urban 10 Urban 8 Urban 15	North Ction Rec North North	50,000 uirments EUV 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	328,544 Residual Value Base 33,614 61,843 9,325 -15,921 -100,863 -105,049 61,943 892,500 803,075 875,159 980,668 -396,170 -745,237 -628,913 -676,515 -761,891 -1,420,783 -448,818 -714,288 -931,336 -286,279 -364,255	Zero C Option 1 -14,685 10,131 -62,108 -100,598 -180,943 -186,317 -18,367 785,959 702,022 790,263 885,052 -491,259 -865,524 -730,065 -779,360 -883,178 -1,546,506 -552,485 -867,533 -1,028,949 -382,673 -499,058	7,792 34,155 -31,029 -63,730 -151,139 -154,948 15,450 859,790 775,684 769,888 862,104 -466,810 -839,945 -711,025 -747,770 -853,239 -1,499,360 -529,957 -801,900 -986,235 -405,807 -531,411	Cat 2 25,545 52,983 -2,913 -30,438 -114,558 -118,977 48,115 874,385 785,835 860,541 964,204 -412,474 -765,756 -646,263 -699,787 -782,775 -1,438,419 -466,668 -740,674 -945,029 -302,876 -387,466	Cat 2+ 10% Cat 3 9,563 35,436 -27,155 -59,192 -141,686 -146,565 20,724 838,503 751,686 831,587 931,593 -444,770 -806,572 -680,631 -719,406 -824,141 -1,473,352 -502,025 -792,940 -972,151 -335,752 -433,442	



lmnact	of Higher Constru	ction Rec	uirments							
	ordable Housing	I	EUV	BLV	Residual Value					
					Base	Zero Ca	irbon	Accessible ar	nd Adaptable	Combine
						Option 1	Option 2	Cat 2	Cat 2+ 10%	Cat 2+ 10
							·		Cat 3	Cat 3 Option
Site 1	Green 2,000	North	25,000	275,000	155	-50,158	-62,245	-8,425	-25,518	-87,9
Site 2	Green 750	North	25,000	275,000	24,544	-29,363	-42,649	15,805	-2,276	-70,9
Site 3	Green 150	North	25,000	275,000	-40,120	-110,567	-127,475	-52,190	-76,097	-163,4
Site 4	Green 75	North	25,000	275,000	-74,517	-158,061	-178,111	-88,839	-117,209	-220,9
Site 5 Site 6	Green 35 Green 20	North North	25,000 50,000	275,000 300,000	-151,353 -157,317	-230,983 -238,220	-250,465 -258,010	-164,846 -171,052	-191,573 -198,258	-291,8 -300.1
Site 7	Green 12	North	50,000	300,000	7,497	-71,721	-90,733	-6,143	-33,161	-300,
Site 8	Green 9	North	50,000	300,000	790,777	684,827	659,399	772,534	736,399	605,0
Site 9	Green 6	North	50,000	300,000	703,300	602,933	578,846	686,018	651,787	527,3
Site 10	Green 3	North	50,000	300,000	875,159	790,263	769,888	860,541	831,587	726,3
Site 11	Green Plot	North	50,000	300,000	980,668	885,052	862,104	964,204	931,593	813,0
Site 12	Urban 300	North	100,000	120,000	-444,999	-538,832	-561,352	-461,088	-492,957	-609,3
Site 13	Urban 40	North	100,000	120,000	-801,582	-920,373	-948,882	-821,917	-862,197	-1,009,4
Site 14		North	100,000	120,000	-674,064	-773,982	-798,208	-691,161	-725,026 -776,420	-849,8
Site 15 Site 16	Urban 25 HD Urban 15	North North	250,000 250,000	300,000 300,000	-733,691 -822,620	-835,882 -942,997	-860,408 -972,149	-748,025 -843,270	-776,420 -884,174	-903,1 -1,034,4
Site 17	Urban 15 HD	North	250,000	300,000	-1,498,587	-1,623,919	-1,653,999	-1,516,168	-1,550,992	-1,706,4
Site 18	Urban 10	North	250,000	300,000	-498,123	-600,261	-624,774	-515,710	-550,545	-677,1
Site 19	Urban 8	North	250,000	300,000	-816,699	-969,945	-1,006,723	-843,086	-895,352	-1,085,3
Site 20	Urban 8 HD	North	250,000	300,000	-997,477	-1,095,090	-1,118,517	-1,011,170	-1,038,292	-1,159,4
Site 21	Urban 5	North	250,000	300,000	-286,279	-382,673	-405,807	-302,876	-335,752	-455,2
Site 22	Urban 3	North	250,000	300,000	-364,255	-499,058	-531,411	-387,466	-433,442	-600,5
Site 23	Urban Plot	North	250,000	300,000	-381,090	-523,623	-557,831	-405,632	-454,244	-630,9
Site 24	PRS 25									
Site 25	Bungalows 12 of Higher Constru	North North ction Rec		300,000	-1,772,071 151,798	-1,894,394 56,747	-1,923,792 33,934	-1,789,085 137,153	-1,823,120 108,145	
Site 25	Bungalows 12	North	50,000	300,000	151,798 Residual Value	56,747	33,934	137,153	108,145	-9,1
Site 25	Bungalows 12 of Higher Constru	North	50,000 uirments	300,000	151,798		33,934		108,145	-9,1
Site 25	Bungalows 12 of Higher Constru	North	50,000 uirments	300,000	151,798 Residual Value	56,747	33,934	137,153	108,145	Combir Cat 2+ 1 Cat
mpact 25% Affo	Bungalows 12 of Higher Constru	North	50,000 uirments	300,000	151,798 Residual Value	56,747 Zero Ca	33,934 arbon	Accessible ar	108,145 ad Adaptable Cat 2+ 10%	Combin Cat 2+ 1 Cat Optio
mpact 25% Affo	Bungalows 12 of Higher Constru ordable Housing	North	50,000 uirments EUV	300,000 BLV F	151,798 Residual Value Base	Zero Ca Option 1	33,934 arbon Option 2	Accessible ar	nd Adaptable Cat 2+ 10% Cat 3	-9,7 Combin Cat 2+ 1 Cat Optio -124,4
Site 25 Impact 25% Affe	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150	North Ction Rec North North North North	50,000 uirments EUV 25,000 25,000 25,000	300,000 BLV F 275,000 275,000 275,000	151,798 Residual Value Base -35,963 -14,471 -89,566	Zero Ca Option 1 -85,632 -69,069 -159,027	33,934 arbon Option 2 -97,931 -82,172 -175,697	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467	108,145 Ind Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039	-9, -9 -9, -9, -9, -9, -9, -9, -9, -9, -
Site 25 Impact 25% Affe Site 1 Site 2 Site 3 Site 4	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 75	North North North North North North North	50,000 uirments EUV 25,000 25,000 25,000 25,000 25,000	300,000 BLV F 275,000 275,000 275,000 275,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113	Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714	33,934 Arbon Option 2 -97,931 -82,172 -175,697 -236,063	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241	108,145 ad Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039 -175,225	-9,7 Combin Cat 2+ 1 Cat Optio -124, -110,9 -212, -279,
Site 25 Impact 25% Afformation Site 1 Site 2 Site 3 Site 4 Site 5	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 35	North Ction Rec North North North North North North North North	25,000 25,000 25,000 25,000 25,000 25,000	300,000 BLV f 275,000 275,000 275,000 275,000 275,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896	Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855	33,934 arbon Option 2 -97,931 -82,172 -175,697 -236,063 -301,046	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571	108,145 ad Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039 -175,225 -242,658	-9,7 Combin Cat 2+ 11 Cat: Optio -124,2 -110,9 -212, -229,3 -341,6
Site 25 Site 1 Site 2 Site 3 Site 4 Site 5 Site 6	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 75 Green 75 Green 35 Green 20	North	25,000 25,000 25,000 25,000 25,000 25,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678	Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855 -290,979	33,934 arbon Option 2 -97,931 -82,172 -175,697 -236,063 -301,046 -310,492	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612	108,145 ad Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039 -175,225 -242,658 -251,211	-9,i Cat 2+ 1 Cat Optio -124, -110, -212, -279, -341, -352,(
mpact 25% Affective 25% Affective 25ite 3 Site 4 Site 5 Site 6 Site 7	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 35	North Ction Rec North North North North North North North North	25,000 25,000 25,000 25,000 25,000 25,000	300,000 BLV f 275,000 275,000 275,000 275,000 275,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896	Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855	33,934 arbon Option 2 -97,931 -82,172 -175,697 -236,063 -301,046	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571	108,145 ad Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039 -175,225 -242,658	-9,i Combin Cat 2+ 1 Cat Optio -124, -110, -212, -279, -341, -352, -183,9
mpact 25% Affective 25% Affective 25ite 3 Site 4 Site 5 Site 6 Site 7 Site 8	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 35 Green 20 Green 12	North	25,000 25,000 25,000 25,000 25,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 275,000 300,000 300,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949	56,747 Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855 -290,979 -125,074	33,934 arbon Option 2 -97,931 -82,172 -175,697 -236,063 -301,046 -310,492 -143,824	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612 -60,401	108,145 ad Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039 -175,225 -242,658 -251,211 -87,047	-9,
Site 25 Impact 25% Afformation 1 Site 1 Site 2 Site 3 Site 4 Site 5 Site 5 Site 6 Site 7 Site 8 Site 9	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9	North Ction Rec North	50,000 uirments EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159	56,747 Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855 -290,979 -125,074 583,694	33,934 Option 2 -97,931 -82,172 -175,697 -236,063 -301,046 -310,492 -143,824 558,819 480,174 769,888	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612 -60,401 669,494	108,145 ad Adaptable Cat 2+ 10%	-9,1 Cat 2+ 1: Cat: Optio -124,2 -110,9 -212, -279,3 -341,6 -352,6 -183,9 -726,5
Site 25 Site 1 Site 2 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 1	North Ction Rec North	50,000 uirments EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668	56,747 Zero Ca Option 1 -85,632 -69,069 -159,027 -215,774 -281,855 -290,979 -125,074 583,694 503,845 790,263 885,052	33,934 arbon Option 2 -97,931 -82,172 -175,697 -236,063 -301,046 -310,492 -143,824 558,819 480,174 769,888 862,104	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612 -60,401 669,494 5585,495 860,541 964,204	108,145 and Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039 -175,225 -242,658 -251,211 -87,047 634,144 551,855 831,587 931,593	-9,i Combin Cat 2+ 1 Cat Optio -124, -110, -212, -279, -341, -352, -183, 505, 429, -726, 813,0
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Site 25 Site 1 Site 1 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 20 Green 20 Green 1 Green 1 Green 1 Green 1 Green 1 Green 1 Urban 300 Urban 40 Urban 25	North Ction Rec North	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216	Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855 -290,979 -125,074 -583,694 503,845 790,263 885,052 -586,404 -975,222 -818,466	33,934 Option 2 -97,931 -82,172 -175,697 -236,063 -301,046 -310,492 -143,824 -403,824 -608,622 -103,351 -842,333	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612 -60,401 669,494 585,495 860,541 964,204 -509,702 -878,078 -736,079	108,145 ad Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039 -175,225 -242,658 -251,211 -87,047 634,144 551,855 831,587 931,593 -541,144 -917,821 -769,866	-9,1 Cat 2+11 Cat : Optio -124,2 -110,9 -212, -279,3 -341,6 -352,6 -429,6 429,6 -1083,6 -655,5 -1,063,7 -893,7 -893,7
Site 25 Mmpact 25% Affice 25% Affice Site 2 Site 3 Site 4 Site 5 Site 6 Site 6 Site 7 Site 8 Site 8 Site 10 Site 11 Site 12 Site 12 Site 12 Site 14 Site 12 Site 14 Site 15	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 20 Green 12 Green 12 Green 9 Green 6 Green 3 Green 9 Green 10 Urban 300 Urban 40 Urban 25 Urban 25 HD	North Ction Rec North	50,000 uirments EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216 -791,057	56,747 Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855 -290,979 -125,074 583,694 503,845 790,263 885,052 -586,404 -975,222 -818,466 -892,404	33,934 arbon Option 2 -97,931 -82,172 -175,697 -236,063 -301,0492 -143,824 558,819 480,174 -799,888 862,104 -608,622 -1,03,351 -842,333 -916,727	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612 -60,401 669,494 5585,495 860,541 964,204 -509,702 -878,078 -736,079 -805,273	108,145 ad Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039 -175,225 -242,658 -251,211 -87,047 634,144 551,855 831,587 931,593 -541,144 -917,821 -769,866 -833,433	-1,975,0 -9,7 Combin Cat 2+ 10 Cat : Optio -124,2 -110,5 -212,1 -352,0 -183,9 -726,3 813,0 -655,5 -1,063,1 -893,1 -959,1
Site 25 mpact 25% Affic Site 2 Site 3 Site 4 Site 5 Site 6 Site 6 Site 7 Site 8 Site 11 Site 12 Site 14 Site 14 Site 14 Site 15 Site 14 Site 15 Site 16 Site 16 Site 17 Site 18	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 750 Green 150 Green 75 Green 20 Green 20 Green 12 Green 9 Green 6 Green 3 Green 10 Urban 300 Urban 40 Urban 25 Urban 25 Urban 25 Urban 15 Urban 15	North Ction Rec North	50,000 uirments EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 -687,340 -602,478 -875,159 -80,668 -493,829 -858,014 -719,216 -791,057 -883,349	Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855 -290,979 -125,074 583,694 503,845 790,263 885,052 -586,404 -975,222 -818,460 -892,404 -1,003,405	33,934 Option 2 -97,931 -82,172 -175,697 -236,063 -301,046 -310,492 -143,824 558,819 480,174 769,888 682,104 -608,622 -1,003,351 -842,333 -916,727 -1,032,226	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612 -60,401 669,494 585,495 860,541 964,204 -509,702 -878,078 -736,079 -805,273 -903,993	108,145 ad Adaptable Cat 2+ 10%	-9,7 Combin Cat 2+ 10 Cat 2+ 20 Cat 3 Optio -124,2 -110,5 -212,1 -279,5 -341,6 -352,0 -183,6 -429,6 726,5 813,0 -655,6 -1,063,1 -893,1 -959,1 -1,093,6 -1,093,6
Site 25 mpact 25% Affi Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 10 Site 10 Site 11 Site 12 Site 11 Site 12 Site 14 Site 13 Site 14 Site 15 Site 16 Site 17	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 9 Urban 25 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15	North Ction Rec North	50,000 uirments EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 687,340 602,478 875,159 980,668 -493,829 -858,014 -719,216 -791,057	56,747 Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855 -290,979 -125,074 583,694 503,845 790,263 885,052 -586,404 -975,222 -818,466 -892,404	33,934 arbon Option 2 -97,931 -82,172 -175,697 -236,063 -301,0492 -143,824 558,819 480,174 -799,888 862,104 -608,622 -1,03,351 -842,333 -916,727	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612 -60,401 669,494 5585,495 860,541 964,204 -509,702 -878,078 -736,079 -805,273	108,145 ad Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039 -175,225 -242,658 -251,211 -87,047 634,144 551,855 831,587 931,593 -541,144 -917,821 -769,866 -833,433	-9,7 Cat 2+11 Cat 2+11 Cat 2-10 -124,2 -110,8 -352,0 -183,3 505,6 429,5 726,3 813,0 -655,9 -1,063, -959,1 -1,093,8 -1,783,5 -1,783,5
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Site 25 mpact 25% Affi Site 1 Site 25 Site 61 Site 25 Site 61 Site 5 Site 61 Site 8 Site 7 Site 8 Site 10 Site 11 Site 12 Site 14 Site 14 Site 15 Site 16 Site 17 Site 18 Site 17 Site 18 Site 19 Site 20 Site 20	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 9 Urban 25 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8 Urban 10 Urban 8 Urban 5	North Ction Rec North	50,000 uirments EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 BLV F 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 -687,340 -602,478 -875,159 -980,668 -493,829 -858,014 -719,216 -791,057 -883,349 -1,576,390 -547,428 -919,111 -1,063,619 -286,279	Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855 -290,979 -125,074 -583,694 -503,845 -790,263 -85,052 -586,404 -975,222 -818,466 -892,404 -1,003,405 -1,701,332 -648,036 -1,072,357 -1,161,579 -382,673	33,934 Arbon Option 2 -97,931 -82,172 -175,697 -236,063 -301,046 -310,492 -143,824 -143,824 -143,824 -168,888 -862,104 -608,622 -1,003,351 -842,333 -916,727 -1,032,226 -1,731,319 -672,182 -1,109,135 -1,185,273 -405,807	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612 -60,401 669,494 585,495 880,541 964,204 -509,702 -878,078 -736,079 -805,273 -903,993 -1,593,917 -564,751 -945,498 -1,077,311 -302,876	108,145 ad Adaptable Cat 2+ 10%	-9,7 Cat 2+1 Cat 2+1 Cat 2-1 Cat 2-
Site 25 mpact Site 1 Site 1 Site 3 Site 4 Site 5 Site 4 Site 5 Site 6 Site 7 Site 12 Site 12 Site 14 Site 15 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 18 Site 20	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 20 Green 12 Green 12 Green 12 Green 12 Green 12 Green 12 Urban 25 Urban 25 Urban 15 HD Urban 15 Urban 8 HD Urban 8 Urban 8 HD Urban 5 Urban 5 Urban 15 Urban 15 Urban 10 Urban 8 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 15 Urban 15	North Cotion Rec North	50,000 uirments EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 BLV F 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 -687,340 -602,478 -875,159 -980,668 -493,829 -858,014 -719,216 -791,057 -883,349 -1,576,390 -547,428 -919,111 -1,063,619 -286,279 -364,255	56,747 Zero Ca Option 1 -85,632 -69,069 -159,027 -215,774 -281,855 -290,979 -125,074 583,694 503,845 790,263 885,052 -586,404 -975,222 -818,466 -892,404 -1,003,405 -1,701,332 -648,036 -1,072,357 -1,161,579 -382,673 -499,058	33,934 arbon Option 2 -97,931 -82,172 -175,697 -236,063 -301,046 -310,492 -143,824 -558,819 480,174 -608,622 -1,003,351 -842,333 -916,727 -1,032,226 -1,731,319 -672,182 -1,109,135 -1,185,273 -405,807 -531,411	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612 -60,401 669,494 585,495 860,541 964,204 -509,702 -878,078 -736,079 -805,273 -903,993 -1,593,917 -564,751 -945,498 -1,077,311 -302,876 -387,466	108,145 ad Adaptable Cat 2+ 10% Cat 3 -61,331 -42,356 -125,039 -175,225 -242,658 -251,211 -87,047 -634,144 -917,825 -541,144 -917,821 -769,866 -833,433 -944,951 -1,628,632 -599,065 -997,764 -1,104,433 -335,752 -433,442	-9,7 Combin Cat 2+ 11 Cat: Optio -124,2 -110,9 -212,1 -279,3 -341,8 -505,6 -655,9 -726,3 -813,1 -959,1 -1,063,2 -1,183,5 -723,4 -1,783,5 -723,6 -1,783,5 -723,6 -1,126,6 -1,266,6 -1,
Site 25 mpact Site 1 Site 1 Site 2 Site 3 Site 4 Site 5 Site 5 Site 5 Site 5 Site 1 Site 11 Site 12 Site 11 Site 12 Site 14 Site 11 Site 14 Site 17 Site 18 Site 17 Site 18 Site 10 Site 20 Site 20	Bungalows 12 of Higher Constru ordable Housing Green 2,000 Green 750 Green 150 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 9 Urban 25 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8 Urban 10 Urban 8 Urban 5	North Ction Rec North	50,000 uirments EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 BLV F 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	151,798 Residual Value Base -35,963 -14,471 -89,566 -133,113 -201,896 -209,678 -46,949 -687,340 -602,478 -875,159 -980,668 -493,829 -858,014 -719,216 -791,057 -883,349 -1,576,390 -547,428 -919,111 -1,063,619 -286,279	Zero Ca Option 1 -85,632 -69,069 -159,027 -215,714 -281,855 -290,979 -125,074 -583,694 -503,845 -790,263 -85,052 -586,404 -975,222 -818,466 -892,404 -1,003,405 -1,701,332 -648,036 -1,072,357 -1,161,579 -382,673	33,934 Arbon Option 2 -97,931 -82,172 -175,697 -236,063 -301,046 -310,492 -143,824 -143,824 -143,824 -168,888 -862,104 -608,622 -1,003,351 -842,333 -916,727 -1,032,226 -1,731,319 -672,182 -1,109,135 -1,185,273 -405,807	137,153 Accessible ar Cat 2 -44,473 -23,826 -101,467 -147,241 -215,571 -223,612 -60,401 669,494 585,495 880,541 964,204 -509,702 -878,078 -736,079 -805,273 -903,993 -1,593,917 -564,751 -945,498 -1,077,311 -302,876	108,145 ad Adaptable Cat 2+ 10%	-9,i Cat 2+1 Cat 2+1 Cat Optio -124,i -110,s -212, -279,i -341,i -352,(-183,i -505,i -1,063, -893,i -1,063, -723,i -1,783,i -723,i -1,187,i -1,226,i -455,i

- 10.42 The above analysis shows that the additional costs on increased standards does have a detrimental impact on viability. At 20% Affordable Housing there would be limited scope to introduce higher standards, beyond the Accessible and Adaptable Category 2 Standard.
- 10.43 The consultation on the Future Homes Standard is being carried out on the basis that any changes would be introduced from 2025. Whilst it is prudent to consider their impact now, there is little scope to introduce the emerging requirements at this stage.



Affordable Housing v Developer Contributions

- 10.44 As set out earlier, the core balance in a viability assessment is between the provision of Affordable Housing and the payment of developer contributions towards strategic infrastructure and mitigation measures that are required to make development acceptable. A further set of appraisals has been run with varied levels of developer contributions tested against varied Affordable Housing targets.
- 10.45 In this analysis it is assumed that all housing is built to the Accessible and Adaptable Standard, Category 2.

10% Aff	fordable Housing,	100% Cat	2. Varied De	veloper Co	ntribution						
1070741	Torustic ricusting,	10070001	EUV		Residual Val	IIE .					
		£/unit		DEV	£0	£5.000	£10,000	£15.000	£20.000	£25.000	£30,00
Site 1	Green 2,000	South	25.000	275,000	335.087	264,680	192,706	120,733	46,719	-29,719	-110.20
Site 2	Green 750	South	25,000	275,000	395,797	318,548	239,539	160,530	79,487	-2,770	-91,07
Site 3	Green 150	South	25,000	275,000	453,020	345,730	238,441	131,151	23,382	-89,193	-201,70
Site 4	Green 75	South	25,000	275,000	511,078	383,360	255,643	127,925	-3,534	-137,544	-272,2
Site 5	Green 35	South	25,000	275,000	384,466	262,687	139,713	12,534	-115,244	-243,296	-374,7
Site 6	Green 20	South	50,000	300,000	393,009	269,008	141,900	13,260	-115,380	-244,141	-376,4
Site 7	Green 12	South	50,000	300,000	559,599	433,413	306,162	176,652	47,142	-82,369	-211,8
Site 8	Green 9	South	50,000	300,000	1,604,062	1,458,850	1,313,639	1,168,427	1,023,215	878,004	729,8
Site 9	Green 6	South	50,000	300,000	1,475,838	1,330,626	1,183,543	1,034,122	884,701	734,990	582,6
Site 10	Green 3	South	50,000	300,000	1,368,868	1,269,254	1,169,640	1,070,026	969,830	868,253	766,6
Site 11	Green Plot	South	50,000	300,000	1,539,247	1,436,285	1,333,323	1,230,361	1,127,398	1,024,436	921,4
Site 12		South	100,000	120,000	71,110	-44,924	-165,997	-292,198	-423,933	-563,539	-703,1
Site 13		South	100,000	120,000	-116,550	-285,493	-459,086	-632,907	-806,729	-982,294	-1,158,3
Site 14		South	100,000	120,000	-91,567	-240,641	-393,656	-547,037	-700,418	-853,799	-1,008,8
Site 15		South	250,000	300,000	-958,459	-1,180,370	-1,402,975	-1,627,303	-1,851,631	-2,075,960	-2,300,2
Site 16		South	250,000	300,000	-115,276	-291,599	-472,545	-653,964	-835,382	-1,016,800	-1,200,1
Site 17		South	250,000	300,000	-776,909	-1,013,553	-1,250,197	-1,486,842	-1,725,024	-1,964,401	-2,203,7
Site 18		South	250,000	300,000	103,508	-58,794	-221,096	-386,640	-553,633	-720,626	-887,6
Site 19		South	250,000	300,000	104,766	-122,246	-349,258	-581,832	-815,404	-1,048,975	-1,282,5
Site 20	Urban 8 HD	South	250,000	300,000	-423,311	-607,451	-791,592	-975,732	-1,159,872	-1,344,351	-1,530,5
Site 21	Urban 5	South	250,000	300,000	202,835	40,756	-121,323	-284,023	-450,787	-617,550	-784,3
Site 22	Urban 3	South	250,000	300,000	293,776	131,253	-31,269	-193,792	-356,315	-523,392	-690,6
Site 23		South	250,000	300,000	306,665	152,221	-2,222	-156,665	-311,109	-468,377	-627,2
Site 24		South	250,000	300,000	-1,631,993	-1,893,792	-2,157,665	-2,421,539	-2,685,412	-2.949.285	-3,213,1
Site 25		South	50,000	300,000	863,436	742,426	621,417	499,815	375,297	249,564	122.5
							,	,	,	_ : : ; : : :	122,0
15% Aff	fordable Housing,	100% Cat	2, Varied De			ue	- ,				122,0
15% Aff	fordable Housing,	100% Cat			Residual Val		,	£15,000	£20,000		,-
15% Aff	fordable Housing,		EUV			ue £5,000 220,837	£10,000 148,864	£15,000 75,762	£20,000 1,699	£25,000 -78,493	£30,0
Site 1		£/unit		BLV	Residual Val £0 292,090	£5,000	£10,000	£15,000 75,762 110,635		£25,000	£30,0 -160,9
Site 1 Site 2	Green 2,000	£/unit South	25,000 25,000	275,000 275,000	Residual Val	£5,000 220,837 269,660	£10,000 148,864	75,762	1,699 29,287	£25,000 -78,493 -57,240	£30,0 -160,9 -147,2
Site 1 Site 2 Site 3	Green 2,000 Green 750 Green 150	£/unit South South South	25,000 25,000 25,000	275,000 275,000 275,000	Residual Val £0 292,090 347,859 389,227	£5,000 220,837 269,660 281,938	£10,000 148,864 190,651 174,648	75,762 110,635 67,359	1,699 29,287 -43,553	£25,000 -78,493 -57,240 -156,128	£30,0 -160,9 -147,2 -270,5
Site 1 Site 2 Site 3 Site 4	Green 2,000 Green 750 Green 150 Green 75	£/unit South South South South	25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000	Residual Val £0 292,090 347,859 389,227 435,610	£5,000 220,837 269,660 281,938 307,892	£10,000 148,864 190,651 174,648 180,174	75,762 110,635 67,359 51,289	1,699 29,287 -43,553 -82,720	£25,000 -78,493 -57,240 -156,128 -216,730	£30,0 -160,9 -147,2 -270,5 -353,9
Site 1 Site 2 Site 3 Site 4 Site 5	Green 2,000 Green 750 Green 150 Green 75 Green 35	£/unit South South South South South South	25,000 25,000 25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000 275,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447	£5,000 220,837 269,660 281,938 307,892 196,668	£10,000 148,864 190,651 174,648 180,174 71,041	75,762 110,635 67,359 51,289 -56,737	1,699 29,287 -43,553 -82,720 -184,516	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20	£/unit South South South South South South South South	25,000 25,000 25,000 25,000 25,000 50,000	275,000 275,000 275,000 275,000 275,000 275,000 300,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123	£5,000 220,837 269,660 281,938 307,892 196,668 199,154	£10,000 148,864 190,651 174,648 180,174 71,041 70,670	75,762 110,635 67,359 51,289 -56,737 -57,970	1,699 29,287 -43,553 -82,720 -184,516 -186,610	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12	£/unit South	25,000 25,000 25,000 25,000 25,000 25,000 50,000	275,000 275,000 275,000 275,000 275,000 275,000 300,000 300,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939	75,762 110,635 67,359 51,289 -56,737 -57,970 103,429	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9	£/unit South	25,000 25,000 25,000 25,000 25,000 25,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,476,558	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135	75,762 110,635 67,359 51,289 -56,737 -57,970 103,429 1,040,923	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 748,099	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 598,6
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6	E/unit South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,476,558 1,355,495	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711	75,762 110,635 67,359 51,289 -56,737 -57,970 103,429 1,040,923 910,291	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 -748,099 608,719	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 598,6
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3	£/unit South	25,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,476,558 1,355,495 1,368,868	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640	75,762 110,635 67,359 51,289 -56,737 -57,970 103,429 1,040,923 910,291 1,070,026	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 -748,099 608,719 868,253	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,2 -286,4 598,6 456,3 766,6
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot	£/unit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,476,558 1,355,495 1,368,868 1,539,247	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254 1,436,285	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323	75,762 110,635 67,359 51,289 -56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 748,099 608,719 868,253 1,024,436	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 598,6 456,3 766,6
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 10 Urban 300	£/unit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 50,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,476,558 1,355,495 1,368,868 1,539,247 16,965	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254 1,436,285 -103,650	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323 -227,414	75,762 110,635 67,359 51,289 -56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361 -356,361	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 748,099 608,719 868,253 1,024,436 -632,532	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 598,6 456,3 766,6 921,4
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40	£/unit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,476,558 1,355,495 1,368,868 1,539,247 16,965 -193,691	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254 1,436,285 -103,650 -364,832	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -538,654	75,762 110,635 67,359 51,289 56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361 -356,361 -712,475	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926 -887,096	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 748,099 608,719 868,253 1,024,436 -632,532 -1,063,194	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -286,4 -598,6 -456,3 -766,6 -921,4 -772,1
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 10 Urban 300 Urban 40 Urban 25	E/unit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,476,558 1,355,495 1,368,868 1,539,247 16,965 -193,691 -155,460	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254 1,436,285 -103,650 -364,832 -306,189	£10,000 148,864 190,651 174,648 180,174 71,041 71,041 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -538,654 -459,570	75,762 110,635 67,359 51,289 56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361 -356,361 -712,475 -612,951	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926 -887,096 -766,332	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 748,099 608,719 868,253 1,024,436 -632,532 -1,063,194 -920,594	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 598,6 456,3 766,6 921,4 -772,1 -1,239,2 -1,075,9
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 11 Site 12 Site 13 Site 14 Site 15	Green 2,000 Green 750 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD	£/unit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,476,558 1,355,495 1,368,868 1,539,247 16,965 -193,691 -155,460 -997,142	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254 1,436,285 -103,650 -364,832 -306,189 -1,219,053	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -538,654 -459,570 -1,442,384	75,762 110,635 67,359 51,289 -56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361 -356,361 -712,475 -612,951	1,699 29,287 -43,553 -82,720 -184,516 -16,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926 -887,096 -766,332 -1,891,041	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 748,099 608,719 868,253 1,024,436 -632,532 -1,063,194 -920,594 -2,115,369	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 598,6 456,3 766,6 921,4 -772,1 -1,239,2 -1,1075,9 -2,339,6
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 15	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15	£/unit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,476,558 1,355,495 1,368,868 1,539,247 16,965 -193,691 -155,460 -997,142 -197,808	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,209,132 1,269,254 1,436,285 -103,650 -364,832 -306,189 -1,219,053 -376,236	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -459,570 -1,442,384 -557,654	75,762 110,635 67,359 51,289 -56,737 103,429 1,040,923 910,291 1,070,026 1,230,361 -356,361 -712,475 -612,951 -1,666,712 -739,072	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926 -887,096 -766,332 -1,891,041 -920,491	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 -748,099 608,719 868,253 1,024,436 -632,532 -1,063,194 -920,594 -2,115,369 -1,102,962	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 598,6 -456,3 766,6 921,4 -772,1 -1,239,2 -1,075,9 -2,339,6 -1,286,6
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 15 Site 15 Site 16 Site 17	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15	£/unit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,476,558 1,368,868 1,539,247 16,965 -193,691 -155,460 -997,142 -197,808 -874,839	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254 1,436,285 -103,650 -364,832 -306,189 -1,219,053 -376,236 -1,111,483	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -538,654 -459,570 -1,442,384 -557,654 -1,348,127	75,762 110,635 67,359 51,289 -56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361 -356,361 -712,475 -612,951 -1,666,712 -739,072 -1,585,108	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926 -887,096 -766,332 -1,891,041 -920,491 -1,824,485	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 -748,099 608,719 868,253 1,024,436 -632,532 -1,063,194 -920,594 -920,594 -2,115,369 -1,102,962 -2,063,862	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 598,6 -456,3 -766,6 921,4 -772,1 -1,239,2 -1,075,9 -2,339,6 -1,286,6 -2,303,2
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 17 Site 18	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10	£/unit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000	Residual Val	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254 1,436,285 -103,650 -364,832 -306,189 -1,219,053 -376,236 -1,111,483 -127,267	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -538,654 -459,570 -1,442,384 -557,654 -1,348,127 -290,276	75,762 110,635 67,359 51,289 56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361 -356,361 -712,475 -612,951 -1,666,712 -739,072 -1,585,108 -457,269	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 99,830 1,127,398 -492,926 -887,096 -766,332 -1,891,041 -920,491 -1,824,485 -624,263	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 748,099 608,719 868,253 1,024,436 -632,532 -1,063,194 -2,115,369 -2,115,369 -1,1102,962 -2,063,862 -791,256	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 598,6 -456,3 -766,6 921,4 -772,1 -1,239,2 -2,339,6 -2,339,6 -2,303,2 -958,2
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 17 Site 18 Site 19	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8	£/unit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,269,254 1,436,285 -103,650 -364,832 -306,189 -1,219,053 -376,236 -1,111,483 -127,267 -249,284	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -538,654 -459,570 -1,442,384 -557,654 -1,348,127 -290,276 -479,138	75,762 110,635 67,359 51,289 56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361 -356,361 -712,475 -612,951 -1,666,712 -739,072 -1,585,108 -457,269 -712,710	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926 -887,096 -766,332 -1,891,041 -920,491 -1,824,485 -624,263 -946,281	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 -748,099 608,719 868,253 1,024,436 -632,532 -1,063,194 -920,594 -2,115,369 -1,102,962 -2,063,862 -791,256 -1,179,853	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 -598,6 -456,3 -766,6 -921,4 -772,1 -1,239,2 -1,075,9 -2,339,6 -2,339,6 -2,339,6 -2,339,6 -1,413,4
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 15 Site 16 Site 17 Site 18 Site 19 Site 19 Site 19 Site 19 Site 10 Site 20	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 HD Urban 10 Urban 8 Urban 8 Urban 8	Efunit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val	£5,000 220,837 269,660 281,938 196,668 199,154 361,605 1,331,347 1,209,132 1,436,285 -143,650 -364,832 -306,189 -1,219,053 -376,236 -1,111,483 -127,267 -249,284 -689,972	£10,000 148,864 190,651 174,648 180,174 71,041 71,041 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -538,654 -459,570 -1,442,384 -557,654 -1,348,127 -290,276 -479,138 -874,113	75,762 110,635 67,359 51,289 51,289 103,429 1,040,923 910,291 1,070,026 1,230,361 -712,475 -612,951 -1,666,712 -739,072 -1,585,108 -457,269 -712,710 -1,058,253	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926 -887,096 -766,332 -1,891,041 -920,491 -1,824,485 -624,263 -946,281 -1,242,394	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 748,099 608,719 868,253 1,024,436 -632,532 -1,063,194 -920,594 -2,115,369 -1,102,962 -2,063,862 -791,256 -1,179,853 -1,428,110	£30,0 -160,2 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 -598,6 -456,3 -766,6 -921,4 -772,1 -1,239,2 -2,339,6 -1,286,6 -2,333,2 -1,413,4 -1,614,3
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 6 Site 8 Site 8 Site 8 Site 10 Site 11 Site 12 Site 14 Site 15 Site 16 Site 16 Site 17 Site 18 Site 19 Site 10	Green 2,000 Green 750 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 HD Urban 10 Urban 8 Urban 8 Urban 8 HD Urban 5	Efunit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254 1,436,285 -103,650 -364,832 -306,189 -1,219,053 -376,236 -1,111,483 -127,267 -249,284 -689,972 40,756	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -538,654 -459,570 -1,442,384 -557,654 -1,348,127 -290,276 479,138 -774,113 -721,323	75,762 110,635 67,359 51,289 56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361 -112,475 -612,951 -1,666,712 -739,072 -1,585,108 -457,269 -712,710 -1,058,253 -284,023	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926 -887,096 -766,332 -1,891,041 -920,491 -1,824,485 -624,263 -946,281 -1,242,394 -450,787	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 748,099 608,719 868,253 1,024,436 -632,532 -1,063,194 -920,594 -2,115,369 -1,1102,962 -2,063,862 -791,256 -1,179,853 -1,428,110 -617,550	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -286,4 -456,3 -766,6 -921,4 -772,1 -1,075,9 -2,339,6 -1,286,6 -2,303,2 -958,2 -1,413,4 -1,614,3 -784,3
Site 1 Site 2 Site 3 Site 5 Site 6 Site 5 Site 6 Site 7 Site 10 Site 11 Site 12 Site 14 Site 15 Site 16 Site 17 Site 18 Site 20	Green 2,000 Green 750 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 HD Urban 5 Urban 5 Urban 5	£/unit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val £0 292,090 347,859 389,227 435,610 318,447 325,123 488,612 1,76,558 1,355,495 1,368,868 1,539,247 16,965 -193,691 -155,460 -997,142 -197,808 -874,839 35,036 -22,272 -202,835 293,776	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254 1,436,285 -103,650 -364,832 -306,189 -1,219,053 -376,236 -1,111,483 -127,267 -249,284 -689,972 40,756 131,253	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -538,654 -459,570 -1,442,384 -557,654 -1,348,127 -290,276 -479,138 -479,131 -479,132 -479,	75,762 110,635 67,359 51,289 -56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361 -356,361 -712,475 -612,951 -1,666,712 -739,072 -1,585,108 -457,269 -712,710 -1,058,253 -284,023 -193,792	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926 -887,096 -766,332 -1,891,041 -920,491 -1,824,485 -624,263 -946,281 -1,242,394 -450,787 -356,315	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 -748,999 608,719 868,253 1,024,436 -632,532 -1,063,194 -920,594 -2,115,369 -1,102,962 -791,256 -1,179,853 -1,428,110 -617,550 -523,392	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -449,9 -286,4 -598,6 -456,3 -766,6 -921,4 -772,1 -1,075,9 -2,339,6 -1,286,6 -2,303,2 -4,413,4 -1,614,3 -784,3 -690,6
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 6 Site 8 Site 8 Site 8 Site 10 Site 11 Site 12 Site 14 Site 15 Site 16 Site 16 Site 17 Site 18 Site 19 Site 10	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 10 Urban 8 Urban 8 Urban 5 Urban 5 Urban 3 Urban 5 Urban 3	Efunit South	EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	Residual Val	£5,000 220,837 269,660 281,938 307,892 196,668 199,154 361,605 1,331,347 1,209,132 1,269,254 1,436,285 -103,650 -364,832 -306,189 -1,219,053 -376,236 -1,111,483 -127,267 -249,284 -689,972 40,756	£10,000 148,864 190,651 174,648 180,174 71,041 70,670 232,939 1,186,135 1,059,711 1,169,640 1,333,323 -227,414 -538,654 -459,570 -1,442,384 -557,654 -1,348,127 -290,276 479,138 -774,113 -721,323	75,762 110,635 67,359 51,289 56,737 -57,970 103,429 1,040,923 910,291 1,070,026 1,230,361 -112,475 -612,951 -1,666,712 -739,072 -1,585,108 -457,269 -712,710 -1,058,253 -284,023	1,699 29,287 -43,553 -82,720 -184,516 -186,610 -26,081 895,711 760,870 969,830 1,127,398 -492,926 -887,096 -766,332 -1,891,041 -920,491 -1,824,485 -624,263 -946,281 -1,242,394 -450,787	£25,000 -78,493 -57,240 -156,128 -216,730 -314,735 -317,594 -155,592 748,099 608,719 868,253 1,024,436 -632,532 -1,063,194 -920,594 -2,115,369 -1,1102,962 -2,063,862 -791,256 -1,179,853 -1,428,110 -617,550	£30,0 -160,9 -147,2 -270,5 -353,9 -446,2 -286,4 -456,3 -766,6 -921,4 -772,1 -1,075,9 -2,339,6 -1,286,6 -2,303,2 -958,2 -1,413,4 -1,614,3 -784,3

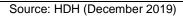




Table 10.8b Affordable Housing v Varied Developer Contributions – SOUTH (£/ha)

							•				` ,
20% Affo	ordable Housing,	100% Cat	2, Varied De	veloper Co	ntribution						
			EUV	BLV	Residual Val	ue					
		£/unit			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Green 2,000	South	25,000	275,000	248,968	176,994	104,805	30,768	-46,999	-128,353	-212,944
Site 2	Green 750	South	25,000	275,000	299,781	220,772	141,763	60,436	-23,408	-112,211	-204,523
Site 3	Green 150	South	25,000	275,000	325,435	218,145	110,856	2,087	-110,488	-223,769	-339,585
Site 4	Green 75	South	25,000	275,000	360,141	232,424	104,706	-27,897	-161,906	-297,719	-435,596
Site 5	Green 35	South	25,000	275,000	252,428	129,156	1,769	-126,009	-254,704	-386,174	-517,643
Site 6	Green 20	South	50,000	300,000	255,454	128,079	-561	-129,200	-258,690	-391,047	-523,404
Site 7	Green 12	South	50,000	300,000	416,804	289,226	159,716	30,206	-99,305	-228,815	-361,979
Site 8	Green 9	South	50,000	300,000	1,349,054	1,203,843	1,058,631	913,419	766,320	616,899	466,837
Site 9	Green 6	South	50,000	300,000	1,234,722	1,085,301	935,880	786,459	634,813	482,448	330,083
Site 10	Green 3	South	50,000	300,000	1,368,868	1,269,254	1,169,640	1,070,026	969,830	868,253	766,676
Site 11	Green Plot	South	50,000	300,000	1,539,247	1,436,285	1,333,323	1,230,361	1,127,398	1,024,436	921,474
Site 12	Urban 300	South	100,000	120,000	-41,337	-162,630	-288,831	-422,314	-561,920	-701,526	-841,132
Site 13	Urban 40	South	100,000	120,000	-270,832	-444,400	-618,222	-792,043	-967,996	-1,144,094	-1,320,192
Site 14	Urban 25	South	100,000	120,000	-219,352	-372,102	-525,483	-678,864	-832,314	-987,651	-1,142,988
Site 15	Urban 25 HD	South	250,000	300,000	-1,035,825	-1,257,736	-1,481,793	-1,706,122	-1,930,450	-2,154,779	-2,379,107
Site 16	Urban 15	South	250,000	300,000	-280,341	-461,345	-642,763	-824,181	-1,005,754	-1,189,489	-1,373,223
Site 17	Urban 15 HD	South	250,000	300,000	-972,769	-1,209,413	-1,446,057	-1,684,569	-1,923,946	-2,163,323	-2,402,701
Site 18	Urban 10	South	250,000	300,000	-33,437	-195,739	-360,906	-527,899	-694,892	-861,885	-1,028,879
Site 19	Urban 8	South	250,000	300,000	-149,310	-376,444	-610,016	-843,587	-1,077,159	-1,310,731	-1,546,086
Site 20	Urban 8 HD	South	250,000	300,000	-588,353	-772,494	-956,634	-1,140,774	-1,325,630	-1,511,869	-1,698,108
Site 21	Urban 5	South	250,000	300,000	202,835	40,756	-121,323	-284,023	-450,787	-617,550	-784,314
Site 22	Urban 3	South	250,000	300,000	293,776	131,253	-31,269	-193,792	-356,315	-523,392	-690,612
	Urban Plot	South	250,000	300,000	306,665	152,221	-2,222	-156,665	-311,109	-468,377	-627,288
Site 24	PRS 25	South	250,000	300,000	-1,684,580	-1,947,409	-2,211,282	-2,475,156	-2,739,029	-3,002,903	-3,266,776
	Bungalows 12	South	50,000	300,000	650,362	529,352	405,081	279,935	152,964	25,993	-100,978
	Jan 2		,	,	, , , , , , , , , , , , , , , , , , , ,		,	-,	, , , , ,		,
25% Affo	ordable Housing,	100% Cat	2, Varied De	veloper Co	ntribution						
			EUV	BLV	Residual Val	ue					
		£/unit			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Green 2,000	South	25,000	275,000	205 405	133,152		45 505	-95,773		207 500
Site 2		South		2/5,000	205,125	100, 102	59,811	-15,505	-95,773	-179,202	-267,599
	Green 750	South	25,000	275,000	250,893	171,884	59,811 91,584	10,208	-95,773	-179,202 -168,946	-264,039
Site 3	Green 750 Green 150				, -	,-	,-	_			
		South	25,000	275,000	250,893	171,884	91,584	10,208	-77,877	-168,946	-264,039
Site 3	Green 150	South South	25,000 25,000	275,000 275,000	250,893 261,642	171,884 154,353	91,584 47,063	10,208 -64,848	-77,877 -177,423	-168,946 -292,792	-264,039 -408,609
Site 3 Site 4	Green 150 Green 75	South South South	25,000 25,000 25,000	275,000 275,000 275,000	250,893 261,642 284,673	171,884 154,353 156,955	91,584 47,063 26,926	10,208 -64,848 -107,083	-77,877 -177,423 -241,493	-168,946 -292,792 -379,370	-264,039 -408,609 -517,248
Site 3 Site 4 Site 5	Green 150 Green 75 Green 35	South South South South	25,000 25,000 25,000 25,000	275,000 275,000 275,000 275,000	250,893 261,642 284,673 186,409	171,884 154,353 156,955 60,276	91,584 47,063 26,926 -67,502	10,208 -64,848 -107,083 -195,280	-77,877 -177,423 -241,493 -326,143	-168,946 -292,792 -379,370 -457,613	-264,039 -408,609 -517,248 -589,082
Site 3 Site 4 Site 5 Site 6	Green 150 Green 75 Green 35 Green 20	South South South South South South South	25,000 25,000 25,000 25,000 50,000	275,000 275,000 275,000 275,000 300,000	250,893 261,642 284,673 186,409 185,489 344,996	171,884 154,353 156,955 60,276 56,849 216,003	91,584 47,063 26,926 -67,502 -71,791	10,208 -64,848 -107,083 -195,280 -200,431	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528	-168,946 -292,792 -379,370 -457,613 -464,500	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479
Site 3 Site 4 Site 5 Site 6 Site 7	Green 150 Green 75 Green 35 Green 20 Green 12	South South South South South	25,000 25,000 25,000 25,000 50,000	275,000 275,000 275,000 275,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489	171,884 154,353 156,955 60,276 56,849	91,584 47,063 26,926 -67,502 -71,791 86,493	10,208 -64,848 -107,083 -195,280 -200,431 -43,017	-77,877 -177,423 -241,493 -326,143 -332,142	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226	-264,039 -408,609 -517,248 -589,082 -596,857
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9	South South South South South South South South South	25,000 25,000 25,000 25,000 50,000 50,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 344,996 1,221,550 1,110,891	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 344,996 1,221,550	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 344,996 1,221,550 1,110,891 1,368,868	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 344,996 1,221,550 1,110,891 1,368,868 1,539,247	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640 1,333,323	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000	250,893 261,642 284,673 186,409 185,489 344,996 1,221,550 1,110,891 1,368,868 1,539,247 -100,064 -350,146	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -523,968	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640 1,333,323 -353,634 -697,789	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -872,798	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914 -1,048,896	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000	250,893 261,642 284,673 186,409 185,489 344,996 1,221,550 1,110,891 1,368,868 1,539,247 -100,064	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640 1,333,323 -353,634	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000	250,893 261,642 284,673 186,409 344,996 1,221,550 1,110,891 1,368,868 1,539,247 -100,064 -350,146 -284,635 -1,074,508	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -523,968 -438,016	91,584 47,063 26,926 -67,502 81,127 812,049 1,169,640 1,333,323 -353,634 -697,789 -591,397 -1,521,203	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -872,798 -744,778	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914 -1,048,896 -899,371 -1,969,860	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994 -1,054,708 -2,194,188	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092 -1,210,045 -2,418,516
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 Urban 15	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 344,996 1,221,550 1,110,891 1,368,868 1,539,247 -100,064 -284,635 -1,074,508 -365,035	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -233,968 -438,016 -1,296,875 -546,454	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640 1,333,323 -353,634 -697,789 -591,397 -1,521,203 -727,872	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -872,798 -744,778 -1,745,531 -909,290	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914 -1,048,896 -899,371 -1,969,860	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994 -1,054,708 -2,194,188 -1,276,015	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092 -1,210,045 -2,418,516 -1,459,749
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 15 Site 16 Site 17	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 Urban 15 Urban 15 Urban 15	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 120,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 344,996 1,221,550 1,110,891 1,368,868 1,539,247 -100,064 -350,146 -284,635 -1,074,508 -365,035 -1,070,699	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -523,968 -438,016 -1,296,875 -546,454 -1,307,343	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640 1,333,323 -353,634 -697,789 -591,397 -1,521,203 -727,872 -1,544,652	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -772,798 -744,778 -1,745,531 -909,290 -1,784,030	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914 -1,048,896 -899,371 -1,969,860 -1,092,281 -2,023,407	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994 -1,1,54,708 -2,194,188 -1,276,015 -2,262,784	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092 -1,210,045 -2,418,516 -1,459,749 -2,502,162
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 17 Site 17 Site 18	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 HD Urban 10	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 185,489 1,221,550 1,110,891 1,368,868 1,539,247 -100,064 -350,146 -284,635 -1,074,508 -365,035 -1,070,699 -101,909	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -523,968 -438,016 -1,296,875 -546,454 -1,307,343 -264,542	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640 1,333,323 -553,634 -697,789 -591,397 -1,521,203 -727,872 -1,544,652 -431,535	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -872,798 -744,778 -1,745,531 -909,290 -1,784,030 -598,528	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914 -1,048,896 -899,371 -1,969,860 -1,092,281 -2,023,407 -765,522	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994 -1,054,708 -2,194,188 -1,276,015 -2,262,784 -932,515	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092 -1,210,045 -2,418,516 -1,459,749 -2,502,162 -1,100,399
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 18 Site 18	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 10 Urban 8	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 344,996 1,221,550 1,110,891 1,368,868 1,539,247 -100,064 -350,146 -284,635 -1,074,508 -365,035 -1,070,699 -101,909 -276,348	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -523,968 -438,016 -1,296,875 -546,454 -1,307,343 -264,542 -507,322	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640 1,333,323 -553,634 -697,789 -591,397 -1,521,203 -727,872 -1,544,652 -431,535 -740,893	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -872,798 -744,778 -1,745,531 -909,290 -1,784,030 -598,528 -974,465	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914 -1,048,896 -1,092,281 -2,023,407 -765,522 -1,208,036	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994 -1,054,708 -2,194,188 -1,276,015 -2,262,784 -932,515 -1,442,428	-264,039 -408,609 -517,248 -589,082 -599,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092 -1,210,045 -2,418,516 -1,459,749 -2,502,162 -1,100,399 -1,678,927
Site 3 Site 4 Site 5 Site 6 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 10 Urban 10 Urban 8 Urban 8	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 344,996 1,221,550 1,110,891 1,363,868 1,539,247 -100,064 -350,146 -284,635 -1,074,508 -367,035 -1,070,699 -101,909 -276,348 -670,875	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -523,968 -438,016 -1,296,875 -546,454 -1,307,343 -264,542 -507,322 -855,015	91,584 47,063 26,926 -67,502 86,493 931,127 812,049 1,169,640 1,333,323 -353,634 -697,789 -591,397 -1,521,203 -727,872 -1,544,652 -431,535 -740,893 -1,039,155	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -872,798 -744,778 -1,745,531 -909,290 -1,784,030 -598,528 -974,465 -1,223,296	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914 -1,048,896 -899,371 -1,969,860 -1,092,281 -2,023,407 -765,522 -1,208,036 -1,409,389	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994 -1,054,708 -2,194,188 -1,276,015 -2,262,784 -932,515 -1,442,428 -1,595,628	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092 -1,210,045 -2,418,516 -1,459,749 -2,502,162 -1,100,399 -1,678,927 -1,781,867
Site 3 Site 4 Site 5 Site 6 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 20 Site 20	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 9 Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 10 Urban 10 Urban 8 Urban 8 Urban 8 Urban 8 Urban 8	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 344,996 1,221,550 1,110,891 1,368,868 1,539,247 -100,064 -350,146 -284,635 -1,074,508 -365,035 -1,070,699 -101,909 -276,348 -670,875 202,835	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -438,016 -1,296,875 -546,454 -1,307,343 -264,542 -507,322 -855,015 40,756	91,584 47,063 26,926 -67,502 81,127 812,049 1,169,640 1,333,323 -353,634 -697,789 -591,397 -1,521,203 -727,872 -1,544,652 -740,893 -1,039,155 -121,323	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -872,798 -744,778 -1,745,531 -909,290 -1,784,030 -598,528 -974,465 -1,223,296 -284,023	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914 -1,048,896 -899,371 -1,969,860 -1,092,281 -2,023,407 -765,522 -1,208,036 -1,409,389 -450,787	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,054,708 -2,194,188 -1,276,015 -2,262,784 -932,515 -1,442,428 -1,595,628 -617,550	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092 -1,210,045 -2,418,516 -1,459,749 -2,502,162 -1,100,399 -1,1678,927 -1,781,867 -784,314
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 15 Site 16 Site 17 Site 18 Site 19 Site 21 Site 21 Site 21 Site 21	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 8 Urban 5 Urban 5	South	25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 1,221,550 1,110,891 1,368,868 1,539,247 -100,064 -350,146 -284,635 -1,074,508 -365,035 -1,070,699 -101,909 -276,348 -670,875 202,835 293,776	171,884 154,353 156,955 60,276 60,276 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -338,016 -1,296,875 -546,454 -1,307,343 -264,542 -507,322 -507,325 -507,325 -507,325 -507,325	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640 1,333,323 -553,634 -697,789 -591,397 -1,521,203 -727,872 -431,535 -740,893 -1,039,155 -121,323 -31,269	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -872,798 -744,778 -1,745,531 -909,290 -1,784,030 -598,528 -974,465 -1,223,296 -284,023 -193,792	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914 -1,048,896 -899,371 -1,969,860 -1,092,281 -2,023,407 -765,522 -1,208,036 -1,409,389 -450,787 -356,315	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994 -1,054,708 -2,194,188 -1,276,015 -2,262,784 -932,515 -1,442,428 -1,556,628 -617,550 -523,392	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092 -1,210,045 -2,418,516 -1,459,749 -2,502,162 -1,100,399 -1,678,927 -1,781,867 -784,314 -690,612
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 20 Site 22 Site 23	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 HD Urban 5 Urban 5 Urban 3	South	25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 344,996 1,221,550 1,110,891 1,368,868 1,539,247 -100,064 -284,635 -1,074,508 -365,035 -1,070,699 -101,909 -276,348 202,835 293,776 306,665	171,884 154,353 156,955 60,276 56,849 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -233,968 -438,016 -1,296,875 -546,454 -1,307,343 -264,542 -507,322 -507,322 -507,325 -507,	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640 1,333,323 -353,634 -697,789 -591,397 -1,521,203 -727,872 -1,544,652 -431,535 -740,893 -1,039,155 -121,323 -31,269 -2,222	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -872,798 -744,778 -1,745,531 -909,290 -1,784,030 -598,528 -974,465 -1,223,296 -284,023 -193,792 -156,665	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 -635,120 508,542 969,830 1,127,398 -630,914 -1,048,896 -1,092,281 -2,023,407 -765,522 -1,208,036 -1,409,389 -450,787 -356,315 -311,109	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994 -1,054,708 -2,194,188 -1,276,015 -2,262,784 -932,515 -1,442,428 -1,595,628 -617,550 -523,392 -468,377	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092 -1,410,045 -2,418,516 -1,459,749 -2,502,162 -1,100,399 -1,678,927 -1,781,867 -784,314 -690,612 -627,288
Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 20 Site 20 Site 23 Site 24	Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 8 Urban 5 Urban 5	South	25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	250,893 261,642 284,673 186,409 185,489 1,221,550 1,110,891 1,368,868 1,539,247 -100,064 -350,146 -284,635 -1,074,508 -365,035 -1,070,699 -101,909 -276,348 -670,875 202,835 293,776	171,884 154,353 156,955 60,276 60,276 216,003 1,076,339 961,470 1,269,254 1,436,285 -224,048 -338,016 -1,296,875 -546,454 -1,307,343 -264,542 -507,322 -507,325 -507,325 -507,325 -507,325	91,584 47,063 26,926 -67,502 -71,791 86,493 931,127 812,049 1,169,640 1,333,323 -553,634 -697,789 -591,397 -1,521,203 -727,872 -431,535 -740,893 -1,039,155 -121,323 -31,269	10,208 -64,848 -107,083 -195,280 -200,431 -43,017 784,541 660,907 1,070,026 1,230,361 -491,308 -872,798 -744,778 -1,745,531 -909,290 -1,784,030 -598,528 -974,465 -1,223,296 -284,023 -193,792	-77,877 -177,423 -241,493 -326,143 -332,142 -172,528 635,120 508,542 969,830 1,127,398 -630,914 -1,048,896 -899,371 -1,969,860 -1,092,281 -2,023,407 -765,522 -1,208,036 -1,409,389 -450,787 -356,315	-168,946 -292,792 -379,370 -457,613 -464,500 -304,226 485,417 356,177 868,253 1,024,436 -770,519 -1,224,994 -1,054,708 -2,194,188 -1,276,015 -2,262,784 -932,515 -1,442,428 -1,556,628 -617,550 -523,392	-264,039 -408,609 -517,248 -589,082 -596,857 -437,479 333,052 203,812 766,676 921,474 -910,125 -1,401,092 -1,210,045 -2,418,516 -1,459,749 -2,502,162 -1,100,399 -1,678,927 -1,781,867 -784,314 -690,612



Table 10.8c Affordable Housing v Varied Developer Contributions – NORTH (£/ha)

	ordable Housing, 1	00 /0 Oat									
			EUV	BLV	Residual Val	ue					
		£/unit			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,00
Site 1		North	25,000	275,000	88,415	14,378	-64,759	-146,937	-232,751	-327,283	-438,77
Site 2		North	25,000	275,000	122,701	41,353	-44,092	-133,869	-227,501	-327,995	-439,50
Site 3	Green 150	North	25,000	275,000	88,680	-21,181	-133,756	-247,930	-363,746	-479,563	-596,88
Site 4		North	25,000	275,000	81,042	-52,442	-186,451	-323,227	-461,104	-598,982	-737,76
Site 5	Green 35	North	25,000	275,000	-13,160	-140,938	-270,279	-401,748	-533,218	-664,687	-797,00
Site 6	Green 20	North	50,000	300,000	-15,446	-144,086	-274,228	-406,585	-538,942	-671,299	-803,65
Site 7	Green 12	North	50,000	300,000	154,177	24,666	-104,844	-234,645	-367,899	-501,153	-634,40
Site 8	Green 9	North	50,000	300,000	1,032,607	887,395	739,542	590,121	439,532	287,167	134,80
Site 9	Green 6	North	50,000	300,000	944,184	794,763	643,280	490,915	338,550	186,185	33,82
Site 10	Green 3	North	50,000	300,000	901,172	799,595	698,019	596,442	494,865	393,288	291,71
Site 11	Green Plot	North	50,000	300,000	1,005,389	902,427	799,465	696,502	593,540	490,578	387,61
Site 12	Urban 300	North	100,000	120,000	-311,939	-447,624	-587,230	-726,836	-866,442	-1,006,048	-1,145,65
Site 13		North	100,000	120,000	-640,854	-815,254	-991,352	-1,167,450	-1,343,548	-1,520,112	-1,698,26
Site 14		North	100,000	120,000	-540,013	-693,394	-847,440	-1,002,778	-1,158,115	-1,313,452	-1,468,790
Site 15		North	250,000	300,000	-546,816	-766,676	-988,586	-1,210,497	-1,432,407	-1,656,060	-1,880,389
Site 16		North	250,000	300,000	-649,712	-831,130	-1.013.335	-1,197,069	-1,380,804	-1,564,538	-1,748,27
Site 17		North	250,000	300,000	-1,266,963	-1,504,297	-1,743,674	-1,983,052	-2,222,429	-2,461,807	-2,701,184
Site 18		North	250,000	300,000	-350,829	-517,822	-684,816	-851,809	-1,018,830	-1,187,879	-1,356,928
Site 19		North	250,000	300,000	-544,834	-778,405	-1,011,977	-1,245,548	-1,481,079	-1,717,577	-1,954,070
Site 20		North	250,000	300,000	-805,231	-989,371	-1,173,512	-1,359,522	-1,545,761	-1,732,000	-1,918,23
Site 21		North	250,000	300,000	-236,330	-402,934	-569,698	-736,462	-904,860	-1,073,755	-1,242,650
Site 22		North	250,000	300,000	-320,933	-487,799	-655,019	-822,240	-989,460	-1,156,681	-1,323,90
Site 22		North	250,000	300,000	-342,068	-500,978	-659,889	-818,799	-977,710	-1,136,620	-1,295,53
Site 24		North	250,000		-1,631,993	-1,893,792	-2,157,665	-2,421,539	-2,685,412	-2,949,285	-3,213,159
Site 25		North	50,000	300,000	363,736		110,804	-16,167	-143,138	-270,108	-400,678
CITO ZO	Jan 1		00,000	300,000	303,730	237,775	110,004	10,101	140,100	,	100,010
						231,113	110,004	10,101	110,100	,	100,070
	fordable Housing, 10		2, Varied De	veloper Co			110,004	10,101	110,100		100,010
				veloper Co	ntribution		£10,000	£15,000	£20,000	£25,000	£30,000
15% Aff	ordable Housing, 1	00% Cat	2, Varied De	veloper Co	ntribution Residual Val	ue					
	ordable Housing, 1	00% Cat £/unit	2, Varied De EUV	veloper Co BLV	ntribution Residual Val £0 55,160	ue £5,000 -20,538	£10,000 -101,128	£15,000 -185,074	£20,000 -274,165	£25,000 -379,837	£30,00
15% Aff Site 1	Green 2,000 Green 750	00% Cat £/unit	2, Varied De EUV 25,000	veloper Cor BLV 275,000	ntribution Residual Val £0	ue £5,000	£10,000	£15,000	£20,000	£25,000	£30,000 -491,522 -492,18
Site 1 Site 2 Site 3	Green 2,000 Green 150	00% Cat £/unit North North North	2, Varied De EUV 25,000 25,000 25,000	veloper Cor BLV 275,000 275,000 275,000	ntribution Residual Val £0 55,160 85,522 41,717	ue £5,000 -20,538 3,871 -70,458	£10,000 -101,128 -84,431 -183,033	£15,000 -185,074 -175,897 -298,762	£20,000 -274,165 -272,459 -414,578	£25,000 -379,837 -380,502 -531,201	£30,000 -491,522 -492,180 -648,57
Site 1 Site 2 Site 3 Site 4	Green 2,000 Green 750 Green 150 Green 75	90% Cat £/unit North North North North North	2, Varied De EUV 25,000 25,000 25,000 25,000	veloper Cor BLV 275,000 275,000 275,000 275,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166	ue £5,000 -20,538 3,871 -70,458 -110,843	£10,000 -101,128 -84,431 -183,033 -245,588	£15,000 -185,074 -175,897 -298,762 -383,465	£20,000 -274,165 -272,459 -414,578 -521,342	£25,000 -379,837 -380,502 -531,201 -659,336	£30,000 -491,522 -492,180 -648,57 -799,01
Site 1 Site 2 Site 3 Site 4 Site 5	Green 2,000 Green 750 Green 150 Green 75 Green 35	90% Cat £/unit North North North North North North North	2, Varied De EUV 25,000 25,000 25,000 25,000 25,000	veloper Cor BLV 275,000 275,000 275,000 275,000 275,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447	ue £5,000 -20,538 3,871 -70,458 -110,843 -191,225	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646	£30,00 (-491,522 -492,18(-648,57) -799,01 -849,793
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6	Green 2,000 Green 150 Green 150 Green 75 Green 35 Green 35 Green 20	90% Cat £/unit North North North North North North North North North	2, Varied De EUV 25,000 25,000 25,000 25,000 25,000 50,000	veloper Co BLV 275,000 275,000 275,000 275,000 275,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018	£30,000 -491,522 -492,186 -648,577 -799,011 -849,793 -858,015
15% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 35 Green 20 Green 12	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 25,000 50,000	veloper Co BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115	£30,000 -491,522 -492,186 -648,577 -799,01 -849,793 -858,019 -690,369
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8	Green 2,000 Green 750 Green 150 Green 35 Green 35 Green 20 Green 12 Green 9	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000	275,000 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 636,501	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 334,461	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096	£30,000 -491,52: -492,18i -648,57' -799,01' -849,79: -858,01: -690,36: 29,73
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 9 Green 6	£/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	veloper Co BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922 695,122	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 636,501 542,757	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 334,461 238,027	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662	£30,000 -491,522 -492,181 -648,577 -799,011 -849,793 -858,011 -690,363 29,73 -66,703
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	veloper Co BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922 695,122 799,595	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 -636,501 542,757 698,019	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 -334,461 238,027 494,865	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288	£30,000 -491,52: -492,18: -648,57 -799,01 -849,79: -690,366; 29,73: -66,70: 291,71:
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 3 Green Plot	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000	veloper Cor BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922 799,595 902,427	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 636,501 542,757 698,019 799,465	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 -334,461 238,027 494,865 593,540	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578	£30,000 -491,522 -492,184 -648,57 -799,01 -849,793 -858,014 -690,363 -29,733 -66,703 -291,741
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 13 Green Plot Urban 300	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000	veloper Co BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 945,603 901,172 1,005,389 -357,528	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922 (95,122 799,595 902,427 -496,238	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 636,501 542,757 698,019 799,465 -635,844	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 -596,442 696,502 -775,450	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 334,461 238,027 494,865 593,540 -915,056	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662	£30,000 -491,522 -492,188 -648,57 -799,01 -849,793 -858,019 -690,369 29,73 -66,703 291,711 387,619
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 9 Green 10 Green 3 Green 10 Gre	90% Cat E/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000	veloper Co BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 300,000 120,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048	£5,000 -20,538 3,871 -70,458 -110,843 -196,161 -29,592 785,922 695,122 799,595 902,427 -496,238 -871,415	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 636,501 542,757 698,019 799,465 -635,844 -1,047,513	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 -696,502 -775,450 -1,223,611	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 334,461 238,027 494,865 -915,056 -1,399,709	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662 -1,577,359	£30,000 -491,522 -492,186 -648,577 -799,01 -849,793 -858,011 -690,366 29,73 -66,700 291,711 387,611 -1,194,266 -1,755,517
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25	90% Cat E/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000	veloper Co BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048 -584,911	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922 695,122 799,595 902,427 -496,238 -871,415 -738,292	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 636,501 542,757 698,019 799,465 -635,844 -1,047,513 -893,166	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 334,461 238,027 494,865 593,540 -915,056 -1,399,709 -1,203,841	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662 -1,577,359 -1,359,178	£30,000 -491,52: -492,18i -648,57: -799,01: -849,79: -690,36: 29,73: -66,70: 291,71: 387,61: -1,194,26: -1,755,51: -1,514,51i
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15	Green 2,000 Green 750 Green 150 Green 35 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 Urban 25 HD	90% Cat E/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	veloper Cor BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -596,048 -584,911 -603,140	£5,000 -20,538 -3,871 -70,458 -110,843 -191,225 -196,161 -29,592 -785,922 -695,122 -799,595 -902,427 -496,238 -871,415 -738,292 -823,924	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 -636,501 542,757 698,019 799,465 -635,844 -1,047,513 -893,166 -1,045,834	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504 -1,267,745	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 334,461 238,027 494,865 593,540 -915,056 -1,399,709 -1,203,841 -1,489,985	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662 -1,577,359 -1,577,359 -1,359,178 -1,714,313	£30,000 -491,52: -492,18: -648,57: -799,01: -849,79: -690,36: 291,71: 387,61: -1,194,266: -1,755,51: -1,514,511: -1,938,64:
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 15	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 Urban 15	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000	veloper Cor BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048 -584,911 -603,140 -710,207	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922 695,122 799,595 902,427 -496,238 -871,415 -738,292 -823,924 -891,625	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 -636,501 542,757 698,019 799,465 -635,844 -1,047,513 -893,166 -1,045,834 -1,074,879	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504 -1,267,745 -1,258,614	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 -334,461 238,027 494,865 -1,399,709 -1,203,841 -1,489,985 -1,442,348	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662 -1,577,359 -1,359,178 -1,714,313 -1,744,313	£30,000 -491,52: -492,18: -648,57: -799,01: -849,79: -858,01: -60,70: 291,71: 387,61: -1,194,26: -1,755,51: -1,938,64: -1,809,81:
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 16 Site 17	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000	veloper Cor BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 120,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048 -584,911 -603,140 -710,207	£5,000 -20,538 -3,871 -70,458 -110,843 -191,225 -196,161 -29,592 -785,922 -695,122 -799,595 -902,427 -496,238 -871,415 -738,292 -823,924 -891,625 -1,582,046	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 -636,501 542,757 698,019 799,465 -635,844 -1,047,513 -893,166 -1,045,834 -1,074,879 -1,821,423	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504 -1,267,745 -1,258,614 -2,060,800	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 -423,861 -238,027 494,865 593,540 -915,056 -1,399,709 -1,203,841 -1,489,985 -1,442,348 -2,300,178	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662 -1,577,359 -1,359,178 -1,714,313 -1,626,082 -2,539,555	£30,00 -491,52 -492,18 -648,57 -799,01 -849,79 -858,01 -690,36 -29,73 -66,70 -291,71 -387,61 -1,194,26 -1,755,51 -1,514,51 -1,938,64 -1,809,81 -2,778,93
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 17 Site 18	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 3 Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	veloper Cor BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 120,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048 -584,911 -603,140 -710,207 -1,343,502 -399,871	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922 799,595 902,427 -496,238 -871,415 -738,292 -823,924 -891,625 -1,582,046 -566,864	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 636,501 542,757 698,019 799,465 -635,844 -1,047,513 -893,166 -1,045,834 -1,047,879 -1,821,423 -733,857	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504 -1,267,745 -1,258,614 -2,060,800 -900,851	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 -334,461 238,027 494,865 593,540 -915,056 -1,399,709 -1,203,841 -1,489,985 -1,442,348 -2,300,178 -1,068,791	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662 -1,577,359 -1,359,178 -1,714,313 -1,626,082 -2,539,555 -1,237,840	£30,00 -491,52 -492,18 -648,57 -799,01 -849,79 -858,01 -690,36 -291,71 -387,61 -1,194,26 -1,755,51 -1,514,51 -1,938,64 -2,778,93 -1,406,88
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 16 Site 17 Site 18 Site 19	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 6 Green 3 Green 6 Green B Green 12 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8	90% Cat E/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000	veloper Co BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048 -584,911 -603,140 -710,207 -1,343,502 -399,871 -647,245	£5,000 -20,538 3,871 -70,458 -110,843 -196,161 -29,592 785,922 695,122 799,595 902,427 -496,238 -871,415 -738,292 -823,924 -891,625 -1,582,046 -866,864	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 636,501 542,757 698,019 799,465 -635,844 -1,047,513 -893,166 -1,045,834 -1,074,879 -1,821,423 -733,857 -1,114,389	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504 -1,267,745 -1,258,614 -2,060,800 -900,851 -1,348,528	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 334,461 238,027 494,865 593,540 -915,056 -1,399,709 -1,203,841 -1,489,985 -1,442,348 -2,300,178 -1,585,027	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662 -1,577,359 -1,359,178 -1,714,313 -1,626,082 -2,539,555 -1,237,840 -1,821,526	£30,00 -491,52 -492,18 -648,57 -799,01 -849,79 -858,01 -690,36 29,73 -66,70 291,71 387,61 -1,194,26 -1,755,51 -1,514,51 -1,938,64 -1,809,81 -2,778,93 -1,406,88 -2,058,02
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 17 Site 19 Site 19 Site 19	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 8	90% Cat E/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	veloper Co BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048 -584,911 -603,140 -710,207 -1,343,502 -399,871 -647,245 -871,372	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922 695,122 799,595 902,427 -496,238 -871,415 -738,292 -823,924 -891,625 -1,582,046 -566,864 -880,817 -1,055,513	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 -636,501 -542,757 -698,019 799,465 -635,844 -1,047,513 -893,166 -1,045,834 -1,074,879 -1,821,423 -733,857 -1,114,389 -1,240,417	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504 -1,267,745 -1,258,614 -2,060,800 -900,851 -1,348,528 -1,426,656	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 334,461 238,027 494,865 593,540 -915,056 -1,399,709 -1,203,841 -1,489,985 -1,442,348 -2,300,178 -1,688,791 -1,688,791 -1,688,791 -1,688,791	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662 -1,577,359 -1,359,178 -1,714,313 -1,626,082 -2,539,555 -1,237,840 -1,821,526 -1,799,133	£30,00 -491,52 -492,18 -648,57 -799,01 -849,79 -858,01 -690,36 29,73 -66,70 291,71 387,61 -1,194,26 -1,755,51 -1,514,51 -1,938,64 -1,809,81 -2,778,93 -1,406,88 -2,058,02 -1,985,37
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 20 Site 20	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 10 Urban 10 Urban 10 Urban 10 Urban 8	90% Cat E/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	veloper Coi BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048 -584,911 -603,140 -710,207 -1,343,502 -399,871 -647,245 -871,372 -236,330	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922 695,122 799,595 902,427 -496,238 -871,415 -738,292 -823,924 -891,625 -1,582,046 -566,864 -880,817 -1,055,513 -402,934	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 -636,501 -542,757 698,019 799,465 -635,844 -1,047,513 -893,166 -1,045,834 -1,074,879 -1,821,423 -733,857 -1,114,389 -1,240,417 -569,698	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504 -1,267,745 -1,258,614 -2,060,800 -900,851 -1,348,528 -1,426,656 -736,462	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 -334,461 -238,027 -494,865 -915,056 -1,399,709 -1,203,841 -1,489,985 -1,442,348 -2,300,178 -1,065,027 -1,585,027 -1,1612,895 -904,860	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 -182,096 -85,662 -393,288 -490,578 -1,054,662 -1,577,359 -1,359,178 -1,714,313 -1,626,082 -2,539,555 -1,237,840 -1,821,526 -1,237,840 -1,719,133 -1,627,755	£30,00 -491,52 -492,18 -648,57 -799,01 -849,79 -858,01 -690,36 -291,71 -387,61 -1,194,26 -1,755,51 -1,514,51 -1,938,64 -1,809,81 -2,778,93 -1,406,88 -2,058,02 -1,985,37 -1,242,65
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 19 Site 20 Site 21 Site 21	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 15 Urban 15 Urban 10 Urban 10 Urban 10 Urban 10 Urban 8 Urban 8 Urban 5 Urban 5	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	veloper Cor BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048 -584,911 -603,140 -710,207 -1,343,502 -399,871 -647,245 -871,372 -236,330 -320,933	£5,000 -20,538 -3,871 -70,458 -110,843 -191,225 -196,161 -29,592 -785,922 -695,122 -799,595 -902,427 -496,238 -871,415 -738,292 -823,924 -891,625 -1,582,046 -566,864 -880,817 -1,055,513 -402,934 -487,799	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 -636,501 542,757 698,019 799,465 -635,844 -1,047,513 -893,166 -1,045,834 -1,074,879 -1,821,423 -733,857 -1,114,389 -1,240,417 -569,698 -655,019	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504 -1,267,745 -1,258,614 -2,060,800 -900,851 -1,348,528 -1,426,656 -736,462 -822,240	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 -423,861 -238,027 494,865 -1,399,709 -1,203,841 -1,489,985 -1,442,348 -2,300,178 -1,585,027 -1,585,027 -1,612,895 -904,860 -989,460	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662 -1,577,359 -1,359,178 -1,714,313 -1,626,082 -2,539,555 -1,237,840 -1,821,526 -1,237,840 -1,821,526 -1,799,133 -1,073,755 -1,156,681	£30,00 -491,52 -492,18 -648,57 -799,01 -849,79 -858,01 -690,36 -291,71 -387,61 -1,194,26 -1,755,51 -1,938,64 -1,809,81 -2,778,93 -1,406,88 -2,058,02 -1,985,37 -1,242,65 -1,323,90
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 15 Site 16 Site 17 Site 18 Site 19 Site 19 Site 20 Site 20 Site 23	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 HD Urban 5 Urban 3 Urban 5 Urban 3	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	veloper Cor BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048 -584,911 -603,140 -710,207 -1,343,502 -399,871 -647,245 -871,372 -236,330 -320,933 -342,068	£5,000 -20,538 3,871 -70,458 -110,843 -191,225 -196,161 -29,592 785,922 695,122 799,595 902,427 -496,238 -871,415 -738,292 -823,924 -891,625 -1,582,046 -566,864 -880,817 -1,055,513 -402,934 -487,799 -500,978	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 -636,501 542,757 698,019 799,465 -635,844 -1,047,513 -893,166 -1,045,834 -1,074,879 -1,821,423 -733,857 -1,114,389 -1,240,417 -569,698 -655,019 -659,889	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504 -1,267,745 -1,258,614 -2,060,800 -900,851 -1,348,528 -1,426,656 -736,462 -822,240 -818,799	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 -334,461 238,027 494,865 -593,540 -915,056 -1,399,709 -1,203,841 -1,489,985 -1,442,348 -2,300,178 -1,585,027 -1,585,027 -1,585,027 -1,68,791 -1,585,027 -1,68,791 -1,585,027 -1,68,791 -1,585,027 -1,64,860 -989,460 -977,710	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 -182,096 -85,662 -393,288 -490,578 -1,054,662 -1,577,359 -1,359,178 -1,714,313 -1,626,082 -2,539,555 -1,237,840 -1,821,526 -1,799,133 -1,626,681 -1,136,620	£30,00 -491,52 -492,18 -648,57 -799,01 -849,79 -858,01 -690,36 -291,71 -387,61 -1,194,26 -1,755,51 -1,514,51 -1,938,64 -2,778,93 -1,406,88 -2,058,02 -1,985,37 -1,242,65 -1,323,90 -1,295,53
Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 19 Site 20 Site 21 Site 21	Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 5 Urban 5 Urban 5 Urban 5 Urban 15 Urban 10 Urban 8 Urban 5 Urban 10 Urban 5 Urban 3 Urban 3 Urban 13 Urban 13	90% Cat £/unit North	2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	veloper Cor BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	ntribution Residual Val £0 55,160 85,522 41,717 23,166 -63,447 -67,521 99,919 932,469 845,603 901,172 1,005,389 -357,528 -696,048 -584,911 -603,140 -710,207 -1,343,502 -399,871 -647,245 -871,372 -236,330 -320,933	£5,000 -20,538 -3,871 -70,458 -110,843 -191,225 -196,161 -29,592 -785,922 -695,122 -799,595 -902,427 -496,238 -871,415 -738,292 -823,924 -891,625 -1,582,046 -566,864 -880,817 -1,055,513 -402,934 -487,799	£10,000 -101,128 -84,431 -183,033 -245,588 -322,160 -327,946 -159,102 -636,501 542,757 698,019 799,465 -635,844 -1,047,513 -893,166 -1,045,834 -1,074,879 -1,821,423 -733,857 -1,114,389 -1,240,417 -569,698 -655,019	£15,000 -185,074 -175,897 -298,762 -383,465 -453,629 -460,303 -290,607 486,826 390,392 596,442 696,502 -775,450 -1,223,611 -1,048,504 -1,267,745 -1,258,614 -2,060,800 -900,851 -1,348,528 -1,426,656 -736,462 -822,240	£20,000 -274,165 -272,459 -414,578 -521,342 -585,099 -592,661 -423,861 -423,861 -238,027 494,865 -1,399,709 -1,203,841 -1,489,985 -1,442,348 -2,300,178 -1,585,027 -1,585,027 -1,612,895 -904,860 -989,460	£25,000 -379,837 -380,502 -531,201 -659,336 -716,646 -725,018 -557,115 182,096 85,662 393,288 490,578 -1,054,662 -1,577,359 -1,359,178 -1,714,313 -1,626,082 -2,539,555 -1,237,840 -1,821,526 -1,237,840 -1,821,526 -1,799,133 -1,073,755 -1,156,681	£30,00 -491,52 -492,18 -648,57 -799,01 -849,79 -858,016 -690,36 -291,71: -387,61 -1,194,26 -1,755,51 -1,938,64 -1,809,81 -2,778,93 -1,406,88 -2,058,02 -1,985,37: -1,242,65 -1,323,90



20% Aff	ordable Housing,	100% Cat	2, Varied De	veloper Co	ntribution						
			EUV		Residual Val	ue					
		£/unit			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,0
Site 1	Green 2,000	North	25,000	275,000	21,905	-56,586	-138,635	-224,661	-320,896	-432,581	-544,20
Site 2	Green 750	North	25,000	275,000	48,344	-36,468	-126,131	-219,846	-321,495	-433,180	-544,8
Site 3	Green 150	North	25,000	275,000	-7,160	-119,735	-233,777	-349,594	-465,522	-582,884	-700,7
Site 4	Green 75	North	25,000	275,000	-35,236	-169,245	-305,826	-443,703	-581,581	-720,585	-860,2
Site 5	Green 35	North	25,000	275,000	-113,735	-242,572	-374,041	-505,511	-636,980	-769,433	-902,5
Site 6	Green 20	North	50,000	300,000	-119,596	-249,308	-381,665	-514,022	-646,379	-778,736	-912,6
Site 7	Green 12	North	50,000	300,000	45,661	-83,849	-213,360	-346,569	-479,823	-613,077	-746,3
Site 8	Green 9	North	50,000	300,000	832,302	682,882	533,461	381,755	229,390	77,025	-75,3
Site 9	Green 6	North	50,000	300,000	746,964	594,599	442,234	289,869	137,504	-14,861	-167,2
Site 10	Green 3	North	50,000	300,000	901,172	799,595	698,019	596,442	494,865	393,288	291,7
Site 11	Green Plot	North	50,000	300,000	1,005,389	902,427	799,465	696,502	593,540	490,578	387,6
Site 12	Urban 300	North	100,000	120,000	-405,246	-544,852	-684,458	-824,064	-963,670	-1,103,276	-1,242,8
Site 13	Urban 40	North	100,000	120,000	-751,478	-927,576	-1,103,674	-1,279,772	-1,456,449	-1,634,606	-1,812,7
Site 14	Urban 25	North	100,000	120,000	-629,809	-783,555	-938,893	-1,094,230	-1,249,567	-1,404,904	-1,560,2
Site 15	Urban 25 HD	North	250,000	300,000	-659,464	-881,172	-1,103,082	-1,324,993	-1,548,238	-1,772,566	-1,996,8
Site 16	Urban 15	North	250,000	300,000	-770,703	-952,689	-1,136,424	-1,320,158	-1,503,892	-1,687,627	-1,871,3
Site 17	Urban 15 HD	North	250,000	300,000	-1,420,417	-1,659,794	-1,899,172	-2,138,549	-2,377,927	-2,617,304	-2,856,6
Site 18	Urban 10	North	250,000	300,000	-448,912	-615,906	-782,899	-949,892	-1,118,752	-1,287,801	-1,456,8
Site 19	Urban 8	North	250,000	300,000	-749,657	-983,229	-1,216,801	-1,452,476	-1,688,975	-1,925,474	-2,161,9
Site 20	Urban 8 HD	North	250,000	300,000	-937,514	-1,121,654	-1,307,551	-1,493,789	-1,680,028	-1,866,267	-2,052,5
Site 21	Urban 5	North	250,000	300,000	-236,330	-402,934	-569,698	-736,462	-904,860	-1,073,755	-1,242,6
Site 22	Urban 3	North	250,000	300,000	-320,933	-487,799	-655,019	-822,240	-989,460	-1,156,681	-1,323,9
Site 23	Urban Plot	North	250,000	300,000	-342,068	-500,978	-659,889	-818,799	-977,710	-1,136,620	-1,295,5
					0 :=,000	000,010	000,000	,	- , -	.,,	1,200,0
	PRS 25 Bungalows 12	North North	250,000 50,000	300,000 300,000	-1,684,580 187,942	-1,947,409 60,971	-2,211,282 -66,000	-2,475,156 -192,971	-2,739,029 -321,643	-3,002,903 -452,284	-3,266,7
Site 25		North	250,000 50,000	300,000 300,000 eveloper Co	-1,684,580 187,942	-1,947,409 60,971	-2,211,282	-2,475,156	-2,739,029	-3,002,903	-3,266,7 -582,9
Site 25	Bungalows 12	North	250,000 50,000 2, Varied De	300,000 300,000 eveloper Co	-1,684,580 187,942 ntribution	-1,947,409 60,971	-2,211,282	-2,475,156	-2,739,029	-3,002,903	-3,266,7
Site 25 25% Aff	Bungalows 12	North 100% Cat	250,000 50,000 2, Varied De	300,000 300,000 eveloper Co	-1,684,580 187,942 ntribution Residual Val	-1,947,409 60,971 ue	-2,211,282 -66,000	-2,475,156 -192,971	-2,739,029 -321,643	-3,002,903 -452,284	-3,266,7 -582,9
Site 25 25% Affe	Bungalows 12 ordable Housing,	North 100% Cat £/unit	250,000 50,000 2, Varied De EUV	300,000 300,000 eveloper Co	-1,684,580 187,942 ntribution Residual Val	-1,947,409 60,971 ue £5,000	-2,211,282 -66,000 £10,000	-2,475,156 -192,971 £15,000	-2,739,029 -321,643 £20,000	-3,002,903 -452,284 £25,000	-3,266,7 -582,9 £30,0 -597,0
Site 25 25% Affe	Bungalows 12 ordable Housing, Green 2,000	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000	300,000 300,000 eveloper Co BLV 275,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366	-1,947,409 60,971 ue £5,000 -92,826	-2,211,282 -66,000 £10,000 -176,804	-2,475,156 -192,971 £15,000 -266,418	-2,739,029 -321,643 £20,000 -373,641	-3,002,903 -452,284 £25,000 -485,326	£30,0 -597,0 -597,5
Site 25 25% Afformation Site 1 Site 2 Site 3	Bungalows 12 ordable Housing, Green 2,000 Green 750	North 100% Cat £/unit North North	250,000 50,000 2, Varied De EUV 25,000 25,000	300,000 300,000 eveloper Co BLV 275,000 275,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166	-1,947,409 60,971 ue £5,000 -92,826 -76,807	-2,211,282 -66,000 £10,000 -176,804 -168,159	-2,475,156 -192,971 £15,000 -266,418 -265,109	-2,739,029 -321,643 £20,000 -373,641 -374,173	-3,002,903 -452,284 £25,000 -485,326 -485,858	£30,0 -597,0 -597,5 -753,3
Site 25 Site 1 Site 2 Site 3 Site 4	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150	North 100% Cat £/unit North North North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000	300,000 300,000 eveloper Co BLV 275,000 275,000 275,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012	-2,211,282 -66,000 £10,000 -176,804 -168,159 -284,609	£15,000 -266,418 -265,109 -400,426	£20,000 -373,641 -374,173 -517,198	-3,002,903 -452,284 £25,000 -485,326 -485,858 -634,578	£30,0 -597,0 -597,5 -753,3 -921,5
Site 25 25% Affe Site 1 Site 2 Site 3 Site 4 Site 5	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 75	North 100% Cat £/unit North North North North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 25,000	300,000 300,000 eveloper Co BLV 275,000 275,000 275,000 275,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187	-2,211,282 -66,000 £10,000 -176,804 -168,159 -284,609 -366,064	-2,475,156 -192,971 £15,000 -266,418 -265,109 -400,426 -503,942	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158	-3,002,903 -452,284 £25,000 -485,326 -485,858 -634,578 -781,833	£30,0 -597,0 -597,0 -597,5 -753,3 -921,5 -955,3
Site 25 25% Affe Site 1 Site 2 Site 3 Site 4 Site 5 Site 6	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 75 Green 35	North 100% Cat £/unit North North North North North North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 25,000 25,000	300,000 300,000 BLV 275,000 275,000 275,000 275,000 275,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453	-2,211,282 -66,000 £10,000 -176,804 -168,159 -284,609 -366,064 -425,922	-2,475,156 -192,971 £15,000 -266,418 -265,109 -400,426 -503,942 -557,392	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220	£30,0 -582,9 £30,0 -597,0 -597,5 -753,3 -921,5 -955,3
Site 25 25% Affe Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 35 Green 20	North 100% Cat £/unit North North North North North North North North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 25,000 25,000 50,000	300,000 300,000 BLV 275,000 275,000 275,000 275,000 275,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 -11,166 -56,437 -93,637 -164,022 -171,671	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026	-2,211,282 -66,000 £10,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383	-2,475,156 -192,971 £15,000 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098	-3,002,903 -452,284 £25,000 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314	-3,266,7 -582,9 £30,0 -597,0 -597,5 -753,3 -921,5 -967,3 -802,2
Site 25 25% Affe Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000	300,000 300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278	-2,475,156 -192,971 £15,000 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039	-3,266,7 -582,9 £30,0 -597,0 -597,5 -753,3 -921,5 -967,3 -802,2 -180,4
Site 25 25% Afformation Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000	300,000 300,000 BLV 275,000 275,000 275,000 275,000 275,000 300,000 300,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050	-2,475,156 -192,971 £15,000 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 276,685	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045	-3,266,7 -582,9 -597,0 -597,5 -753,3 -921,5 -955,3 -967,3 -802,2 -180,4 -267,7
Site 25 25% Afformation Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000	300,000 300,000 8veloper Co BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262 646,441	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050 341,711	-2,475,156 -192,971 £15,000 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 276,685 189,346	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981 494,865	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384	-3,266,7 -582,9 £30,0 -597,5 -753,3 -921,5 -967,3 -802,2 -180,4 -267,7 291,7
Site 24 Site 25 25% Affine 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12	Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 3	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000	300,000 300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262 646,441 901,172	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076 799,595	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050 341,711 698,019	-2,475,156 -192,971 £15,000 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 276,685 189,346 596,442	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384 393,288	-3,266,7 -582,\$ £30,0 -597,6 -597,5 -753,3 -921,5 -965,3 -967,3 -802,2 -180,4 -267,7 -291,7 -387,6
Site 25 25% Affine 1 Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000	300,000 300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -164,022 -171,671 -8,597 729,262 646,441 901,172 1,005,389	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076 902,427 -593,466	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050 341,711 698,019 799,465	-2,475,156 -192,971 £15,000 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 276,685 189,346 596,442 696,502	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981 494,865 593,540 -1,012,284	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -822,220 -833,314 -669,039 -28,045 -115,384 -393,288 490,578	-3,266,7 -582,9 -582,9 -597,0 -597,5 -753,3 -921,8 -967,3 -802,2 -180,4 -267,7 -291,7 -337,6 -1,291,4
Site 25 25% Affe Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 12 Site 13	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 3 Green 9 Urban 300	North 100% Cat £/unit North	250,000 50,000 2, Varied De 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000	300,000 300,000 BLV 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262 646,441 901,172 1,005,389 -453,860	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076 799,595 902,427	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 -429,050 -341,711 -698,019 -799,465 -733,072	-2,475,156 -192,971 £15,000 -266,418 -265,109 -400,426 -557,392 -567,741 -402,531 276,685 189,346 596,442 696,502 -872,678	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981 494,865 593,540	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384 -393,288 490,578 -1,151,890	-3,266,7 -582,9 -597,0 -597,0 -597,5 -753,3 -921,5 -965,3 -967,7 -802,2 -180,4 -267,7 291,7 387,6 -1,291,4 -1,291,4 -1,870,0
Site 25 25% Affine 1 Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 3 Green 10 Urban 300 Urban 40	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000	300,000 300,000 BLV 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -164,022 -171,671 -8,597 729,262 646,441 901,172 1,005,389 -453,860 -807,639	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076 799,595 902,427 -593,466 -983,737	-2,211,282 -66,000 -176,804 -188,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050 341,711 698,019 799,465 -733,072 -1,159,835	-2,475,156 -192,971 £15,000 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 276,685 189,346 596,442 696,502 -872,678 -1,335,933	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981 494,865 593,540 -1,012,284 -1,513,696	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384 393,288 490,578 -1,151,890 -1,691,854	-3,266,7 -582,9
Site 25 25% Affe Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 13	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 50,000 50,000 50,000 50,000 50,000 100,000 100,000	300,000 300,000 BLV 275,000 275,000 275,000 300,000 300,000 300,000 300,000 300,000 120,000 120,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262 646,441 901,172 1,005,389 -453,860 -807,639 -674,706	-1,947,409 60,971 £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076 799,595 902,427 -593,466 -983,737 -829,281	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050 341,711 698,019 799,465 -733,072 -1,159,835 -984,619	-2,475,156 -192,971 -192,971 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 -276,685 -189,346 -596,442 -696,502 -872,678 -1,335,933 -1,139,956	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -689,074 -700,098 -535,785 124,320 36,981 494,865 593,540 -1,012,284 -1,513,696 -1,295,293	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384 393,288 490,578 -1,151,890 -1,691,854 -1,450,630	-3,266,7 -582,9 -597,0 -597,0 -597,5 -753,3 -921,5 -957,3 -802,2 -180,4 -267,7 -291,7 387,6 -1,291,4 -1,870,0 -1,606,6
Site 25 25% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 15 Site 15	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	300,000 300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262 646,441 901,172 1,005,389 -453,860 -807,639 -674,706 -716,509	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -303,026 -138,107 579,841 494,076 799,595 902,427 -593,466 -983,737 -829,281 -938,420	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050 341,711 698,019 799,465 -733,072 -1,159,835 -984,619 -1,160,330	-2,475,156 -192,971 -192,971 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 -276,685 -189,346 -596,402 -872,678 -1,335,933 -1,139,956 -1,382,241	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981 494,865 593,540 -1,012,284 -1,513,696 -1,295,293 -1,606,491	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384 393,288 490,578 -1,151,890 -1,151,890 -1,450,630 -1,450,630	-3,266,7 -582,9 -597,0 -597,5 -753,3 -921,5 -955,3 -967,3 -802,2 -180,4 -267,7 -291,7 -387,6 -1,291,4 -1,290,4 -1,606,6 -2,055,1
Site 25 25% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000	300,000 300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262 646,441 901,172 1,005,389 -4574,706 -716,509 -831,199	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076 799,595 902,427 -593,466 -983,737 -829,281 -938,420 -1,014,234	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050 341,711 698,019 799,465 -733,072 -1,159,835 -984,619 -1,160,330 -1,197,968	-2,475,156 -192,971 -192,971 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 -276,685 -189,346 -596,442 -696,502 -872,678 -1,335,933 -1,335,933 -1,382,241 -1,381,702	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981 494,865 593,540 -1,012,284 -1,513,696 -1,295,293 -1,606,491 -1,565,437	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384 -393,288 490,578 -1,151,890 -1,691,854 -1,450,630 -1,830,819 -1,749,171	-3,266,7 -582,9 -582,9 -597,0 -597,5 -753,3 -921,5 -967,2 -180,4 -267,7 -387,6 -1,291,4 -1,870,0 -1,291,4 -1,870,0 -1,291,4 -1,870,0 -1,291,4 -1,870,0 -1,291,4 -1,870,0 -1,291,4 -1,870,0 -1,291,4 -1,870,0 -1,191,4 -1,19
Site 25 25% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 13 Site 14 Site 14 Site 14 Site 14 Site 15 Site 16 Site 17	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 15	North 100% Cat £/unit North	250,000 50,000 2, Varied De 25,000 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 100,000 250,000 250,000	300,000 300,000 BLV 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262 646,441 901,172 1,005,389 -453,860 -807,639 -674,706 -716,509 -831,199 -1,498,166	-1,947,409 60,971 ue £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076 799,595 902,427 -593,466 -983,737 -829,281 -938,420 -1,014,234 -1,737,543	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050 341,711 698,019 799,465 -733,072 -1,159,835 -984,619 -1,160,330 -1,197,968 -1,197,968	-2,475,156 -192,971 -192,971 -192,971 -266,418 -265,109 -400,426 -503,942 -567,741 -402,531 -276,685 -189,346 -596,442 -696,502 -872,678 -1,335,933 -1,139,956 -1,382,241 -1,381,702 -2,216,298	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981 -494,865 -593,540 -1,012,284 -1,513,696 -1,295,293 -1,566,491 -1,565,437 -2,455,675	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384 -393,288 490,578 -1,151,890 -1,691,854 -1,450,630 -1,830,819 -1,749,171 -2,695,053	-3,266,7 -582,9 -582,9 -597,0 -597,5 -753,3 -921,5 -967,3 -802,2 -180,4 -267,7 -291,7 -387,6 -1,291,4 -1,870,0 -1,606,6 -2,055,1 -1,1932,9 -2,034,4
Site 25 25% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 12 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 75 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green 9 Urban 300 Urban 40 Urban 25 Urban 25 HD Urban 15 Urban 15 Urban 15 Urban 15 HD Urban 10	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000	300,000 300,000 BLV 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -164,022 -171,671 -8,597 729,262 646,441 901,172 1,005,389 -453,860 -807,639 -674,706 -716,509 -831,199 -1,498,166 -497,954	-1,947,409 60,971 £5,000 -92,826 -76,807 -169,012 -228,187 -303,026 -138,107 579,841 494,076 995,95 902,427 -593,466 -983,737 -829,281 -393,420 -1,014,234 -1,737,543 -664,947	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 -429,050 341,711 -698,019 799,465 -733,072 -1,159,835 -984,619 -1,160,330 -1,197,968 -1,197,968	-2,475,156 -192,971 -192,971 -192,971 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 -276,685 -189,346 -596,442 -696,502 -872,678 -1,335,933 -1,139,956 -1,382,241 -1,381,702 -2,216,298 -999,663	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981 494,865 593,540 -1,012,284 -1,513,696 -1,295,293 -1,606,491 -1,565,437 -2,455,675 -1,168,712	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384 -90,578 -1,151,890 -1,691,854 -1,450,630 -1,830,819 -1,749,171 -2,695,053 -1,337,761	-3,266,7 -582,9 -582,9 -597,6 -597,6 -753,3 -921,6 -965,3 -967,7 -802,2 -180,4 -291,7 -1,291,4 -1,870,6 -2,055,1 -1,932,6 -2,934,4 -1,506,8
Site 25 25% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 10 Site 11 Site 12 Site 14 Site 15 Site 15 Site 17 Site 17 Site 17 Site 18 Site 19 Site 19 Site 18 Site 19 Site 19 Site 19 Site 19 Site 19	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 300,000 300,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262 646,441 901,172 1,005,389 -453,860 -807,639 -674,706 -716,509 -831,199 -1,498,166 -497,954 -852,069 -1,003,655	-1,947,409 60,971 £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076 799,595 902,427 -593,466 -983,737 -829,281 -938,420 -1,014,234 -1,737,543 -664,947 -1,085,641 -1,188,446	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050 341,711 698,019 -94,65 -733,072 -1,159,835 -984,619 -1,160,330 -1,179,968 -1,976,921 -831,940 -1,319,925 -1,374,684	-2,475,156 -192,971 -192,971 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 -276,685 -189,346 -596,442 -696,502 -872,678 -1,335,933 -1,139,956 -1,382,241 -1,381,702 -2,216,298 -999,663 -1,556,424 -1,560,923	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -689,074 -700,098 -535,785 124,320 36,981 494,865 93,540 -1,012,284 -1,513,696 -1,295,293 -1,606,491 -1,565,437 -2,455,675 -1,168,712 -1,792,923 -1,747,162	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384 -393,288 490,578 -1,151,890 -1,450,630 -1,450,630 -1,830,819 -1,749,171 -2,695,053 -1,337,761 -2,029,422 -1,933,400	-3,266,7 -582,9 -582,9 -597,1 -597,5 -753,3 -921,5 -967,3 -802,2 -180,4 -267,7 -1,291,4 -1,870,0 -1,606,6 -2,055,1 -1,932,5 -2,934,4 -1,1566,6 -2,265,5 -2,2119,6
Site 25 25% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 15 Site 15 Site 16 Site 15 Site 16 Site 17 Site 18 Site 19 Site 19 Site 10 Site 10 Site 11 Site 11 Site 12 Site 12 Site 14 Site 15 Site 16 Site 17 Site 17 Site 18 Site 19 Site 20 Site 21	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 3 Green Plot Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8	North 100% Cat £/unit North	250,000 50,000 2, Varied De EUV 25,000 25,000 25,000 50,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 300,000 300,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262 646,441 901,172 1,005,389 -453,860 -807,639 -674,706 -716,509 -31,199 -1,498,166 -497,954 -852,069	-1,947,409 60,971 £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076 799,595 902,427 -593,466 -983,737 -829,281 -938,420 -1,014,234 -1,737,543 -664,947 -1,085,641 -1,188,446 -402,934	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 -429,050 -341,711 -698,019 -733,072 -1,159,835 -984,619 -1,160,330 -1,197,968 -1,976,921 -831,940 -1,319,925 -1,374,684 -569,698	-2,475,156 -192,971 -192,971 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 -276,685 -189,346 -596,442 -1,335,933 -1,139,956 -1,382,241 -1,381,702 -2,216,298 -999,663 -1,556,424	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981 494,865 593,540 -1,012,284 -1,513,696 -1,295,293 -1,565,437 -2,455,675 -1,168,712 -1,792,923 -1,747,162 -904,860	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -781,833 -822,220 -833,314 -669,039 -28,045 -115,384 -393,288 -490,578 -1,151,890 -1,450,630 -1,830,819 -1,749,171 -2,695,053 -1,337,761 -2,029,422 -1,933,400 -1,073,755	-3,266, -582, \$ £30,0 -597,1 -597,5 -753,3 -921,1 -955,5 -967,3 -802,2 -180,0 -267,1 -1,291,4 -1,870,0 -1,606,6 -2,055,1 -1,932,9 -2,134,4 -1,506,8 -2,119,6 -1,242,6 -1,242,6
Site 25 25% Aff Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 15 Site 16 Site 17 Site 18 Site 19 Site 17 Site 18 Site 20 Site 21 Site 21 Site 22	Bungalows 12 ordable Housing, Green 2,000 Green 750 Green 150 Green 35 Green 20 Green 12 Green 9 Green 6 Green 9 Urban 300 Urban 40 Urban 25 Urban 15 Urban 15 Urban 15 Urban 10 Urban 8 Urban 8 Urban 8 Urban 5 Urban 5	North 100% Cat £/unit North North	250,000 50,000 50,000 25,000 25,000 25,000 25,000 50,000 50,000 50,000 100,000 100,000 100,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000 250,000	300,000 300,000 BLV 275,000 275,000 275,000 275,000 300,000 300,000 300,000 120,000 120,000 120,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000 300,000	-1,684,580 187,942 ntribution Residual Val £0 -12,366 11,166 -56,437 -93,637 -164,022 -171,671 -8,597 729,262 -170,5389 -453,860 -807,639 -674,706 -716,509 -831,199 -1,498,166 -497,954 -852,069 -1,003,655 -236,330 -320,933	-1,947,409 60,971 £5,000 -92,826 -76,807 -169,012 -228,187 -294,453 -303,026 -138,107 579,841 494,076 799,595 902,427 -593,466 -983,737 -829,281 -1,014,234 -1,737,543 -664,947 -1,188,446 -402,934 -487,799	-2,211,282 -66,000 -176,804 -168,159 -284,609 -366,064 -425,922 -435,383 -269,278 429,050 -361,017 -733,072 -1,159,835 -984,619 -984,619 -1,160,330 -1,197,968 -1,976,921 -831,940 -1,374,684 -569,698 -655,019	-2,475,156 -192,971 -192,971 -266,418 -265,109 -400,426 -503,942 -557,392 -567,741 -402,531 -276,685 -189,346 -596,442 -696,502 -872,678 -1,335,933 -1,139,956 -1,382,241 -1,381,702 -2,216,298 -999,663 -1,556,424 -1,560,923 -736,462 -822,240	-2,739,029 -321,643 £20,000 -373,641 -374,173 -517,198 -642,158 -689,074 -700,098 -535,785 124,320 36,981 494,865 593,540 -1,012,284 -1,513,696 -1,295,293 -1,565,437 -2,455,675 -1,168,712 -1,792,923 -1,747,162 -904,860 -989,460	-3,002,903 -452,284 -452,284 -485,326 -485,858 -634,578 -833,314 -669,039 -28,045 -115,384 -90,578 -1,151,890 -1,691,854 -1,450,630 -1,450,630 -1,749,171 -2,695,053 -1,337,761 -2,029,422 -1,1933,400 -1,073,755 -1,156,681	-3,266,7 -582,9 -582,9 -597,6 -597,6 -753,3 -921,6 -967,7 -802,2 -180,4 -267,7 -291,7 -1,870,6 -1,932,9 -2,055,1 -1,932,9 -2,055,1 -1,1932,9 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,119,6 -2,2,219,4 -2,2,2,2 -2,2,2,2 -2,2 -2
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- 10.46 At the time of this assessment the Council has not completed the research behind the updated Infrastructure Delivery Plan (IDP) so do not know what levels of contribution will be sought from development in the future. In the base analysis it is assumed that the current typical contribution of about £2,000/unit will continue. As set out in Chapter 7 there is uncertainty around this pending the completion of the Councils Infrastructure Delivery Plan (IDP).
- 10.47 The above analysis suggests that there is not capacity to seek increased levels of developer contribution with an Affordable Housing target of 20%.



Suggested Affordable Housing Targets

- 10.48 In the sections above, the ability of development to bear a range of costs has been considered. How this information is brought together will be a matter for the Council – bearing in mind its own priorities.
- 10.49 The results vary significantly between the southern and the northern areas. In the higher value southern area, on the larger greenfield sites the 'tipping' point in terms of the Residual Value Exceeding the BLV is between 20% and 25% Affordable Housing. This is in line with expectations, on the basis that some sites are delivering affordable in this area and that viability has got a little worse (costs rising more than values) since the Affordable Housing target was set.
- 10.50 In the lower value northern area, the larger greenfield typologies produce Residual Values that are less than the BLV without Affordable Housing, indicating that not only is development unable to bear Affordable Housing in this area, but is also unlikely to be forthcoming.
- 10.51 The smaller sites (in the 6 unit to 10 unit band) that are within the parishes in the 'designated rural area, in both the north and south of the District, have higher Residual Values, reflecting the slightly higher value attributed to residential development on smaller sites. These types of site are able to bear Affordable Housing of up to 25% so we would recommend a lower threshold is set (6 is the minimum under paragraph 63 of the 2019 NPPF⁶⁴).
- 10.52 Across both the northern and the southern areas, the brownfield typologies generate a Residual Values that is not only below the EUV, but is also negative. This indicates that development on these types of site is likely to be unviable, even without the provision of any Affordable Housing. The Council's experience on the ground, through the development management system, is that some schemes are coming forward within the urban areas and on greenfield sites in the northern area, but these are limited and are not generally delivering Affordable Housing (this is also, at least in part, because such sites tend to be small sites that are below the Affordable Housing policy threshold).
- 10.53 The Council should be cautious about allocating sites in the north of the District as these are Likewise, the Council should be cautious when relying on unlikely to be forthcoming. brownfield sites to deliver housing (for example within the five-year supply assessment) as

Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer). To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.

The definition of major development is in the Glossary to the 2019 NPPF:

Major development: For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more. For non-residential development it means additional floorspace of 1,000m2 or more, or a site of 1 hectare or more, or as otherwise provided in the Town and Country Planning (Development Management Procedure) (England) Order 2015.



⁶⁴ Paragraph 63 of the 2019 NPPF says:

- such sites are clearly challenging to deliver. The exception to this advice is where there is clear evidence that a policy compliant scheme can be delivered on the site.
- 10.54 The analysis in the base appraisals (above) assumes that the Affordable Housing is provided as 70% Affordable Rent and 30% Intermediate Housing. The 2019 NPPF sets out a requirement for low cost home ownership as part of the Affordable Housing mix. In the following analysis, the effect of this requirement has an impact on viability.
- 10.55 The results do show an improvement in viability, but it is not sufficient to justify an Affordable Housing target that is more than 20%.
- 10.56 The analysis considered the impact of Affordable Housing on development viability. It is also necessary to consider the ability to bear developer contributions. The results indicate that, without Affordable Housing, in the southern parts of the District, most greenfield sites can bear up to £15,000/unit in developer contributions. In the northern parts of the District the scope to bear developer contributions is limited.
- 10.57 We have tested the impact of higher building standards on development viability. The additional costs of building to Option 1 and Option 2 of these as set out in the Government's consultation on The Future Homes Standard have been tested. There is a requirement to test a scenario where all new homes are to be designed to be accessible and adaptable dwellings with 10% of the housing to be wheelchair adaptable dwellings.
- 10.58 The analysis shows that the additional costs on increased standards does have a detrimental impact on viability. At 20% Affordable Housing there would be limited scope to introduce higher standards, beyond the Accessible and Adaptable Category 2 Standard.
- 10.59 The consultation on the Future Homes Standard is being carried out on the basis that any changes would be introduced from 2025, which is likely to be in a future plan period. Whilst it is prudent to consider their impact now, there is little scope to introduce the emerging requirements at this stage.
- 10.60 The core balance in a viability assessment is between the provision of Affordable Housing and the payment of developer contributions towards strategic infrastructure and mitigation measures that are required to make development acceptable. A further set of appraisals has been run with varied levels of developer contributions tested against varied Affordable Housing targets.
- 10.61 At the time of this assessment the Council has not completed the research behind the updated Infrastructure Delivery Plan (IDP) so does not know what levels of contribution will be sought from development in the future. In the base analysis it is assumed that the current typical contribution of about £2,000/unit will continue. On this basis, the above analysis suggests that there is not capacity to seek increased levels of developer contribution with an Affordable Housing target of 20% Affordable Housing.
- 10.62 Should higher level of developer contributions be required to provide the infrastructure to support new development then it would be necessary to consider a lower affordable housing



target. With a £5,000/unit developer contribution an affordable housing target of 10% would be appropriate in the southern area.

10.63 At the time of this report, no strategic sites have been identified. In due course these will need to be tested individually. There is no doubt that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance (page 23):

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

10.64 In this context we particularly highlight paragraph 10-006 of the PPG:

... It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan....

PPG 10-006-20180724

10.65 Based on the above, a 20% Affordable Housing target is used in the remaining analysis in this report.

Scope for CIL

- 10.66 As set out at the start of this report, part of the scope of this study is to consider the capacity for CIL. In the previous sections the ability to bear developer contributions was considered at varied levels of affordable housing. On greenfield sites in the south of the District, at 20% affordable housing there is scope for £2,000/unit, and at 10% affordable housing there is scope for £5,000 or so. Without affordable housing there is scope for £15,000 or so on greenfield sites in the south of the District.
- 10.67 The above analysis simply considers the ability to bear different levels of contribution, having no regard for how the contributions are paid. Developer contributions can be paid through the s106 regime or as CIL. Payments requested under the s106 regime are determined site by site and must be (as set out in CIL Regulation 122):
 - a. necessary to make the development acceptable in planning terms;
 - b. directly related to the development; and
 - c. fairly and reasonably related in scale and kind to the development.
- 10.68 Where a CIL is in place, it is mandatory on all developments within the categories and areas where the levy applies. This is unlike s106 agreements (including Affordable Housing) which are negotiated with developers (subject to the restrictions in CIL Regulation 122 and within paragraphs 10-007 and 10-008 of the PPG). This means that CIL must not prejudice the



viability of most sites. This difference is reflected in the CIL Guidance (within the PPG) that refers to a buffer.

A charging authority's proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a 'buffer' or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.

PPG 25-020-20190901

10.69 The level of the buffer has been debated at many CIL hearings, but generally CIL Examiners like to see a buffer of between 30% and 50% between the Residual Value and the Benchmark Land Value. On this basis there is limited scope to introduce CIL.

Commuted Sums

10.70 FDC's preference is for Affordable Housing to be delivered on-site. This approach is in line with Paragraph 62 of the 2019 NPPF that says:

Where a need for affordable housing is identified, planning policies should specify the type of affordable housing required, and expect it to be met on-site unless:

- a) off-site provision or an appropriate financial contribution in lieu can be robustly justified;
 and
- b) the agreed approach contributes to the objective of creating mixed and balanced communities.

Paragraph 62, 2019 NPPF

10.71 It is sensible for councils to set out guidance as to how a commuted sum would be calculated so as to provide transparency, and to avoid the undue delays that might arise during s106 negotiations if details of a payment had to be developed from first principles on each occasion. The analysis provides a basis on which it would be possible to formulate appropriate arrangements for calculating the commuted sum. Across the country different councils have taken different approaches, sometimes calculating contributions on a site-by-site basis, other times setting out a predetermined 'commuted sum'.

Review of plan policy formulae

10.72 Some time ago we researched the nature of commuted sum formulations in then approved or emerging local planning policies. Whilst some relied on generalities, the vast majority which had developed a specific formula, had used one which derived from the Housing Corporation's⁶⁵ Total Cost Indicator (TCI) system. This system was designed to provide cost discipline, so as to ensure that Affordable Housing was procured by Registered Social

⁶⁵ The Housing Corporation was the non-departmental public body that funded new affordable housing and regulated housing associations in England. It was abolished in 2008 with its responsibilities being split between the Homes and Communities Agency and the Tenant Services Authority. In January 2018 Homes and Communities Agency was replaced by Homes England and Regulator of Social Housing.



- Landlords on terms which produced value for money for the public subsidy, Social Housing Grant (SHG), which had been the normal funding basis through which it was provided.
- 10.73 Given that this was its purpose, the TCI was useful in providing a basis for calculating commuted sums. It was designed to provide cost guidance specifically related to each local council area; contained such guidance for each of a large number of different dwelling size bands; and was updated through indexing and readjustment each year, so remained current.
- 10.74 Unfortunately, the Housing Corporation replaced the TCI system with an approach which does not provide these benefits. This reflected, to some extent, the move towards a more targeted use of SHG and a greater reliance on developer subsidy. However, from the viewpoint of commuted sum formulation, the change is, in some respects, to be regretted.

Alternative approach

- 10.75 We have adopted an approach to the calculation of the developer contribution, utilising the site viability analysis. It is based upon the contribution that the developer would have made if an on-site affordable contribution were delivered.
- 10.76 The calculation works as follows:
 - a. Estimate the value of the site with 100% market housing.
 - b. Estimate the Residual Value of the site with the target level (i.e. the 20%) of Affordable Housing.
- 10.77 The difference between (a) and (b) is the reduction in site value due to the Affordable Housing policy contribution. This analysis is only undertaken in the southern area, where the delivery of is viable.
- 10.78 This is set out in the following table:



	T	ab	le	10.	9 /	٩ff	ord	ab	le ŀ	Ιοι	ısir	ng (Co	ntri	ibu	tio	n: (Cal	cul	atio	ons	i	
a Co		£/unit	41,593	46,372	53,295	55,628	51,931	53,942	55,713	85,260	80,691	43,064	45,697	43,222	18,260	47,440	43,549	42,955	56,461	47,155	10,656	85,328	
Difference		Site	16,637,052	6,955,875	1,598,839	834,414	363,517	215,768	133,711	153,468	96,829	2,583,851	365,574	216,109	91,298	142,321	130,646	85,910	90,338	75,448	53,280	204,787	
eile/		20%	21,915,020	9,975,903	1,837,637	889,810	297,261	171,343	178,531	392,610	238,380	-874,659	-376,512	-220,989	-653,091	-142,219	-350,015	-25,395	-38,128	-148,187	-894,985	295,639	
Recidinal Valle	Nesidual 000	%0	38,552,072	16,931,778	3,436,476	1,724,224	660,778	387,111	312,242	546,077	335,210	1,709,192	-10,938	-4,880	-561,793	102	-219,370	60,515	52,210	-72,739	-841,705	500,426	
llnifs	A Would be	Affordable	400	150	30	15	7	4	2	2	1	09	8	2	2	3	3	2	2	2	2	2	
		All	2,000	750	150	22	32	20	12	6	9	300	40	25	25	15	15	10	8	8	25	12	
			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	
			Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	
			South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	
			Green 2,000	Green 750	Green 150	Green 75	Green 35	Green 20	Green 12	Green 9	Green 6	Urban 300	Urban 40	Urban 25	Urban 25 HD	Urban 15	Urban 15 HD	Urban 10	Urban 8	Urban 8 HD	PRS 25	Bungalows 12	
			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 24	Site 25	

10.79 Taking the appraisal for Typology 4 as an example, the Residual Value with no Affordable Housing, i.e. 75 market dwellings, is £1,724,224. With the option of 20% Affordable Housing, the Residual Value falls to £889,810. The developer's contribution is £834,4149 (£1,724,224).



- £889,810); divided by 15 affordable dwellings (20% of 75), this gives a cost of £55,628 per affordable dwelling.
- 10.80 The calculated contributions in the tables above vary, but the average is about £45,000/unit.

Suggested guidance

- 10.81 Paragraph 62 of the 2018 NPPF is clear that off-site provision or financial contribution in lieu 'can be robustly justified'. On this basis, the above calculations provide a sound basis for determining a commuted sum figure. There are two alternatives open to the Council. The first is to work to a published 'standard commuted sum payment'. If FDC were to take this option, we would recommend a £45,000/unit payment per affordable unit not delivered on-site.
- 10.82 FDC is currently preparing a new Local Plan. This document will be long lived and is likely to be in place across several economic cycles. We would therefore recommend that FDC prepares separate guidance setting out the amount of the payment, and to allow a simple review should viability change.
- 10.83 Alternatively, FDC may prefer to calculate the commuted sum scheme-by-scheme as it does now. This has the advantage of being an up to date figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units – the difference being the commuted sum.

Impact of Change in Values and Costs

- 10.84 Whatever policies are adopted, the Plan should not be unduly sensitive to future changes in prices and costs. In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 10.08% over the next 3 years⁶⁶. We have tested a scenario with this increase in build costs.
- 10.85 As set out in Chapter 4, we are in a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. We have tested four price change scenarios, minus 10% and 5%, and plus 10% and 5% (though the September 2019 consultation it was suggested that a +5% / -5% change should be tested, we do not consider this to be sufficient.. In this analysis, we have assumed all other matters in the base appraisals remain unchanged. It is important to note that, in the following table, only the costs of construction and the value of the market housing are altered.

⁶⁶ See Table 1.1 (Page 7) of in *Quarterly Review of Building Prices*



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Table 10.10a Impact of Price and Cost Change - SOUTH (£/ha) +10% Impact of change in BCIS and Value 5% Affordable. Impact of change in BCIS and Value



Table 10.10b Impact of Price and Cost Change - SOUTH (£/ha) Impact of change in BCIS and Value 15% Affordable.



Table 10.10c Impact of Price and Cost Change - NORTH (£/ha) +5% Impact of change in BCIS and Value 5% Affordable. Impact of change in BCIS and Value



, c	%CI.+	700	399 025	457,515	515,709	399,842	407,999	571,214	,690,518	1,546,661	764.992	94,771	-81,521	-61,300	166,979	-84,906 305,464	27,989	13,015	51,549	299,031	454, 160	33,033	859,851			+15%	100 100	347 110	388,337	433,901	327,490	333,724	549,331	,414,048	,561,915	764,992	34,860	32.672	46,262	76,198	10,882	51,834	-24,154	39,003	454,160	482,721	000
Ļ	o	Č					~	~	_	7	Ľ		5 -	9	-16	7 2	1 6	1 1.	4		4 4	8 -1,2;				°,	Č	6 6	ňŘ	7 4	3,		7	7	2 1	1,7	, 1,	1,1	2 -2	9 -1	4 -9.	m	0 0	2 2	94	1	,
100	+10%	200	285,664	304,610	335,328	232,56	236,06	399,363	1,418,474	1,297,410	1,323,022	-63,23	-305,43;	-252,56	-340,42	-313,19	-68.15	-167,88	-616,04	98,96	187.23	-1,409,61	651,736			+10%	400 400	738 27	242,83	262,23	167,95	167,632	1.290.970	1,174,953	1,329,022	1,498,063	-120,403	-316.61	-413,21	-396,11	-1,112,15	-134,76	-292,469	98,92	174.12	187,23	4 440 00
ì	%c+	00	-24,150	-163,350	-219,971	-292,634	-299,515	-128,304	595,645	525,012	697,275	-604,778	-999,280	-844,426	-868,586	-1,019,215	-668,744	-1,030,066		-508,987	-710.054	-1,941,511	7,188			+2%	000 000	128 504	97,337	695'06	2,131	-1,710	1.032,608	931,104	1,096,129	1,231,133	-283,399	-503,888	-580,161	-619,694	-1,313,426	-323,468	-566,662	-024,040	-105,908	-108,260	4 045 005
•	>	747	52,040	-2,913	-30,438	-114,558	-118,977	48,115	874,385	785,835	964.204	-412,474	-765,756	-646,263	-690,787	-1 438 419	-466,668	-740,674	-945,029	-302,876	-387,400	-1,762,790	225,555			0	0 475	15 805	-52,190	-88,839	-164,846	-171,052	772.534	686,018	860,541	964,204	-461,088		-748,025	-843,270	-1,516,168	-515,710	-843,086	-302 876	-387,466	-405,632	4 700 005
Č	%0	00 470	-71 670	-163,350	-219,971	-292,634	-299,515	-128,304	595,645	525,012	697,275	-604,778	-999,280	-844,426	-868,586	-1,019,215		-1,030,066		-508,987	-075,965	-1,941,511	7,188			-2%	440 000	-119,830	-106,334	-270,787	-335,714	-344,354	506,684	437,364	623,059	697,275	-044,108	-880.435		-1,069,378	-1,720,459	-707,951	-1,119,510	-1,109,046	-675,965	-710,054	4 OCF 754
7007	%OI	777	-206,606	-328,211	-414,958	-473,459	-482,856	-307,649	312,084	263,484	430.346	-797,081	-1,232,804	-1,044,226	-1,046,394	-1,257,525	-870,820	-1,321,097	-1,276,356	-715,245	-1.014.476	-2,120,746	-211,179			-10%	007 000	-239,733	-363,034	-456,353	-507,738	-518,814	-346,026	188,709	385,577		-4 266 425	-1,070,517	-1,086,933	-1,296,308	-1,924,751	-900,426	-1,398,720	-715 245	-964.463	-1,014,476	00,000
		% 6+	-30,020	-168,639	-227,104	-302,960	-310,164	-130,174	635,247	559,880	751.937	-633,082	1,045,023	-882,293	-907,153	1,065,884	608,809	1,080,878	1,161,729	-516,871	-080,729	2,020,729	225,555			-	426 606	-112 779	-216,614	-284,638	-352,018	-361,197	537.324	463,205	672,071	751,937	1 007 511	-924.542	-962,628	1,124,242	1,806,939	-742,455	-1,183,290	-516 871	-686,729	-722,056	100000
0	,	+10%	-213,331	-338,634	-429,225	-494,112	-504,153	-311,031	392,849	333,219	539,669	-853,690	-1,324,289	-1,119,960	-1,123,529	-1,350,864	-926,951	-1,422,567		-/30,866	-985,991	-2,279,181	225,555				+10%	-279 570	-384,758	-484,054			298.214	240,392	483,602	539,669	-896,471 -1 373 105	-1,373,103	-1,177,230	-1,406,036	-2,097,710	249	-1,526,515 -	- 730 866	-985,991	-1,038,479	071 000 0
BLV Residual Value		+15%	-360,823	-509,656	-631,346	-685,264	-698,142	-494,473	147,786	106,558	327.402	-1,074,298	-1,605,432	-1,357,627	-1,339,905	-1,635,843	-1,159,138	-1,767,035	-1,599,946	4 205 254	-1,265,254	-2,537,633	225,555		BLV Residual Value		+15%	400,343	-554,175	-684,127	-729,152	-743,805	-542,949	17,579	295,132	327,402	-1,114,162	-1,031,332	-1,391,832	-1,687,829	-2,388,482	-1,198,786	-1,870,983	-947 028	-1.285,254	-1,354,903	2 500 704
BLV		021	275,000	275,000	275,000	275,000	300,000	300,000	300,000	300,000	300,000	120,000	120,000	120,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	Value	BLV		275 000	275,000	275,000	275,000	275,000	300,000	300,000	300,000	300,000	300,000	120,000	120.000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	000
EUV		000	25,000	25,000	25,000	25,000	50,000	20,000	50,000	50,000	50.000	100,000	100,000	100,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	50,000	Pue SIJB u	EUV			25,000				50,000	50,000	50,000	50,000	50,000	100,000	100.000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	000
1	value	20 1	No.	North	North	North	North	North	North	North	North	North	North	North	North	North North	North	North	North	North	North Port	North	North	i opuedo j		Value	BCIS	No.	North	North	North	North	North	North	North	North	North North	North	North	North	North	North	North	North	North	North	1
		000	Green 750		Green 75					Green 6	ŧ		Urban 40		Jrban 25 HD	Urban 15 HD	Urban 10	Urban 8	Jrban 8 HD	Urban 5	Urban 3	PRS 25	Bungalows 12	o to coming the bottom	EUV		000		Green 150			Green 20	Green 9	Green 6	Green 3	Green Plot	Urban 40	Jrban 25	Urban 25 HD	Jrban 15	Urban 15 HD	Jrban 10	Urban 8	Urban 5	Jrban 3	Urban Plot	10.00
			Site	1						Site 9						Site 16	+-	-	-	Site 21				% Affor	П		1040						Site 8		П	_	Site 12 L						Site 19 L	_	_		Т

10.86 The analysis demonstrates that a relatively small increase in build costs will adversely impact on viability, although this is unlikely to be sufficient to impact on the deliverability of the Plan. Conversely a modest increase in value could have a significant impact in improving viability.

Review

10.87 The direction of the market, as set out in Chapter 4 above, is improving, and there is an improved sentiment that the economy and property markets are improving. There is however some level of uncertainty. Bearing in mind FDC's wish to develop housing, and the requirements to fund infrastructure, it is recommended that the Council keeps viability under



review; should the economics of development change significantly it should consider undertaking a limited review of the Plan to adjust the Affordable Housing requirements or levels of developer contribution.

10.88 In this regard it is timely to highlight paragraph 10-009-20180724 of the PPG.

How should viability be reviewed during the lifetime of a project?

Plans should set out circumstances where review mechanisms may be appropriate, as well as clear process and terms of engagement regarding how and when viability will be reassessed over the lifetime of the development to ensure policy compliance and optimal public benefits through economic cycles.

Where contributions are reduced below the requirements set out in policies to provide flexibility in the early stages of a development, there should be a clear agreement of how policy compliance can be achieved over time. As the potential risk to developers is already accounted for in the assumptions for developer return in viability assessment, realisation of risk does not in itself necessitate further viability assessment or trigger a review mechanism. Review mechanisms are not a tool to protect a return to the developer, but to strengthen local authorities' ability to seek compliance with relevant policies over the lifetime of the project.

PPG 10-009-20180724

10.89 It is recommended that, in sites where the policy requirements are flexed, the Council includes review mechanisms.

Older People's Housing

10.90 As well as mainstream housing, we have considered the Sheltered and Extracare sectors separately. Appraisals were run for a range of Affordable Housing requirements. The results of these are summarised as follows. In each case allowance has been made for a s106 developer contribution of £500/unit. The full appraisals are set out in **Appendix 13** below:



Та	ble 10.11 Older	People's Hous	ing (Sheltered),	Appraisal Resu	lts (£/ha)
		Affordable %	EUV	BLV	Residual Value
Site 2	Green	0%	50,000	250,000	-998,773
Site 3	Green	5%	50,000	250,000	-1,243,607
Site 4	Green	10%	50,000	250,000	-1,488,441
Site 5	Green	15%	50,000	250,000	-1,731,305
Site 6	Green	20%	50,000	250,000	-1,976,140
Site 7	Green	25%	50,000	250,000	-2,220,974
Site 8	Green	30%	50,000	250,000	-2,465,961
Site 14	Brown	0%	100,000	120,000	-2,127,200
Site 15	Brown	5%	100,000	120,000	-2,372,034
Site 16	Brown	10%	100,000	120,000	-2,618,647
Site 17	Brown	15%	100,000	120,000	-2,865,243
Site 18	Brown	20%	100,000	120,000	-3,113,809
Site 19	Brown	25%	100,000	120,000	-3,362,375
Site 20	Brown	30%	100,000	120,000	-3,610,941

Та	Table 10.12 Older People's Housing (Extracare), Appraisal Results (£/ha)						
		Affordable %	EUV	BLV	Residual Value		
Site 2	Green	0%	50,000	250,000	-2,649,876		
Site 3	Green	5%	50,000	250,000	-2,969,322		
Site 4	Green	10%	50,000	250,000	-3,293,193		
Site 5	Green	15%	50,000	250,000	-3,619,496		
Site 6	Green	20%	50,000	250,000	-3,943,829		
Site 7	Green	25%	50,000	250,000	-4,268,162		
Site 8	Green	30%	50,000	250,000	-4,592,496		
Site 14	Brown	0%	100,000	120,000	-4,122,624		
Site 15	Brown	5%	100,000	120,000	-4,446,709		
Site 16	Brown	10%	100,000	120,000	-4,770,795		
Site 17	Brown	15%	100,000	120,000	-5,094,880		
Site 18	Brown	20%	100,000	120,000	-5,420,935		
Site 19	Brown	25%	100,000	120,000	-5,749,082		
Site 20	Brown	30%	100,000	120,000	-6,078,131		

Source: HDH (December 2019)

10.91 Based on this analysis, specialist older people's housing is not able to bear developer contributions (financial or Affordable Housing) in the FDC area.



11. Non-Residential Appraisals

- 11.1 Based on the assumptions set out previously, we have run a set of development financial appraisals for the non-residential development types.
- 11.2 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability, we have used the same methodology with regard to the Benchmark Land Value (EUV 'plus').
- 11.3 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development, and what planning applications are being determined and on what basis.
- 11.4 The full appraisals are set in **Appendix 13** below.

Table 11.1 Employment						
Greenfield						
		Offices -	Offices - Park	Larger	Smaller	
		Central		Industrial	Industrial	
CIL	£/m2	0	0	0	0	
RESIDUAL VALUE	Site	-3,143,889	-2,670,578	-1,321,255	-279,038	
Existing Use Value	£/ha	50,000	50,000	50,000	50,000	
Viability Threshold	£/ha	300,000	300,000	300,000	300,000	
Residual Value	£/ha	-50,302,232	-6,676,445	-1,321,255	-2,790,378	
BROWNFIELD						
		Offices -	Offices - Park	Larger	Smaller	
		Central		Industrial	Industrial	
CIL	£/m2	0	0	0	0	
RESIDUAL VALUE	Site	-3,517,429	-3,005,343	-1,606,847	-312,926	
Existing Use Value	£/ha	100,000	100,000	100,000	100,000	
Viability Threshold	£/ha	120,000	120,000		•	
Residual Value	£/ha	-56,278,858	-7,513,358	-		

Source: HDH (December 2019)

11.5 To a large extent the above results are reflective of the current market in the District and more widely. Office and industrial development are shown as being unviable, however this is not



just an issue within FDC, a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward (and it is coming forward), it tends to be from existing businesses for operational reasons, for example existing local businesses moving to more appropriate and better located town edge properties.

- 11.6 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in the FDC area is 'user led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 11.7 It is clear that the delivery of the employment uses is challenging in the current market. We would urge caution in relation to setting policy requirements for employment uses that would unduly impact on viability.

	Table 11.2 Retail and Hotels							
Greenfield								
		Prime Retail	Secondary	Supermarket	Smaller	Retail	Hote	
			Retail		Supermarket	Warehouse		
CIL	£/m2	0	0	0	0	0		
RESIDUAL VALUE	Site	-220,950	-228,122	5,926,363	2,079,312	6,101,729	1,411,34	
Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000	50,00	
Viability Threshold	£/ha	300,000	300,000	300,000	300,000	300,000	250,00	
Residual Value	£/ha	-11,784,002	-12,166,486	4,444,773	6,931,038	7,627,161	3,216,74	
BROWNFIELD								
		Prime Retail	Secondary	Supermarket	Smaller	Retail	Hot	
			Retail		Supermarket	Warehouse		
CIL	£/m2	0	0	0	0	0		
RESIDUAL VALUE	Site	-238,353	-245,524	5,383,135	1,950,772	5,794,791	1,187,3	
Existing Use Value	£/ha	100,000	100,000	100,000	100,000	100,000	100,00	
Viability Threshold	£/ha	120,000	120,000	120,000	120,000	120,000	120,00	
Residual Value	£/ha	-12,712,143	-13,094,626	4,037,352	6,502,572	7,243,489	2,706,28	

Source: HDH (December 2019)

11.8 The larger format retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin. The Plan supports the development of retail uses in the town centres but there are limited remaining opportunities within the town centres beyond those being currently pursued. The Council wishes to see a broad range of retailing in the towns, and the Plan directs this towards the town centres.



11.9 The analysis included hotel use. This is shown to be viable on greenfield and brownfield land.





12. Findings and Recommendations

- 12.1 This chapter provides a non-technical summary of the overall assessment that can be read on a standalone basis. Having said this, a viability assessment of this type is, by its very nature, a technical document that is prepared to address the very specific requirements of national planning policy. As this is a summary chapter, some of the content of earlier chapters is repeated.
- 12.2 This Viability Assessment sets out the methodology used, the key assumptions adopted, and the results. It has been prepared to assist the Council with the assessment of the viability of the emerging Local Plan. The 2019 National Planning Policy Framework (2019 NPPF), the updated Planning Practice Guidance (PPG) and the Harman Viability Guidance require stakeholder engagement particularly with members of the development industry. Consultation has taken place and, whilst there was not universal agreement, a broad consensus was achieved.
- 12.3 Fenland District Council (FDC / the Council) is preparing a Local Plan that will set out the future spatial strategy for the District and will include sites for allocation. The first stage of this is the publication of an 'Issues and Options' consultation document. Responses to the Issues and Options document will inform the scope and direction of the draft Local Plan, which the Council intends to publish for consultation in –the summer of 2020.
- 12.4 This Viability Assessment has been commissioned to inform the further development of the Plan. HDH Planning & Development Ltd has been appointed to advise FDC in connection with several matters:
 - a. Review of Affordable Housing policy within the District (including tenure split).
 - b. Whole plan viability to consider all other standards and policy requirements.
 - c. To consider the scope for Community Infrastructure Levy (CIL).
- 12.5 In the three or so years before this report, various Government announcements were made about changes to the planning processes. The Ministry of Housing Communities and Local Government (MHCLG) updated the National Planning Policy Framework, (2018 NPPF), and published new Planning Practice Guidance (PPG) in July 2018. In February 2019 the NPPF was further updated (2019 NPPF), although these changes did not impact on viability. In May 2019 the viability sections of the PPG were updated again. In addition to these changes, the CIL Regulations and accompanying guidance (within the PPG) were also updated from 1st September 2019. The methodology used in this report is consistent with the 2019 NPPF, the CIL Regulations (as amended) and the updated PPG.

Compliance

12.6 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As a firm regulated by the RICS it is necessary to have regard to RICS Professional Standards and Guidance. There are two principle pieces of relevant guidance,



being the Financial viability in planning: conduct and reporting RICS professional statement, England (1st Edition, May 2019) and Financial Viability in planning (1st edition), RICS guidance note 2012.

12.7 Financial Viability in planning (1st edition), RICS guidance note 2012 is currently subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG (May 2019). As part of the review, Financial viability in planning: conduct and reporting. 1st edition, May 2019 was published in May 2019. This includes mandatory requirements for RICS members and RICS-regulated firms. HDH confirms that the May 2019 Guidance has been followed in full.

Viability Testing under the 2019 NPPF and Updated PPG

- 12.8 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2019 NPPF. The overall requirement (as set out at PPG 10-001-20190509) is that 'policy requirements should be informed by evidence of infrastructure and Affordable Housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106.
- 12.9 This study is based on typologies that are representative of the sites to be allocated in the new Local Plan.
- 12.10 The updated PPG sets out that viability should be tested using the Existing Use Value Plus (EUV+) approach:

To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+).

12.11 The Benchmark Land Value (BLV) is the amount the Residual Value must exceed for the development to be considered viable.

Viability Guidance

- 12.12 There is no specific technical guidance on how to test the viability in the 2019 NPPF or the updated PPG, although the updated PPG includes guidance in a number of specific areas. There are several sources of guidance and appeal decisions that support the methodology HDH has developed. This study follows the *Viability Testing in Local Plans Advice for planning practitioners* (LGA/HBF Sir John Harman) June 2012 (known as the **Harman Guidance**).
- 12.13 In line with the updated PPG, this study follows the EUV Plus (EUV+) methodology, that is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above



the EUV is central to the assessment of viability. It must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the market value of the land both with and without the benefit of planning.

12.14 The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

Gross Development Value

(The combined value of the complete development)

LESS

Cost of creating the asset, including a profit margin (Construction + fees + finance charges)

=

RESIDUAL VALUE

- 12.15 The 2019 NPPF, the PPG, the CIL Regulations and CIL Guidance are clear that the assessment of viability should, wherever possible, be based on existing available evidence rather than new evidence. The evidence that is available from FDC has been reviewed. This includes that which has been prepared earlier in the plan-making process, and that which the Council holds, in the form of development appraisals that have been submitted by developers in connection with specific developments most often to support negotiations around the provision of Affordable Housing or s106 contributions. The approach taken is to draw on this existing evidence and to consolidate it so that it can then be used as a sound base for the assessment.
- 12.16 The PPG requires stakeholder engagement. So a consultation event was held on 19th September 2019. Representatives of the main developers, development site landowners, 'call for site' landowners, their agents, planning agents and consultants working in the District and housing providers were invited.

Viability Process

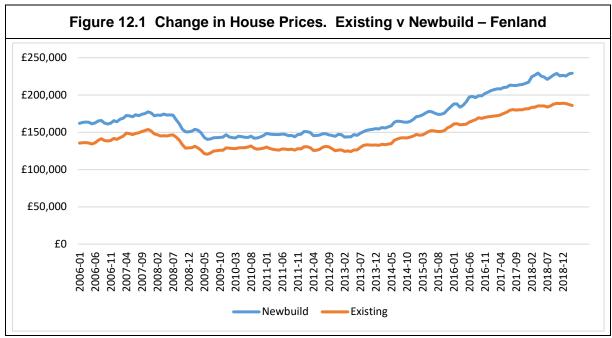
12.17 The assessment of viability as required under the 2019 NPPF and the CIL Regulations is a quantitative and qualitative process. The basic viability methodology involves preparing financial development appraisals for a representative range of 'typologies', and using these to assess whether development, generally, is viable. The sites were modelled based on discussions with Council officers, the existing available evidence supplied and on our own experience of development.

Residential Market

12.18 An assessment of the housing market was undertaken. The study is concerned not just with the prices but the differences across different areas.



- 12.19 When ranked across England and Wales, the average house price for FDC is 250th (out of 348) at about £202,805. To set this in context, the Council at the middle of the rank (174 Herefordshire), has an average price of £264,989. It is relevant to note that FDC's median price is a lower than the mean at £185,000.
- 12.20 Prices in the FDC area have seen a significant recovery since the bottom of the market in mid-2009. A characteristic of the data is that the values of newbuild homes have increased faster than that for existing homes. The Land Registry shows that the average price paid for newbuild homes in Fenland (£229,105) is about £43,000, or 23% higher than the average price paid for existing homes (£186,046).



Source: Figure 4.2 FDC Viability Assessment (December 2019)

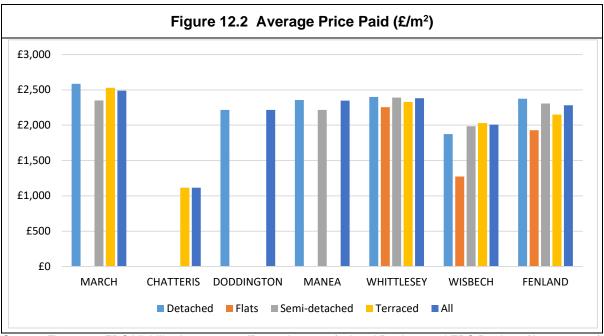
12.21 This report is being completed after the United Kingdom voted to leave the European Union. It is not possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of uncertainty. Negotiations around the details of the exit are underway but not concluded, so the future of trade with the EU and wider world are not yet known. A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. There is clearly uncertainty in the market, and it is not for this study to try to predict how the market may change in the coming years, and whether or not there will be a further increase in house prices.

The Local Market

- 12.22 A survey of asking prices across the FDC area was carried out in August 2019.
- 12.23 The Land Registry publishes data of all homes sold. Across the FDC area 2,632 home sales are recorded since the start of 2018. These transactions (as recorded by the Land Registry) have an average price of £208,894. 320 newbuild home sales are recorded since the start of 2017. Each dwelling sold requires an Energy Performance Certificate (EPC). The EPC



contains the floor area (the Gross Internal Area – GIA). The price paid data from the Land Registry has been married with the floor area from the EPC Register. The Land Registry data can be broken down by house type and is summarised as follows:



Source: Figure 4.9 FDC Viability Assessment (December 2019). Land Registry and EPC Register (August 2019) Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.

12.24 The average price paid is £2,283/m², ranging from £1,115/m² to over £3,260/m².

Price Assumptions for Financial Appraisals

12.25 Bringing together the evidence (which we acknowledge is varied), the following price assumptions are used:

Table 12.1 Post-consultation Residential Price Assumptions (£/m²)					
Higher Value Lower Value					
Urban Sites	£2,275	£2,050			
Flatted Schemes	£2,500	£2,250			
Large Greenfield Sites	£2,450	£2,200			
Medium Greenfield Sites	£2,400	£2,160			
Small Greenfield Sites	£2,750	£2,500			

Source: Table 4.8 FDC Viability Assessment HDH (December 2019)

12.26 The results are presented for two price areas. For this assessment we have divided the District with the area to the north of where the A47 crosses the River Nene (by the Rings End Roundabout at Guyhirn) being a lower value area, and the remainder of the District being a higher value area.



Build to Rent

12.27 The Council has not seen Build to Rent schemes coming forward however this is a growing development format. The Built to Rent sector is a different sector to mainstream housing and treated differently to mainstream housing under the PPG. A survey of market rents across the FDC area has been undertaken and from this the values of Private Rented Housing derived.

Table 12.2 Capitalisation of Private Rents						
1 bed 2 bed 3 bed 4						
Gross Rent (£/month)	£510	£625	£680	£900		
Gross Rent (£/annum)	£6,120	£7,500	£8,160	£10,800		
Net Rent	£4,896	£6,000	£6,528	£8,640		
Value	£97,920	£120,000	£130,560	£172,800		
m ²	50	70	84	97		
£/m²	£1,958	£1,714	£1,554	£1,781		

Source: Table 4.9 FDC Viability Assessment HDH (December 2019)

12.28 In this study we have assumed a value for private rent, in all areas, of £1,750/m².

Affordable Housing

- 12.29 In this study, it is assumed that Affordable Housing is constructed by the site developer and then sold to a Registered Provider (RP). The following values are used across the FDC area:
 - a. Social Rent a value of £1,180/m².
 - b. Affordable Rent a value of £1,400/m².
 - c. Intermediate Products for Sale 70% of Open Market Value.

Older People's Housing

12.30 Housing for older people is generally a growing sector due to the demographic changes and the aging population. Based on the above, a value of £2,800/m² is assumed for Sheltered housing and £3,000/m² is assumed for Extracare.

Non-Residential Market

12.31 The following assumptions have been used:



Table 12.3 Commercial Values £/m² 2019						
	Rent £/m²	Yield	Rent free period		Assumption	
Offices	£215	7.00%	1.0	£1,335	£1,500	
Industrial	£75	7.00%	1.0	£1,001	£1,000	
Retail - Centre	£270	8.00%	2.0	£2,894	£2,900	
Retail (elsewhere)	£150	10.00%	2.0	£1,240	£1,250	
Large Supermarket	£250	5.50%	1.0	£4,308	£4,300	
Small Supermarket	£215	5.00%	1.0	£4,095	£4,100	
Retail warehouse	£180	6.00%	2.0	£2,670	£3,270	
Hotel (per room)	£4,500	5.50%	0.0	£81,818	£3,300	

Source: Table 5.2 FDC Viability Assessment HDH (December 2019)

Land Values

12.32 In this assessment the following Existing Use Value (EUV) assumptions are used.

Table 12.4 Existing Use Value Land Prices £/ha August 2019					
Industrial Land 1ha + £100,000 Less than 1ha £250,000					
Agricultural		£25,000			
Paddock		£50,000			

Source: Table 6.4 FDC Viability Assessment HDH (December 2019)

12.33 The updated PPG makes specific reference to Benchmark Land Values (BLV) so it is necessary to address this. The following BLV assumptions are made:

Brownfield/Urban Sites: EUV Plus 20%.

Greenfield Sites: EUV Plus £250,000/ha.

Development Costs

12.34 These are the costs and other assumptions required to produce the financial appraisals.

Construction costs: baseline costs

12.35 The cost assumptions are derived from the Building Cost Information Service (BCIS)⁶⁷ data – using the figures re-based for Cambridgeshire⁶⁸. The cost figure for 'Estate Housing –

⁶⁸ The sample size for Fenland is very small (16) so the larger area is used.



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⁶⁷ BCIS is the Building Cost Information Service of the Royal Institution of Chartered Surveyors.

Generally' is £1,281/m² at the time of this study: Through the September 2019 consultation it was suggested that a figure between the lower quartile figure and the median was appropriate and had been used.

Other normal development costs

- 12.36 In addition to the BCIS £/m² build cost figures described above, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs).
- 12.37 A scale of allowances has been developed for the residential sites, ranging from 5% of build costs for the smaller sites and flatted schemes, to 15% for the larger greenfield schemes.

Abnormal development costs and brownfield sites

12.38 An additional allowance is made for abnormal costs associated with brownfield sites of 5% of the BCIS costs. Abnormal costs will be reflected in land value (and, in due course, at the development management stage, in the BLV). Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of a study of this type to standardise land prices across an area.

Fees

12.39 For residential and non-residential development we have assumed professional fees amount to 9% of build costs. Separate allowances are made for planning fees, acquisition, sales and finance costs.

Contingencies

12.40 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% has been allowed for, with a higher figure of 5% on more risky types of development, previously developed land. So, the 5% figure was used on the brownfield sites and the 2.5% figure on the remainder.

S106 Contributions and the costs of infrastructure

12.41 For many years, FDC has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. In line with the Council's expectations it is assumed all the modelled residential sites will contribute £2,000/unit. Bearing in mind the considerable uncertainly in this regard a range of higher costs have also been tested.

Financial and Other Appraisal Assumptions

Interest rates

12.42 Our appraisals assume interest of 6% p.a. for total debit balances, we have made no allowance for any equity provided by the developer.



12.43 An arrangement fee of 1% of the peak borrowing requirement is also allowed for.

Developers' return

12.44 This is a high-level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (i.e. site-by-site or split), it is appropriate to make some broad assumptions. The updated PPG says 'For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies'. An assumption of 17.5% is used across market and Affordable Housing.

Site Acquisition and Disposal Costs

- 12.45 An allowance 1% for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates.
- 12.46 For market and for Affordable Housing, sales and promotion and legal fees are assumed to amount to 3.5% of receipts. For disposals of Affordable Housing, these figures can be reduced significantly depending on the category, so in fact the marketing and disposal of the affordable element is probably less expensive than this.

Local Plan Policy Requirements

12.47 The specific purpose of this study is to inform the development of the emerging Local Plan and then, in due course, to assess the cumulative impact of the policies in the new Local Plan. The development of the policies is at an early stage and the options are still being explored, having said this, the policies can be separated into various and tested.

Modelling

12.48 The approach is to model a set of development sites that are broadly representative of the type of development that is likely to come forward under the new Local Plan.

Residential Appraisals

- 12.49 The appraisals use the residual valuation approach they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and a developers' return. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be viable, it is necessary for this Residual Value to exceed the EUV by a satisfactory margin, being the Benchmark Land Value (BLV).
- 12.50 Several sets of appraisals have been run, including with varied levels of Affordable Housing and developer contributions.
- 12.51 These appraisals are based on the following assumptions. These base appraisals have been based on 30% Affordable Housing.



a. Affordable Housing 30% on sites of 10 units and larger (6 units and larger

in rural areas) as 70% Affordable Rent, 30%

Intermediate.

b. Design NDSS

Water efficiency / Car Charging Points

c. Developer Contributions s106 - £2,000/unit.

12.52 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology. The additional costs associated with brownfield sites result in lower Residual Values.

12.53 In the following tables the Residual Value is compared with the BLV. The Benchmark Land Value being an amount over and above the Existing Use Value that is sufficient to provide the willing landowner with a premium, and induce them to sell the land for development as set out in Chapter 6 above.



Table 12.5a Residual Value v Benchmark Land Value - SOUTH 30% Affordable (70% Social Rent / 30% Intermediate), s106 £2,000/unit EUV **BLV** Residual Value Site 1 Green 2,000 South 25,000 275,000 140,018 Site 2 Green 750 South 25,000 275,000 178,655 Site 3 Green 150 South 25,000 275,000 166,115 275,000 171,397 Site 4 Green 75 South 25,000 Site 5 Green 35 South 25,000 275,000 80,760 Site 6 Green 20 South 50,000 300,000 76,153 Site 7 Green 12 South 50,000 300,000 233,750 Site 8 Green 9 South 50,000 300,000 1,052,920 Site 9 Green 6 South 50,000 943,653 300,000 Green 3 South 50,000 300,000 1,343,358 Site 10 Site 11 Green Plot South 50,000 300,000 1,514,526 Site 12 Urban 300 South 100,000 120,000 -195,590 Site 13 Urban 40 South 100,000 120,000 -479,706 Urban 25 South Site 14 100,000 120,000 -395,312 Urban 25 HD 250,000 Site 15 South 300,000 -1,187,858 Site 16 Urban 15 South 250,000 300,000 -502,528 Site 17 Urban 15 HD South 250,000 300,000 -1,246,015 Site 18 Urban 10 South 250,000 300,000 -218,722 Urban 8 Site 19 South 250,000 300,000 -471,670 Site 20 Urban 8 HD South 250,000 300,000 -813,359 Site 21 Urban 5 South 250,000 300,000 154,135 Site 22 300,000 Urban 3 South 250,000 251,326 Site 23 **Urban Plot** South 250,000 300,000 268,740 Site 24 **PRS 25** South 250,000 300,000 -1,825,683 50,000 Site 25 **Bungalows 12** South 300,000 399,168

Source: Table 10.2a FDC Viability Assessment HDH (December 2019)



	Table 12.5b Residual Value v Benchmark Land Value - NORTH							
	30% Affordable (70% Social Rent / 30% Intermediate), s106 £2,000/unit							
			EUV	BLV	Residual Value			
Site 1	Green 2,000	North	25,000	275,000	-72,129			
Site 2	Green 750	North	25,000	275,000	-54,941			
Site 3	Green 150	North	25,000	275,000	-139,012			
Site 4	Green 75	North	25,000	275,000	-191,708			
Site 5	Green 35	North	25,000	275,000	-253,986			
Site 6	Green 20	North	50,000	300,000	-263,595			
Site 7	Green 12	North	50,000	300,000	-101,395			
Site 8	Green 9	North	50,000	300,000	583,903			
Site 9	Green 6	North	50,000	300,000	501,657			
Site 10	Green 3	North	50,000	300,000	875,159			
Site 11	Green Plot	North	50,000	300,000	980,668			
Site 12	Urban 300	North	100,000	120,000	-542,658			
Site 13	Urban 40	North	100,000	120,000	-914,446			
Site 14	Urban 25	North	100,000	120,000	-765,004			
Site 15	Urban 25 HD	North	250,000	300,000	-848,423			
Site 16	Urban 15	North	250,000	300,000	-945,096			
Site 17	Urban 15 HD	North	250,000	300,000	-1,654,194			
Site 18	Urban 10	North	250,000	300,000	-596,733			
Site 19	Urban 8	North	250,000	300,000	-1,021,523			
Site 20	Urban 8 HD	North	250,000	300,000	-1,129,987			
Site 21	Urban 5	North	250,000	300,000	-286,279			
Site 22	Urban 3	North	250,000	300,000	-364,255			
Site 23	Urban Plot	North	250,000	300,000	-381,090			
Site 24	PRS 25	North	250,000	300,000	-1,825,683			
Site 25	Bungalows 12	North	50,000	300,000	-25,263			

Source: Table 10.2b FDC Viability Assessment HDH (December 2019)

- 12.54 At the 30% Affordable Housing, the only typology where the Residual Value exceeds the BLV is the typology modelled at lower density with bungalows. Bungalows are modelled with a higher value. The Residual Values are notably higher in the higher value southern area and the lower value northern area.
- 12.55 These results are very much to be expected as the Council's Affordable Housing target is 25% across most sites, with 20% on smaller sites. A range of further appraisals have been run to inform the development of planning policy.



- 12.56 The core purpose of this study is to consider an appropriate Affordable Housing target. Sensitivity testing was carried out based on the (current) preferred mix of 70% Affordable Rent / 30% Intermediate Housing.
- 12.57 The results are significantly different across the southern and the northern areas. In the higher value southern area, on the larger greenfield sites, the 'tipping' point in terms of the Residual Value exceeding the BLV is between 20% and 25% Affordable Housing. This is in line with expectations, on the basis that some sites are delivering affordable in this area and that viability has got a little worse (costs rising more than values) since the Affordable Housing target was set. This would suggest that a 20% target would be appropriate.
- 12.58 In the lower value northern area, the larger greenfield typologies produce Residual Values that are less than the BLV without Affordable Housing, indicating that not only is development unable to bear Affordable Housing in this area, but is also unlikely to be forthcoming.
- 12.59 The smaller sites (in the 6 unit to 10 unit band) that are within the parishes in the 'designated rural area', in both the north and south of the District, have higher Residual Values, reflecting the slightly higher value attributed to residential development on smaller sites. These types of site are able to bear Affordable Housing so we would recommend a lower threshold is set. If a 20% Affordable Housing target is adopted, then the lowest practical threshold that allows for the delivery of a whole unit is 5. A policy threshold of 5 units would be appropriate.
- 12.60 Across both the northern and the southern areas, the brownfield typologies generate Residual Values that are not only below the EUV, but are also negative. This indicates that development on these types of site is likely to be unviable, even without the provision of any Affordable Housing. The Council's experience on the ground, through the development management system, is that some schemes are coming forward within the urban areas and on greenfield sites, but these are limited and are not generally delivering Affordable Housing (this is also, at least in part, because such sites tend to be small sites that are below the Affordable Housing policy threshold.
- 12.61 The Council should be cautious about allocating sites in the north of the District as these are unlikely to be forthcoming. Likewise, the Council should be cautious when relying on brownfield/urban sites to deliver housing (for example within the five year supply assessment) as such sites are clearly challenging to deliver. The exception to this advice is where there is clear evidence that a policy compliant scheme can be delivered on a site.

Developer Contributions

- 12.62 The initial analysis considered the impact of Affordable Housing on development viability. The ability to bear developer contributions (without Affordable Housing) was also considered
- 12.63 Most greenfield sites can bear up to £15,000/unit in developer contributions. In the northern parts of the District the scope to bear developer contributions is limited.



Varied Developer's Return

- 12.64 Through the consultation process, a range of views were expressed at to the appropriate developer's return. This is an area where there was not a consensus. A range of assumptions have been tested.
- 12.65 In the initial iteration of this assessment, the developer's return is assessed as 17.5% of the value of market housing and 6% of the value of Affordable Housing. 17.5% is the middle of the range suggested in the PPG.
- 12.66 It is accepted that using different assumptions in this regard has an impact on the Residual Value. It is notable that if the 20% assumption is used on both market and Affordable Housing, at 20% Affordable Housing little development is viable. This does not represent what is happening on the ground, as development is coming forward.

Other Policy Requirements

- 12.67 The Council is at an early stage of the plan-making process. We have been asked to test the impact of higher building standards on development viability. We have tested the additional costs of building to Option 1 and Option 2 as set out in the Government's consultation on 'The Future Homes Standard'.
- 12.68 The Council is also investigating seeking additional standards around accessible and adaptable standards. We have assessed what the impact would be of requiring all new homes to be designed to be accessible and adaptable dwellings with 10% of housing to be wheelchair adaptable dwellings.
- 12.69 The analysis shows that the additional costs on increased standards does have a detrimental impact on viability. At 20% Affordable Housing there would be limited scope to introduce higher standards, beyond the Accessible and Adaptable Category 2 Standard.
- 12.70 The consultation on the Future Homes Standard is being carried out on the basis any changes would be introduced from 2025. Whilst it is prudent to consider their impact now, there is little scope to introduce the emerging requirements at this stage.

Affordable Housing v Developer Contributions

- 12.71 The core balance in a viability assessment is between the provision of Affordable Housing and the payment of developer contributions towards strategic infrastructure and mitigation measures that are required to make development acceptable.
- 12.72 At the time of this assessment the Council has not completed the research behind the updated Infrastructure Delivery Plan (IDP) so does not know what levels of contribution will be sought from development in the future. In the base analysis it is assumed that the current typical contribution of about £2,000/unit will continue, although there is uncertainty around this pending the completion of the Councils Infrastructure Delivery Plan (IDP).



- 12.73 The analysis suggests that there is not capacity to seek increased levels of developer contribution with an Affordable Housing target of 20%.
 - Suggested Affordable Housing Targets
- 12.74 In the sections above, the ability of development to bear a range of costs has been considered. How this information is brought together will be a matter for the Council bearing in mind its own priorities.
- 12.75 The results vary significantly between the southern and the northern areas. At the time of this assessment, the Council has not completed the research behind the updated Infrastructure Delivery Plan (IDP) so does not know what levels of contribution will be sought from development in the future. In the base analysis it is assumed that the current typical contribution of about £2,000/unit will continue. The above analysis suggests that there is not capacity to seek increased levels of developer contribution with an Affordable Housing target of 20%.
- 12.76 Should higher level of developer contributions be required to provide the infrastructure to support new development then it may be necessary to consider a lower affordable housing target. With a £5,000/unit developer contribution an affordable housing target of 10% would be appropriate in the southern area.
- 12.77 The smaller sites (in the 6 unit to 10 unit band) that are within the parishes in the 'designated rural area', in both the north and south of the District, have higher Residual Values, reflecting the slightly higher value attributed to residential development on smaller sites. These types of site are able to bear Affordable Housing of up to 25% so we would recommend a lower threshold is set (6 is the minimum under paragraph 63 of the 2019 NPPF).
- 12.78 At the time of this report, no strategic sites have been identified. In due course these will need to be tested individually. There is no doubt that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance (page 23):

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

12.79 In this context we particularly highlight paragraph 10-006 of the PPG:

... It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan....

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12.80 Based on the above a 20% Affordable Housing target is suggested on greenfield sites.



Scope for CIL

- 12.81 In the previous sections the ability to bear developer contributions was considered at varied levels of affordable housing. On greenfield sites in the south of the District, at 20% affordable housing there is scope for £2,000/unit, and at 10% affordable housing there is scope for £5,000 or so. Without affordable housing there is scope for £15,000 or so on greenfield sites in the south of the District.
- 12.82 The above analysis simply considers the ability to bear different levels of contribution, having no regard for how the contributions are paid. Developer contributions can be paid through the s106 regime or as CIL. Payments requested under the s106 regime are determined site by site as set out in CIL Regulation 122.
- 12.83 Where a CIL is in place, it is mandatory on all developments within the categories and areas where the levy applies. This is unlike s106 agreements (including Affordable Housing) which are negotiated with developers (subject to the restrictions in CIL Regulation 122 and within paragraphs 10-007 and 10-008 of the PPG). This means that CIL must not prejudice the viability of most sites. This difference is reflected in the CIL Guidance (within the PPG) that refers to a buffer.
- 12.84 The level of the buffer has been debated at many CIL hearings, but generally CIL Examiners like to see a buffer of between 30% and 50% between the Residual Value and the Benchmark Land Value. On this basis there is limited scope to introduce CIL.

Commuted Sums

- 12.85 The Council's preference is for Affordable Housing to be delivered on-site. This approach is in line with Paragraph 62 of the 2019 NPPF. Having said this, it is sensible for councils to set out guidance as to how a commuted sum would be calculated so as to provide transparency, and to avoid the undue delays that might arise during s106 negotiations if details of a payment had to be developed from first principles on each occasion. The approach used in the calculation of the developer contribution utilises the site viability analysis. It is based upon the contribution that the developer would have made if an on-site affordable contribution were delivered.
- 12.86 Paragraph 62 of the 2019 NPPF is clear that off-site provision or financial contribution in lieu 'can be robustly justified'. On this basis, the above calculations provide a sound basis for determining a commuted sum figure. If the Council were to publish a 'standard commuted sum payment', we would recommend a £45,000/unit payment per affordable unit not delivered on-site.

Impact of Change in Values and Costs

12.87 Whatever policies are adopted, the Plan should not be unduly sensitive to future changes in prices and costs. In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase



in prices of 10.08% over the next 3 years⁶⁹. We have tested a scenario with this increase in build costs. As set out in Chapter 4, we are in a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. We have tested four price change scenarios.

12.88 The analysis demonstrates that a relatively small increase in build costs will adversely impact on viability, although this is unlikely to be sufficient to impact on the deliverability of the Plan. Conversely a modest increase in value could have a significant impact in improving viability.

Review

- 12.89 The direction of the market, as set out in Chapter 4 above, is improving, and there is an improved sentiment that the economy and property markets are improving. There is however some level of uncertainty. Bearing in mind FDC's wish to develop housing, and the requirements to fund infrastructure, it is recommended that the Council keeps viability under review; should the economics of development change significantly, it should consider undertaking a limited review of the Plan to adjust the Affordable Housing requirements or levels of developer contribution.
- 12.90 In this regard it is timely to highlight paragraph 10-009-20180724 of the PPG.

How should viability be reviewed during the lifetime of a project?

Plans should set out circumstances where review mechanisms may be appropriate, as well as clear process and terms of engagement regarding how and when viability will be reassessed over the lifetime of the development to ensure policy compliance and optimal public benefits through economic cycles.

Where contributions are reduced below the requirements set out in policies to provide flexibility in the early stages of a development, there should be a clear agreement of how policy compliance can be achieved over time. As the potential risk to developers is already accounted for in the assumptions for developer return in viability assessment, realisation of risk does not in itself necessitate further viability assessment or trigger a review mechanism. Review mechanisms are not a tool to protect a return to the developer, but to strengthen local authorities' ability to seek compliance with relevant policies over the lifetime of the project.

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12.91 It is recommended that, on sites where the policy requirements are flexed, the Council includes review mechanisms.

Older People's Housing

- 12.92 As well as mainstream housing, we have considered the Sheltered and Eextracare sectors separately. Appraisals were run for a range of Affordable Housing requirements.
- 12.93 Based on this analysis, specialist older people's housing is not able to bear developer contributions (financial or Affordable Housing) in the FDC area.

⁶⁹ See Table 1.1 (Page 7) of in *Quarterly Review of Building Prices*



Non-Residential Appraisals

- 12.94 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit.
- 12.95 To a large extent the above results are reflective of the current market in the District and more widely. Office and industrial development are shown as being unviable, however this is not just an issue within FDC, a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward (and it is coming forward), it tends to be from existing businesses for operational reasons, for example existing local businesses moving to more appropriate and better located town edge properties.
- 12.96 It is clear that the delivery of the employment uses is challenging in the current market. We would urge caution in relation to setting policy requirements for employment uses that would unduly impact on viability.
- 12.97 The larger format retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin. The Plan supports the development of retail uses in the town centres, but there are limited remaining opportunities within the town centres beyond those being currently pursued. The Council wishes to see a broad range of retailing in the towns, and the Plan directs this towards the town centres.
- 12.98 The analysis included hotel use. This is shown to be viable on greenfield and brownfield land.

Conclusions

- 12.99 The property market across the Fenland is mixed, although parts are active and development is forthcoming.
- 12.100 In simple terms the greenfield sites in the southern part of the District are shown as viable, but greenfield sites in the northern areas and the brownfield sites not viable. This is to be expected, generally the Council is achieving Affordable Housing on greenfield sites but not on brownfield sites. The Council should be cautious about allocating sites in the north of the District or relying on the brownfield sites, (for example within the five-year land supply assessment).



Appendix 1 – Project Specification

PART A - PURCHASER SPECIFICATION

1. Introduction

- 1.1. Fenland District Council (hereinafter referred to as "the Council") wishes to commission a consultant to undertake viability assessment to inform the preparation of its emerging Fenland Local Plan and explore the potential for introducing a Community Infrastructure Levy (CIL) charge.
- 1.2. Where the assessment finds a CIL can be viably supported, the Viability Assessment will be required to provide evidence to inform the preparation of a CIL Charging Schedule.
- 1.3. This Request for Formal Quotation (RFQ) sets out the proposed scope of the study together with details regarding the requirements of the tendering process. The Council's Contract Terms will apply (see accompanying document).

The Study Area

1.4. The geographical extent of the study is the administrative area of Fenland District Council.

Relevant Studies

There are several published documents which may be of relevance and assistance to the Viability Assessment. Suggested sources include:

- Community Infrastructure Levy Viability Scoping and Assessment Sept 2014 (FDC);
- Local Development Scheme Feb 2019 (FDC); and
- Developer Contributions SPD 2015 (FDC).

In addition, Viability Assessment should be undertaken in a manner which is compliant with national policy and guidance. The National Planning Policy Framework (NPPF) places great importance on ensuring viability and deliverability in plan-making. National policy is supported by guidance published on the *National Planning Practice Guidance* (NPPG) website. *Viability Testing Local Plans* (Local Housing Delivery Group) (the Harman report) and *Financial Viability in Planning* (RICS) also provide relevant nationally-recognised guidance.

2. Purpose and scope of the Contract

2.1. The purpose of the contract is to fulfil two distinct, separate but related requirements:

Objective 1: Local Plan Viability Assessment -

Provide an evidence base to assist the Council in identifying the viability impacts of emerging planning policies, and make recommendations to the Council to ensure that the Local Plan, when taken as a whole, is viable and deliverable.

Objective 2: CIL Viability Assessment -

- a) Taking into account Local Plan requirements and other costs, explore the scope for introducing a Community Infrastructure Levy (CIL).
- b) Where '2 a)' concludes that a CIL charge can be viably supported by development in Fenland, and subject to a formal decision by Fenland District Council, provide evidence to inform the preparation of a CIL Charging Schedule.
- 2.2. Where objective 2a concludes that a CIL charge **cannot** be viably supported by development in Fenland; or, where the assessment concludes CIL can be viably supported but Fenland District Council decides not to implement a CIL *objective 2b will not* be required.
- 2.3. Quotations should set out their pricing to reflect the 'optional' element (2b).

Emerging Local Plan

2.4. The Council is preparing a new Local Plan to an ambitious timetable. The first stage of this is the publication of an 'Issues and Options' consultation document in October - November 2019.



- 2.5. Consultation responses to the Issues & Options document will inform the scope and direction of the draft Local Plan, which the Council intends to publish for consultation in May June 2020.
- 2.6. The Council expects to publish its Proposed Submission version Local Plan in Feb March 2021 and submit the plan to government for examination in May 2021.
- 2.7. The timetable of the viability assessment should accord with the preparation of the Local Plan, and is explained in more detail in section 3.
- 2.8. The Local Plan will identify sites or locations for development to meet its Local Housing Need, jobs requirement and other growth needs. In addition, the Local Plan will set policies to shape development within the district.
- 2.9. The viability assessment should consider the cost implications of different development typologies and tenures for housing development, and alternative forms of housing delivery such as self and custom build housing.
- 2.10. The government's recent reform of the planning system has placed significant limitations on the Councils' ability to set locally-specific standards and policy requirements. As indicated in the *Ministerial Statement: Planning update* (March 2015), in accordance with the Deregulation Act 2015, local planning authorities should no longer set in their emerging Local Plan any additional local technical standards or requirements relating to the construction, internal layout or performance of new dwellings. The Viability Assessment should therefore investigate the impacts of the new optional national housing technical standards, including:
 - water efficiency;
 - · accessibility and adaptability; and
 - internal space.
- 2.11. In addition, addressing climate change is one of the core land use planning principles which the NPPF expects to underpin both plan-making and decision-taking. The Written Ministerial Statement on Plan Making dated 25 March 2015 clarified the use of plan policies and conditions on energy performance standards for new housing developments. The statement sets out the government's expectation that such policies should not be used to set conditions on planning permissions with requirements above the equivalent of the energy requirement of Level 4 of the Code for Sustainable Homes (this is approximately 20% above current Building Regulations across the build mix).
- 2.12. The Viability Assessment should draw upon the viability appraisal reports, as published by government, at the point of setting such standards.

Community Infrastructure Levy

- 2.13. At present, the Council does not have a CIL in place and is reliant on planning obligations to secure developer contributions toward the delivery of infrastructure.
- 2.14. In 2014, the Council undertook an assessment of the scope for introducing a CIL charge in Fenland3. The assessment concluded that, at that time, apart from in a few higher value smaller settlements, there was insufficient viability scope to clearly and reliably support a meaningful CIL charge from new housing development.
- 2.15. The report concluded that new development would be better supported by the continued use of planning obligations, recommending the approach to obligations be refreshed.
- 2.16. Following this, the Council prepared and adopted a Developer Contributions SPD to provide further guidance on how developer contributions will operate in Fenland in the absence of a CIL.
- 2.17. Through this viability assessment project, the Council wishes to again explore the possibility of introducing a CIL charge in Fenland.
- 2.18. Where the assessment concludes that a CIL charge is viable, and subject to a formal decision by the Council, the contract will require further assessment to recommend CIL rates for differing use classes and their respective geographical area(s) and scale. The assessment should provide sufficient evidence to support the preparation of a CIL Charging Schedule.
- 2.19. Where the Council decides to pursue a CIL, the recommended CIL rate or rates must be set at a level that means development across the area as a whole will not be put at risk. Development on the



whole should remain viable and be capable of coming forward with any selected CIL rate(s) in place. In turn this means that the viability of development must not be taken to the limits in order to support CIL charging.

- 2.20. On adoption of CIL, the Council will review and scale back its use of planning obligations. The Council applies planning obligations in accordance with national policy and legislation. Where a CIL is in force, planning obligations will be sought only to make unacceptable development acceptable in planning terms (where this cannot be achieved through condition), and where the obligation meets the statutory tests (reg. 122).
- 2.21. If the Council decides to introduce CIL, the timetable for preparation of the Charging Schedule will broadly follow the emerging Local Plan timetable.

Requirements of the Viability Assessment

- 2.22. The chosen contractor should apply a typology approach to viability assessment but should also consider the specific circumstances of strategic sites, as advocated by national planning practice guidance for both assessment of Local Plans and CIL. The methodology applied must be capable of withstanding examination in public and close scrutiny by all interested parties.
- 2.23. The viability assessment should be of sufficient detail to provide a proportionate, relevant and upto-date source of evidence. The contractor must therefore gather relevant local information to ensure the viability assessment reflects the local context.
- 2.24. The chosen contractor should engage with landowners, developers, and infrastructure and affordable housing providers to evidence and assumptions on costs and values are realistic and broadly accurate.
- 2.25. This engagement should involve a workshop with developers / agents in the council area, and other consultation methods as appropriate. This is an essential element of the Viability Assessment to ensure the process is transparent and should strive for consensus amongst stakeholders on the methodological approach. The Councils will consider proposals from tenderers as to how this is best managed for effectiveness, efficiency and value for money.
- 2.26. The assessment must take into account all relevant policies, and local and national standards, including the cost implications of developer contributions.
- 2.27. The methodology proposed and supporting justification must be set out in the tender response. Tenders which demonstrate evidence whereby the methodology has been used elsewhere, and passed scrutiny, would be considered favourably.
- 2.28. The methodology must take into account, and be adaptable to accommodate, recent and upcoming regulatory changes, including (but not necessarily limited to) the draft Community Infrastructure Levy (Amendment) (England) (No. 2) Regulations 2019.
- 2.29. The Viability Assessment shall inform and justify the setting of policies to address a range of planning issues including, but not limited to:
- Affordable Housing provision, including unit thresholds, on-site percentages and tenure splits, based on the definitions set out in the NPPF (Feb 19);
- Optional technical housing standards (relating to water, space and access), including advice on the viability implications of proposing or not such standards in the respective Local Plans;
- Energy performance standards for new housing or the adaptation of buildings to provide dwellings, up to the equivalent of Level 4 of the Code for Sustainable Homes
- Alternative delivery mechanisms, such as self-build and custom-build housing;
- Consideration of relevant site typologies and specific strategic development sites to demonstrate the likely deliverability of all sites over the plan period;
- Explore the scope for introducing a Community Infrastructure Levy and, where the assessment concludes a CIL can be viably supported, make recommendations for the proposed rates for a range of land uses and the scale and geographical area to which such rate(s) should apply.
- 2.30. The Viability Assessment must consider the impact of both individual planning policies and the cumulative effects of those policies, to demonstrate that the Local Plan is deliverable when considered as a whole. The study should also have regard to likely viability over time and any other relevant factors which could impact on plan deliverability. The assessment process should be iterative, with testing



undertaken at different stages of plan preparation. To enable the Council to identify a supply of deliverable sites, the study should provide testing of appropriate development typologies and/or indicative strategic development sites.

3. Presentation of Results & Key Outputs

- 3.1. The viability assessment should be an iterative process and should provide regular feedback throughout the Local Plan-making process to enable the Council to formulate its draft policies (and CIL Charging Schedule, where applicable).
- 3.2. Meetings with the Project Coordinator, either face-to-face or by telephone, will be required during the course of the contract to report on progress and approve documentation, including consultation resources.
- 3.3. The Council intends to publish an Issues & Options document in Oct 2019. This document should form the basis of a preliminary assessment. The first key output of the study should be a report setting out initial findings, which should be submitted to the Council by December 2019.
- 3.4. This report should identify the key areas in need of attention (from a viability perspective) and initial thinking on key areas such as affordable housing targets and the implications of implementing the optional housing standards.
- 3.5. Crucially, this first report should conclude whether a CIL charge can be supported in Fenland and should include sufficient information to inform the Council's decision on whether to pursue the introduction of CIL. The report will be published on the Council's website.
- 3.6. The preliminary report should also form the basis for agreement on work programme for the next stages of the Viability Assessment.
- 3.7. The next main output from the study will be the draft version of the final report. This report should be based on, and published alongside the Draft Local Plan, which is anticipated to be published by the Council for consultation in May June 2020. In essence, this report should set out the evidence behind why the Council's is justified in its preferred policy position on matters such as affordable housing and other policy requirements and standards. A working draft of this report should be submitted to the Project Coordinator to enable any issues to be raised with the contractors before the report is finalised, including those relating to whether the study is in line with the Councils' requirements.
- 3.8. The final report should be based on, and published alongside, the Proposed Submission Local Plan, due in February 2021. In order to complete this final report, the consultants may be expected to review and respond to relevant representations received from the public and stakeholders during the draft Local Plan consultation, or draft Charging Schedule consultation where appropriate.
- 3.9. Reports should be provided in a pdf format that can be uploaded to the Councils' websites. The presentation of figures in graphic form will be expected. The draft report and final report should include an executive summary.
- 3.10. Any supporting data should be supplied in formats compatible with Microsoft IT systems. Spatial data must be compatible with the Councils' corporate GIS software.
- 3.11. On receipt of a satisfactory final report, the contract may be ended at that point.
- 3.12. Those tendering should set out an additional cost (which may be on a day rate basis) for additional work directly related to this study. For example, this could include additional tasks relating to the Local Plan Examination in Public or CIL Examination (where required), such as defending their findings or undertaking additional research. This would be subject to a separate arrangement in due course, and tenderers should indicate whether they would be willing to comply with such a request.



Appendix 2 – Consultees

Viability Workshop - 19th September 2019

Invitees

MartinWilliamsAAB (Anfoss Ltd)BeverlyHillAccent GroupAPatrickAlexandra DesignHaroldSellersArchitectural ServicesGeoffArmstrongArmstrong Rigg Planning

Gareth Wilson Barton Willmore
Andy Thompson Beacon Planning

DavidBainbridgeBidwellsMikeDerbyshireBidwellsGregFitzgeraldBovis HomesCharlieBryantBrown & CoKevinWhittakerCala Group

John Macmillan Cambridgeshire County Council (Commercial)

Richard Howson Carillion Group
Kimberley Brown Carter Jonas
Simon Gooderham Cheffins
Ian Smith Cheffins

Steve Flowers Chorus Homes Group

JaneKershawCHS GroupFionaCoulsonCircleFionaCoulsonClarion

Kris Baker Colville Construction

David Wyatt Construct Reason Ltd/ Kenford Developments Ltd

Justin Mills Contour Planning

Craig Brand Architectural Design Services

Gemma Reeves Cross Keys
Debbie D & D Builders

DavidBrokerDavid Broker Design ServicesDavidTaylorDavid Taylor AssociatesPriteshShahDavid Wilson Homes

Nolan Tucker Deloitte

Ben Hornigold Engineering Support Practice Ltd Grahame Seaton Grahame Seaton Design Ltd

NickDuckworthHallam LandJHarphamHarpham TreesVicO'BrienHeylo HousingKeithHutchinsonsHutchinsons PlanningEugeneCooperJames Development Co Ltd

James England James England Ltd

Marcel Cooper JD Homes
Julie Peggs Kempston Homes

Daniel Browne Kier

Michael Lagan Lagan Homes

Aasia Mohammad Lambert Smith Hampton

CharlotteDewLarkfleet HomesHannahGuyLarkfleet HomesMarkMannLarkfleet Homes

Lee Bevens Associates Ltd

Mel Baker Longhurst Group

Justin Coote Lovell

Gordon Smith Matrix Planning



John Maxey Grounds Maxey MJS Construction Ben Saxby MJS Construction Adam Sutton Andrew Hodgson Pegasus Group Julie Peggs Peggs Construction Ltd Anne Dew Persimmon Homes

Peter Humphrey Associates Ltd

EmmaGeorgeRent Plus UKDinoBiagioniRose HomesLeigh-AnneFrancisSage HousingSarahBrindSanctuary Housing

Jonathan Dixon Savills

Simon Machen Consulting Ltd

Adam Davies Strutt and Parker
Kris Baxter Studio 11 Architecture
Gareth Edwards Swann Edwards Architecture

Struan Power Taylor Wimpey
G Templeman Templeman Design
David Gelling This Land
R Murdock Woods Hardwick

C Johnson

Attendees

First name	Surname	Organisation
Michael	Cannon	Canon Kirk
Martin	Lott	Canon Kirk
Dee	Laws, Cllr	Fenland District Council - Portfolio Holder (Planning)
Michael	Freeman	Fenland District Council (Senior Planning
		Obligations Officer)
Marcel	Cooper	James Developments Co Ltd
Lee	Bevens	Lee Bevens Associates Architects Ltd
John	Maxey	Maxey Grounds
Victoria	McIlroy	Maxey Grounds
Andrew	Hodgson	Pegasus Group
Anas	Makda	Pegasus Group
Michelle	Jeffrey	Persimmon - Charles Church
Peter	Humphrey	Peter Humphrey Associates Ltd
Tim	Slater	Peter Humphrey Associates Ltd
Stephen	Buddie	Rose Homes
James	Lewis	Swann Edwards



Appendix 3 – Consultation Presentation

The pages in this appendix are not numbered.







Local Plan & CIL Viability Assessment

Consultation - Methodology, Assumptions

19th September 2019



1

Key issue

- Delivery of the emerging Local Plan
 - Affordable Housing
 - Developer Contributions
- Scope for CIL



Agenda

2019 NPPF, PPG (updated July 2018 & May 2019) and Guidance Methodology

- Harman Guidance / RICS Guidance / PPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test

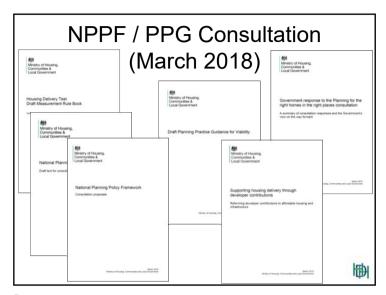
Moving Forward



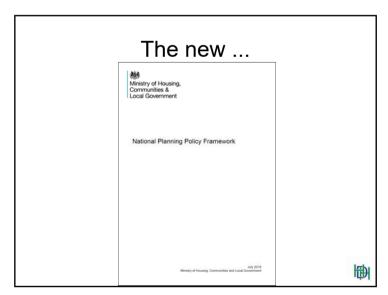
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3



5



Ch-ch-ch-changes



Ch-ch-ch-changes
Turn and face the strange
Ch-ch-changes
Don't want to be a richer man
Ch-ch-ch-ch-changes
Turn and face the strange
Ch-ch-changes
There's gonna have to be a different man
Time may change me
But I can't trace time



6





7

... and newer



February 2019 Ministry of Housing, Communities and Local Government

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9

2012 NPPF - Footnote 11

11 To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence that schemes will not be implemented within five years, for example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.

2019 NPPF - glossary

Deliverable: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:

- · a) sites which do not involve major development and have planning permission, and all sites with detailed planning permission, should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within five years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).
- b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.

The big change...

2012 NPPF

173

... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.

the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle

PPG 2018 / 2019

10-009-20190509

... ensure policy compliance and optimal public benefits through economic cycles...

10-010-20180724

and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.

10

2014 PPG 10-001

... plans should be deliverable and that the sites and scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened....

2019 PPG 10-001

...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies. and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106...

2019 PPG 10-002

It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers.

PPG Viability in plan making

- 10-003 based on 'Typologies'
- 10-004 use average costs and values
- 10-005 strategic sites individually
- 10-006 consultation



13

PPG costs

- 10-012 'should be based on evidence which is reflective of local market conditions'
 - Build costs from BCIS
 - Abnormals in benchmark land value
 - Infrastructure in benchmark land value
 - Total policy costs all including CIL
 - Finance
 - Fees
 - Contingency relative to risk and developer's return



PPG Standardised inputs

- 10-010
 - viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission
- 10-011 GDV
 - average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data



14

PPG Land Value 10-013

Benchmark Land Value (BLV)

=

Existing Use Value (EUV) 'plus a premium for the landowner'



PPG BLV - 10-014

- Based on EUV
- · Allow for a premium to the landowner
- Reflect abnormal costs, site specific infrastructure and fees
- Be informed by market evidence from policy compliant schemes
 - In plan making, the landowner premium should be tested and balanced against emerging policies.



17

PPG Landowners' Premium

- a reasonable premium to the landowner
- an iterative process informed by professional judgement
- best available evidence informed by cross sector collaboration



PPG Landowners' Premium

10-016

 The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.



18

PPG Developer's Return

- 10-018
 - For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. ... A lower figure may be more appropriate in consideration of delivery of affordable housing ...



19

Abnormal and IDP Costs

- Normal abnormals v abnormal abnormals
- Site Infrastructure Costs

'These costs should be taken into account when defining benchmark land value'.

Are reflected in a lower land price! But when is it too low?



21

Harman / RICS





'New' / Current issues – for this project

- · Cumulative impact of policy
- Greater emphasis on plan making stage only include deliverable sites
- Reduced scope for viability at application stage
- · Scope for CIL
- Greater transparency

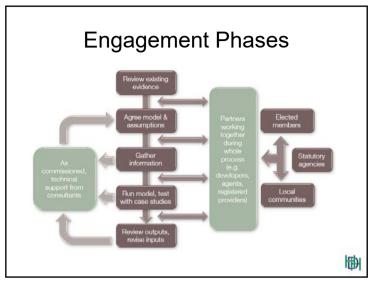


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New Mandatory RICS Guidance



23



25

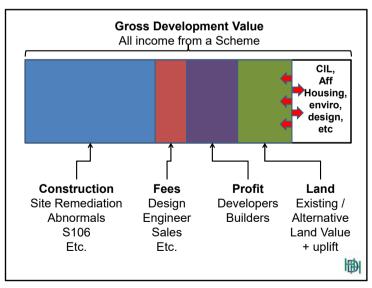
Standard Viability Test Residual Value STEP 1 Gross Development Value (The combined value of the complete development) LESS Cost of creating the asset, including PROFIT (Construction + fees + finance charges) = RESIDUAL VALUE STEP 2 Residual Value v Existing / Alternative Use Value

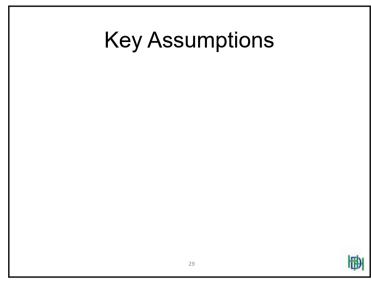
Methodology

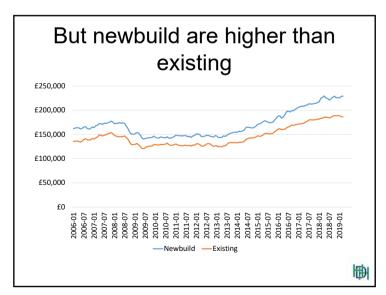
- Modelling
 - Typologies
 - Residential, employment, retail
- Appraisals
 - Residual Value v EUV Plus
 - Additional profit

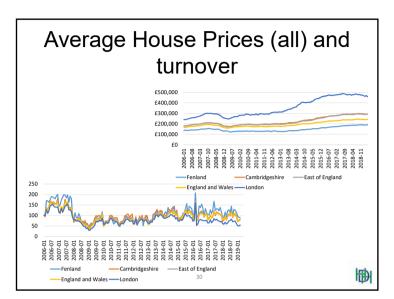
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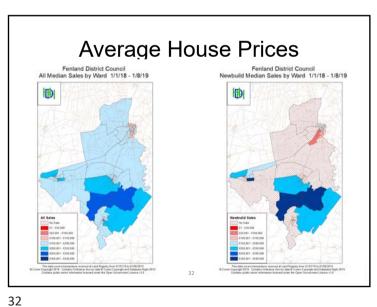
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21/09/2019

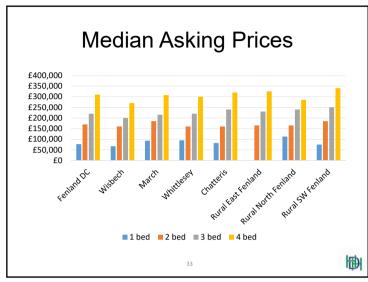


Table 4.2	Land Regis	try Price Paid	Data by Town	ı (with Count)
	_	From January	2018		
	Detached	Flats	Semi-	Terraced	All
			detached		
MARCH	£322,554	£88,488	£181,815	£151,532	£238,513
	378	40	209	160	787
CHATTERIS	£279,620	£102,548	£180,773	£158,584	£198,215
	92	20	97	98	307
HUNTINGDON	£442,500	£0	£0	£120,000	£335,000
	2	0	0	1	3
PETERBOROUGH	£265,432	£104,124	£182,807	£162,081	£216,293
	215	8	143	90	456
WISBECH	£239,051	£85,811	£167,052	£125,121	£186,851
	471	28	335	245	1,079
ALL	£274,781	£91,939	£175,559	£143,347	£208,894
	1,158	96	784	594	2,632

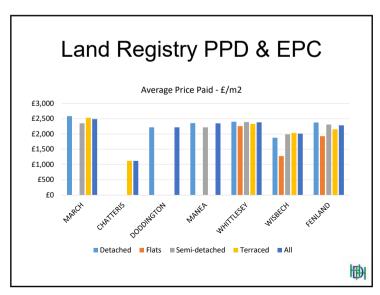
Average Values £/m²

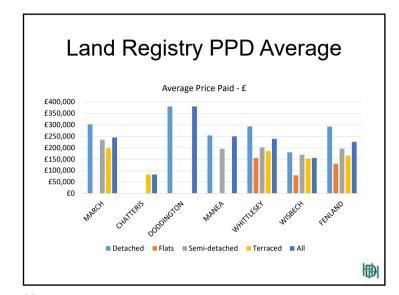
£2,500
£1,500
£1,000
£500
Detached Semi-detached Terraced Flats

Wisbech March Whittlesey Chatteris



	Table 4.3	Prices Paid -	Newbuild Homes	3	
			Semi-		
	Detached	Flats	detached	Terraced	All
	•	MARCH	1	•	
Count	2	0	2	2	6
Average £	£302,500	£0	£234,995	£197,495	£244,997
Average £/m2	£2,585	£0	£2,350	£2,529	£2,488
		CHATTER	RIS		
Count	0	0	0	1	1
Average £	£0	£0	£0	£82,500	£82,500
Average £/m2	£0	£0	£0	£1,115	£1,115
		DODDING	TON		
Count	12	0	0	0	12
Average £	£380,579	£0	£0	£0	£380,579
Average £/m2	£2,217	£0	£0	£0	£2,217
		MANEA			
Count	26	0	2	0	28
Average £	£253,779	£0	£195,000	£0	£249,580
Average £/m2	£2,357	£0	£2,216	£0	£2,347
		WHITTLES			
Count	89	2	68	39	198
Average £	£293,275	£155,498	£201,523	£185,324	£239,109
Average £/m2	£2,401	£2,256	£2,390	£2,329	£2,382
		WISBEC			
Count	1	1	17	56	75
Average £	£180,000	£79,000	£169,500	£152,250	£155,553
Average £/m2	£1,875	£1,274	£1,985	£2,031	£2,009
		FENLAN			
Count	130	3	89	98	320
Average £	£292,705	£129,998	£196,012	£165,624	£225,368
Average £/m2	£2,374	£1,929	£2,308	£2,151	£2,283





1	New Bu	ild Asl	kina	Pri	ice	S	
Agent	Scheme	Address	Address	Postcode	Minimum		Maximum
	SW F	enland	_				
William H Brown		March Road	Wimblington	PE15 ORN	£2,143	2323	£2,51
William H Brown		Wood Street	Doddington	PE15 OSA	£2,804	3673	£4,19
Fine & Country	Askham Row	Benwick Road	Doddington	PE15 OUG		£2,172	
	North	Fenland					
Phoenix	Tydd Golf and Country Club	Kirkgate	Tydd St Giles	PE13 5NZ		£2,037	
Abbotts	Tydd Golf and Country Club	Kirkgate	Tydd St Giles	PE13 5NZ		£1,951	
William H Brown	Happy Close	Perry Road	Leverington	PE13 5AE	£2,857	£2,946	£3,03
William H Brown		Mill Road	Murrow	PE13 4HF			
William H Brown		Leverington Common	Leverington	PE13 5BW			
Sowerbys		Mill Road	Murrow	PE13 4HF			
William H Brown		Parsons Drove	Wisbech	PE13 4LF	£1,606	2236	£2,82
	East	Fenland					
William H Brown	Scholars Close	Manea	March/	PE15 OHF	£2,160	2585	£2,97
T Payne & Co	Orchard Way	Manea	March/	PE15 OJH			
William H Brown	Fridaybridge Road	Elm	Wisbech	PE14 OAT	£2,120		£3,91
Fine & Country		Begdale Road	Elm	PE14 OBE		£1,424	
Maxey Grounds		Pingle Wood Row	Manea	PE15 OFP		£1,201	
	M	larch					
Haart/ Osprey							
Developments	Golden Brick	Elliot Road	March	PE15 8BL			
Haart/		The Avenue	March				
CannonKirk Homes	Willow Green	Gaul Road	March/	PE15 9RQ	£2,338	2460	
Kavanagh Hayes	Spire View	Jobs Lane	March/	PE15 9QE	£2,242	2349	£2,50
	Whi	ttlesey					
Larkfleet Homes	Whittlesey Green		Whittlesey	PE7 2AJ	£2,737	2952	£3,12
David Wilson Homes	Buttercross Park	Snowley Park	Whittlesey	PE7 1JQ		£2,868	
Chatteris							
	Wi	shech			1		
William H Brown	Rockcliffe Gardens	Elm Road	Wisbech	PE13 2TA	£1,823		£2,04
William H Brown	Fenland Park	Lerowe Road	Wisbech	PE13 3QH		£2.870	

Price Assumptions (£/m²)

Table 4.6 Pre-consultation Residential Price			
Assump	otions (£/m²)		
	Higher Value	Lower Value	
Larger Brownfield	£2,275	£2,100	
Smaller Brownfield Sites	£2,500	£2,000	
Urban Flatted Schemes	£2,000	£2,000	
Large Greenfield Sites	£2,750	£2,750	
Medium Greenfield Sites	£2,500	£2,400	
Small Greenfield Sites	£2,750	£2,500	



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PRS

	Table 4.9 Capita	lisation of Priva	te Rents	
	1 bed	2 bed	3 bed	4 bed
Gross Rent (£/month)	£510	£625	£800	£1,025
Gross Rent (£/annum)	£6,120	£7,500	£9,600	£12,300
Net Rent	£4,896	£6,000	£7,680	£9,840
Value	£97,920	£120,000	£153,600	£196,800
m ²	50	70	84	97
£/m ²	£1.958	£1.714	£1.829	£2.029



Build to Rent

Table -	4.7 Rents Repor	ted by Rightmo	ve (£/month)	
	1 bed	2 beds	3 beds	4 beds
Fenland DC	£500	£625	£800	£1,050
Wisbech	£475	£600	£750	£950
March	£517	£600	£800	£1,100
Whittlesey	£575	£625	£832	£1,035
Chatteris	£550	£645	£755	
Rural East Fenland	£515	£650	£750	£1,800
Rural North Fenland	£550	£625	£880	£950
Rural SW Fenland	£540	£575	£1,050	£2,000
Fenland DC	£500	£625	£800	£1,050

	Table 4.8 Median	Asking Rents Re	ported by Zoopla	ı
	1 bed	2 beds	3 beds	4 beds
Wisbech	£445	£603	£766	£998
March	£550	£665	£834	£1,050
Whittlesey	£532	£624	£810	
Chatteris	£534	£630	£750	

臣

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Social Rent

Т	able 4.12 Capit	alisation of Soc	ial Rents	
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/week)	£80.30	£93.34	£98.97	£115.86
Gross Rent (£/annum)	£4,176	£4,854	£5,146	£6,025
Net Rent	£3,340	£3,883	£4,117	£4,820
Value	£74,233	£86,288	£91,492	£107,106
m ²	50	70	84	97
£/m²	£1,485	£1,233	£1,089	£1,104





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Affordable Housing

· Affordable Rent

LHA CAP; Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.5%

=£1,590/m²

Social Rent

Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.5%

=£1,230/m²

Intermediate

50% Share; Rent 2.75%

= 70% OMV



Affordable Rent

Tab	le 4.15 Capitali	sation of Afford	able Rents	
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/month)	£402	£500	£583	£740
Gross Rent (£/annum)	£4,822	£6,000	£7,001	£8,879
Net Rent	£3,858	£4,800	£5,601	£7,103
Value	£85,724	£106,667	£124,462	£157,849
m ²	50	70	84	97
£/m ²	£1,714	£1,524	£1,482	£1,627



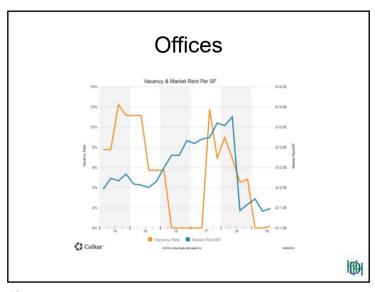
46

Older Peoples Housing

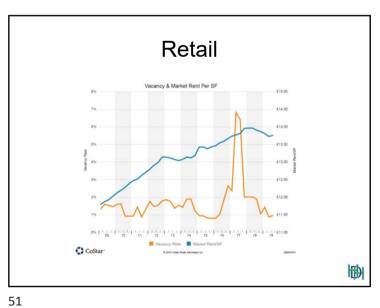
Table 4.1	7 Worth of Shelte	red and Extracar	е
	Area (m ²)	£	£/m²
3 bed semi-detached		200,000	
1 bed Sheltered	50	150,000	3,000
2 bed Sheltered	75	200,000	2,667
1 bed Extracare	65	187,500	2,885
2 bed Extracare	80	250,000	3,125



21/09/2019



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Industrial Vacancy & Market Rent Per SF CoStar 圉

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T	able 5.2 Cor	nmercial Va	alues £/m² 2	019	
	Rent £/m ²	Yield	Rent free		Assumption
			period		r
Offices	£215	7.00%	1.0	£2,870	£2,750
Industrial	£75	7.00%	1.0	£1,001	£1,000
Retail - Centre	£270	8.00%	2.0	£2,894	£2,900
Retail (elsewhere)	£150	10.00%	2.0	£1,240	£1,250
Large Supermarket	£250	5.50%	1.0	£4,308	£4,300
Small Supermarket	£215	5.00%	1.0	£4,095	£4,100
Retail warehouse	£180	6.00%	2.0	£2,670	£3,270
Hotel (per room)	£4,500	5.50%	0.0	£81,818	£3,300

Land Registry Prices Paid

• Recently consented sites



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Existing Use Value £/ha

Table 6.4 Existing Use Value La	nd Prices £/ha
August 2019	
Industrial Land	£100,000
Agricultural	£25,000
Paddock	£50.000

KEH

	6.2 Sale:	s of Devel	opment La			
Site	ha	All Units	Aff	Price Paid	£/ha	£/unit
Land North of Orchard House, High Road, Wisbech St Mary	3.820	76	0%	£1,450,000	£379,581	£19,079
Site of Former Gas Distribution Centre, Gas Road, March	0.450	19	0%	£100,000	£222,222	£5,263
Bricklayers Arms, 9 Station Road, Whittlesey	0.310	33	0%	£475,000	£1,532,258	£14,394
Land North West Of 162, Coates Road, Coates, Whittlesey	0.870	12	25%	£160,000	£183,908	£13,333
Land East of Askham House, 13 Benwick Road, Doddington	1.477	10	30%	£100,000	£67,705	£10,000
Land West of 17-37, Wood Street, Doddington	1.770	28	0%	£400,996	£226,551	£14,321
Land West of Cedar Way Accessed from Grove Gardens, Elm	0.870	11	0%	£2,700	£3,103	£245
Land East of Llanca, Huntingdon Road, Chatteris	0.200	18	0%	£400,000	£2,000,000	£22,222
Land West of Teachers Close, Manea	3.600	57	0%	£840,000	£233,333	£14,737
Former Pilgrims of March, Dartford Road, March	0.315	17	0%	£270,000	£856,327	£15,882
Land South East of Orchard Lodge, Jobs Lane, March	0.800	20	5%	£415,000	£518,750	£20,750
Land South West of Queen Street Close, March	0.160	10	0%	£325,000	£2,031,250	£32,500
Site of Former Kingswood Park Residential Home, Kingswood Road, March	0.980	22	100%	£1,162,306	£1,186,027	£52,832
Land East of Davern Workwear, Elliott Road, March	0.480	14	0%	£1,435,000	£2,989,583	£102,500
Land West of Old Council Depot, Gaul Road, March	3.860	135	0%	£1,290,000	£334,197	£9,556
Land West and South Of 74 West Street, Chatteris	2.800	58	26%	£2,150,000	£767,857	£37,069
Land at Bassenhally Farm, Eastrea Road, Whittlesev	3.280	93	25%	£722,490	£220,271	£7,769
Land north of Sorrel Avenue, Whittlesey, Cambridgeshire	0.937	60	0%	£342,857	£365,909	£5,714
Land North of Snowley Park And Glenfields, Whittlesey	5.610	148	24%	£2,750,000	£490,196	£18,581
Westhaven Nursery, Peterborough Road, Whittlesey	2.660	68	85%	£1,400,000	£526,316	£20,588
The Bell, 35 Kirkgate Street, Wisbech	0.390	14	0%	£475,000	£1,217,949	£33,929
Land North of Kenila, Duke Street, Wisbech	0.220	10	0%	£250,000	£1,136,364	£25,000
35 North End, Wisbech	0.040	11	0%	£110,000	£2,750,000	£10,000
Fenland Park, Lerowe Road, Wisbech	1.600	83	35%	£2,500,000	£1,562,500	£30,120
55 The Chase, Leverington	0.990	14	0%	£800,000	£808,081	£57,143
Land at Sayers Field, Church Road, Wisbech St Mary	1.100	43	0%	£1,950,000	£1,772,727	£45,349

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Development Costs 1

 Construction 	BCIS
	 Median £1,281/m²
	– LQ £1,135
	Affordable 90%
 Site Costs 	5% to 15%
 Brownfield 	+5%
• Fees	8%+1%=9%
 Contingencies 	2.5% / 5%

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Development Costs 2

S106 £2,000/unitInterest 6% plus fees

• Developer's Return 17.5% Market Housing

6% Affordable 15% Non Res

• Sales 3.5%



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Modelling

- Strategic Sites in due course
- Typologies
 - by area
 - based on 5 year land supply
 - SHLAA densities and net / gross



Cumulative Impact of Policy

- Affordable Housing 30% base (70:30)
- Developer Contributions s106
- NDSS
- Accessible and Adaptable (100% + 10% wheelchair)
- Mix Emerging Housing Needs Assessment
- · Open space
- Energy 10%
- · Charging points
- SUDS
- · Climate Change
- Biodiversity 'net gain'?



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Modelling

- Density
 - HELAA Assumptions and higher

Table 9.1 Developable Area Assumptions							
Site Size	Gross to Net Development Ratio						
Up to 0.4ha	100%						
0.4 - 2ha	85%						
2 - 5ha	75%						
Over 5ha	65%						



			Current Use	Units	Area	На	Density U	Jnits/ha	Density
					Gross	Net	Gross	Net	m2/ha
1	Green 2,000	Green	Agricultural	2,000	96.15	62.50	20.80	32.00	3,138
2	Green 750	Green	Agricultural	750	36.06	23.44	20.80	32.00	3,136
3	Green 150	Green	Agricultural	150	6.25	4.69	24.00	32.00	3,128
4	Green 75	Green	Agricultural	75	2.76	2.34	27.20	32.00	3,127
5	Green 35	Green	Agricultural	35	1.37	1.17	25.50	30.00	2,895
6	Green 20	Green	Agricultural	20	0.78	0.67	25.50	30.00	2,921
7	Green 12	Green	Paddock	12	0.47	0.40	25.50	30.00	2,855
8	Green 9	Green	Paddock	9	0.30	0.30	30.00	30.00	3,237
9	Green 6	Green	Paddock		0.20	0.20	30.00	30.00	3,045
10	Green 3	Green	Paddock	3	0.15	0.15	20.00	20.00	2,700
11	Green Plot	Green	Paddock	1	0.05	0.04	20.00	25.00	3,750
12	Brown 300	Brown	PDL	300	11.54	7.50	26.00	40.00	3,922
13	Brown 40	Brown	PDL	40	1.18	1.00	34.00	40.00	3,930
14	Brown 25	Brown	PDL	25	0.84	0.71	29.75	35.00	3,329
15	Brown 25 HD	Brown	PDL	25	0.59	0.50	42.50	50.00	2,786
16	Brown 15	Brown	PDL	15	0.43	0.43	35.00	35.00	3,430
17	Brown 15 HD	Brown	PDL	15	0.33	0.33	45.00	45.00	2,877
18	Brown 10	Brown	PDL	10	0.31	0.31	32.00	32.00	2,858
19	Brown 8	Brown	PDL	8	0.18	0.18	45.00	45.00	4,444
20	Brown 8 HD	Brown	PDL	8	0.23	0.23	35.00	35.00	2,275
21	Brown 5	Brown	PDL	5	0.16	0.16	32.00	32.00	2,784
22	Brown 3	Brown	PDL	3	0.09	0.09	32.00	32.00	3,883
23	Brown Plot	Brown	PDL	1	0.03	0.03	30.00	30.00	4,050
24	PRS 25	Brown	PDL	25	0.92	0.78	27.20	32.00	1,821

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Benchmark Land Value?

- Brownfield Site
 - EUV Plus 20%
- Greenfield Sites
 - EUV + £200,000/ha ??



A Pragmatic Viability Test

We are NOT trying to replicate a particular business model Test should be broadly representative

'Existing use value plus'

- reality checked against market value
- Will EUV Plus provide landowner's premiums?
- Land owner's have expectations (life changing?)
- · Will land come forward?



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Early Results

- Subject to change as a result of this consultation
- Should be given little weight
- For illustrative purposes



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Typologies – All areas

					Area (ha) Units		Residual Value (£)			
					Gross	Net		Gross ha	Net ha	Sit
Site 1	Green 2,000	FDC	Green	Agricultural	96.15	62.50	2,000	265,641	408,679	25,542,40
Site 2	Green 750	FDC	Green	Agricultural	36.06	23.44	750	91,767	141,180	3,308,90
Site 3	Green 150	FDC	Green	Agricultural	6.25	4.69	150	10,125	13,500	63,27
Site 4	Green 75	FDC	Green	Agricultural	2.76	2.34	75	-9,848	-11,586	-27,15
Site 5	Green 35	FDC	Green	Agricultural	1.37	1.17	35	-7,623	-8,968	-10,46
Site 6	Green 20	FDC	Green	Agricultural	0.78	0.67	20	-28,486	-33,513	-22,34
Site 7	Green 12	FDC	Green	Paddock	0.47	0.40	12	203,689	239,634	95,85
Site 8	Green 9	FDC	Green	Paddock	0.30	0.30	9	89,013	89,013	26,70
Site 9	Green 6	FDC	Green	Paddock	0.20	0.20	6	574,645	574,645	114,92
Site 10	Green 3	FDC	Green	Paddock	0.15	0.15	3	-2,329	-2,329	-34
Site 11	Green Plot	FDC	Green	Paddock	0.05	0.04	1	-12,185	-15,232	-60
Site 12	Brown 300	FDC	Brown	PDL	11.54	7.50	300	-471,103	-724,773	-5,435,80
Site 13	Brown 40	FDC	Brown	PDL	1.18	1.00	40	-883,071	-1,038,908	-1,038,90
Site 14	Brown 25	FDC	Brown	PDL	0.84	0.71	25	-664,889	-782,222	-558,73
Site 15	Brown 25 HD	FDC	Brown	PDL	0.59	0.50	25	-1,449,616	-1,705,431	-852,71
Site 16	Brown 15	FDC	Brown	PDL	0.43	0.43	15	-847,681	-847,681	-363,29
Site 17	Brown 15 HD	FDC	Brown	PDL	0.33	0.33	15	-2,344,190	-2,344,190	-781,39
Site 18	Brown 10	FDC	Brown	PDL	0.31	0.31	10	-295,420	-295,420	-92,31
Site 19	Brown 8	FDC	Brown	PDL	0.18	0.18	8	-678,518	-678,518	-120,62
Site 20	Brown 8 HD	FDC	Brown	PDL	0.23	0.23	8	-1,772,270	-1,772,270	-405,09
Site 21	Brown 5	FDC	Brown	PDL	0.16	0.16	5	-148,348	-148,348	-23,17
Site 22	Brown 3	FDC	Brown	PDL	0.09	0.09	3	-494,237	-494,237	-46,33
Site 23	Brown Plot	FDC	Brown	PDL	0.03	0.03	1	-1,099,240	-1,099,240	-36,64
Site 24	PRS 25	FDC	Brown	PDL	0.92	0.78	25	-1,234,899	-1,452,823	-1,135,01

T	Table 10.15 Older People's Housing (Sheltered), Appraisal Results (£/ha)								
		Affordable %	EUV	BLV					
Site 1	Green	30%	50,000	250,000	-2,465,961				
Site 2	Green	0%	50,000	250,000	-998,773				
Site 3	Green	5%	50,000	250,000	-1,243,607				
Site 4	Green	10%	50,000	250,000	-1,488,441				
Site 5	Green	15%	50,000	250,000	-1,731,305				
Site 6	Green	20%	50,000	250,000	-1,976,140				
Site 7	Green	25%	50,000	250,000	-2,220,974				
Site 8	Green	30%	50,000	250,000	-2,465,961				
Site 9	Green	35%	50,000	250,000	-2,714,527				
Site 10	Green	40%	50,000	250,000	-2,963,093				
Site 11	Green	45%	50,000	250,000	-3,211,660				
Site 12	Green	50%	50,000	250,000	-3,458,255				
Site 13	Brown	30%	100,000	120,000	-3,610,941				
Site 14	Brown	0%	100,000	120,000	-2,127,200				
Site 15	Brown	5%	100,000	120,000	-2,372,034				
Site 16	Brown	10%	100,000	120,000	-2,618,647				
Site 17	Brown	15%	100,000	120,000	-2,865,243				
Site 18	Brown	20%	100,000	120,000	-3,113,809				
Site 19	Brown	25%	100,000	120,000	-3,362,375				
Site 20	Brown	30%	100,000	120,000	-3,610,941				
Site 21	Brown	35%	100,000	120,000	-3,857,536				
Site 22	Brown	40%	100,000	120,000	-4,106,102				
Site 23	Brown	45%	100,000	120,000	-4,356,309				
Site 24	Brown	50%	100,000	120,000	-4,338,711				

			Existing Use	Benchmark,	
			Value	Land Value	Residual Value
			£/ha	£/ha	£/ha
Site 1	Green 2,000	FDC	25,000	225,000	265,641
Site 2	Green 750	FDC	25,000	225,000	91,767
Site 3	Green 150	FDC	25,000	225,000	10,125
Site 4	Green 75	FDC	25,000	225,000	-9,848
Site 5	Green 35	FDC	25,000	225,000	-7,623
Site 6	Green 20	FDC	25,000	225,000	-28,486
Site 7	Green 12	FDC	50,000	250,000	203,689
Site 8	Green 9	FDC	50,000	250,000	89,013
Site 9	Green 6	FDC	50,000	250,000	574,645
Site 10	Green 3	FDC	50,000	250,000	-2,329
Site 11	Green Plot	FDC	50,000	250,000	-12,185
Site 12	Brown 300	FDC	100,000	120,000	-471,103
Site 13	Brown 40	FDC	100,000	120,000	-883,071
Site 14	Brown 25	FDC	100,000	120,000	-664,889
Site 15	Brown 25 HD	FDC	100,000	120,000	-1,449,616
Site 16	Brown 15	FDC	100,000	120,000	-847,681
Site 17	Brown 15 HD	FDC	100,000	120,000	-2,344,190
Site 18	Brown 10	FDC	100,000	120,000	-295,420
Site 19	Brown 8	FDC	100,000	120,000	-678,518
Site 20	Brown 8 HD	FDC	100,000	120,000	-1,772,270
Site 21	Brown 5	FDC	100,000	120,000	-148,348
Site 22	Brown 3	FDC	100,000	120,000	-494,237
Site 23	Brown Plot	FDC	100,000	120,000	-1,099,240
Site 24	PRS 25	FDC	100,000	120,000	-1,234,899

T	Table 10.16 Older People's Housing (Extracare), Appraisal Results (£/ha)								
		Affordable %	EUV	BLV	Residual Value				
Site 1	Green	30%	50,000	250,000	-4,592,496				
Site 2	Green	0%	50,000	250,000	-2,649,876				
Site 3	Green	5%	50,000	250,000	-2,969,322				
Site 4	Green	10%	50,000	250,000	-3,293,193				
Site 5	Green	15%	50,000	250,000	-3,619,496				
Site 6	Green	20%	50,000	250,000	-3,943,829				
Site 7	Green	25%	50,000	250,000	-4,268,162				
Site 8	Green	30%	50,000	250,000	-4,592,496				
Site 9	Green	35%	50,000	250,000	-4,916,829				
Site 10	Green	40%	50,000	250,000	-5,243,346				
Site 11	Green	45%	50,000	250,000	-5,572,645				
Site 12	Green	50%	50,000	250,000	-5,903,915				
Site 13	Brown	30%	100,000	120,000	-6,078,131				
Site 14	Brown	0%	100,000	120,000	-4,122,624				
Site 15	Brown	5%	100,000	120,000	-4,446,709				
Site 16	Brown	10%	100,000	120,000	-4,770,795				
Site 17	Brown	15%	100,000	120,000	-5,094,880				
Site 18	Brown	20%	100,000	120,000	-5,420,935				
Site 19	Brown	25%	100,000	120,000	-5,749,082				
Site 20	Brown	30%	100,000	120,000	-6,078,131				
Site 21	Brown	35%	100,000	120,000	-6,407,179				
Site 22	Brown	40%	100,000	120,000	-6,736,228				
Site 23	Brown	45%	100,000	120,000	-7,065,276				
Site 24	Brown	50%	100,000	120,000	-7,396,295				

Non-residential

Moving Forward

- · Circulate presentation
- Rough and ready first draft of report within the next week
- Comments by Friday 11th October (to the Council)



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Appendix 4 – Consultation Notes

Fenland Local Plan Viability Meeting 19th September 2019

Request to share all background data for viability study

Viability is so low. What happens when can't meet policy requirements. Will have to look at less sustainable locations

Viability is on a knife-edge even without S106 especially Affordable Housing

Have you looked at the need for bungalows? High demand and price. Need to look at this type of properties

Build to rent is mostly in flats. Difficulties with Affordable Housing

Questions raised and concerns about gross retail and floor space. Rents appear too high.

Industrial land values look ok. But depends if site has services

Very limited supply of office, industry and warehousing. But a good take-up. Usually from local businesses wanting to expand. It is a very local market. No speculative schemes.

Difficulties with Affordable Housing

Affordable Housing costs more because of additional requirements.

New build dwellings 23% higher than old stock

More chose and offer in Cambridge and Peterborough, more demand and more value.

Need for older people housing

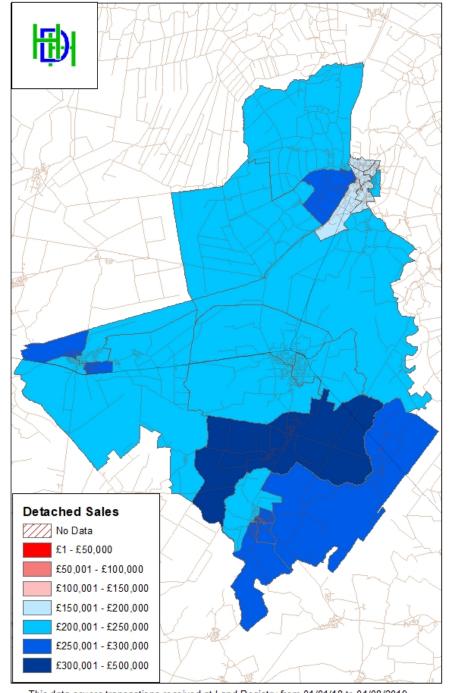
Lack of specialist sheltered and extra care.





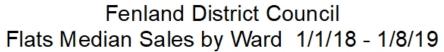
Appendix 5 – Price Maps

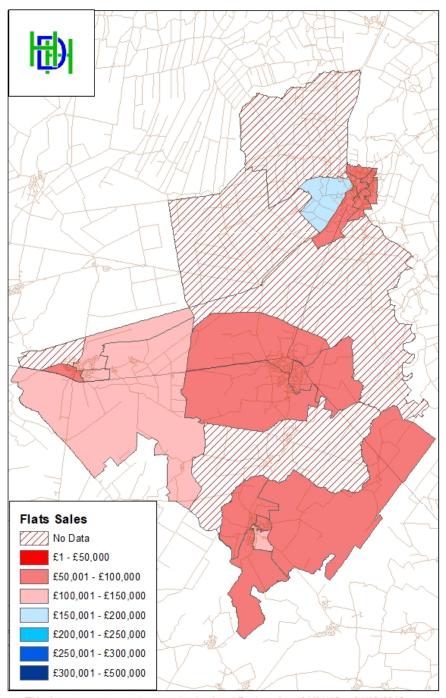
Fenland District Council Detached Median Sales by Ward 1/1/18 - 1/8/19



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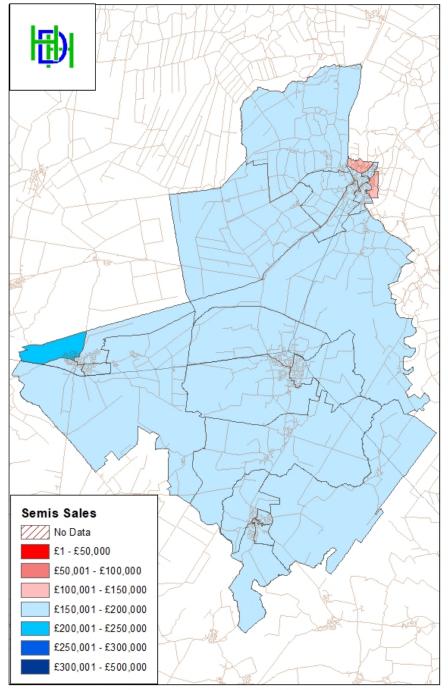




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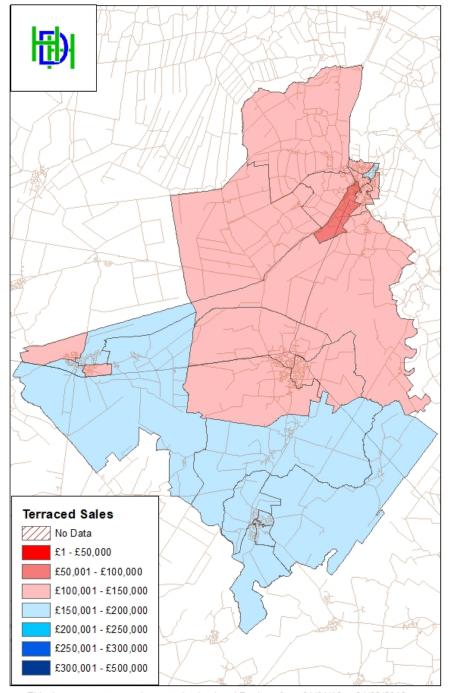
Fenland District Council Semis Median Sales by Ward 1/1/18 - 1/8/19



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Fenland District Council Terraced Median Sales by Ward 1/1/18 - 1/8/19



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Appendix 6 – Land Registry PPD and EPC Data

Date	Price Paid	Туре	paon	street	locality	town	postcode	m2	£/m2
06/02/2017	£132,500	Т	32	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	56	£2,366
06/02/2017	£127,500	Т	34	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	56	£2,277
06/01/2017	£127,500	Т	36	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	56	£2,277
21/02/2017	£127,500	Т	38	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	56	£2,277
15/02/2018	£139,000	Т	41	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	60	£2,317
10/11/2017	£135,000	Т	43	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	60	£2,250
05/01/2018	£135,000	Т	45	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	60	£2,250
17/01/2018	£139,000	Т	47	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	60	£2,317
08/06/2018	£140,000	Т	49	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	60	£2,333
19/09/2017	£135,000	Т	56	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	60	£2,250
31/08/2017	£130,000	T	58	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	60	£2,167
31/08/2017	£130,000	Т	60	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	60	£2,167
25/08/2017	£140,000	Т	62	MIKANDA CLOSE	WISBECH	WISBECH	PE13 2TU	60	£2,333
18/08/2017	£155,000	S	20	ST AUGUSTINES ROAD	WISBECH	WISBECH	PE13 3AD	93	£1,667
17/11/2017	£152,500	S	22	ST AUGUSTINES ROAD	WISBECH	WISBECH	PE13 3AD	134	£1,138
08/09/2017	£170,000	T	24	ST AUGUSTINES ROAD	WISBECH	WISBECH	PE13 3AD	93	£1,828
24/01/2018	£155,000	T	26	ST AUGUSTINES ROAD	WISBECH	WISBECH	PE13 3AD	92	£1,685
02/11/2017	£155,000	Т	28	ST AUGUSTINES ROAD	WISBECH	WISBECH	PE13 3AD	96	£1,615
17/11/2017	£152,500	T	1	ST DOMINIC CLOSE	WISBECH	WISBECH	PE13 3AF	96	£1,589
18/08/2017	£150,000	Т	2	ST DOMINIC CLOSE	WISBECH	WISBECH	PE13 3AF	92	£1,630
24/11/2017	£150,000	T	3	ST DOMINIC CLOSE	WISBECH	WISBECH	PE13 3AF	92	£1,630
06/10/2017	£155,000	Т	4	ST DOMINIC CLOSE	WISBECH	WISBECH	PE13 3AF	96	£1,615
18/08/2017	£145,000	T	5	ST DOMINIC CLOSE	WISBECH	WISBECH	PE13 3AF	96	£1,510
24/01/2018	£150,000	Т	6	ST DOMINIC CLOSE	WISBECH	WISBECH	PE13 3AF	92	£1,630
27/11/2017	£152,500	Т	7	ST DOMINIC CLOSE	WISBECH	WISBECH	PE13 3AF	92	£1,658
11/01/2018	£175,000	Т	1	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	88	£1,989
15/02/2019	£185,000	S	2	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	87	£2,126
13/04/2018	£167,500	Т	3	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	88	£1,903
12/01/2018	£170,000	Т	5	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	88	£1,932
08/12/2017	£160,000	T	9	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	87	£1,839
03/01/2018	£160,000	Т	11	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	88	£1,818
29/03/2018	£162,500	Т	13	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	88	£1,847
22/08/2018	£160,000	T	15	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	88	£1,818
23/03/2018	£160,000	Т	17	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	88	£1,818



02/11/2018	£150,000	Т	25	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	59	£2,542
26/11/2018	£145,000	Т	27	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	59	£2,458
30/11/2018	£145,000	Т	29	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	59	£2,458
24/08/2018	£152,500	Т	31	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	64	£2,383
05/03/2019	£180,000	D	33	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	96	£1,875
31/08/2018	£172,500	T	35	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	88	£1,960
02/07/2018	£165,000	T	37	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	87	£1,897
31/01/2019	£172,500	T	39	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	88	£1,960
27/06/2018	£177,500	S	41	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	88	£2,017
22/06/2018	£175,000	S	43	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	87	£2,011
20/08/2018	£152,500	T	45	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	64	£2,383
29/11/2018	£147,500	Т	47	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	59	£2,500
13/11/2018	£152,500	Т	49	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	59	£2,585
20/12/2018	£155,000	S	51	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	55	£2,818
20/12/2018	£152,500	S	53	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	55	£2,773
20/12/2018	£149,000	Т	55	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	55	£2,709
20/12/2018	£146,500	Т	57	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	55	£2,664
20/12/2018	£144,000	Т	59	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	55	£2,618
14/06/2019	£190,000	Т	70	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	130	£1,462
20/05/2019	£180,000	Т	74	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	114	£1,579
14/06/2019	£185,000	Т	78	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	126	£1,468
19/06/2019	£190,000	Т	84	FENMEN PLACE	WISBECH	WISBECH	PE13 3FA	126	£1,508
18/08/2017	£167,500	Т	10	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	92	£1,821
08/09/2017	£165,000	Т	12	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	91	£1,813
20/10/2017	£170,000	S	13	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	92	£1,848
28/07/2017	£166,000	Т	14	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	92	£1,804
28/03/2018	£171,500	S	15	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	92	£1,864
20/10/2017	£168,000	S	17	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	92	£1,826
01/09/2017	£170,000	S	19	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	92	£1,848
13/09/2017	£170,000	S	21	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	92	£1,848
01/09/2017	£170,000	S	23	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	92	£1,848
10/11/2017	£145,000	T	25	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	69	£2,101
28/09/2018	£142,500	T	27	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	69	£2,065
25/08/2017	£142,500	Т	29	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	69	£2,065
11/09/2017	£145,000	T	31	OGDEN GARDENS	WISBECH	WISBECH	PE13 3FE	69	£2,101
26/01/2017	£125,000	Т	7	TIMBER YARD GARDENS	WISBECH	WISBECH	PE13 3JZ	65	£1,923
04/10/2018	£176,000	S	28	LEROWE ROAD	WISBECH	WISBECH	PE13 3QH	87	£2,023
04/10/2018	£178,500	S	28A	LEROWE ROAD	WISBECH	WISBECH	PE13 3QH	88	£2,028
29/03/2018	£180,000	S	28B	LEROWE ROAD	WISBECH	WISBECH	PE13 3QH	88	£2,045



21/12/2017	£175,000	S	28C	LEROWE ROAD	WISBECH	WISBECH	PE13 3QH	87	£2,011
21/01/2019	£79,000	F	33	COX CLOSE	WISBECH	WISBECH	PE14 OTB	62	£1,274
08/10/2018	£210,000	D	11	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	74	£2,838
04/10/2018	£235,000	D	13	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	84	£2,798
11/05/2018	£210,000	D	15	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	74	£2,838
07/03/2019	£270,000	D	16	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	132	£2,045
03/10/2018	£245,000	D	17	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	84	£2,917
20/12/2018	£270,000	D	18	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	133	£2,030
01/04/2018	£215,000	D	19	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	74	£2,905
05/07/2018	£320,000	D	20	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	159	£2,013
02/11/2018	£225,000	D	21	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	84	£2,679
17/01/2018	£215,000	D	23	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	74	£2,905
14/05/2018	£295,000	D	24	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	149	£1,980
18/04/2018	£230,000	D	25	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	84	£2,738
07/06/2018	£325,000	D	26	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	159	£2,044
06/07/2018	£260,000	D	27	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	132	£1,970
09/08/2018	£285,000	D	28	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	149	£1,913
06/07/2018	£205,000	D	29	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	99	£2,071
19/12/2018	£245,000	D	30	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	113	£2,168
27/07/2018	£260,000	D	31	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	132	£1,970
01/03/2019	£275,000	D	32	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	133	£2,068
28/09/2018	£295,000	D	33	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	149	£1,980
07/05/2019	£272,000	D	36	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	133	£2,045
29/03/2019	£208,750	D	39	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	74	£2,821
11/06/2019	£240,000	D	43	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	84	£2,857
18/10/2018	£230,000	D	47	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	84	£2,738
18/01/2019	£255,000	D	51	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	133	£1,917
19/10/2018	£195,000	S	53	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	88	£2,216
28/09/2018	£195,000	S	55	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	88	£2,216
14/03/2019	£302,500	D	57	SCHOLARS CLOSE	MANEA	MARCH	PE15 OHF	149	£2,030
12/02/2018	£353,500	D	1	WITCHFORD CLOSE	DODDINGTON	MARCH	PE15 OWF	159	£2,223
29/06/2018	£431,995	D	3	WITCHFORD CLOSE	DODDINGTON	MARCH	PE15 OWF	192	£2,250
29/06/2018	£372,995	D	5	WITCHFORD CLOSE	DODDINGTON	MARCH	PE15 OWF	158	£2,361
31/05/2018	£427,995	D	10	WITCHFORD CLOSE	DODDINGTON	MARCH	PE15 OWF	214	£2,000
29/06/2018	£369,995	D	12	WITCHFORD CLOSE	DODDINGTON	MARCH	PE15 OWF	158	£2,342
29/06/2018	£329,995	D	14	WITCHFORD CLOSE	DODDINGTON	MARCH	PE15 OWF	146	£2,260
29/06/2018	£374,995	D	16	WITCHFORD CLOSE	DODDINGTON	MARCH	PE15 OWF	158	£2,373
29/06/2018	£430,995	D	18	WITCHFORD CLOSE	DODDINGTON	MARCH	PE15 OWF	214	£2,014
03/10/2018	£373,995	D	1	WOODSIDE CLOSE	DODDINGTON	MARCH	PE15 OWG	158	£2,367



29/03/2018	£344,500	D	2	WOODSIDE CLOSE	DODDINGTON	MARCH	PE15 OWG	159	£2,167
18/05/2018	£329,995	D	3	WOODSIDE CLOSE	DODDINGTON	MARCH	PE15 OWG	146	£2,260
24/05/2018	£425,995	D	4	WOODSIDE CLOSE	DODDINGTON	MARCH	PE15 OWG	214	£1,991
07/01/2019	£305,000	D	10	SPIRE VIEW	MARCH	MARCH	PE15 9FG	117	£2,607
27/03/2019	£300,000	D	13	SPIRE VIEW	MARCH	MARCH	PE15 9FG	117	£2,564
24/05/2019	£219,995	Т	17	BLUEBELL WAY	MARCH	MARCH	PE15 9TL	86	£2,558
03/05/2019	£174,995	Т	21	BLUEBELL WAY	MARCH	MARCH	PE15 9TL	70	£2,500
22/02/2019	£234,995	S	9	BUTTERCUP CLOSE	MARCH	MARCH	PE15 9TU	100	£2,350
31/01/2019	£234,995	S	11	BUTTERCUP CLOSE	MARCH	MARCH	PE15 9TU	100	£2,350
30/10/2017	£82,500	Т	18	LANCASTER WAY	CHATTERIS	CHATTERIS	PE16 6FQ	74	£1,115
17/11/2017	£213,500	S	1	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	100	£2,135
28/02/2018	£202,000	S	2	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,658
15/01/2018	£215,000	S	3	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	100	£2,150
18/01/2018	£195,000	S	4	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,566
24/10/2017	£201,000	S	5	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,645
28/04/2017	£162,000	T	6	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	70	£2,314
28/03/2018	£180,000	S	7	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,368
10/11/2017	£216,995	D	9	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	89	£2,438
17/11/2017	£219,995	S	11	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	100	£2,200
28/04/2017	£156,500	T	12	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	70	£2,236
17/11/2017	£218,995	S	13	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	100	£2,190
28/04/2017	£160,000	Т	14	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	70	£2,286
12/12/2017	£199,995	S	15	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,632
14/07/2017	£180,000	Т	16	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,368
30/04/2018	£187,000	S	17	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,461
21/07/2017	£179,995	Т	18	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,368
15/09/2017	£187,995	Т	20	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,474
30/11/2017	£194,995	S	22	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,566
28/03/2018	£194,995	S	24	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,566
15/01/2018	£194,995	S	26	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,566
28/03/2018	£180,000	S	27	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,368
18/08/2017	£194,750	S	28	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,563
03/11/2017	£194,995	S	29	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	76	£2,566
18/08/2017	£219,995	D	30	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	89	£2,472
18/08/2017	£229,995	D	32	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	100	£2,300
03/11/2017	£204,995	D	34	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	89	£2,303
13/10/2017	£204,995	S	36	PATTENS CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1FA	89	£2,303
05/05/2017	£179,950	S	11	WINDMILL STREET	WHITTLESEY	PETERBOROUGH	PE7 1HJ	77	£2,337
16/02/2018	£179,950	Т	13	WINDMILL STREET	WHITTLESEY	PETERBOROUGH	PE7 1HJ	76	£2,368



02/02/2018	£177,500	T	15	WINDMILL STREET	WHITTLESEY	PETERBOROUGH	PE7 1HJ	71	£2,500
27/03/2018	£175,000	T	17	WINDMILL STREET	WHITTLESEY	PETERBOROUGH	PE7 1HJ	71	£2,465
26/01/2018	£199,995	T	19	WINDMILL STREET	WHITTLESEY	PETERBOROUGH	PE7 1HJ	83	£2,410
05/05/2017	£199,950	S	1	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	77	£2,597
16/02/2018	£207,000	T	2	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	81	£2,556
19/05/2017	£167,950	S	3	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	67	£2,507
10/11/2017	£175,000	S	4	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	70	£2,500
30/06/2017	£184,500	Т	5	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	84	£2,196
27/03/2018	£200,000	S	6	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	82	£2,439
15/05/2017	£167,950	S	7	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	67	£2,507
27/03/2018	£240,000	D	8	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	120	£2,000
13/06/2017	£187,500	S	9	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	86	£2,180
18/12/2017	£175,000	Т	10	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	71	£2,465
23/06/2017	£214,950	D	11	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	101	£2,128
11/10/2017	£175,000	T	12	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	71	£2,465
31/01/2018	£192,000	Т	13	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	93	£2,065
01/11/2017	£175,000	Т	14	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	71	£2,465
30/11/2017	£194,250	Т	15	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	93	£2,089
30/11/2017	£175,000	Т	16	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	71	£2,465
11/08/2017	£197,500	Т	17	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	93	£2,124
14/08/2017	£177,500	T	19	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	71	£2,500
29/09/2017	£155,000	F	21	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	71	£2,183
25/08/2017	£175,000	Т	23	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	71	£2,465
25/08/2017	£170,000	T	25	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	71	£2,394
21/08/2017	£199,500	T	27	WITTEL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1HN	83	£2,404
28/07/2017	£203,250	S	58	WHITMORE STREET	WHITTLESEY	PETERBOROUGH	PE7 1HQ	88	£2,310
04/08/2017	£197,000	Т	60	WHITMORE STREET	WHITTLESEY	PETERBOROUGH	PE7 1HQ	88	£2,239
14/08/2017	£177,500	Т	62	WHITMORE STREET	WHITTLESEY	PETERBOROUGH	PE7 1HQ	73	£2,432
29/06/2018	£225,400	D	57	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	140	£1,610
25/05/2018	£321,995	D	58	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	134	£2,403
25/05/2018	£399,995	D	59	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	165	£2,424
23/04/2018	£320,995	D	60	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	134	£2,395
20/04/2018	£318,995	D	61	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	134	£2,381
29/03/2018	£321,995	D	63	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	140	£2,300
28/06/2018	£342,995	D	64	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	143	£2,399
28/06/2018	£259,995	D	65	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	101	£2,574
29/06/2018	£259,995	D	66	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	101	£2,574
17/08/2018	£344,995	D	67	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	143	£2,413
28/09/2018	£314,995	D	68	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	140	£2,250
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15/11/2018	£406,995	D	71	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	164	£2,482
28/09/2018	£212,995	S	71	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	77	£2,766
28/09/2018	£251,995	S	72	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	93	£2,710
19/11/2018	£230,995	S	73 74	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	93 97	£2,381
14/12/2018	£230,995	S	7 4 75	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	97 97	£2,402
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29/03/2019	£414,995		79	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	164	£2,530
18/04/2019	£232,500	D	80	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HX	135	£1,722
18/04/2019	£420,995	D	103	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	167	£2,521
11/03/2019	£266,995	D	104	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	101	£2,644
21/02/2019	£235,995	S	105	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	97	£2,433
14/02/2019	£234,995	S	106	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	97	£2,423
07/12/2018	£214,995	T	120	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	77	£2,792
20/12/2018	£214,995	S	121	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	77	£2,792
25/02/2019	£236,995	T	122	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	107	£2,215
14/12/2018	£236,995	Т	124	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	107	£2,215
20/12/2018	£214,995	S	125	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	77	£2,792
19/12/2018	£214,995	S	126	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	77	£2,792
14/09/2018	£314,995	D	127	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	127	£2,480
29/06/2018	£205,995	S	128	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	77	£2,675
29/06/2018	£208,995	S	129	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	77	£2,714
31/08/2018	£249,995	D	130	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	93	£2,688
14/12/2018	£257,995	D	131	GLENFIELDS	WHITTLESEY	PETERBOROUGH	PE7 1HY	93	£2,774
29/09/2017	£314,995	D	143	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1JH	140	£2,250
30/06/2017	£305,995	D	144	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1JH	135	£2,267
26/05/2017	£329,995	D	145	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1JH	143	£2,308
30/06/2017	£299,995	D	146	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1JH	134	£2,239
28/04/2017	£371,995	D	147	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1JH	165	£2,255
05/06/2017	£295,995	D	149	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1JH	134	£2,209
31/03/2017	£299,995	D	150	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1JH	135	£2,222
19/06/2017	£309,995	D	151	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1JH	140	£2,214
30/06/2017	£344,995	D	54	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	143	£2,413
24/02/2017	£389,995	D	55	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	165	£2,364
26/05/2017	£324,995	D	56	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	143	£2,273
24/03/2017	£369,995	D	57	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	165	£2,242
27/03/2017	£204,995	S	58	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	97	£2,113
27/03/2017	£204,995	S	59	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	97	£2,113
18/05/2017	£301,995	D	60	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	135	£2,237
15/06/2017	£311,495	D	61	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	140	£2,225
28/06/2017	£298,495	D	62	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	134	£2,228
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28/07/2017	£301,995	D	63	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	134	£2,254
01/09/2017	£318,995	D	64	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	140	£2,279
15/09/2017	£329,995	D	65	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	143	£2,308
29/09/2017	£309,995	D	66	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	135	£2,296
26/10/2017	£311,995	D	67	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	135	£2,311
27/10/2017	£316,995	D	68	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	140	£2,264
29/09/2017	£232,995	D	69	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	93	£2,505
08/09/2017	£207,995	D	70	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	82	£2,537
29/06/2017	£197,995	S	71	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	82	£2,415
30/06/2017	£196,995	S	72	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	82	£2,402
28/07/2017	£239,995	D	73	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	102	£2,353
21/07/2017	£221,995	D	74	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	92	£2,413
24/11/2017	£212,995	S	75	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	97	£2,196
24/11/2017	£212,995	S	76	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	97	£2,196
19/12/2017	£199,995	S	91	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	82	£2,439
15/12/2017	£199,995	S	92	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	82	£2,439
15/12/2017	£199,995	S	93	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	82	£2,439
19/12/2017	£199,995	S	94	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	82	£2,439
18/12/2017	£332,995	D	95	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	143	£2,329
20/12/2017	£204,995	S	96	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	82	£2,500
19/12/2017	£204,995	S	97	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	82	£2,500
08/03/2018	£279,995	D	98	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	115	£2,435
09/03/2018	£397,995	D	99	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	165	£2,412
09/03/2018	£279,995	D	100	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	115	£2,435
29/09/2017	£224,995	D	101	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	102	£2,206
23/06/2017	£219,995	D	102	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	92	£2,391
22/06/2017	£219,995	D	103	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	92	£2,391
17/07/2017	£289,995	D	104	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	127	£2,283
30/06/2017	£264,995	D	105	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	115	£2,304
29/09/2017	£314,995	D	106	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	134	£2,351
23/02/2018	£404,995	D	107	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	169	£2,396
18/05/2018	£439,995	D	108	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	184	£2,391
23/03/2018	£397,995	D	109	SNOWLEY PARK	WHITTLESEY	PETERBOROUGH	PE7 1PF	165	£2,412
28/03/2019	£219,000	S	11B	MILLFIELD WAY	WHITTLESEY	PETERBOROUGH	PE7 1SP	96	£2,281
14/06/2018	£230,000	S	11C	MILLFIELD WAY	WHITTLESEY	PETERBOROUGH	PE7 1SP	96	£2,396
14/09/2018	£230,000	S	11E	MILLFIELD WAY	WHITTLESEY	PETERBOROUGH	PE7 1SP	96	£2,396
02/02/2017	£270,000	D	3	NEWLIN GARDENS	WHITTLESEY	PETERBOROUGH	PE7 1WB	121	£2,231
29/05/2019	£325,000	D	1	ROSEWOOD CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1WG	110	£2,955
28/02/2019	£307,500	D	2	ROSEWOOD CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1WG	113	£2,721



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22/06/2018	£385,000	D	3	ROSEWOOD CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1WG	118	£3,263
10/01/2019	£308,000	D	4	ROSEWOOD CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1WG	125	£2,464
28/02/2019	£354,000	D	6	ROSEWOOD CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1WG	118	£3,000
14/12/2018	£360,000	D	7	ROSEWOOD CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1WG	113	£3,186
17/05/2019	£325,000	D	8	ROSEWOOD CLOSE	WHITTLESEY	PETERBOROUGH	PE7 1WG	110	£2,955
31/03/2017	£189,995	T	28	DANDELION DRIVE	WHITTLESEY	PETERBOROUGH	PE7 2FH	90	£2,111
31/03/2017	£187,995	T	30	DANDELION DRIVE	WHITTLESEY	PETERBOROUGH	PE7 2FH	90	£2,089
07/04/2017	£262,995	D	31	DANDELION DRIVE	WHITTLESEY	PETERBOROUGH	PE7 2FH	120	£2,192
31/03/2017	£192,995	T	32	DANDELION DRIVE	WHITTLESEY	PETERBOROUGH	PE7 2FH	90	£2,144
28/04/2017	£254,995	D	33	DANDELION DRIVE	WHITTLESEY	PETERBOROUGH	PE7 2FH	121	£2,107
31/03/2017	£164,995	S	34	DANDELION DRIVE	WHITTLESEY	PETERBOROUGH	PE7 2FH	74	£2,230
28/04/2017	£254,995	S	35	DANDELION DRIVE	WHITTLESEY	PETERBOROUGH	PE7 2FH	120	£2,125
31/03/2017	£164,995	S	36	DANDELION DRIVE	WHITTLESEY	PETERBOROUGH	PE7 2FH	74	£2,230
03/08/2018	£206,995	T	43	DANDELION DRIVE	WHITTLESEY	PETERBOROUGH	PE7 2FH	94	£2,202
31/05/2017	£205,995	D	4	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	97	£2,124
17/05/2017	£241,995	D	5	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	95	£2,547
31/05/2017	£275,000	D	6	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	106	£2,594
28/04/2017	£239,995	D	7	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	95	£2,526
31/05/2017	£194,995	S	8	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	90	£2,167
26/05/2018	£199,995	S	9	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	97	£2,062
31/05/2017	£194,995	S	10	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	90	£2,167
30/05/2017	£167,995	S	11	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	74	£2,270
31/05/2017	£269,995	D	12	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	123	£2,195
31/05/2017	£168,995	Т	13	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	74	£2,284
31/08/2017	£214,995	D	14	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	97	£2,216
28/06/2018	£175,000	Т	15	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	74	£2,365
18/09/2017	£244,995	D	16	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	95	£2,579
31/07/2017	£175,000	Т	17	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	74	£2,365
29/09/2017	£244,995	D	18	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	95	£2,579
28/05/2017	£168,995	Т	19	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	74	£2,284
29/10/2017	£276,500	D	20	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	106	£2,608
30/06/2017	£155,995	F	21	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	67	£2,328
14/09/2018	£278,500	D	22	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	106	£2,627
30/06/2017	£165,995	S	23	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	84	£1,976
20/10/2017	£246,995	D	24	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	95	£2,600
30/06/2017	£179,995	S	25	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	84	£2,143
27/10/2017	£244,995	D	26	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	95	£2,579
30/06/2017	£203,995	T	27	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	97	£2,103
30/11/2017	£276,500	D.	28	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	106	£2,608
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30/06/2017	£168,995	Т	29	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	74	£2,284
21/12/2018	£207,995	S	30	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	94	£2,213
30/06/2017	£168,995	T	31	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	74	£2,284
20/12/2018	£207,995	S	32	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	94	£2,213
29/06/2018	£195,500	S	37	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	77	£2,539
30/11/2018	£202,500	S	45	VIOLET AVENUE	WHITTLESEY	PETERBOROUGH	PE7 2FQ	77	£2,630
31/03/2017	£203,995	D	1	HAREBELL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 2FR	90	£2,267
28/04/2017	£188,995	S	2	HAREBELL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 2FR	90	£2,100
31/03/2017	£202,995	D	3	HAREBELL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 2FR	97	£2,093
28/04/2017	£190,995	S	4	HAREBELL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 2FR	90	£2,122
31/03/2017	£166,995	S	6	HAREBELL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 2FR	74	£2,257
31/03/2017	£199,995	S	8	HAREBELL CLOSE	WHITTLESEY	PETERBOROUGH	PE7 2FR	97	£2,062
15/11/2018	£222,995	D	9	LARKSPUR WAY	WHITTLESEY	PETERBOROUGH	PE7 2FW	91	£2,450





Appendix 7 – Residential Newbuild Asking Prices (August 2019)

Agent	Scheme	Address	Address SW Fenland	Postcode	Name	Beds	d/f/ph/s/t	Sq m House	Price	
William H Brown		March Road	Wimblington	PE15 0RN	Clover	3	t	88.72	£205,000	£2,311
			· ·		Clover x4	3	t	88.72	£210,000	£2,367
					Lilac	2	t	71.72	£170,000	£2,370
					Lilac	2	t	71.72	£180,000	£2,510
					Daisy	4	d	131.9	£295,000	£2,236
					Peony	4	d	144.7	£310,000	£2,143
William H Brown		Wood Street	Doddington	PE15 0SA	Southwold x2	2	d	56	£225,000	£4,018
			_		Wisteria x2	2	d	56	£235,000	£4,196
						2	d	92.72	£260,000	£2,804
					Waveney x2	3	d		£295,000	
William H Brown		Barley Close	March	PE15 0BA	x4	4	sd		£340,000	
William H Brown		King Street	Wimblington	PE15 0QE		4	d		£500,000	
Postland Developments	Minuet Village	Coates Road	Coates	PE7 2BD	Mill View	4	d		£395,000	
					West Barn	4	d		£470,000	
					Snap Dragon	4	d		£475,000	
					Day Lily	4	d		£480,000	
					Village Hall	4	d		£490,000	
					Feather Grass	6	d		£575,000	
Fine & Country	Askham Row	Benwick Road	Doddington North Fenland	PE15 0UG	x2	5	d	292.4	£635,000	£2,172
Phoenix	Tydd Golf and Country Club	Kirkgate	Tydd St Giles	PE13 5NZ		2	ph	52.03	£105,995	£2,037
Abbotts	Tydd Golf and Country Club	Kirkgate	Tydd St Giles	PE13 5NZ		2	ph	74.32	£145,000	£1,951
William H Brown	Happy Close	Perry Road	Leverington	PE13 5AE		2	sd	56	£160,000	£2,857
					x2	2	sd	56	£165,000	£2,946
						2	sd	56	£170,000	£3,036
William H Brown		Mill Road	Murrow	PE13 4HF		3	d		£240,000	
William H Brown		Leverington Common	Leverington	PE13 5BW	plot 3	3	d		£280,000	
Sowerbys		Mill Road	Murrow	PE13 4HF		4	d		£409,950	
				5546445		5	d		£429,950	
William H Brown		Parsons Drove	Wisbech	PE13 4LF		6	d	280.2	£450,000	£1,606
						4	d	203.9	£575,000	£2,820
			East Fenland			4	d	306.6	£700,000	£2,283
William H Brown	Scholars Close	Manea	March/	PE15 0HF	Bunting	2	d	73.95	£215,000	£2,907
villiani i i Brown	201101010 21000	Marioa	War or II	. 2.0 0	Bunting	2	d	73.95	£220,000	£2,975
					Teal x2	4	ď	113.2	£260,000	£2,296
					Lapwing x2	4	d	131.9	£285,000	£2,160
T Payne & Co	Orchard Way	Manea	March/	PE15 0JH		3	ď	0	£220,000	,
William H Brown	Fridaybridge Road	Elm	Wisbech	PE14 0AT		4	ď	153.3	£325,000	£2,120
	,				Plot 3	5	d	108.5	£425,000	£3,917
					plot 2	5	d	0	£550,000	,-
					•	_		_	,	



Fine & Country		Begdale Road	Elm	PE14 0BE		5	d	386.1	£550,000	£1,424
Maxey Grounds		Pingle Wood Row	Manea	PE15 0FP		7	d	603.9	£725,000	£1,201
,		9	March							, -
Haart/ Osprey Developments	Golden Brick	Elliot Road	March	PE15 8BL					£171,769	
Haart/		The Avenue	March						£230,000	
CannonKirk Homes	Willow Green	Gaul Road	March/	PE15 9RQ	Holly x3	2	t	70.14	£174,995	£2,495
					Hazel	3	t	85.56	£219,995	£2,571
					Poplar x2	3	t	100.5	£234,995	£2,338
					Willow x2	4	d	116.1	£285,000	£2,454
					Maple	4	d	123.5	£299,995	£2,430
					Maple x2	4	d	123.5	£305,000	£2,470
William H Brown		Dartford Road	March/	PE15 8BB		2	sd		£195,500	
						3	sd		£215,000	
						3	sd		£220,000	
						3	sd		£225,000	
					x2	4	sd		£252,000	
					x2	4	sd		£275,000	
William H Brown		Gas Road	March/	PE15 9LU	x4	3	sd		£220,000	
						3	d		£250,000	
Kavanagh Hayes	Spire View	Jobs Lane	March/	PE15 9QE	Herland x11	4	d	122.6	£307,500	£2,507
					Peyton x 2	5	d	178.4	£399,950	£2,242
					Peyton x4	5	d	178.4	£410,000	£2,299
			Whittlesey							
Larkfleet Homes	Whittlesey Green		Whittlesey	PE7 2AJ	Newbury	3	d		£229,995	
					Kelso x2	4	d	95	£259,995	£2,737
					Towcester	2	fog	58	£164,995	£2,845
					Windsor	3	sd	71	£219,995	£3,099
5	5 5		140 1	5==	Windsor x4	3	sd	71	£221,995	£3,127
David Wilson Homes Chatteris	Buttercross Park	Snowley Park	Whittlesey	PE7 1JQ	Archford x2	3	sd	76	£217,995	£2,868
Ellis Winters		Fairburn Road	Chatteris	PE16 6GY		2	d		£240,000	
Maxey Grounds		George Way	Chatteris	PE16 6TB		5	d		£520,000	
,		3 ,	Wisbech						•	
William H Brown		School Road	West Walton	PE14 7ES		3	d		£375,000	
Millians II Danius	Daalaliffa Candana	Elm Dand	\\/:= -	DE40.0TA	4	3	d	450	£335,000	00.044
William H Brown	Rockcliffe Gardens	Elm Road	Wisbech	PE13 2TA	x4	4	d	159	£325,000	£2,044
					plot 10	3 4	sd d	96 163	£175,000	£1,823
					plot 10 x3	4	d d	196		
William H Brown	Fenland Park	Lerowe Road	Wisbech	PE13 3QH	x3 x3	4	u +	190	£195,000	
Williaiii Fi DiUWII	i eiliailu Faik	LEIUWE KUAU	VVISDECIT	FEISSUN			ι +	54		£2 970
					x3	2	ι	54	£155,000	£2,870



Appendix 8 - CoStar Non-Residential Data

The pages in this appendix are not numbered.





Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

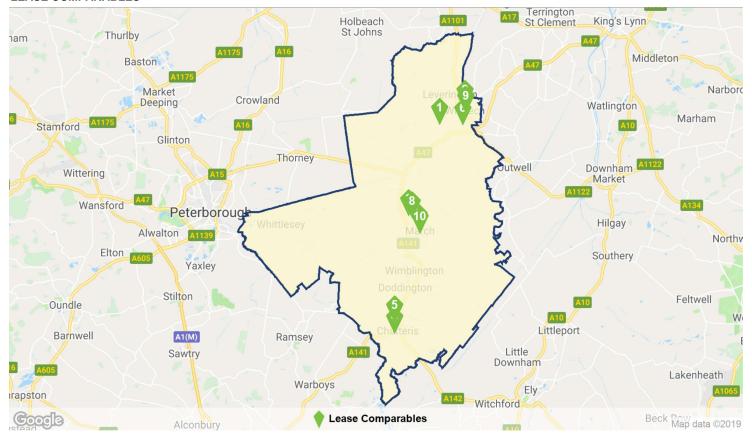
36

£12.00

£8.31

11

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	31	£4.13	£12.00	£19.00	£21.00
Achieved Rent Per SF	9	£1.32	£8.31	£9.00	£12.69
Net Effective Rent Per SF	2	£4.13	£4.98	£6.07	£8.00
Asking Rent Discount	7	0.0%	0.0%	0.0%	0.0%
TI Allowance	-	-	-	-	-
Rent Free Months	-	-	-	-	-

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	35	1	11	10	42
Deal Size	36	183	611	386	2,620
Lease Deal in Months	10	12.0	34.0	36.0	60.0
Floor Number	36	BSMT	GRND	GRND	2

Lease Comps Summary

Lease Comps Report

				Lea	se		Rents		
Pro	pperty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type	
1	Evergreen Venture Park Barton Rd	****	208	1st	15/02/2019	New	£9.00/fri	Achieved	
1	Evergreen Venture Park Barton Rd	****	212	1st	01/02/2019	New	£9.00/fri	Achieved	
2	The Boat House Harbour Sq	****	295	GRND	01/02/2019	New	£19.66	Asking	
3	Thorby Ave	****	591	GRND	07/01/2019	New	£12.69/fri	Achieved	
2	The Boat House Harbour Sq	****	212	GRND	01/01/2019	New	£20.00	Asking	
2	The Boat House Harbour Sq	****	508	GRND	01/01/2019	New	£21.00	Asking	
2	The Boat House Harbour Sq	****	225	GRND	01/01/2019	New	£20.00	Asking	
3	Thorby Ave	****	591	1st	31/12/2018	New	£12.69/fri	Achieved	
4	Zion Building Park St	****	1,956	1st	03/12/2018	New	£10.00/fri	Achieved	
5	South Fens Business Ce Fenton Way	****	183	1st	01/12/2018	New	£20.00	Asking	
5	South Fens Business Ce Fenton Way	****	194	GRND	01/12/2018	New	£20.00	Asking	
5	South Fens Business Ce Fenton Way	****	572	GRND	01/12/2018	New	£19.00	Asking	
2	The Boat House Harbour Sq	****	212	GRND	14/09/2018	New	£20.00/fri	Asking	
2	The Boat House Harbour Sq	****	214	GRND	14/09/2018	New	£20.00/fri	Asking	
2	The Boat House Harbour Sq	****	213	GRND	14/09/2018	New	£20.00/fri	Asking	
2	The Boat House Harbour Sq	****	250	GRND	14/09/2018	New	£20.00/fri	Asking	
2	The Boat House Harbour Sq	****	237	GRND	14/09/2018	New	£20.00/fri	Asking	
2	The Boat House Harbour Sq	****	213	GRND	14/09/2018	New	£19.50/fri	Asking	
2	The Boat House Harbour Sq	****	212	GRND	14/09/2018	New	£19.50/fri	Asking	
2	The Boat House Harbour Sq	****	225	GRND	14/09/2018	New	£19.50/fri	Asking	
4	Zion Building Park St	****	1,481	GRND	01/08/2018	New	£10.00/fri	Achieved	

Lease Comps Summary

Lease Comps Report

				Lea	se		Rents	
Pro	pperty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
3	Thorby Ave	****	1,294	1st	01/08/2018	New	-	-
3	Thorby Ave	****	1,294	2nd	01/08/2018	New	-	-
5	South Fens Business Ce Fenton Way	****	463	GRND	03/07/2018	New	£19.00	Asking
5	South Fens Business Ce Fenton Way	****	531	1st	01/07/2018	New	£18.50	Asking
6	Evolution Business Centre Algores Way	****	1,453	1st	01/06/2018	New	£4.13/iri	Effective
7	2-6 Dartford Rd	****	727	1st	02/04/2018	New	£1.32	Achieved
8	Transport Office Melbourne Ave	****	830	GRND,1	29/03/2018	New	£12.05/fri	Asking
3	Thorby Ave	****	2,620	1-2	22/09/2017	New	-	-
1	Evergreen Venture Park Barton Rd	****	408	1st	15/05/2017	New	£8.00/iro	Effective
9	2 Museum Sq	****	411	BSMT	08/03/2017	New	£6.92/fri	Asking
9	2 Museum Sq	****	364	GRND	08/03/2017	New	£6.92/fri	Asking
9	2 Museum Sq	****	265	1st	08/03/2017	New	£6.92/fri	Asking
9	2 Museum Sq	****	260	2nd	08/03/2017	New	£6.92/fri	Asking
10	34 High St	****	1,047	2nd	29/01/2017	New	£6.00	Asking
10	34 High St	****	1,047	1st	22/12/2016	New	£6.00	Asking

Lease Compa	Address	Tenant	SF Leased	StartDate	Starting Rent	Free Rent	Breaks
		Landlord	Type	Term	Effective Rent	Rates	Reviews
	Evergreen Venture Park Barton Rd Wisbech, PE13 4TP Fenland Submarket	Charity Church Commissioners For Engla	208 New Direct	Feb 2019 3 Years	£9.00/SF		
2	Evergreen Venture Park Barton Rd Wisbech, PE13 4TP Fenland Submarket	Avon Representative Church Commissioners For Engla	212 New Direct	Feb 2019 3 Years	£9.00/SF		
3	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	295 New Direct	Feb 2019			
4	8-11 Thorby Ave March, PE15 0AZ Fenland Submarket	Computer Company Fink Developments	591 New Direct	Jan 2019 5 Years	£12.69/SF		
5	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	212 New Direct	Feb 2019			
6	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	508 New Direct	Feb 2019			

Lease Compa	arabies						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	225 New Direct	Feb 2019			
8	8-11 Thorby Ave March, PE15 0AZ Fenland Submarket	Computer Company Fink Developments	591 New Direct	Jan 2019 5 Years	£12.69/SF		
9	Zion Building Park St Chatteris, PE16 6AE Fenland Submarket	Fenland District Council	1,956 New Direct	Jan 2019 1 Year	£10.00/SF		
10	South Fens Business Centre Fenton Way Chatteris, PE16 6TT Fenland Submarket	Fenland District Council	194 New Direct	Dec 2018 3 Years			
11	South Fens Business Centre Fenton Way Chatteris, PE16 6TT Fenland Submarket	Fenland District Council	572 New Direct	Dec 2018 3 Years			
12	South Fens Business Centre Fenton Way Chatteris, PE16 6TT Fenland Submarket	Fenland District Council	183 New Direct	Dec 2018 3 Years			

Lease Compa							
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	212 New Direct	Oct 2018			
14	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	214 New Direct	Oct 2018			
15	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	213 New Direct	Oct 2018			
16	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	250 New Direct	Oct 2018			
17	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	237 New Direct	Oct 2018			
18	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	213 New Direct	Oct 2018			

Lease Compa	arabies						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	212 New Direct	Oct 2018			
20	The Boat House Harbour Sq Wisbech, PE13 3BH Fenland Submarket	Fenland District Council	225 New Direct	Oct 2018			
21	Zion Building Park St Chatteris, PE16 6AE Fenland Submarket	Fenland District Council	1,481 New Direct	Aug 2018	£10.00/SF		
22	8-11 Thorby Ave March, PE15 0AZ Fenland Submarket	Fink Developments	1,294 New Direct	Sep 2018			
23	8-11 Thorby Ave March, PE15 0AZ Fenland Submarket	Fink Developments	1,294 New Direct	Sep 2018			
24	South Fens Business Centre Fenton Way Chatteris, PE16 6TT Fenland Submarket	Fenland District Council	463 New Direct	Aug 2018			

Lease Compa	Tables						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	South Fens Business Centre Fenton Way Chatteris, PE16 6TT Fenland Submarket	Fenland District Council	531 New Direct	Aug 2018			
26	Evolution Business Centre Algores Way Wisbech, PE13 2TQ Fenland Ind Submarket		1,453 New Direct	Jul 2018 1 Year	£4.13/SF £4.13/SF	£2.53/SF	
27	2-6 Dartford Rd March, PE15 8AN Fenland Submarket		727 New Direct	Apr 2018 Month-To-Month	£1.32/SF		
28	Transport Office Melbourne Ave March, PE15 0EN Fenland Submarket		830 New Direct	Mar 2018			
29	8-11 Thorby Ave March, PE15 0AZ Fenland Submarket	Fink Developments	2,620 New Direct	Oct 2017			
30	Evergreen Venture Park Barton Rd Wisbech, PE13 4TP Fenland Submarket	Church Commissioners For Engla	408 New Direct	May 2017 2 Years	£8.00/SF £8.00/SF		

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	2 Museum Sq Wisbech, PE13 1ES Fenland Submarket		411 New Direct	Mar 2017			
32	2 Museum Sq Wisbech, PE13 1ES Fenland Submarket		364 New Direct	Mar 2017			
33	2 Museum Sq Wisbech, PE13 1ES Fenland Submarket		265 New Direct	Mar 2017			
34	2 Museum Sq Wisbech, PE13 1ES Fenland Submarket		260 New Direct	Mar 2017			
35	34 High St March, PE15 9JR Fenland Submarket		1,047 New Direct	Feb 2017			
36	34 High St March, PE15 9JR Fenland Submarket		1,047 New Direct	Jan 2017			

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

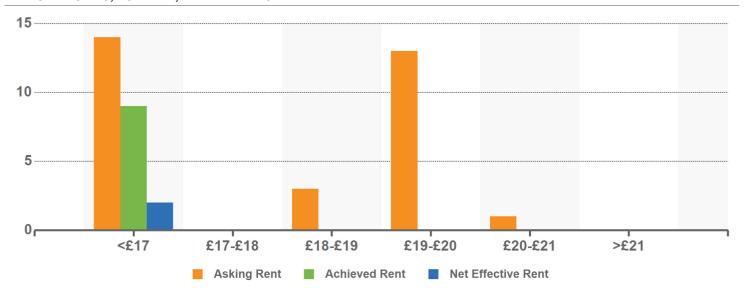
Avg. Rent Free Months

£12.00

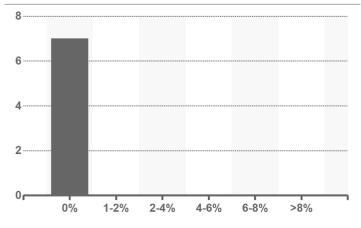
£8.31

£4.98

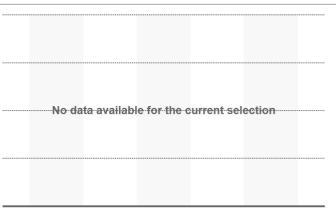
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Fenland Office Sales

Sold Transactions

Comps Statistics										
	Low	Average	Median	High	Count					
Office										
Sale Price	£4,888	£158,030	£150,000	£310,000	13					
NIA	145 SF	1,921 SF	1,949 SF	3,690 SF	21					
Price per SF	£33.71	£86.20	£76.92	£309.60	13					
Net Initial Yield	10.80%	10.80%	10.80%	10.80%	1					
Days on Market	116	510	364	2,097	16					
Sale Price to Asking Price Ratio	65.50%	88.76%	90.00%	108.00%	13					
General Retail										
Sale Price	£129,600	£129,600	£129,600	£129,600	1					
Centre Size	1,181 SF	1,658 SF	1,658 SF	2,136 SF	2					
Price per SF	£109.74	£109.74	£109.74	£109.74	1					
Net Initial Yield	-	-	-	-						
Days on Market	939	939	939	939	1					
Sale Price to Asking Price Ratio	117.82%	117.82%	117.82%	117.82%	1					
	Tot	als								

Survey Criteria

£2,183,988

Total Sales Transactions:

basic criteria: Type of Property - Office; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Fenland (Peterborough)

Total Sales Volume:

23

Retail Unit, Unit 40A - 40-40A Alexandra Rd

Wisbech, PE13 1HQ Cambridgeshire County

Sale Date: 01/07/2018 Unit Type: 1,181 SF Retail Unit Sale Price: £129,600 Price/SF: £109.74 Year Built/Age: Built 1971 Age: 47

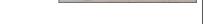
NIA: 1,181 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4575232 Sale Conditions: -

Research Status: Research Complete

13 Dartford Rd



Cambridgeshire County March, PE15 8AF

Bldg Type: Office Sale Date: 23/03/2012

Year Built/Age: Built 1904 Age: 107 Sale Price: £225,000 - Confirmed

Price/SF: £62.47 NIA: 3,602 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2340001 Sale Conditions: -

Research Status: Confirmed



SOLD

SOLD

SOLD

SOLD

71 High Rd SOLD

Wisbech, PE13 4NZ Cambridgeshire County

Sale Date: 31/07/2010 Bldg Type: Office

Sale Price: £73,000 - Confirmed Price/SF: £63.42 Year Built/Age: Built 1880 Age: 129

NIA: 1,151 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 2386373 Sale Conditions: -

Research Status: Confirmed



Grove House & The Stables - 74 High St

Chatteris, PE16 6NN Cambridgeshire County

Bldg Type: Office Sale Date: 08/04/2013 (749 days on mkt) Sale Price: £270,000 - Confirmed Year Built/Age: Price/SF: £78.47 NIA: 3,441 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2716022 Sale Conditions: -

Research Status: Confirmed



The Causeway Centre, Unit 1-3 - 1-4 High Causeway

Peterborough, PE7 1AU Cambridgeshire County

Sale Date: 08/12/2017 (939 days on mkt) Unit Type: 2,136 SF Retail Unit Year Built/Age: Built 1964 Age: 53 Sale Price:

NIA: 2,136 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 4074781 Sale Conditions: -

Research Status: Public Record



9 High Causeway SOLD

Peterborough, PE7 1AJ Cambridgeshire County

Sale Date: 01/09/2009 Bldg Type: Office

Year Built/Age: Built 1962 Age: 47 Sale Price: -

Price/SF: NIA: 2.291 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2422490 Sale Conditions: -

Research Status: Confirmed



8 Market Pl SOLD

Wisbech, PE13 1DT Cambridgeshire County

Sale Date: 17/02/2015 (358 days on mkt) Bldg Type: Office

Sale Price: £135,000 - Confirmed Price/SF: £89.88 Year Built/Age: Built 1810 Age: 205

NIA: 1,502 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3394649 Sale Conditions: -

Research Status: Confirmed

9 Market St SOLD

Cambridgeshire County

Cambridgeshire County Wisbech, PE13 1EX

Bldg Type: Office Sale Date: 25/01/2013 (403 days on mkt) Sale Price: £70,000 - Confirmed Year Built/Age:

Price/SF: £76.92 NIA: 910 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 2677252 Sale Conditions: -

Research Status: Confirmed

Castle Lodge - 1 Museum Sq

Sale Date: 22/05/2017 (319 days on mkt) Bldg Type: Office

Sale Price: £187,000 - Confirmed Year Built/Age: Built 1816 Age: 201

Price/SF: £70.38 NIA: 2,657 SF

Reversionary Yield: -Net Initial Yield: -

Wisbech, PE13 1ES

Comp ID: 3934876 Sale Conditions: -

Research Status: Confirmed

Castle Lodge - 1 Museum Sq

Wisbech, PE13 1ES Cambridgeshire County

Bldg Type: Office Sale Date: 31/01/2018 (141 days on mkt)

Sale Price: Year Built/Age: Built 1816 Age: 202 Price/SF: NIA: 2,657 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4141340 Sale Conditions: -

Research Status: Public Record

11 17 Norfolk St

Wisbech, PE13 2LF Cambridgeshire County

Sale Date: 09/06/2017 (409 days on mkt) Bldg Type: Office

Sale Price: £100,000 - Confirmed Year Built/Age: Built 1900 Age: 117

Price/SF: £309.60 NIA: 323 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3934879 Sale Conditions: -

Research Status: Confirmed

SOLD 12 Astral House - 33 Old Mark

Wisbech, PE13 1NF Cambridgeshire County

Sale Date: 21/06/2016 (2,097 days on mkt) Bldg Type: Office Sale Price: £300,000 - Confirmed Year Built/Age: Built 1810 Age: 206

Price/SF: £95.91 NIA: 3.128 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3630628 Sale Conditions: High Vacancy Property

Research Status: Confirmed







SOLD







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06/08/2019

13 10 Park St SOLD

Chatteris, PE16 6AE Cambridgeshire County

Sale Date: 04/04/2016 (369 days on mkt) Bldg Type: Office

Sale Price: £310,000 - Confirmed Price/SF: £127.31 Year Built/Age: Built 1910 Age: 106

NIA: 2,435 SF

Reversionary Yield: 8.65% Net Initial Yield: 10.80%

Comp ID: 3586131 Sale Conditions: -Research Status: Confirmed

14 1A Regent Ave

Cambridgeshire County March, PE15 8LN

Sale Date: 20/08/2012 (466 days on mkt) Bldg Type: Office

Sale Price: £65,500 - Confirmed Year Built/Age: Built 1966 Age: 45

Price/SF: £55.13 NIA: 1,188 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2563486 Sale Conditions: -

Research Status: Confirmed

15 British Red Cross Hall - Robingoodfellows Ln SOLD

March, PE15 8HL Cambridgeshire County

Sale Date: 01/09/2017 (130 days on mkt) Bldg Type: Office Year Built/Age: Built 1960 Age: 57 Sale Price:

Price/SF: NIA: 979 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 4141149 Sale Conditions: -

Research Status: Public Record

6 South Brink SOLD

Wisbech, PE13 1JA Cambridgeshire County

Bldg Type: Office Sale Date: 05/11/2018 (257 days on mkt)

Sale Price: £164,000 Year Built/Age: Built 1789 Age: 229 Price/SF: £128.13 NIA: 1,280 SF

Reversionary Yield: -

Net Initial Yield: -Sale Conditions: -

Comp ID: 4575231 Research Status: Research Complete

6 South Brink SOLD

Wisbech, PE13 1JA Cambridgeshire County

Sale Date: 10/06/2016 (116 days on mkt) Bldg Type: Office

Year Built/Age: Built 1789 Age: 227

Price/SF: NIA: 1,280 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3684123 Sale Conditions: -

SOLD Old Fire Engine House - South Green

Peterborough, PE7 2BJ Cambridgeshire County

Sale Date: 11/08/2010 Bldg Type: Office

Sale Price: £4,888 - Confirmed Year Built/Age: Built 1896 Age: 113

Price/SF: £33.71 NIA: 145 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2386500 Sale Conditions: -

Research Status: Confirmed







19 8 The Crescent SOLD

Wisbech, PE13 1EH Cambridgeshire County

Sale Date: 01/05/2015 (298 days on mkt) Bldg Type: Office Sale Price: £150,000 - Confirmed Price/SF: £72.43 Year Built/Age:

NIA: 2,071 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3336731 Sale Conditions: -

Research Status: Confirmed

20 Office Unit, Unit 8 - 8-11 Thorby Ave

Cambridgeshire County

Unit Type: 2,620 SF Office Unit Sale Date: 01/02/2018 (189 days on mkt) Year Built/Age: Built 2015 Age: 2 Sale Price:

Price/SF: -NIA: 2,620 SF

Reversionary Yield: -Net Initial Yield:

March, PE15 0AZ

Comp ID: 4136455 Sale Conditions: -

Research Status: Research Complete

Multi-Property Sale - 11 Union St (Part of Multi-Property)

Wisbech, PE13 1DJ Cambridgeshire County

Sale Date: 30/10/2018 (1,261 days on mkt) Bldg Type: Office

Year Built/Age: Built 1880 Age: 138 Sale Price:

Price/SF: -NIA: 3,690 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4560898 Sale Conditions: -

Research Status: Research Complete

SOLD 22 15 Upwell Rd

March, PE15 9DT Cambridgeshire County

Sale Date: 01/07/2016 (592 days on mkt) Bldg Type: Office

Sale Price: Year Built/Age: Built 1980 Age: 36 Price/SF: NIA: 1,037 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3655288 Sale Conditions: -

Research Status:

23 9 York Row SOLD

Wisbech, PE13 1EB Cambridgeshire County

Sale Date: 08/07/2002 Bldg Type: Office

Sale Price: -Year Built/Age:

NĬA: 1,949 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 2477423 Sale Conditions: -

Research Status: Confirmed











Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

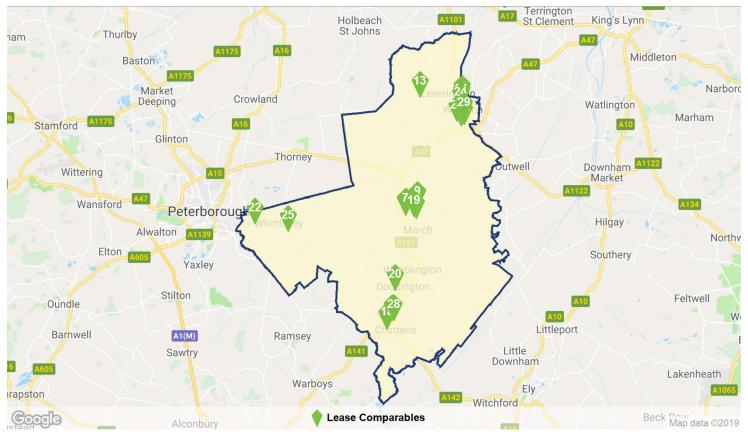
40

£3.13

£3.07

9

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	32	£1.04	£3.13	£4.54	£8.31
Achieved Rent Per SF	18	£1.40	£3.07	£4.62	£8.31
Net Effective Rent Per SF	13	£1.40	£2.56	£4.79	£7.35
Asking Rent Discount	16	-10.5%	11.1%	0.2%	35.2%
TI Allowance	-	-	-	-	-
Rent Free Months	5	0	1	0	3

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	39	1	9	5	63
Deal Size	40	731	6,046	2,551	61,219
Lease Deal in Months	19	12.0	50.0	60.0	120.0
Floor Number	40	GRND	GRND	GRND	MEZZ

Lease Comps Summary

Lease Comps Report

Property Name - Address Rati			Lease				Rents		
		Rating	SF Leased	Floor	Floor Sign Date		Rent	Rent Type	
1	79 Boleness Rd	****	3,025	GRND	04/03/2019	New	£4.79/fri	Effective	
2	5 Norwood Rd	****	3,210	GRND	12/12/2018	New	£3.12/fri	Achieved	
3	March Enterprise Park Thorby Ave	****	912	GRND	26/10/2018	New	£7.13/iri	Achieved	
4	Pinnacle House Nene Parade	****	61,219	GRND	19/10/2018	New	£2.45/fri	Asking	
5	Boleness Rd	****	732	GRND	07/09/2018	New	£5.40	Asking	
6	Thorby Ave	****	2,635	GRND,1	01/08/2018	New	£8.31	Achieved	
3	March Enterprise Park Thorby Ave	****	731	GRND	01/07/2018	New	-	-	
7	March Enterprise Centre 55 Thorby Ave	****	2,739	GRND,1	01/07/2018	New	£7.57/fri	Achieved	
1	Boleness Rd	****	5,043	GRND	19/03/2018	New	£3.97/fri	Asking	
8	South Fens Enterprise P Fenton Way	****	1,830	GRND	08/03/2018	New	£6.50/fri	Effective	
9	Longhill Rd	****	937	GRND	01/03/2018	New	£3.84/fri	Effective	
0	Foster Business Park Unit1 Boleness Rd	****	10,506	GRND,1	09/02/2018	New	£3.48/fri	Asking	
4	Pinnacle House Nene Parade	****	31,539	GRND,1	01/02/2018	New	£1.40/fri	Effective	
9	Longhill Rd	****	1,904	GRND	15/01/2018	New	£2.89/fri	Effective	
3	March Enterprise Park Thorby Ave	****	1,074	GRND,	04/12/2017	New	-	-	
5	Boleness Rd	****	732	GRND	24/11/2017	New	£5.40	Asking	
	Boleness Rd	****	1,936	GRND	24/11/2017	New	£5.65	Asking	
2	15A-15B Regal Rd	****	1,937	GRND,1	01/11/2017	New	£3.61/fri	Asking	
3	March Enterprise Park Thorby Ave	****	748	GRND	09/10/2017	New	£7.35/fri	Effective	
3	Cattle Dyke	****	3,207	GRND	01/10/2017	New	£2.06	Effective	
4	Honeysome Rd	****	6,000	GRND	14/09/2017	New	£3.10/fri	Effective	

Lease Comps Summary

Lease Comps Report

			Lease				Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type	
15	Honeysome Industrial E 8 Honeysome Rd	****	6,000	GRND	14/09/2017	New	£3.00	Achieved	
16	Century Way	****	750	GRND	05/07/2017	New	£5.60/iri	Effective	
17	8 Algores Way	****	2,375	GRND	15/06/2017	New	£5.05/fri	Asking	
14	Honeysome Rd	****	7,100	GRND	14/06/2017	New	-	-	
18	Honeysome Rd	****	24,700	GRND	14/06/2017	New	-	-	
19	Century Way	****	1,363	GRND	12/05/2017	New	£6.40/iri	Asking	
20	36 Newgate St	****	1,317	GRND	07/04/2017	New	£4.82/iri	Effective	
21	Warehouse North End	****	6,641	GRND	08/03/2017	New	£1.04/fri	Asking	
21	Warehouse North End	****	4,908	1st	08/03/2017	New	£1.04/fri	Asking	
22	Churchfield Depot Kings Dyke	****	3,000	GRND	02/02/2017	New	£6.65/fri	Asking	
23	New Drove	****	732	GRND	10/01/2017	New	£5.46/fri	Asking	
24	Cattle Market Chase	****	6,888	GRND	05/01/2017	New	£5.60/fri	Asking	
25	31A Aaron Rd	****	17,802	GRND	31/12/2016	New	-	-	
16	Century Way	****	746	GRND	20/12/2016	New	£5.63/iri	Effective	
26	Cromwell Retail Park Cromwell Rd	****	6,000	GRND	07/10/2016	New	-	-	
27/	18 Sandall Rd	****	2,569	GRND	01/09/2016	New	£2.75	Asking	
27	18 Sandall Rd	****	2,336	GRND	01/09/2016	New	£2.75	Asking	
28	Fenton Way	****	1,486	GRND	31/08/2016	New	£6.81/iri	Effective	
29	Industrial Unit Sandall Rd	****	2,534	GRND,	23/08/2016	New	£3.26/fri	Effective	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	79 Boleness Rd Wisbech, PE13 2XQ Fenland Ind Submarket	DT Couriers Foster Property Developments Ltd	3,025 New Direct	Mar 2019 10 Years	£4.60/SF £4.79/SF		
	5-6 Norwood Rd March, PE15 8QD Fenland Ind Submarket	Mr Banks and Mr Murray	3,210 New Direct	Dec 2018 5 Years	£3.12/SF	£1.33/SF	
	March Enterprise Park Thorby Ave March, PE15 0BD Fenland Ind Submarket	Pankhurst Habendum Ltd	912 New Direct	Dec 2018 5 Years	£7.13/SF	£2.86/SF	Oct 2019
4	Pinnacle House Nene Parade Wisbech, PE13 3BY Fenland Ind Submarket	Snowmountain Enterprises Ltd	61,219 New Direct	Apr 2019		£1.05/SF	
5	Boleness Rd @ Weasenham Lane Wisbech, PE13 2RB Fenland Ind Submarket	Fenland District Council	732 New Direct	Oct 2018			
6	Thorby Ave March, PE15 0AZ Fenland Ind Submarket	TL Productions Philip Godfrey	2,635 New Direct	Aug 2018 3 Years	£8.31/SF	£3.24/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	March Enterprise Centre 55 Thorby Ave March, PE15 0AR Fenland Ind Submarket	Nwes	2,739 New Direct	Jul 2018	£7.57/SF		
8	March Enterprise Park Thorby Ave March, PE15 0BD Fenland Ind Submarket	Habendum Ltd	731 New Direct	Aug 2018		£3.01/SF	
9	79 Boleness Rd Wisbech, PE13 2XQ Fenland Ind Submarket	Foster Property Developments Ltd	5,043 New Direct	May 2018		£1.78/SF	
10	South Fens Enterprise Park Fenton Way Chatteris, PE16 6TT Fenland Ind Submarket	Audio Electricals Fenland District Council	1,830 New Direct	Apr 2018 6 Years	£6.50/SF £6.50/SF		
11	Foundry Way March, PE15 0WR Fenland Ind Submarket	Mark Hack The Ferry Project	937 New Direct	Mar 2018 5 Years	£3.84/SF £3.84/SF	£2.31/SF	Feb 2019
12	Foster Business Park Unit1 Boleness Rd Wisbech, PE13 2XQ Fenland Ind Submarket	Foster Property Developments	10,506 New Direct	May 2018			

Lease Compa			0=1	0	Q =		
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	Pinnacle House Nene Parade Wisbech, PE13 3BY Fenland Ind Submarket	LeisureGrow Snowmountain Enterprises Ltd	31,539 New Direct	Jul 2018 1 Year	£1.40/SF £1.40/SF	£1.10/SF	Jan 2019
14	Foundry Way March, PE15 0WR Fenland Ind Submarket	Andrew Thorpe The Ferry Project	1,904 New Direct	Apr 2018 5 Years	£2.89/SF £2.89/SF	£2.28/SF	Apr 2021
15	March Enterprise Park Thorby Ave March, PE15 0BD Fenland Ind Submarket	Habendum Ltd	1,074 New Direct	Jan 2018		£2.43/SF	
16	82 Boleness Rd Wisbech, PE13 2XQ Fenland Ind Submarket	Fenland District Council	1,936 New Direct	Dec 2017 6 Years			
17	Boleness Rd @ Weasenham Lane Wisbech, PE13 2RB Fenland Ind Submarket	Fenland District Council	732 New Direct	Nov 2017			
18	15-16 Regal Rd Wisbech, PE13 2RQ Fenland Ind Submarket		1,937 New Direct	Nov 2017			

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	March Enterprise Park Thorby Ave March, PE15 0BD Fenland Ind Submarket	Darrell Goode Habendum Ltd	748 New Direct	Oct 2017 3 Years	£7.35/SF £7.35/SF		
20	Cattle Dyke Wisbech, PE13 4NP Fenland Ind Submarket	Andrew Henry Humphrey	3,207 New Direct	Oct 2017 1 Year	£2.06/SF £2.06/SF		
21	Honeysome Rd Chatteris, PE16 6TG Fenland Ind Submarket	AGA Supplies Ltd Fenland District Council	6,000 New Direct	Sep 2017 5 Years	£3.10/SF £3.10/SF		
22	Honeysome Industrial Estate Honeysome Rd Chatteris, PE16 6TG Fenland Ind Submarket	KGA Supplies Ltd Pall Mall Estates	6,000 New Direct	Sep 2017	£3.00/SF		
23	Century Way March, PE15 8QW Fenland Ind Submarket	The Natural Workshop Glenhouse Estates	750 New Direct	Jul 2017 3 Years	£5.60/SF £5.60/SF	£2.20/SF	Jul 2017
24	8 Algores Way Wisbech, PE13 2TQ Fenland Ind Submarket	Mr M. Starr	2,375 New Direct	Jul 2017			

Lease Compa	11 01169						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	Honeysome Rd Chatteris, PE16 6TG Fenland Ind Submarket	Fenland District Council	7,100 New Direct	Aug 2017			
26	Honeysome Rd Chatteris, PE16 6TG Fenland Ind Submarket	Pall Mall Estates	24,700 New Direct	Sep 2017			
27	7-10 Century Way March, PE15 8QW Fenland Ind Submarket	Glen House Estates Ltd	1,363 New Direct	Jun 2017		£2.18/SF	
28	36 Newgate St March, PE15 0SR Fenland Ind Submarket	Justmaker Ltd	1,317 New Direct	May 2017 5 Years	£4.64/SF £4.82/SF		
29	Warehouse North End Wisbech, PE13 1PE Fenland Ind Submarket		6,641 New Direct	May 2017		£0.75/SF	
30	Warehouse North End Wisbech, PE13 1PE Fenland Ind Submarket		4,908 New Direct	Apr 2017		£0.75/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	Churchfield Depot Kings Dyke Peterborough, PE7 2PA Fenland Ind Submarket		3,000 New Direct	Feb 2017		£1.93/SF	
32 WWW.COMMUTERCON 22 01945 5832	New Drove Wisbech, PE13 2RZ Fenland Ind Submarket	Andrius Baltuska Fenland District Council	732 New Direct	Jan 2017 6 Years		£2.24/SF	Jan 2020
33	Cattle Market Chase Wisbech, PE13 1RD Fenland Ind Submarket	Fenland District Council	6,888 New Direct	Mar 2017 3 Years			
34	31A-31B Aaron Rd Peterborough, PE7 2EX Fenland Ind Submarket	A & C Industrial Properties Ltd	17,802 New Direct	Mar 2017		£1.35/SF	
35	Century Way March, PE15 8QW Fenland Ind Submarket	TGES International Ltd Glenhouse Estates	746 New Direct	Dec 2016 1 Year	£5.63/SF £5.63/SF	0 Mos £2.30/SF	
36	Cromwell Retail Park Cromwell Rd Wisbech, PE14 0SL Fenland Ret Submarket	Cancer Research UK Tesco Stores Ltd	6,000 New Direct	Dec 2016			

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	Sandall Rd Wisbech, PE13 2GA Fenland Ind Submarket	Crown Business Estates Limited	2,569 New Direct	Oct 2016		£1.76/SF	
38	Sandall Rd Wisbech, PE13 2GA Fenland Ind Submarket	Crown Business Estates Limited	2,336 New Direct	Oct 2016		£1.82/SF	
39	Fenton Way Chatteris, PE16 6WA Fenland Ind Submarket	Wilson Images Ltd Fenland District Council	1,486 New Direct	Sep 2016 6 Years	£6.81/SF £6.81/SF	0 Mos £2.03/SF	
40	Industrial Unit Sandall Rd Wisbech, PE13 2QZ Fenland Ind Submarket	Taylors Reclaims Ltd	2,534 New Direct	Sep 2016 1 Year	£3.26/SF £3.26/SF		

Rents

Lease Comps Report

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months

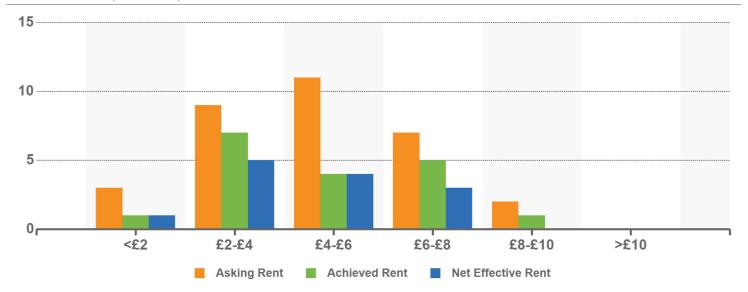
£3.13

£3.07

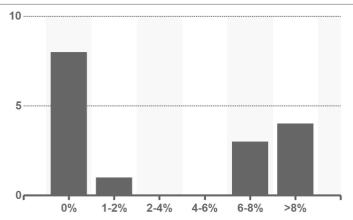
£2.56

1.0

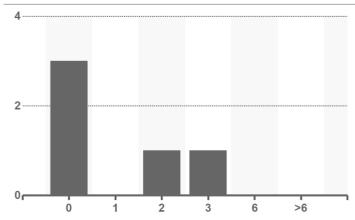
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Fenland Industrial Sales

	Comps	Statistics			
	Low	Average	Median	High	Count
Light Industrial					
Sale Price	£115,000	£503,000	£560,000	£875,000	5
NIA	2,375 SF	12,598 SF	4,322 SF	36,764 SF	7
Price per SF	£21.76	£31.41	£43.35	£88.04	5
Net Initial Yield	10.00%	10.00%	10.00%	10.00%	1
Days on Market	488	621	615	760	3
Sale Price to Asking Price Ratio	80.00%	96.26%	97.22%	110.00%	5
Industrial					
Sale Price	£70,000	£986,483	£145,000	£8,830,000	26
NIA	320 SF	41,587 SF	14,988 SF	323,774 SF	42
Price per SF	£2.16	£15.82	£21.20	£94.10	26
Net Initial Yield	10.94%	11.37%	11.37%	11.79%	2
Days on Market	31	494	310	1,266	19
Sale Price to Asking Price Ratio	56.25%	86.75%	88.00%	100.00%	11
	To	tals			
Sold Transactions	Total Sales Volume:	£28,163,556	Total Sales	Transactions:	49

Survey Criteria

basic criteria: Type of Property - Industrial, Light Industrial; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Fenland (Peterborough)

Aaron Road Industrial Estate - 12-14 Aaron Rd (Part of Portfolio)

Peterborough, PE7 2EX Cambridgeshire County

Sale Date: 24/03/2016 (238 days on mkt) Bldg Type: IndustrialService Sale Price: £73,309 -Price/SF: £48.74 Year Built/Age: Built 1995 Age: 21

NIA: 1,504 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3681760 Sale Conditions: Bulk/Portfolio Sale

Research Status:

Wisbech, PE13 2TQ

New Development - Algores Way

Cambridgeshire County

Bldg Type: IndustrialManufacturing Sale Date: 31/10/2018

Year Built/Age: Built 2018 Sale Price: Price/SF: -NIA: 5,034 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 4564229

Research Status: Unconfirmed

8 Algores Way SOLD

Wisbech, PE13 2TQ Cambridgeshire County

Sale Date: 23/12/2009 Bldg Type: Light IndustrialLight Manufacturing

Sale Price: £115,000 - Confirmed Year Built/Age: Built 2002 Age: 7 Price/SF: £48.42 NIA: 2,375 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2326496 Sale Conditions: -

Research Status: Confirmed

Crowson & Ward - Boleness Rd SOLD

Wisbech, PE13 2RB Cambridgeshire County

Sale Date: 01/09/2015 (488 days on mkt) Bldg Type: Light IndustrialLight Manufacturing

Sale Price: Year Built/Age: Built 1990 Age: 25 Price/SF: NIA: 4,322 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3407377 Sale Conditions: -

Research Status: Unconfirmed

SOLD 5 11 Boleness Rd

Wisbech, PE13 2RB Cambridgeshire County

Sale Date: 01/12/2014 (88 days on mkt) Bldg Type: IndustrialService Sale Price: £150,000 Year Built/Age: Built 1998 Age: 16

Price/SF: £36.21 NIA: 4,142 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3282179 Sale Conditions: -

Research Status: Research Complete

11 Boleness Rd SOLD

Wisbech, PE13 2RB Cambridgeshire County

Sale Date: 02/11/2012 (91 days on mkt) Bldg Type: IndustrialService Year Built/Age: Built 1998 Age: 14 Sale Price: £140,000 - Confirmed

Price/SF: £33.80 NIA: 4.142 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2589844 Sale Conditions: -

Research Status: Confirmed





Image Coming Soon

Image Coming Soon

SOLD

SOLD



Industrial Unit, Unit 22A - 22-22A Boleness Rd

SOLD

Wisbech, PE13 2RB Cambridgeshire County

Sale Date: 30/06/2014 (94 days on mkt) Unit Type: 2,464 SF Industrial Unit Sale Price: £120,000 - Confirmed Price/SF: £48.70 Year Built/Age: Built 1985 Age: 29

NIA: 2,464 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3074586 Sale Conditions: -

Research Status: Confirmed



Former Greenvale Food Factory - 85 Boleness Rd

SOLD

Cambridgeshire County Wisbech, PE13 2RB

Bldg Type: Light IndustrialLight Manufacturing Sale Date: 19/08/2011

Year Built/Age: Built 1992 Age: 19 Sale Price: £875,000 - Confirmed Price/SF: £28.45

NIA: 30,755 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2449628 Sale Conditions: -

Research Status: Confirmed



Former HB Fuller Site - Bridge St

SOLD

Chatteris, PE16 6RN Cambridgeshire County

Sale Date: 16/10/2015 (480 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £1,300,000 - Confirmed Year Built/Age: Built 1990 Age: 25 Price/SF: £24.04 NIA: 54,068 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 3413509 Sale Conditions: -

Research Status: Confirmed



Nestle Purina - Cromwell Rd (Part of Portfolio)

SOLD

Wisbech, PE13 2RG Cambridgeshire County

Sale Date: 13/04/2015 Bldg Type: IndustrialManufacturing Sale Price: £2,805,057 - Allocated Year Built/Age: Built 1980 Age: 35

Price/SF: £17.42 NIA: 161,036 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3342273 Sale Conditions: Bulk/Portfolio Sale

Research Status: Allocated



McCain Foods GB Ltd - Funthams Ln 11

SOLD

Peterborough, PE7 2PG Cambridgeshire County

Sale Date: 01/09/2014 Bldg Type: IndustrialFood Processing

Sale Price: £700,000 - Full Value Year Built/Age: Built 1980 Age: 34 Price/SF: £2.16

NIA: 323,774 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 4684600 Sale Conditions: -

Research Status: Full Value



12 unit 6 - Gaul Rd @ Isle of Ely Way

SOLD

March, PE15 0YY Cambridgeshire County

Sale Date: 01/02/2013 Bldg Type: IndustrialService

Sale Price: Year Built/Age: Price/SF: NIA: 5,246 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2965579 Sale Conditions: -

Research Status: Research Complete



13 Mondi Packaging - 35 Hostmoor Ave

March, PE15 0YZ Cambridgeshire County

Bldg Type: IndustrialManufacturing Sale Date: 21/12/2010 Sale Price: £8,830,000 - Full Value Price/SF: £31.58 Year Built/Age: Built 1990 Age: 20

NIA: 279,569 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4670431 Research Status: Full Value Sale Conditions: -

290 Leverington Cmn SOLD

Cambridgeshire County Wisbech, PE13 5JG

Sale Date: 30/05/2013 (737 days on mkt) Bldg Type: IndustrialService Sale Price: £85,000 - Confirmed Year Built/Age: Built 1982 Age: 30 Price/SF: £17.18 NIA: 4,949 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2784192 Sale Conditions: -

Research Status: Confirmed

15 Lynn Rd SOLD

Wisbech, PE13 3DG Cambridgeshire County

Sale Date: 23/07/2011 Bldg Type: IndustrialFood Processing

Sale Price: £3,775,000 - Full Value Year Built/Age: Built 1980 Age: 31 Price/SF: £12.50 NIA: 302,033 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 4667009 Sale Conditions: -

Research Status: Full Value

Factory Premises - Mount Pleasant Rd SOLD

Wisbech, PE13 3GW Cambridgeshire County

Bldg Type: IndustrialWarehouse Sale Date: 01/06/2017 (31 days on mkt) Sale Price: £1,125,000 - Confirmed Year Built/Age: Built 1960 Age: 57 Price/SF: £9.99 NIA: 112,590 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4133756 Sale Conditions: -

Research Status: Confirmed

Former Pumping Station - Mouth Ln

Wisbech, PE13 4ES Cambridgeshire County

Sale Date: 03/11/2017 (149 days on mkt) Bldg Type: IndustrialService Year Built/Age: Built 1936 Age: 81

Price/SF: NIA: 320 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 4062508 Sale Conditions: -

Research Status: Public Record

4 Nene Para SOLD

Wisbech, PE13 3YA Cambridgeshire County

Sale Date: 31/03/2012 Bldg Type: IndustrialWarehouse Sale Price: £605,000 - Confirmed Price/SF: £14.35 Year Built/Age: Built 1987 Age: 24 NIA: 42.153 SF

Reversionary Yield: -Net Initial Yield: 10.94%

Comp ID: 2352013 Sale Conditions: -

Research Status: Confirmed



SOLD







Image Coming Soon





19 Warehouse - Newbridge Ln SOLD

Wisbech, PE14 0SE Cambridgeshire County

Sale Date: 21/04/2011 Bldg Type: IndustrialWarehouse Sale Price: £390,000 - Confirmed Price/SF: £22.82 Year Built/Age: Built 2000 Age: 11 NIA: 17,093 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -

Comp ID: 2407007 Research Status: Confirmed



20 23-24 North End SOLD

Cambridgeshire County Wisbech, PE13 1PE

Bldg Type: Light IndustrialLight Manufacturing Sale Date: 01/06/2011

Sale Price: £165,000 - Confirmed Year Built/Age: Built 1967 Age: 44

NIA: 3,806 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 2364375

Research Status: Confirmed

Price/SF: £43.35



23-24 North End SOLD

Wisbech, PE13 1PE Cambridgeshire County

Bldg Type: Light IndustrialLight Manufacturing Sale Date: 01/04/2008

Sale Price: Year Built/Age: Built 1967 Age: 41

Price/SF: -NIA: 3,806 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2347565 Sale Conditions: -

Research Status: Confirmed



3-5 Prospect Way SOLD

Chatteris, PE16 6TZ Cambridgeshire County

Bldg Type: IndustrialService Sale Date: 01/10/2016 (306 days on mkt) Sale Price: Year Built/Age: Built 1985 Age: 31

Price/SF: NIA: 7,224 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3767925 Sale Conditions: -

Units 1-16 - Gold Leaf Industrial Park - Sandall Rd

Research Status:



Wisbech, PE13 2GA Cambridgeshire County

Sale Date: 01/08/2015 (760 days on mkt) Bldg Type: Light Industrial Sale Price: £800,000 - Confirmed Year Built/Age: Built 1996 Age: 18 NIA: 36,764 SF

Price/SF: £21.76

Reversionary Yield: -

Net Initial Yield: 10.00% 3566791 Sale Conditions: -Comp ID:

Research Status: Confirmed



SOLD

SOLD 40 Sandall Rd 24

Wisbech, PE13 2QZ Cambridgeshire County

Sale Date: 23/12/2011 Bldg Type: IndustrialService Sale Price: £200,000 - Confirmed Year Built/Age: Built 1961 Age: 50

Price/SF: £43.21 NIA: 4.629 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2442771 Sale Conditions: -

Research Status: Confirmed



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06/08/2019

25 Blythewood Depot - Station Rd SOLD

Peterborough, PE7 2EY Cambridgeshire County

Sale Date: 17/05/2013 (227 days on mkt) Bldg Type: IndustrialService Sale Price: £135,000 - Confirmed Price/SF: £48.04 Year Built/Age: Built 1980 Age: 33

NIA: 2,810 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2763197 Sale Conditions: -

Research Status: Confirmed



Unit 6 - Fenland District Ind Estate - Station Rd

SOLD

Cambridgeshire County Peterborough, PE7 2EY

Bldg Type: IndustrialService Sale Date: 01/08/2011 Sale Price: £110,000 - Confirmed Year Built/Age: Built 1977 Age: 34

Price/SF: £55.72 NIA: 1,974 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2326663 Sale Conditions: -

Research Status: Confirmed



Aaron Road Industrial Estate - 237A Station Rd (Part of Portfolio)

SOLD

Peterborough, PE7 2HA Cambridgeshire County

Sale Date: 24/03/2016 (238 days on mkt) Bldg Type: IndustrialService Sale Price: £110,690 -Year Built/Age: Built 1985 Age: 31 Price/SF: £48.74 NIA: 2,271 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 3681760 Sale Conditions: Bulk/Portfolio Sale

Research Status:



28 Units 5-7 - Industrial Unit, Unit 7 - Thorby Ave

SOLD

March, PE15 0AZ Cambridgeshire County

Unit Type: 2,120 SF Industrial Unit Sale Date: 14/12/2017 (1,156 days on mkt)

Sale Price: £199,500 - Confirmed Year Built/Age: Built 2017 Price/SF: £94.10 NIA: 2,120 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4116432 Sale Conditions: -

Research Status: Confirmed



Units 1-12 - Charbel Business Park - Thorby Ave 29

SOLD

March, PE15 0AZ Cambridgeshire County

Sale Date: 01/07/2007 Bldg Type: IndustrialWarehouse

Sale Price: £70,000 - Confirmed Year Built/Age: Built 2008 Price/SF: £4.67 NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2441900 Sale Conditions: -

Research Status: Confirmed



30 Units 1-12 - Charbel Business Park - Thorby Ave

SOLD

March, PE15 0AZ Cambridgeshire County

Sale Date: 01/07/2007 Bldg Type: IndustrialWarehouse

Sale Price: £70,000 - Confirmed Year Built/Age: Built 2008 Price/SF: £4.67 NIA: 14.988 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2441957 Sale Conditions: -



Units 1-12 - Charbel Business Park - Thorby Ave

March, PE15 0AZ Cambridgeshire County

Bldg Type: IndustrialWarehouse Sale Date: 01/07/2007

Sale Price: £70,000 - Confirmed Price/SF: £4.67 Year Built/Age: Built 2008 NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2441973 Sale Conditions: -

Research Status: Confirmed



SOLD

SOLD

SOLD

SOLD

SOLD

SOLD

Units 1-12 - Charbel Business Park - Thorby Ave

Cambridgeshire County

March, PE15 0AZ Bldg Type: IndustrialWarehouse Sale Date: 01/07/2007

Year Built/Age: Built 2008 Sale Price: £70,000 - Confirmed Price/SF: £4.67 NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2442008 Sale Conditions: -

Research Status: Confirmed



Units 1-12 - Charbel Business Park - Thorby Ave

March, PE15 0AZ Cambridgeshire County

Sale Date: 01/07/2007 Bldg Type: IndustrialWarehouse

Sale Price: £70,000 - Confirmed Year Built/Age: Built 2008 Price/SF: £4.67 NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2442024 Sale Conditions: -

Research Status: Confirmed



Units 1-12 - Charbel Business Park - Thorby Ave

March, PE15 0AZ Cambridgeshire County

Bldg Type: IndustrialWarehouse Sale Date: 01/07/2007

Sale Price: £70,000 - Confirmed Year Built/Age: Built 2008 Price/SF: £4.67 NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2442037 Sale Conditions: -

Research Status: Confirmed



35 Units 1-12 - Charbel Business Park - Thorby Ave

March, PE15 0AZ Cambridgeshire County

Sale Date: 02/12/2009 Bldg Type: IndustrialWarehouse Year Built/Age: Built 2008 Age: 1 Sale Price: Price/SF: NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2335062 Sale Conditions: -

Confirmed Research Status:



Units 1-12 - Charbel Business Park - Thorby Ave

March, PE15 0AZ Cambridgeshire County

Sale Date: 02/12/2009 Bldg Type: IndustrialWarehouse Year Built/Age: Built 2008 Age: 1 Sale Price: -Price/SF: NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2335077 Sale Conditions: -



Units 1-12 - Charbel Business Park - Thorby Ave

SOLD

March, PE15 0AZ Cambridgeshire County

Bldg Type: IndustrialWarehouse Sale Date: 02/12/2009 Sale Price: Year Built/Age: Built 2008 Age: 1

Price/SF: NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2335095 Sale Conditions: -

Research Status: Confirmed



Units 1-12 - Charbel Business Park - Thorby Ave

SOLD

Cambridgeshire County March, PE15 0AZ

Bldg Type: IndustrialWarehouse Sale Date: 02/12/2009 Year Built/Age: Built 2008 Age: 1 Sale Price: Price/SF: -NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2335108 Sale Conditions: -

Research Status: Confirmed



Units 1-12 - Charbel Business Park - Thorby Ave

SOLD

March, PE15 0AZ Cambridgeshire County

Bldg Type: IndustrialWarehouse Sale Date: 02/12/2009 Sale Price: Year Built/Age: Built 2008 Age: 1 Price/SF: NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2335121 Sale Conditions: -

Research Status: Confirmed



Units 1-12 - Charbel Business Park - Thorby Ave

SOLD

March, PE15 0AZ Cambridgeshire County

Sale Date: 02/12/2009 Bldg Type: IndustrialWarehouse Sale Price: Year Built/Age: Built 2008 Age: 1 Price/SF: NIA: 14,988 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2335139 Sale Conditions: -

Research Status: Confirmed



41 Units 1-3 - Industrial Unit, Unit 3 - Thorby Ave

SOLD

March, PE15 0AZ Cambridgeshire County

Sale Date: 03/04/2018 (1,266 days on mkt) Unit Type: 2,207 SF Industrial Unit

Year Built/Age: Built 2017 Sale Price: Price/SF: NIA: 2,207 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 4197169 Sale Conditions: -

Research Status: Public Record



42 Units 5-7 - Industrial Unit, Unit 6 - Thorby Ave

SOLD

March, PE15 0AZ Cambridgeshire County

Sale Date: 09/01/2019 (310 days on mkt) Unit Type: 2,120 SF Industrial Unit Year Built/Age: Built 2017 Age: 1 Sale Price:

Price/SF: NIA: 2.120 SF

Reversionary Yield: Net Initial Yield:

Comp ID: 4631943 Sale Conditions: -

Research Status: Research Complete



43 Units 5-7 - Industrial Unit, Unit 5 - Thorby Ave

March, PE15 0AZ Cambridgeshire County

Sale Date: 14/05/2017 (942 days on mkt) Unit Type: 2,120 SF Industrial Unit

Sale Price: Year Built/Age: Built 2017 Price/SF: NIA: 2,120 SF

Reversionary Yield: -Net Initial Yield:

44

Comp ID: 3952307 Sale Conditions: -

Research Status:



Units 1-3 - Industrial Unit, Unit 1 - Thorby Ave

SOLD

SOLD

Cambridgeshire County March, PE15 0AZ

Sale Date: 01/10/2017 (1,082 days on mkt) Unit Type: 2,207 SF Industrial Unit

Year Built/Age: Built 2017 Sale Price: Price/SF: -NIA: 2,207 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 4023131

Research Status:



45 Units 1-3 - Industrial Unit, Unit 2 - Thorby Ave

SOLD

March, PE15 0AZ Cambridgeshire County

Sale Date: 01/10/2017 (1,082 days on mkt) Unit Type: 2,185 SF Industrial Unit

Sale Price: Year Built/Age: Built 2017 Price/SF: NIA: 2,185 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 4023133 Sale Conditions: -

Research Status:



46 Industrial Unit 4 - Arthur Park - 4 Thorby Ave

SOLD

March, PE15 0AZ Cambridgeshire County

Sale Date: 02/04/2019 (615 days on mkt) Bldg Type: Light IndustrialLight Manufacturing

Sale Price: £560,000 Year Built/Age: Built 2017 Age: 2

Price/SF: £88.04 NIA: 6,361 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4718622 Sale Conditions: -

Research Status: Research Complete



Coleseed Business Complex - Upwell Rd

SOLD

SOLD

March, PE15 0DP Cambridgeshire County

Sale Date: 10/11/2016 (325 days on mkt) Sale Price: £495,000 Year Built/Age: Built 1960 Age: 56 NIA: 23,150 SF

Price/SF: £21.38

Bldg Type: IndustrialWarehouse

Cambridgeshire County

Reversionary Yield: -Net Initial Yield: 11.79%

Sale Conditions: -Comp ID: 3749946

Research Status:

48



133 Whittlesey Rd March, PE15 0AW

Sale Date: 30/04/2018 Bldg Type: IndustrialFood Processing

Sale Price: £3,880,000 - Confirmed Year Built/Age: Built 1990 Age: 28 NĬA: 184,575 SF Price/SF: £21.02

Reversionary Yield: -

Net Initial Yield: -Comp ID: 4762140 Sale Conditions: -



49 Units 1-2 - Woodville Business Park, Unit 1 & 2 - Wisbech Rd

SOLD

March, PE15 0BA Cambridgeshire County

Sale Date: 13/09/2013 (539 days on mkt) Sale Price: -Price/SF: -Unit Type: 7,090 SF Industrial Unit Year Built/Age: Built 1974 Age: 38 NIA: 7,090 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -

Comp ID: 2870120 Research Status: Research Complete



Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

37

£12.17

£8.88

10

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	31	£4.95	£12.17	£12.22	£48.65
Achieved Rent Per SF	21	£2.79	£8.88	£10.98	£32.43
Net Effective Rent Per SF	17	£2.79	£10.13	£10.92	£31.37
Asking Rent Discount	17	-4.0%	15.8%	0.0%	60.0%
TI Allowance	-	-	-	-	-
Rent Free Months	9	0	3	3	6

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	31	0	10	5	83
Deal Size	37	220	2,419	804	25,376
Lease Deal in Months	23	36.0	85.0	60.0	180.0
Floor Number	37	LL	GRND	GRND	3

Lease Comps Summary

Lease Comps Report

				Lea			Rents	
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Typ
1	Horsefair Shopping Centre Market PI	****	555	GRND,1	07/03/2019	New	£31.37/fri	Effective
2	36 Broad St	****	659	GRND	04/01/2019	New	£14.80/fri	Achieve
3	Budgens Stores Ltd 51 High St	****	3,498	GRND	26/10/2018	New	-	-
4	7 Dartford Rd	****	331	GRND	25/07/2018	New	£12.69/fri	Asking
	28 Broad St	****	428	GRND	02/07/2018	New	£29.21/fri	Asking
1	Horsefair Shopping Centre Market PI	****	2,338	GRND	01/07/2018	Renewal	£25.66/fri	Asking
6	14 Market PI	****	653	GRND	22/06/2018	New	£26.80	Effective
7	B&M Stores 2 Martin Ave	****	25,376	GRND,1	22/06/2018	Renewal	£6.11	Achieve
8	Cromwell Retail Park Cromwell Rd	****	23,241	GRND	11/06/2018	New	£11.36	Effectiv
9	12 Union St	****	1,088	GRND	01/06/2018	New	£11.03/fri	Asking
9	6 Market Way	****	439	GRND	19/02/2018	New	£19.36/iri	Asking
2	36 Broad St	****	659	GRND	11/01/2018	New	£14.80/fri	Asking
	15 Market St	****	665	GRND	04/01/2018	New	£11.28	Asking
2	1 Market St	****	2,120	GRND	25/12/2017	New	-	-
3	41 Broad St	****	1,803	GRND,1	04/11/2017	New	£20.99/fri	Asking
4	50 West St	****	442	GRND	03/11/2017	New	£12.22/fri	Asking
5	14 Chapel Rd	****	342	GRND,1	01/11/2017	New	£8.77/fri	Effectiv
6	25 High St	****	4,039	GRND,1	13/10/2017	New	£4.17/fri	Effectiv
7	41 High St	****	479	GRND	02/10/2017	New	£19.62/fri	Effectiv
8	3 Orange Grove	****	1,750	GRND	12/09/2017	New	£6.86/fri	Effectiv
•	122-124 High St	****	698	GRND	21/08/2017	New	£10.03	Asking

Lease Comps Summary

Lease Comps Report

				Leas	se		Rents	
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
0	8 Causeway Mews	****	500	GRND	31/07/2017	New	£10.92/fri	Effective
	The Little Friar County Rd	****	497	GRND	31/07/2017	New	£16.10/fri	Effective
2	14 Market St	****	874	GRND	24/07/2017	New	£10.98	Achieve
3	28 Hill St	****	248	GRND	04/06/2017	New	£14.11/fri	Effective
4	1-3 Bridge St	****	2,153	BSMT,G	22/05/2017	New	£2.79/fri	Effective
5	23 High St	****	1,651	GRND,1-3	17/05/2017	New	£5.81	Effective
6	2b Nene Parade	****	928	GRND	15/05/2017	New	£12.93	Effectiv
7	4 Market PI	****	1,400	GRND	15/04/2017	New	£8.44/fri	Effective
8	7-8 High St	****	3,454	BSMT,L	04/04/2017	New	£6.66/fri	Asking
9	25 Market St	****	1,692	GRND	25/03/2017	New	£7.06/fri	Asking
0	7 Causeway Mews	****	220	GRND	27/02/2017	New	£12.86/iro	Effective
	46 Market PI	****	732	BSMT,G	01/12/2016	New	£13.66/fri	Asking
2	17 Elwyn Rd	****	1,486	GRND,1	24/09/2016	New	£7.00	Effective
	28 Broad St	****	923	GRND,1	18/09/2016	New	£16.25	Asking
5	14 Chapel Rd	****	342	GRND,1	01/09/2016	New	£8.77/fri	Achieve
3	Cromwell House Wisbech Rd	****	804	GRND	08/08/2016	New	£6.22/fri	Effectiv

Lease Compa	แลมเธอ						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	Horsefair Shopping Centre Market Pl Wisbech, PE13 1AR Fenland Ret Submarket	Your Phone Care Ltd NewRiver REIT (UK) Ltd	555 New Direct	Mar 2019 10 Years	£18,000 PA £17,411 PA	3 Mos at Start £9,614 PA	Mar 2024
2	36 Broad St March, PE15 8TG Fenland Ret Submarket	Mr Lee	659 New Direct	Jan 2019 10 Years	£9,750 PA	£7,642 PA	
3	Budgens Stores Ltd 51 High St Chatteris, PE16 6BH Fenland Ret Submarket	Fenland District Council	3,498 New Direct	Nov 2018			
4	1-9 Dartford Rd March, PE15 8LA Fenland Ret Submarket	Fenland District Council	331 New Direct	Jul 2018		£1,509 PA	
5	28 Broad St March, PE15 8TG Fenland Ret Submarket	Kleanco Dry Cleaners and Laundry Barnett Waddingham Trustees Ltd	428 New Direct	Jul 2018		£6,826 PA	
6	Horsefair Shopping Centre Market Pl Wisbech, PE13 1AR Fenland Ret Submarket	Burger King NewRiver REIT (UK) Ltd	2,338 Renewal Direct	Jul 2018		£27,063 PA	

Lease Compa							
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	14 Market Pl Wisbech, PE13 1DY Fenland Ret Submarket	Fenland District Council	653 New Direct	Jun 2018 10 Years	£17,500 PA £17,500 PA	£7,021 PA	Jun 2024
8	B&M Stores 2 Martin Ave March, PE15 0AX Fenland Ret Submarket	B&M	25,376 Renewal Direct	Jun 2018 12 Years	£155,000 PA		Jun 2020
9	Cromwell Retail Park Cromwell Rd Wisbech, PE14 0SL Fenland Ret Submarket	B&M Tesco Stores Ltd	23,241 New Direct	Jun 2018 15 Years	£275,000 PA £261,450 PA	6 Mos at Start	Jun 2023
10	12 Union St Wisbech, PE13 1DJ Fenland Ret Submarket	Hairdressers Fenland District Council	1,088 New Direct	Jul 2018		£5,126 PA	
11 guardian TheObserver MARKET NEW	6 Market Way Peterborough, PE1 1ST Fenland Ret Submarket		439 New Direct	Feb 2018		£3,678 PA	
12	36 Broad St March, PE15 8TG Fenland Ret Submarket		659 New Direct	Jan 2018 10 Years		£7,223 PA	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	15 Market St Peterborough, PE7 1BA Fenland Ret Submarket	Market Street (Whittlesey) Manag	665 New Direct	Jan 2018		£4,920 PA	
14	1 Market St whittlesey, PE7 1AB Fenland Ret Submarket	Greatford Estates Ltd	2,120 New Direct	Mar 2018 15 Years		3 Mos at Start	Mar 2023 Mar 2023
15	41 Broad St March, PE15 8TP Fenland Ret Submarket	Rowanmoor Trustees Ltd	1,803 New Direct	Dec 2017		£16,207 PA	
16	50 West St Wisbech, PE13 2LY Fenland Ret Submarket		442 New Direct	Nov 2017		£1,629 PA	
17	14 Chapel Rd Wisbech, PE13 1RF Fenland Ret Submarket		342 New Direct	Nov 2017 6 Years	£3,000 PA £3,000 PA		Oct 2020
18 GS LA	25 High St Wisbech, PE13 1DE Fenland Ret Submarket	Fenland District Council	4,039 New Direct	Nov 2017 10 Years	£18,000 PA £16,830 PA	6 Mos at Start £14,289 PA	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19 PENTITY	41 High St March, PE15 9JJ Fenland Ret Submarket	Mr Andrew Fowler	479 New Direct	Oct 2017 3 Years	£9,400 PA £9,400 PA		
20	3 Orange Grove Wisbech, PE13 1BB Fenland Ret Submarket		1,750 New Direct	Oct 2017 10 Years	£12,000 PA £12,000 PA	£11,182 PA	
GIBBS CARPET CENTRE TOWN	122-124 High St March, PE15 9LP Fenland Ret Submarket		698 New Direct	Aug 2017		£2,796 PA	
22	8 Causeway Mews Whittlesey, PE7 1AE Fenland Ret Submarket		500 New Direct	Aug 2017 3 Years	£6,000 PA £5,459 PA	3 Mos at Start £2,833 PA	
THE LITTLE FRIAR	The Little Friar County Rd March, PE15 8ND Fenland Ret Submarket	The Little Friar	497 New Direct	Jul 2017 10 Years	£8,000 PA £8,000 PA		Jul 2019
24	14 Market St Whittlesey, PE7 1BD Fenland Ret Submarket	Up In Smoke	874 New Direct	Jul 2017 3 Years	£9,600 PA		

Lease Comparables								
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews	
25	28 Hill St Wisbech, PE13 1BA Fenland Ret Submarket	Mr Jonanthan Meir	248 New Direct	Jun 2017 5 Years	£3,500 PA £3,500 PA		Jun 2019 Jun 2020	
26	1-3 Bridge St Wisbech, PE13 1EW Fenland Ret Submarket	WMS Recruitment The Whitfield Group Ltd	2,153 New Direct	Jun 2017 5 Years	£6,000 PA £6,000 PA	£7,989 PA		
27	23 High St Wisbech, PE13 1DE Fenland Ret Submarket	Mrs Petraitiene Keyface Limited	1,651 New Direct	May 2017 3 Years	£9,600 PA £9,600 PA	£4,233 PA		
28 Manua Ma	2b Nene Parade March, PE15 8TD Fenland Ret Submarket		928 New Direct	May 2017 5 Years	£12,000 PA £12,000 PA	£4,970 PA	May 2020	
29	4 Market Pl Wisbech, PE13 1DT Fenland Ret Submarket	Mr Zafer Hussain London & Oxford Investments Ltd	1,400 New Direct	May 2017 3 Years	£12,000 PA £11,819 PA	Spread Over		
30	7-8 High St Wisbech, PE13 1DB Fenland Ret Submarket		3,454 New Direct	May 2017		£6,840 PA		

Lease Compa	lables						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	25 Market St Peterborough, PE7 1BA Fenland Ret Submarket		1,692 New Direct	Apr 2017		£6,213 PA	
32	7 Causeway Mews Peterborough, PE7 1BW Fenland Ret Submarket		220 New Direct	Feb 2017 5 Years	£3,000 PA £2,828 PA	3 Mos at Start £1,441 PA	
33	46 Market Pl Wisbech, PE13 1DP Fenland Ret Submarket	Mapeley Columbus Limited	732 New Direct	Dec 2016			
34 Maria San Mar	17 Elwyn Rd March, PE15 9BT Fenland Ret Submarket		1,486 New Direct	Oct 2016 3 Years	£10,400 PA £10,400 PA	£3,429 PA	
35	28 Broad St March, PE15 8TG Fenland Ret Submarket	Barnett Waddingham Trustees Ltd	923 New Direct	Oct 2016		£6,413 PA	
36	14 Chapel Rd Wisbech, PE13 1RF Fenland Ret Submarket	Mr E Nenorta	342 New Direct	Sep 2016 3 Years	£3,000 PA		

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	Cromwell House						
	Wisbech Rd		804	Aug 2016	£5,000 PA	0 Mos	Aug 2019
WHITTING I	March, PE15 8EB	Snowmountain Enterprises Ltd	New Direct	5 Years	£5,000 PA		
1	Fenland Ret Submarket						

Rents

Lease Comps Report

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months

£12.17

88.8£

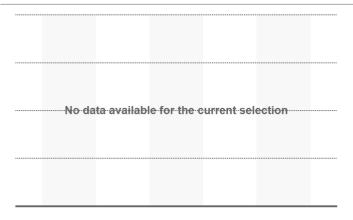
£10.13

2.8

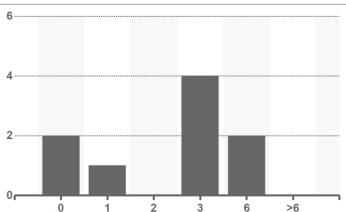
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Fenland Retail Sales

Comps Statistics										
	Low	Average	Median	High	Count					
Price										
For Sale & UC/Pending	£155,000	£162,500	£162,500	£170,000	2					
Sold Transactions	£3,000	£1,386,653	£218,082	£19,600,000	71					
Centre Size										
For Sale & UC/Pending	485 SF	1,242 SF	1,242 SF	1,999 SF	2					
Sold Transactions	129 SF	7,404 SF	1,928 SF	94,012 SF	121					
Price per SF										
For Sale & UC/Pending	£85.04	£130.84	£202.32	£319.59	2					
Sold Transactions	£14.47	£160.31	£103.44	£544.30	71					
Net Initial Yield										
For Sale & UC/Pending	-	-	-	-	-					
Sold Transactions	4.80%	7.97%	8.35%	13.00%	14					
Days on Market										
For Sale & UC/Pending	300	672	672	1,043	2					
Sold Transactions	6	248	188	1,261	53					
Sale Price to Asking Price Ratio										
Sold Transactions	53.64%	94.33%	98.81%	126.96%	44					
Totals										

For Sale & UC/Pending **Sold Transactions**

Asking Price Total: £325,000 Total Sales Volume: £98,452,351 Total Included in Analysis: £98,777,351

Total For Sale Transactions: **Total Sales Transactions:** 121

Total Included in Analysis: 123

2

Survey Criteria

basic criteria: Type of Property - Retail; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Fenland (Peterborough)

15 Albion Pl SOLD

Wisbech, PE13 1AL Cambridgeshire County

Sale Date: 29/01/2015 (76 days on mkt) Bldg Type: Retail

Sale Price: £30,000 - Confirmed Price/SF: £25.02 Year Built/Age: Built 1900 Age: 115

NIA: 1,199 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3396255 Sale Conditions: Auction Sale

Research Status: Confirmed

Retail Unit, Unit 40A - 40-40A Alexandra Rd

Cambridgeshire County Wisbech, PE13 1HQ

Sale Date: 01/07/2018 Unit Type: 1,181 SF Retail Unit Year Built/Age: Built 1971 Age: 47 Sale Price: £129,600

Price/SF: £109.74 NIA: 1,181 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4575232 Sale Conditions: -

Research Status: Research Complete

40-40A Alexandra Rd

Sale Date: 10/01/2019 (101 days on mkt) Bldg Type: RetailStorefront Retail/Office

Sale Price: £82,000 Year Built/Age: Built 1971 Age: 48

Price/SF: £14.47 NIA: 5,666 SF

Reversionary Yield: -Net Initial Yield: -

Wisbech, PE13 1HQ

Comp ID: 4667811 Sale Conditions: -

Research Status: Research Complete

40-40A Alexandra Rd SOLD

Cambridgeshire County

Wisbech, PE13 1HQ Cambridgeshire County

Bldg Type: RetailStorefront Retail/Office Sale Date: 29/01/2003

Sale Price: Year Built/Age: Built 1971 Age: 32 Price/SF: NIA: 5,666 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4399817 Sale Conditions: -

Research Status: Research Complete

SOLD 12 Blackfriars Rd

Wisbech, PE13 1AT Cambridgeshire County

Sale Date: 11/10/1994 Bldg Type: Retail

Sale Price: Year Built/Age: Built 1880 Age: 114

Price/SF: NIA: 1,151 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2366408 Sale Conditions: -

Research Status: Confirmed

SOLD 12 Blackfriars Rd

Wisbech, PE13 1AT Cambridgeshire County

Sale Date: 01/05/2015 (459 days on mkt) Bldg Type: Retail

Year Built/Age: Built 1880 Age: 135 Sale Price: -

Price/SF: NIA: 1.151 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3641981 Sale Conditions: -

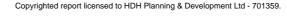
Research Status: Confirmed





SOLD

SOLD



7 Walk The Dog - Bridge St SOLD

Chatteris, PE16 6RN Cambridgeshire County

 Sale Date:
 01/03/2012 (476 days on mkt)
 Bldg Type:
 Retail

 Sale Price:
 £175,000 - Confirmed
 Year Built/Age:

 Price/SF:
 £147.68
 NIA:
 1,185 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2526028 Sale Conditions: -

Research Status: Confirmed

The Hero Of Aliwal - 1 Briggate E SOLD

Peterborough, PE7 1DG Cambridgeshire County

Sale Date: 25/09/2016 (445 days on mkt) Bldg Type: Retail

Sale Price: £300,000 - Confirmed Year Built/Age: Built 1900 Age: 116

Price/SF: £81.74 NIA: 3,670 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3764727 Sale Conditions: -

Research Status: Confirmed

9 2A Broad St SOLD

Peterborough, PE7 1HA Cambridgeshire County

Sale Date: 30/09/2002 Bldg Type: RetailStorefront Sale Price: £43,000 - Confirmed Year Built/Age: Built 1907 Age: 95

Price/SF: £176.95 NIA: 243 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2332012 Sale Conditions: -

Research Status: Confirmed

10 3-5 Broad St SOLD

March, PE15 8TP Cambridgeshire County

Sale Date: 01/03/2019 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1800 Age: 219

Price/SF: - NIA: 2,596 SF

Reversionary Yield: -

Net Initial Yield: 9.10% Comp ID: 4748548 Sale Conditions: -

Comp ID: 4748548 Sale Conditions: - Research Status: Research Complete

11 10 Broad St PENDING

March, PE15 8TG Cambridgeshire County

Asking Price: £170,000 Sale Type: Owner User
Price/SF: £85.04 Bldg Type: RetailBank
Days on Market: 300 Bldg Status: Built 1900
Sale Status: Pending NIA: 1,999 SF

Net Initial Yield: -

Sale Conditions: -

12 14-14A Broad St PENDING

Peterborough, PE7 1HA Cambridgeshire County

Asking Price: £155,000 Sale Type: Owner User
Price/SF: £319.59 Bldg Type: Retail
Days on Market: 1043 Bldg Status: Built 1906
Sale Status: Pending NIA: 485 SF

Net Initial Yield: -

Sale Conditions: -







13 Retail Unit, Unit 23 - 23-27A Broad St SOLD

March, PE15 8TP Cambridgeshire County

Sale Date: 01/07/2015 Unit Type: 728 SF Retail Unit Sale Price: £275,000 - Confirmed Year Built/Age: Built 1890 Age: 125

Price/SF: £377.75

NIA: 728 SF

Reversionary Yield: -

14

Net Initial Yield: 5.45%

Comp ID: 3374606 Sale Conditions: Auction Sale

Research Status: Confirmed 24 Broad St

SOLD

Cambridgeshire County March, PE15 8TG

Bldg Type: RetailStorefront Retail/Office Sale Date: 14/04/1992

Year Built/Age: Built 1900 Age: 92 Sale Price:

Price/SF: -NIA: 2,225 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2457990 Sale Conditions: -

Research Status: Confirmed



24-24A Broad St 15 SOLD

Peterborough, PE7 1HA Cambridgeshire County

Bldg Type: RetailStorefront Retail/Residential Sale Date: 01/12/2016 (658 days on mkt)

Sale Price: Year Built/Age: Built 1930 Age: 86

Price/SF: NIA: 2,247 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3813120 Sale Conditions: -

Research Status:



SOLD 16 26 Broad St

March, PE15 8TG Cambridgeshire County

Sale Date: 05/12/1989 Bldg Type: Retail Sale Price: Year Built/Age: Price/SF: NIA: 1,034 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2351288 Sale Conditions: -

Research Status: Confirmed



The Case Public House - Canal St SOLD

Wisbech, PE13 1AR Cambridgeshire County

Sale Date: 27/03/2017 (21 days on mkt) Bldg Type: Retail

Sale Price: £450,000 - Confirmed Year Built/Age: Built 1970 Age: 47

Price/SF: £58.47 NIA: 7,696 SF

Reversionary Yield: -

Net Initial Yield: 10.89%

Comp ID: 3865439 Sale Conditions: Auction Sale

Research Status: Confirmed



SOLD The Case Public House - Canal St

Wisbech, PE13 1AR Cambridgeshire County

Sale Date: 26/09/2018 (14 days on mkt) Bldg Type: Retail

Sale Price: £400,000 - Confirmed Year Built/Age: Built 1970 Age: 48

Price/SF: £51.98 NIA: 7.696 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4534942 Sale Conditions: Auction Sale

Research Status: Confirmed



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06/08/2019

19 11-12 Church Ter SOLD

Wisbech, PE13 1BL Cambridgeshire County

Sale Date: 22/02/2002 Bldg Type: Retail

Sale Price: £95,000 - Confirmed Price/SF: £64.80 Year Built/Age: Built 1840 Age: 162

NIA: 1,466 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2424819 Sale Conditions: -

Research Status: Confirmed

20 1 Cornhill

Cambridgeshire County Wisbech, PE13 1NA

Bldg Type: Retail Sale Date: 16/10/2018 (22 days on mkt) Sale Price: £255,000 Year Built/Age:

Price/SF: £77.63 NIA: 3,285 SF

Reversionary Yield: -Net Initial Yield: 9.54%

Sale Conditions: Auction Sale Comp ID: 4578204

Research Status: Research Complete

The Light Cinema - Cromwell Rd

Wisbech, PE14 0RG Cambridgeshire County Bldg Type: RetailMovie Theatre Sale Date: 29/05/2019

Sale Price: £6,558,000 - Confirmed Year Built/Age: Built 2015 Age: 4

Price/SF: £218.60 NIA: 30,000 SF

Reversionary Yield: -Net Initial Yield: 10.00%

Comp ID: 4815970 Sale Conditions: -

Research Status: Confirmed

Units A/B - Multi-Property Sale - Cromwell Rd (Part of Multi-Property) SOLD

Wisbech, PE14 0SL Cambridgeshire County

Bldg Type: RetailStorefront Sale Date: 15/03/2018 (122 days on mkt) Sale Price: £1,964,956 - Research Comp Year Built/Age: Built 2000 Age: 18

Price/SF: £207.49 NIA: 9,470 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4144189 Sale Conditions: -

Research Status: Research Complete

Unit C - Multi-Property Sale - Cromwell Rd (Part of Multi-Property)

Wisbech, PE14 0SL Cambridgeshire County

Sale Date: 15/03/2018 (122 days on mkt) Bldg Type: RetailStorefront Sale Price: £710,043 - Research Comple Year Built/Age: Built 2000 Age: 18

Price/SF: £207.49 NIA: 3,422 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 4144189 Sale Conditions: -

Research Status: Research Complete

24 16 Delph SOLD

Peterborough, PE7 1QH Cambridgeshire County

Sale Date: 19/11/2018 (334 days on mkt) Bldg Type: RetailStorefront Retail/Residential Sale Price: £265,000 Year Built/Age: Built 1910 Age: 108

Price/SF: £78.17 NIA: 3.390 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4581736 Sale Conditions: -

Research Status: Research Complete













25 The Straw Bear - 103 Drybread Rd SOLD

Peterborough, PE7 1XL Cambridgeshire County

Sale Date: 11/06/2002 Bldg Type: Retail

Sale Price: £325,000 - Confirmed Price/SF: £104.17 Year Built/Age: Built 1989 Age: 13

NIA: 3,120 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2468621 Sale Conditions: -

Research Status: Confirmed



The Straw Bear - 103 Drybread Rd

SOLD

Cambridgeshire County Peterborough, PE7 1XL

Sale Date: 31/08/2010 Bldg Type: Retail

Year Built/Age: Built 1989 Age: 21 Sale Price: £225,000 - Confirmed

Price/SF: £72.12 NIA: 3,120 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2400196 Sale Conditions: -

Research Status: Confirmed



12-12A East Park St

SOLD

Chatteris, PE16 6LD Cambridgeshire County

Sale Date: 15/09/2018 (303 days on mkt) Bldg Type: Retail Year Built/Age: Sale Price: £125,000 Price/SF: £108.89 NIA: 1,148 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 4529546 Sale Conditions: -

Research Status: Research Complete



5-15 Edinburgh Dr

SOLD

Wisbech, PE13 3LJ Cambridgeshire County

Bldg Type: Retail Sale Date: 08/03/2013

Sale Price: Year Built/Age: Built 1952 Age: 60

Price/SF: NIA: 2,647 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2704649 Sale Conditions: -

Research Status: Research Complete



The Royal Standard - Elm Rd @ Elm Low Road 29

SOLD

Wisbech, PE13 2TB Cambridgeshire County

Sale Date: 29/06/2016 (383 days on mkt) Bldg Type: RetailBar

Sale Price: £240,000 Year Built/Age: Built 1900 Age: 116

Price/SF: £148.61 NIA: 1,615 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 3708175

Research Status:



30 Natwest - Exchange Sq

SOLD

Wisbech, PE13 1RB Cambridgeshire County

Sale Date: 10/12/2012 (284 days on mkt) Bldg Type: RetailStorefront Sale Price: £185,000 - Confirmed Year Built/Age: Built 1800 Age: 212

Price/SF: £45.27 NIA: 4.087 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2642085 Sale Conditions: -



31 Former W-Four Restaurant - Exchange Sq

Wisbech, PE13 1RA Cambridgeshire County

Sale Date: 18/12/2014 (78 days on mkt) Bldg Type: RetailRestaurant Sale Price: £144,000 - Confirmed Price/SF: £123.92 Year Built/Age: Built 1900 Age: 114 NIA: 1,162 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3372533 Sale Conditions: Auction Sale

Research Status: Confirmed Fenland Way

32

SOLD

SOLD

SOLD

Cambridgeshire County Chatteris, PE16 6TG

Sale Date: 01/08/2013 Bldg Type: RetailSupermarket

Sale Price: £19,600,000 - Confirmed Year Built/Age: Built 2015 Price/SF: £416.49 NIA: 47,060 SF

Reversionary Yield: -Net Initial Yield: 5.15%

Sale Conditions: -Comp ID: 2868390

Research Status: Confirmed



The Old Post Office - 63 High Rd 33

Wisbech, PE14 0AA Cambridgeshire County

Sale Date: 11/11/2013 (14 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: £129,000 - Confirmed Year Built/Age: Built 1920 Age: 93

Price/SF: £544.30 NIA: 237 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2893024 Sale Conditions: -

Research Status: Confirmed



1 High St SOLD

Wisbech, PE13 1DB Cambridgeshire County

Bldg Type: RetailStorefront Sale Date: 15/03/1985

Sale Price: Year Built/Age: Price/SF: NIA: 1,235 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2449469 Sale Conditions: -

Research Status: Confirmed



35 SOLD 1 High St

Wisbech, PE13 1DB Cambridgeshire County

Sale Date: 04/05/1988 Bldg Type: RetailStorefront

Sale Price: Year Built/Age:

NĬA: 1,235 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

2400510 Sale Conditions: -Comp ID:

Research Status: Confirmed



SOLD 36 4 High St

Wisbech, PE13 1DB Cambridgeshire County

Sale Date: 17/09/1987 Bldg Type: Retail Year Built/Age: Sale Price: Price/SF: NIA: 1,654 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2418964 Sale Conditions: -



37 4 High St SOLD

Wisbech, PE13 1DB Cambridgeshire County

Sale Date: 13/11/1966 Bldg Type: Retail Year Built/Age: Sale Price: -NIA: 1,654 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 2419146 ch Status: Confirmed Sale Conditions: -

Research Status:

SOLD 4 High St

Wisbech, PE13 1DB Cambridgeshire County

Bldg Type: Retail Sale Date: 19/05/1993 Sale Price: Year Built/Age:

Price/SF: -NIA: 1,654 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2370073 Sale Conditions: -

Research Status: Confirmed

39 7-8 High St SOLD

Wisbech, PE13 1DB Cambridgeshire County

Sale Date: 21/03/1991 Bldg Type: RetailStorefront

Sale Price: Year Built/Age:

Price/SF: -NIA: 3,454 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2344885 Sale Conditions: -

Research Status: Confirmed

SOLD 9-10 High St

Wisbech, PE13 1DB Cambridgeshire County

Sale Date: 10/11/2011 Bldg Type: Retail Sale Price: £300,000 - Confirmed Year Built/Age:

Price/SF: £54.35 NIA: 5,520 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2506418 Sale Conditions: Auction Sale

Research Status: Confirmed

41 SOLD 22-24 High St

Chatteris, PE16 6BG Cambridgeshire County

Sale Date: 07/11/1990 Bldg Type: Retail

Sale Price: Year Built/Age:

NĬA: 1,677 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 2484103 Sale Conditions: -

Research Status: Confirmed

42 SOLD 25 High St

Wisbech, PE13 1DE Cambridgeshire County

Sale Date: 30/09/1986 Bldg Type: RetailStorefront Year Built/Age: Built 1910 Age: 76 Sale Price: -

Price/SF: NIA: 4,039 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2382399 Sale Conditions: -







43 28 High St SOLD

Wisbech, PE13 1DE Cambridgeshire County

Sale Date: 31/03/1985 Bldg Type: Retail Sale Price: -Year Built/Age: NIA: 2,519 SF Price/SF:

Reversionary Yield: -

Net Initial Yield:

Sale Conditions: -

Comp ID: 2370093 Research Status: Confirmed

44 28 High St SOLD

Cambridgeshire County Wisbech, PE13 1DE

Bldg Type: Retail Sale Date: 19/05/1998 Sale Price: Year Built/Age:

Price/SF: -NIA: 2,519 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2340987 Sale Conditions: -

Research Status: Confirmed

45 30-30A High St SOLD

Chatteris, PE16 6BG Cambridgeshire County

Sale Date: 10/02/1992 Bldg Type: RetailStorefront

Sale Price: Year Built/Age:

Price/SF: -NIA: 466 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2449681 Sale Conditions: -

Research Status: Confirmed

SOLD 46 32 High St

Chatteris, PE16 6BG Cambridgeshire County

Bldg Type: RetailStorefront Retail/Residential Sale Date: 27/03/2017 (17 days on mkt)

Sale Price: £238,000 Year Built/Age: Built 1920 Age: 97 Price/SF: £348.46 NIA: 683 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3905051 Sale Conditions: -

Research Status: Public Record

47 SOLD 34 High St

Chatteris, PE16 6BG Cambridgeshire County

Sale Date: 01/10/2007 Bldg Type: RetailStorefront Sale Price: Year Built/Age: Built 1905 Age: 102

Price/SF: NIA: 987 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2358346 Sale Conditions: -

Research Status: Confirmed

48 SOLD 45 High St

Chatteris, PE16 6BH Cambridgeshire County

Sale Date: 19/11/2014 (197 days on mkt) Bldg Type: Retail

Sale Price: £72,650 - Confirmed Year Built/Age: Built 1911 Age: 102

Price/SF: £110.24 NIA: 659 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3255927 Sale Conditions: -







49 56 High St SOLD

March, PE15 9JY Cambridgeshire County

Sale Date: 01/07/2011 Bldg Type: RetailStorefront Year Built/Age: Built 1897 Age: 113 Sale Price: £125,000 - Confirmed

Price/SF: £62.07 NIA: 2,014 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2379636 Research Status: Confirmed Sale Conditions: -

50 62 High St SOLD

Cambridgeshire County March, PE15 9LF

Sale Date: 01/03/2015 (213 days on mkt) Bldg Type: Retail

Sale Price: £95,000 - Confirmed Year Built/Age: Built 1957 Renov 2009 Age: 57

Price/SF: £36.41 NIA: 2,609 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3271238 Sale Conditions: -

Research Status: Confirmed

51 90 High St SOLD

March, PE15 9LQ Cambridgeshire County

Sale Date: 01/03/1986 Bldg Type: Retail Sale Price: Year Built/Age: Price/SF: NIA: 3,300 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2348484 Sale Conditions: -

Research Status: Confirmed

52 The Causeway Centre, Unit 1-3 - 1-4 High Causeway

Unit Type: 2,136 SF Retail Unit Sale Date: 08/12/2017 (939 days on mkt) Sale Price: Year Built/Age: Built 1964 Age: 53

Price/SF: NIA: 2,136 SF

Reversionary Yield: -Net Initial Yield: -

Peterborough, PE7 1AU

Comp ID: 4074781 Sale Conditions: -

Research Status: Public Record

SOLD 21 High Causeway (Part of Portfolio)

Cambridgeshire County

Cambridgeshire County

Peterborough, PE7 1AJ Cambridgeshire County

Sale Date: 04/08/2014 Bldg Type: RetailSupermarket Sale Price: £2,011,954 - Allocated Year Built/Age: Built 1975 Age: 39 NIA: 17,794 SF

Price/SF: £113.07

Reversionary Yield: -Net Initial Yield: 10.00% Comp ID: 3232842

Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated

21 High Causeway (Part of Portfolio)

Sale Date: 04/02/2016 (153 days on mkt) Bldg Type: RetailSupermarket Sale Price: £1,437,353 - Allocated Year Built/Age: Built 1975 Age: 41

Price/SF: £80.78 NIA: 17,794 SF

Reversionary Yield: -Net Initial Yield: -

Peterborough, PE7 1AJ

Comp ID: 3529437 Sale Conditions: Bulk/Portfolio Sale

Research Status: Allocated









SOLD





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06/08/2019

55 18 High Street SOLD

Wisbech, PE13 1DB Cambridgeshire County

Sale Date: 01/11/2014 (718 days on mkt) Bldg Type: Retail Sale Price: £67,500 - Confirmed Price/SF: £57.15 Year Built/Age: NIA: 1,181 SF

Reversionary Yield: -

Net Initial Yield:

Comp ID: 3284534 Sale Conditions: -

Research Status: Confirmed

56 72 High Street SOLD

Cambridgeshire County March, PE15 9LD

Bldg Type: RetailStorefront Retail/Residential Sale Date: 20/11/2018 (195 days on mkt)

Sale Price: £359,000 Year Built/Age: Built 1890 Age: 128

Price/SF: £236.96 NIA: 1,515 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 4597359 Sale Conditions: -

Research Status: Research Complete

4 Hill St SOLD 57

Wisbech, PE13 1BA Cambridgeshire County Sale Date: 01/10/2014 (373 days on mkt) Bldg Type: Retail

Year Built/Age: Built 1880 Age: 134 Sale Price: £82,000 - Confirmed

Price/SF: £57.99 NIA: 1,414 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3284537 Sale Conditions: -

Research Status: Confirmed

SOLD 58 11 Hill St

Wisbech, PE13 1BA Cambridgeshire County

Bldg Type: RetailStorefront Retail/Office Sale Date: 10/11/2017 (282 days on mkt)

Sale Price: £75,000 - Confirmed Year Built/Age: Built 1830 Age: 187 Price/SF: £69.96 NIA: 1,072 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4067373 Sale Conditions: -

Research Status: Confirmed

59 The Bell Inn - Kirkgate St SOLD

Wisbech, PE13 3QR Cambridgeshire County

Sale Date: 07/09/2009 Bldg Type: RetailBar

Sale Price: £500,000 - Confirmed Year Built/Age: Built 1974 Age: 34

Price/SF: £116.28 NIA: 4,300 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2321245 Sale Conditions: -

Research Status: Confirmed

60 7-8 Little Church St SOLD

Wisbech, PE13 1BG Cambridgeshire County

Sale Date: 03/09/2018 (356 days on mkt) Bldg Type: RetailStorefront Retail/Residential Year Built/Age: Built 1902 Age: 116

Sale Price: Price/SF: NIA: 575 SF

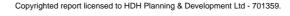
Reversionary Yield: -Net Initial Yield:

Comp ID: 4499910 Sale Conditions: -

Research Status: Research Complete







The Black Hart - Main Rd SOLD

Wisbech, PE13 4AX Cambridgeshire County

Sale Date: 01/06/2013 (432 days on mkt) Bldg Type: Retail

Sale Price: -Year Built/Age: Built 1930 Age: 83

Price/SF: NIA: 1,819 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2784198 Sale Conditions: -

Research Status: Research Complete

26 March St SOLD

Cambridgeshire County March, PE15 0RN

Sale Date: 22/03/1989 Bldg Type: Retail Sale Price: Year Built/Age:

Price/SF: -NIA: 2,275 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2446790 Sale Conditions: -

Research Status: Confirmed

22 Market HI SOLD

Chatteris, PE16 6BA Cambridgeshire County

Sale Date: 27/03/2000 Bldg Type: RetailStorefront

Sale Price: Year Built/Age:

Price/SF: -NIA: 715 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2477780 Sale Conditions: -

Research Status: Confirmed

SOLD Horsefair Shopping Centre - Market Pl

Wisbech, PE13 1AR Cambridgeshire County

Bldg Type: RetailStorefront Sale Date: 01/08/2011 Sale Price: £15,340,000 - Confirmed Year Built/Age: Built 1989 Age: 22

Price/SF: £163.17 NIA: 94,012 SF

Reversionary Yield:

Net Initial Yield: 8.00% Comp ID: 2329022 Sale Conditions: -

Research Status: Confirmed

Horsefair Shopping Centre - Market Pl SOLD

Wisbech, PE13 1AR Cambridgeshire County

Sale Date: 19/04/2003 Bldg Type: RetailStorefront Sale Price: £11,750,000 - Confirmed Year Built/Age: Built 1989 Age: 14

Price/SF: £124.98 NIA: 94,012 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2336346 Sale Conditions: -

Research Status: Confirmed

SOLD The Exchange - Market Pl

March, PE15 9JF Cambridgeshire County

Sale Date: 27/03/2013 (954 days on mkt) Bldg Type: RetailBar Sale Price: £135,000 Year Built/Age: Price/SF: £100.97 NIA: 1,337 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2712794 Sale Conditions: -

Research Status: Research Complete





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67 Horsefair Shopping Centre - Market Pl

Wisbech, PE13 1AR Cambridgeshire County

Sale Date: 31/03/1985 Bldg Type: RetailStorefront
Sale Price: - Year Built/Age: Built 1989
Price/SF: - NIA: 94,012 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2363137 Sale Conditions: -

Comp ID: 2363137 Research Status: Confirmed



Horsefair Shopping Centre - Market Pl

SOLD

SOLD

Wisbech, PE13 1AR Cambridgeshire County

Sale Date: 16/10/1992 Bldg Type: RetailStorefront
Sale Price: - Year Built/Age: Built 1989 Age: 3
Price/SF: - NIA: 94,012 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2480730 Sale Conditions: -

Research Status: Confirmed



69 2 Market Pl SOLD

Wisbech, PE13 1DT Cambridgeshire County

Sale Date: 01/12/2016 (128 days on mkt) Bldg Type: Retail

Sale Price: - Year Built/Age: Built 1985 Age: 31

Price/SF: - NIA: 1,928 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 3815722 Sale Conditions: -

Research Status:



70 5 Market Pl SOLD

Wisbech, PE13 1DT Cambridgeshire County

Sale Date: 01/07/2015 (15 days on mkt) Bldg Type: RetailStorefront Sale Price: - Built 1910 Age: 105

Price/SF: - NÏA: 4,171 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 3342813 Sale Conditions: -

Research Status: Research Complete



71 Multi-Property Sale - 13 Market Pl (Part of Multi-Property)

SOLD

Wisbech, PE13 1EX Cambridgeshire County

Sale Date: 01/05/2016 (227 days on mkt) Bldg Type: Retail

Sale Price: £218,082 - Year Built/Age: Built 1880 Age: 136

Price/SF: £122.52 NIA: 1,780 SF

Reversionary Yield: - Net Initial Yield: -

Comp ID: 3618780 Sale Conditions: -

Research Status:



72 14 Market Pl SOLD

Wisbech, PE13 1DY Cambridgeshire County

 Sale Date:
 31/05/1986
 Bldg Type:
 Retail

 Sale Price:
 Year Built/Age:

 Price/SF:
 NIA:
 1,618 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2373771 Sale Conditions: -



73 14 Market Pl SOLD

Wisbech, PE13 1DY Cambridgeshire County

Sale Date: 10/09/1996 Bldg Type: Retail Sale Price: -Year Built/Age:

NIA: 1,618 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 2347493 Sale Conditions: -

Research Status: Confirmed

SOLD 74 28-30 Market Pl

Cambridgeshire County March, PE15 9JF

Bldg Type: RetailStorefront Retail/Residential Sale Date: 01/08/2017 (8 days on mkt)

Sale Price: Year Built/Age: Built 1900 Age: 117

Price/SF: -NIA: 919 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4141147 Sale Conditions: -

Research Status: Public Record

75 32 Market Pl

Wisbech, PE13 1DP Cambridgeshire County

Bldg Type: RetailStorefront Sale Date: 21/08/2003 Sale Price: Year Built/Age: Built 1701 Age: 302

Price/SF: -NIA: 1,328 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 4399098 Sale Conditions: -

Research Status: Research Complete

76 35 Market Pl SOLD

Wisbech, PE13 1DP Cambridgeshire County

Sale Date: 24/03/1999 Bldg Type: RetailStorefront

Sale Price: Year Built/Age: Price/SF: NIA: 2,170 SF

Reversionary Yield: -

Net Initial Yield: -

Comp ID: 2413709 Sale Conditions: -Research Status: Confirmed

36-37 Market Pl

Wisbech, PE13 1DP Cambridgeshire County

Sale Date: 06/07/2015 (12 days on mkt) Bldg Type: Retail

Sale Price: £595,000 - Confirmed Year Built/Age: NIA: 5,692 SF Price/SF: £104.53

Reversionary Yield: -Net Initial Yield: 9.33%

Comp ID: 3342696 Sale Conditions: Auction Sale

Research Status: Confirmed

SOLD 78 38 Market Pl

Wisbech, PE13 1DP Cambridgeshire County

Sale Date: 08/07/1999 Bldg Type: Retail Year Built/Age: Sale Price: -Price/SF: NIA: 1,913 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2405859 Sale Conditions: -











79 38 Market Pl SOLD

Wisbech, PE13 1DP Cambridgeshire County

Sale Date: 16/08/1986 Bldg Type: Retail Sale Price: -Year Built/Age: NIA: 1,913 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 2373940 Research Status: Confirmed Sale Conditions: -

80 38 Market Pl SOLD

Wisbech, PE13 1DP Cambridgeshire County

Bldg Type: Retail Sale Date: 22/02/1992 Sale Price: Year Built/Age:

Price/SF: -NIA: 1,913 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2356902 Sale Conditions: -

Research Status: Confirmed

44 Market Pl SOLD

Wisbech, PE13 1DP Cambridgeshire County

Sale Date: 01/03/2016 (165 days on mkt) Bldg Type: Retail Year Built/Age: Built 1905 Age: 111 Sale Price: £150,000 - Confirmed

Price/SF: £93.93 NIA: 1,597 SF

Reversionary Yield: -Net Initial Yield: 13.00%

Comp ID: 3577731 Sale Conditions: -

Research Status: Confirmed

SOLD 82 46 Market Pl

Wisbech, PE13 1DP Cambridgeshire County

Sale Date: 24/05/2018 (64 days on mkt) Bldg Type: Retail

Sale Price: Year Built/Age: Built 1850 Age: 168 Price/SF: NIA: 2,173 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4322873 Sale Conditions: Auction Sale

Research Status: Research Complete

83 47-47A Market Pl

Wisbech, PE13 1DP Cambridgeshire County

Sale Date: 07/12/1999 Bldg Type: RetailStorefront

Sale Price: Year Built/Age:

Price/SF: NIA: 1,135 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2417825 Sale Conditions: -

Research Status: Confirmed

48-49 Market Pl

Wisbech, PE13 1DP Cambridgeshire County

Sale Date: 31/05/1995 Bldg Type: Retail Year Built/Age: Sale Price: -Price/SF: NIA: 3.695 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 2416176

















85 50 Market Pl SOLD

Wisbech, PE13 1DP Cambridgeshire County

Sale Date: 12/04/2012 Bldg Type: RetailStorefront

Sale Price: £59,000 - Confirmed Price/SF: £46.94 Year Built/Age:

NIA: 1,257 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2424505 Sale Conditions: -

Research Status: Confirmed

1 Market St SOLD

Cambridgeshire County whittlesey, PE7 1AB

Bldg Type: RetailStorefront Sale Date: 11/12/2017 (173 days on mkt) Sale Price: £200,000 - Confirmed Year Built/Age: Built 1962 Age: 55

Price/SF: £94.34 NIA: 2,120 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4168292 Sale Conditions: -

Research Status: Confirmed

Multi-Property Sale - 1-2 Market St (Part of Multi-Property)

Wisbech, PE13 1EX Cambridgeshire County

Sale Date: 01/05/2016 (227 days on mkt) Bldg Type: RetailStorefront Sale Price: £176,917 - Price/SF: £122.52 Year Built/Age: Built 1935 Age: 80

NIA: 1,444 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 3618780 Sale Conditions: -

Research Status:

88 2 Market St SOLD

Whittlesey, PE7 1BE Cambridgeshire County

Bldg Type: RetailBank Sale Date: 22/10/2014 (6 days on mkt) Sale Price: £270,000 - Confirmed Year Built/Age: Built 1789 Age: 225

Price/SF: £176.24 NIA: 1,532 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3152160 Sale Conditions: -

Research Status: Confirmed

89 SOLD 10 Market St

Wisbech, PE13 1EX Cambridgeshire County

Sale Date: 07/03/2017 (372 days on mkt) Bldg Type: Retail

Sale Price: £125,000 - Confirmed Year Built/Age: Built 1850 Age: 167

Price/SF: £98.66 NIA: 1,267 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3849766 Sale Conditions: -

Research Status: Confirmed

SOLD 90 10 Market St

Wisbech, PE13 1EX Cambridgeshire County

Sale Date: 31/03/2011 Bldg Type: Retail

Sale Price: £95,000 - Confirmed Year Built/Age: Built 1850 Age: 161

Price/SF: £74.98 NIA: 1,267 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2374355 Sale Conditions: -

Research Status: Confirmed





91 B&M Stores - 2 Martin Ave SOLD

March, PE15 0AX Cambridgeshire County

Sale Date: 26/09/2018 Bldg Type: RetailFreestanding Sale Price: £2,625,000 - Full Value Year Built/Age: Built 1990 Age: 28

Price/SF: £103.44

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4637309 Research Status: Full Value Sale Conditions: -

92 B&M Stores - 2 Martin Ave SOLD

NIA: 25,376 SF

Cambridgeshire County March, PE15 0AX

Sale Date: 24/01/2019 (207 days on mkt) Bldg Type: RetailFreestanding Sale Price: £2,625,000 - Full Value Year Built/Age: Built 1990 Age: 29 Price/SF: £103.44 NIA: 25,376 SF

Reversionary Yield: -

Net Initial Yield: 5.55% Comp ID: 4650975 Sale Conditions: -

Research Status: Full Value

93 Sainsburys - Mill Vw SOLD

March, PE15 8SY Cambridgeshire County

Bldg Type: RetailSupermarket Sale Date: 08/08/2013 Sale Price: £11,550,000 - Confirmed Year Built/Age: Built 1995 Age: 18

Price/SF: £354.02 NIA: 32,625 SF

Reversionary Yield: -Net Initial Yield: 4.80%

Comp ID: 2830197 Sale Conditions: -

Research Status: Confirmed

5 Norfolk St SOLD

Wisbech, PE13 2LD Cambridgeshire County

Sale Date: 22/04/2010 Bldg Type: RetailStorefront Retail/Residential

Sale Price: £53,000 - Confirmed Year Built/Age:

Price/SF: £123.54 NIA: 429 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2328104 Sale Conditions: -

Research Status: Confirmed

Multi-Property Sale - 19 Norfolk St (Part of Multi-Property)

Wisbech, PE13 2LF Cambridgeshire County

Sale Date: 08/08/2017 Bldg Type: RetailStorefront Retail/Residential

Sale Price: £128,439 - Public Record Year Built/Age: Built 1900 Age: 117 Price/SF: £141.61 NIA: 907 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 4052463 Sale Conditions: -

Research Status: Public Record

Multi-Property Sale - 20-21 Norfolk St (Part of Multi-Property)

Wisbech, PE13 2LF Cambridgeshire County

Sale Date: 08/08/2017 Bldg Type: RetailStorefront Sale Price: £66,560 - Public Record Year Built/Age: Built 1910 Age: 107

Price/SF: £141.62 NIA: 470 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4052463 Sale Conditions: -

Research Status: Public Record





Image Coming Soon



SOLD

97 20-21 Norfolk St SOLD

Wisbech, PE13 2LF Cambridgeshire County

Sale Date: 03/09/2018 Bldg Type: RetailStorefront Sale Price: -Year Built/Age: Built 1910 Age: 108

Price/SF: NIA: 470 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4572034 Sale Conditions: -

Research Status: Unconfirmed

SOLD 98 Norfolk St

Cambridgeshire County Wisbech, PE13 2LD

Bldg Type: RetailDrug Store Sale Date: 29/06/2017 (189 days on mkt) Sale Price: £85,000 - Confirmed Year Built/Age: Built 1900 Age: 117

Price/SF: £39.48 NIA: 2,153 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3967364 Sale Conditions: Auction Sale

Research Status: Confirmed

107 Norfolk St 99 SOLD

Wisbech, PE13 2LD Cambridgeshire County

Sale Date: 29/03/1990 Bldg Type: Retail Sale Price: Year Built/Age: Price/SF: -NIA: 2,368 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2391839 Sale Conditions: -

Research Status: Confirmed

SOLD 100 108 Norfolk St

Wisbech, PE13 2LD Cambridgeshire County

Sale Date: 11/10/1994 Bldg Type: Retail Sale Price: Year Built/Age: Price/SF: NIA: 1,003 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2366388 Sale Conditions: -Research Status: Confirmed

101 9A North St

Wisbech, PE13 1NU Cambridgeshire County

Sale Date: 28/07/2016 (37 days on mkt) Bldg Type: RetailStorefront Sale Price: £14,300 - Confirmed Year Built/Age: Built 1800 Age: 216

Price/SF: £110.85 NIA: 129 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3684122 Sale Conditions: -

Research Status: Confirmed

102 SOLD 9A North St

Wisbech, PE13 1NU Cambridgeshire County

Sale Date: 06/01/2012 Bldg Type: RetailStorefront Sale Price: £3,000 - Confirmed Year Built/Age: Built 1800 Age: 212

Price/SF: £23.26 NIA: 129 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2442789 Sale Conditions: -

Research Status: Confirmed











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06/08/2019

103 3 North Brink SOLD

Wisbech, PE13 1JT Cambridgeshire County

Sale Date: 05/12/2016 (23 days on mkt) Bldg Type: RetailBank Sale Price: £365,000 - Confirmed Price/SF: £92.06 Year Built/Age: Built 1928 Age: 88

NIA: 3,965 SF

Reversionary Yield: -

Net Initial Yield: 5.00%

Comp ID: 3780332 Sale Conditions: Auction Sale

Research Status: Confirmed

104 Carpenters Arms - 1 North Green

Cambridgeshire County Peterborough, PE7 2BQ

Bldg Type: Retail Sale Date: 01/05/2011

Year Built/Age: Built 1988 Age: 23 Sale Price: £150,000 - Confirmed

Price/SF: £47.73 NIA: 3,143 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 2416679

Research Status: Confirmed

Carpenters Arms - 1 North Green 105

Peterborough, PE7 2BQ Cambridgeshire County

Sale Date: 06/11/2013 (188 days on mkt) Bldg Type: Retail

Year Built/Age: Built 1988 Age: 25 Sale Price: £120,000 - Confirmed

Price/SF: £38.18 NIA: 3,143 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2896319 Sale Conditions: -

Research Status: Confirmed

106 32-34 Norwich Rd SOLD

Wisbech, PE13 2LE Cambridgeshire County

Sale Date: 11/10/1994 Bldg Type: Retail Sale Price: Year Built/Age:

Price/SF: NIA: 1,056 SF

Reversionary Yield: -Net Initial Yield: -

107

108

Comp ID: 2366416 Sale Conditions: -

Research Status: Confirmed

Black Bear Inn - Old Lynn Rd

Black Bear Inn - Old Lynn Rd

Wisbech, PE13 3SB Cambridgeshire County

Sale Date: 23/11/2001 Bldg Type: RetailBar Sale Price: £100,000 - Confirmed Year Built/Age: Built 1965 Age: 36

Price/SF: £29.07 NIA: 3,440 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2369220 Sale Conditions: -

Research Status: Confirmed

Wisbech, PE13 3SB Cambridgeshire County

Sale Date: 26/11/2001 Bldg Type: RetailBar

Year Built/Age: Built 1965 Age: 36 Sale Price: -

Price/SF: NIA: 3,440 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2369236 Sale Conditions: -

Research Status: Confirmed











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06/08/2019

109 Oldfield Ln SOLD

Wisbech, PE13 2HH Cambridgeshire County

Sale Date: 14/07/2009 Bldg Type: Retail Sale Price: £917,000 - Confirmed Price/SF: £96.26 Year Built/Age:

NIA: 9,526 SF

Reversionary Yield: -

Net Initial Yield: 7.00%

Comp ID: 2340130 Research Status: Confirmed Sale Conditions: -

110 3-5 Queen St

Cambridgeshire County Whittlesey, PE7 1AY

Sale Date: 11/01/2016 Bldg Type: RetailRestaurant Year Built/Age: Built 1962 Age: 54 Sale Price:

Price/SF: -NIA: 1,651 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3519822 Sale Conditions: -

Research Status: Research Complete

6 Queen St SOLD 111

Peterborough, PE7 1AY Cambridgeshire County

Sale Date: 15/10/1997 Bldg Type: RetailBank Sale Price: £151,000 - Confirmed Year Built/Age: Built 1962 Age: 35

Price/SF: £105.82 NIA: 1,427 SF

Reversionary Yield: -Net Initial Yield: 8.70%

Comp ID: 2326040 Sale Conditions: -

Research Status: Confirmed

Units B-D - Belgrave Retail Park - Sandown Rd (Part of Multi-Property)

Wisbech, PE14 0SL Cambridgeshire County

Bldg Type: RetailStorefront Sale Date: 01/05/2015 Sale Price: £4,054,094 - Research Comp Year Built/Age: Built 2000 Age: 15

Price/SF: £156.44 NIA: 25,914 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3352834 Sale Conditions: -

Research Status: Research Complete

Unit A - Belgrave Retail Park - Sandown Rd (Part of Multi-Property) 113

Wisbech, PE14 0SL Cambridgeshire County

Sale Date: 01/05/2015 Bldg Type: RetailFreestanding Sale Price: £3,914,911 - Research Comp Year Built/Age: Built 2000 Age: 15

Price/SF: £154.83 NIA: 25,285 SF

Reversionary Yield: -Net Initial Yield:

3352834 Sale Conditions: -Comp ID:

Research Complete Research Status:

114 Unit 1A - Belgrave Retail Park - Sandown Rd (Part of Multi-Property)

Wisbech, PE14 0SL Cambridgeshire County

Sale Date: 01/05/2015 Bldg Type: RetailFreestanding Sale Price: £530,993 - Research Comple Year Built/Age: Built 2000 Age: 15

Price/SF: £105.21 NIA: 5.047 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3352834 Sale Conditions: -

Research Status: Research Complete











SOLD

SOLD



115 The Vine - 4 South Grn SOLD

Peterborough, PE7 2BJ Cambridgeshire County

Sale Date: 18/07/2013 (401 days on mkt) Bldg Type: RetailBar Sale Price: £245,000 - Confirmed Year Built/Age: Built 1922 Age: 91

Price/SF: £58.42 NIA: 4,194 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2809679 Sale Conditions: -

Research Status: Confirmed

116 Bricklayers Arms - 9 Station Rd

Cambridgeshire County Peterborough, PE7 1UA

Sale Date: 15/02/2015 (66 days on mkt) Bldg Type: Retail

Year Built/Age: Built 1880 Age: 135 Sale Price: £375,000

Price/SF: £124.58 NIA: 3,010 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3260895 Sale Conditions: -

Research Status: Research Complete

Multi-Property Sale - 10 Union St (Part of Multi-Property)

Wisbech, PE13 1DJ Cambridgeshire County

Sale Date: 30/10/2018 (1,261 days on mkt) Bldg Type: Retail

Year Built/Age: Built 1880 Age: 138 Sale Price:

Price/SF: -NIA: 2,090 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 4560898 Sale Conditions: -

Research Status: Research Complete

SOLD 17-19 Walton Rd

Wisbech, PE13 3EN Cambridgeshire County

Sale Date: 09/07/2014 (23 days on mkt) Bldg Type: Retail Sale Price: Year Built/Age:

Price/SF: NIA: 1,652 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3092868 Sale Conditions: -

Research Status: Research Complete

119 50 West St

Wisbech, PE13 2LY Cambridgeshire County

Sale Date: 01/01/2015 (225 days on mkt) Bldg Type: Retail

Sale Price: £31,000 - Confirmed Year Built/Age: Built 1930 Age: 85

Price/SF: £43.60 NIA: 711 SF

Reversionary Yield: -Net Initial Yield:

3284543 Sale Conditions: -Comp ID:

Confirmed Research Status:

120 Unit 1-4 - Meadowlands Retail Park - Wisbech Rd (Part of Multi-Property)

March, PE15 8HA Cambridgeshire County

Sale Date: 31/01/2014 (133 days on mkt) Bldg Type: RetailStorefront Sale Price: £2,325,008 - Research Comp Year Built/Age: Built 2009 Age: 5

Price/SF: £109.38 NIA: 21,256 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2949377 Sale Conditions: -

Research Status: Research Complete



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121 Original Factory Shop - Wisbech Rd (Part of Multi-Property)

SOLD

March, PE15 8HA Cambridgeshire County

Sale Date: 31/01/2014 (133 days on mkt) Bldg Type: RetailStorefront Sale Price: £774,991 - Research Comple Year Built/Age: Built 2009 Age: 5
Price/SF: £79.57 NIA: 9,740 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2949377 Sale Conditions: -

Research Status: Research Complete



122 23 Wisbech Rd

SOLD

March, PE15 8ED Cambridgeshire County

Sale Date: 22/07/2014 (116 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Year Built/Age: Built 1910 Age: 104 Sale Price: £65,000

Price/SF: £63.05 NIA: 1,031 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3074590 Sale Conditions: -

Research Status: Research Complete



10 York Row 123 SOLD

Wisbech, PE13 1EB Cambridgeshire County

Sale Date: 08/07/2002 Bldg Type: RetailStorefront

Sale Price: Year Built/Age:

Price/SF: -NIA: 919 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2477410 Sale Conditions: -



Appendix 9 – Land Registry Development Land Data

Planning Ref	Site	Date approved	Brief Description	ha	All Units	Aff	Aff %	s106 (£)	Price Paid	£/ha	£/unit	LR Title	Date Sold	Price Paid
F/YR17/1217 /F	Land North Of Orchard House, High Road, Wisbech St Mary	11.04.2019	Erection of 76 dwellings: comprising 29 x 2-storey 4-bed, 6 x 3-storey 4-bed, 29 x 2-storey 3-bed and 2 x blocks of flats (4 x 1-bed and 8 x 2-bed) with associated garages, parking, play area and landscaping involving the formation of a new access road.	3.82	76	0	0.00%	£27,600	£1,450,000	£379,581	£19,079	CB345875	14.9.2018	£1,450,000
F/YR17/0616 /F	Site Of Former Gas Distribution Centre, Gas Road, March	05.10.2018	Erection of 19 dwellings comprising 1 singlestorey 2-bed; 5 x 2-storey 2-bed; 5 x 3-storey 3-bed and 8 flats; comprising a 3-storey apartment block consisting of 6 x 2-bed flats and 2 x 1-bed flats; and a cycle store, bin store and parking area	0.45	19	0	0.00%	£25,000	£100,000	£222,222	£5,263	CB240418	18.12.2015	£100,000 plus £20,000 VAT
F/YR17/0252 /F	Bricklayers Arms, 9 Station Road, Whittlesey	14.09.2017	Erection of a block of flats (maximum 3-storey) comprising of 14 x 1-bed and 19 x 2-bed and refuse store involving the demolition of existing building within a Conservation Area	0.31	33	0	0.00%	£0	£475,000	£1,532,258	£14,394	CB147924	16.12.2016	£475,000, plus VAT of £95,000
F/YR17/0283 /RM	Land North West Of 162, Coates Road, Coates, Whittlesey	29.06.2017	Reserved Matters application relating to detailed matters of scale, appearance, layout and landscaping pursuant to outline permission	0.87	12	3	25.00%	£21,579	£160,000	£183,908	£13,333	CB425844	10.07.2017	£160,000



F/YR16/0576 /RM	Land East Of Askham House, 13 Benwick Road, Doddington	08.12.2016	F/YR13/0360/O for the erection of 12 x 2/3 storey dwellings comprising of 3 x 3-bed, 6 x 4-bed, 2 x 5-bed and 1 x 6-bed with garages Reserved Matters application relating to the detailed matters of access, appearance, landscaping, layout and scale pursuant to outline permission F/YR15/0077/O for the erection of 10 x 2-storey 5-bed dwellings with garages (Plots 1 and 10 only garage/car port	1.477	10	3	30.00%	£25,200	£100,000	£67,705	£10,000	CB314745	3.11.2006	£100,000
F/YR17/0406 /F	Land West Of 17-37, Wood Street, Doddington	26.10.2018	with store above) Erection of 28 x single- storey dwellings with associated garages and parking, comprising of: 11 x 2-bed and 17 x 3- bed, and landscaping and surface water drainage reservoir	1.77	28	0	0.00%	£292,310	£400,996	£226,551	£14,321	CB439499	19.12.2018	£400,996
F/YR15/0907 /F	Land West Of Cedar Way Accessed From Grove Gardens, Elm	17.05.2016	Erection of 11no 2- storey 4-bed dwellings with garages	0.87	11	0	0.00%	£36,026	£2,700	£3,103	£245	CB111837	20.3.2019	£2,700
F/YR18/0320 /F	Land East Of Llanca, Huntingdon Road, Chatteris	20.03.2019	Erection of 27 x 2-storey dwellings comprising of: 15 x 2-bed, 8 x 3-bed and 4 x 4-bed with associated parking and landscaping	0.8	27	0	0.00%	£78,595	Unclear			CB111837		
F/YR17/1172 /F	Land West Of Teachers Close, Manea	16.04.2018	Erection of 18 x 1-bed supported living residential units (comprising of: 1 x 3-storey block of 15 x flats and a terrace of 3 x	0.2	18	0	0.00%	£0	£400,000	£2,000,000	£22,222	CB437397	5.10.2018	£400,000 inclusive of VAT



			single-storey dwellings), erection of a scooter store and bin store and the erection of a 1.5m high (max height) wall and railings to front boundary											
F/YR16/0372 /F	Former Pilgrims Of March, Dartford Road, March	25.01.2017	Erection of 57 dwellings with garages comprising; 34 x 2-storey 4-bed, 5 x 2-storey 3-bed, 7 x single-storey 3-bed and 11 x single-storey 2-bed with public open space incorporating balancing pond and water pumping station	3.6	57	0	0.00%	£250,000	£840,000	£233,333	£14,737	CB392225	14.7.2014	£840,000
F/YR13/0833 /F	Land South East Of Orchard Lodge, Jobs Lane, March	27.03.2015	Erection of 26 dwellings comprising of: 14 x single-storey 1-bed, 8 x single-storey 2-bed with detached garages, 2 x single-storey 2-bed with attached garages, 1 x 2-storey 2-bed with integral garage and 1 x 2-storey 3-bed with integral garage	1.13	26	0	0.00%	£38,142	Built Out					
F/YR10/0243 / EXTIME	Land South West Of Queen Street Close, March	29.06.2010	Erection of 17 dwellings comprising; 3 x 1-bed and 3 x 2-bed flats, 6 x 3-bed semi-detached houses, 2 x 4-bed semi-detached houses with integral single garage, 1 x 3-bed detached house and 2 x 4-bed detached houses with integral single garages involving demolition of existing buildings (renewal of planning permission F/YR06/0706/F)	0.3153	17	0	0.00%	£47,900	£270,000	£856,327	£15,882	CB228568	10.2.2010	£270,000



F/YR15/0290 /F	Site Of Former Kingswood Park Residential Home, Kingswood Road, March	28.09.2016	Erection of 20 x 2-storey dwellings comprising of 11 x 4-bed with detached garages and 9 x 4-bed with MIP annexes and integral garages	0.8	20	1	5.00%	£17,600	£415,000	£518,750	£20,750	CB393010	4.8.2014	£415,000
F/YR14/0886 /RM	Land East Of Davern Workwear, Elliott Road, March	15.01.2015	Erection of 6 x 3-storey, 3-bed dwellings with balcony to front and integral garage and 4 x 3-storey, 2-bed dwellings	0.16	10	0	0.00%	£0	£325,000	£2,031,250	£32,500	CB352487	31.3.2008	£325,000
F/YR13/0724 /F	Land West Of Old Council Depot, Gaul Road, March	17.02.2015	Erection of 22 dwellings: 2 x 2-storey block of flats comprising of 10 x 1-bed dwellings, and erection of 1 x single-storey 2-bed, 11 x 2-storey 2-bed dwellings, including sheds, refuse store and cycle store involving demolition of existing care home (retrospective) and works to western footpath of Kingswood Road	0.98	22	22	100.00%	£0	£1,162,306	£1,186,027	£52,832	CB254176	9.6.2017	£1,162,306
F/YR14/0305 /RM	Land West And South Of 74 West Street, Chatteris	18.12.2014	Erection of 14 x 3-storey dwellings comprising; 3 x 5-bed with attached single garages; 4 x 5-bed with associated parking (plot 1 with detached double garage); 3 x 4-bed and 4 x 3-bed all with associated parking, involving part demolition of existing warehouse	0.48	14	0	0.00%	£77,690	£1,435,000	£2,989,583	£102,500	CB305566	30.5.2018	£1,435,000 plus £287,000 VAT.



F/YR14/0631 /F	Land At Bassenhally Farm, Eastrea Road, Whittlesey	17.02.2015	Erection of 18 dwellings comprising 2 x 3-bed; 8 x 4-bed and 8 x 5-bed dwellings with associated parking involving the demolition of the existing building	0.62	18	4	22.22%	£80,206	see above			CB106301 and CB180915	30.5.2018	see above
F/YR17/0345 /PNC01	Land north of Sorrel Avenue, Whittlesey, Cambridgeshir e	13.06.2017	Change of use from office (B1) to 12 x flats (comprising of 5 x 2-bed and 7 x 1-bed) and 2 x 1-bed houses (C3)	0.06	14	0	0.00%	£0	As above					
F/YR18/0968 /PNC01	Land North Of Snowley Park And Glenfields, Whittlesey	19.12.2018	Change of use from office (B1) to 10 x flats (C3), comprising of: 4 x 2-bed and 6 x 1-bed	0.04	10	0	0.00%	£0	no price data			CB120175		no price data
F/YR12/0555 /F	Westhaven Nursery, Peterborough Road, Whittlesey	03.06.2013	Erection of 14 dwellings comprising; 2 x 3-storey 5/6-bed, 1 x 3-storey 5-bed, 5 x 2-storey 4 bed and 6 x 2-storey 3-bed with associated garages	1.66	14	4	28.57%	£57,118	Built out					
F/YR09/0648 /F	The Bell, 35 Kirkgate Street, Wisbech	26.04.2011	Erection of 135 houses comprising of 34 x 2- bed, 48 x 3-bed and 53 x 4-bed with associated garages and parking	3.86	135	0	0.00%	£422,000	£1,290,000	£334,197	£9,556	CB277869	30.9.2003	£1,290,000
F/YR17/0591 /RM	Land North Of Kenila, Duke Street, Wisbech	12.01.2018	Reserved matters application relating to the detailed matters of appearance, landscaping, layout and scale pursuant to outline permission F/YR15/0512/O for the erection of 58 x 2-storey dwellings and 3 x single storey dwellings comprising of: 3 x 1 bed, 8 x 2-bed, 19 x 3-bed, 25 x 4-bed and 3 x 5-bed with associated garages, parking and landscaping	2.8	58	15	25.86%	£778,518	£2,150,000	£767,857	£37,069	CB289629 / CB395840 and CB432526	5.4.2018	was £2,150,000



F/YR17/0682 /F	35 North End, Wisbech	22.03.2018	Erection of 37 x single- storey dwellings comprising of 25 x 2- bed and 12 x 3-bed with associated garages involving the demolition of existing dwelling and outbuildings and formation of vehicular access	1.69	37	0	0.00%	£0	No PPD			CB270793 and several others		no price data
F/YR15/0877 /F	Fenland Park, Lerowe Road, Wisbech	18.08.2016	Erection of 93 residential dwellings with associated garages and infrastructure to form Phase 2 of Whittlesey Green	3.28	93	23	24.73%	£964,975	£722,490	£220,271	£7,769	CB388523 /CB38058 2	12.7.2013	£722,490
F/YR16/0316 /F	55 The Chase, Leverington	30.09.2016	Erection of 47 x 2-storey dwellings (Phase 2a) comprising of 6 x 1-bed apartments, 10 x 2-bed, 26 x 3-bed, 1 x 4-bed and 4 x 5-bed with garages	1.56	47	12	25.53%	£269,169	As above			as above		
F/YR17/0711 /F	Land At Sayers Field, Church Road, Wisbech St Mary	01.11.2017	Erection of 3-storey extra care housing scheme comprising 13x 2-bed and 47 x 1-bed; community facilities; offices and external works	0.937	60	0	0.00%	£0	£342,857	£365,909	£5,714	CB431280 /19014	21.03.2018	The price, other than rents, stated to have been paid on the grant of the lease was £342,857.
F/YR18/0331 /F	Phase 3 land at Bassenhally Farm, Eastrea Rd, Whittlesey	02.10.2018	Erection of 110 x dwellings comprising of: 5 x 2-storey 5-bed, 19 x 2-storey 4-bed, 73 x 2- storey 3-bed, 11 x 2- storey 2-bed and 2 x 2- bed flats with associated garages, parking and landscaping	4.3	110	27	24.55%	£1,370,863	As above			as above 25/26		



F/YR15/0636 /RM	Land North Of Snowley Park And Glenfields Whittlesey Cambridgeshir e	05.04.16	Reserved matters application relating to the detailed matters of layout, scale, appearance, and landscaping pursuant to outline permission F/YR14/0365/O (Residential development (150 dwellings max) with associated infrastructure) comprising of 144 x 2-storey dwellings 7 x 1-bed, 23 x 2-bed, 38 x 3-bed, 71 x 4-bed and 5 x 5-bed with garages and associated infrastructure)	5.61	148	36	24.32%	£265,729	£2,750,000	£490,196	£18,581	CB404169	25.6.2015	£2,750,000 plus £550,000 VAT
F/YR15/0530 /F	100 Mill Road Whittlesey Cambridgeshir e PE7 1SW	29.04.16	Erection of 12 dwellings with garages comprising; 6 x 3-bed single-storey, 4 x 3-bed 2-storey and 2 x 4-bed 2-storey, involving demolition of existing dwelling and outbuilding	0.49	12	0	0.00%	£46,595	Built out					
F/YR18/0128 /RM	Westhaven Nursery Peterborough Road Whittlesey Cambridgeshir e	16.08.16	Reserved Matters application relating to detailed matters of appearance, landscaping, layout and scale pursuant to outline permission F/YR14/0183/O - Erection of 68 x 2-storey dwellings comprising of 4 x 1-bed; 20 x 2-bed; 42 x 3-bed; 2 x 4-bed with Public Open Spaces and Play Area	2.66	68	58	85.29%	£504,640	£1,400,000	£526,316	£20,588	CB426886 /CB15180 2, CB199865 , CB151806	19.12.2017	£1,400,000 .00
F/YR18/0353 /RM	Land West Of 27 - 31 Cemetery Road Whittlesey	26.06.18	Reserved Matters application relating to detailed matters of appearance, landscaping and scale	4.7	20	0	0.00%	£100,000	Unclear					



	Cambridgeshir e		pursuant to outline permission F/YR16/0704/O for the erection 20 dwellings comprising of 5 x 2-bed 11 x 3-bed and 2 x 4-bed two storey houses and 2 x 1-bed single storey bungalows											
F/YR14/0232 /O	Land East Of 38 March Road Wimblington Cambridgeshir e	25.09.15	Erection of 80 dwellings (max)	3.6	80	0	0.00%	£65,550	No PPD			CB410085	3.2.2016	no price data
F/YR09/077 8/F	The Bell 35 Kirkgate Street Wisbech Cambridgeshir e PE13 3QS	06.04.10	Erection 14 houses comprising; 2 x 4-bed detached, 4 x 3/4-bed semi-detached, 4 x 3-bed semi-detached, 2 x 3-bed semi-detached 2 and a half-storey and 2 x 2/3-bed semi-detached with associated garages, parking, bin store and landscaping, alterations to existing accesses and demolition of existing building	0.39	14	0	0.00%	£27,500	£475,000	£1,217,949	£33,929	CB142963	1.9.2010	£475,000 plus £83,125 VAT
F/YR11/0636/ EXTIME	Land North Of Kenila Duke Street Wisbech Cambridgeshir e	28.08.12	Erection of 10 houses comprising; 4 x 2-bed semi-detached, 4 x 3-bed semi-detached and 2 x 3/4-bed semi-detached with integral car port, associated parking and landscaping including 1.8 metre high walls and close boarded fencing involving demolition of existing warehouse (renewal of planning permission F/YR08/1070/F)	0.22	10	0	0.00%	£16,000	£250,000	£1,136,364	£25,000	CB256861	8.7.2013	was £250,000.



F/YR07/0228 /F	35 North End Wisbech Cambridgeshir e PE13 1PE	12.09.07	Erection of 2 x 2-bed houses and 9 flats with balconies comprising of 1 x 3-bed, 3 x 2-bed and 5 x 1-bed with parking under, involving demolition of existing building	0.04	11	0	0.00%	£3,100	£110,000	£2,750,000	£10,000	CB311517	10.11.2016	£110,000
F/YR07/0322 /F	Fenland Park Lerowe Road Wisbech Cambridgeshir e PE13 3QL	20.01.09	Erection of 83 houses comprising; 19 x 4-bed houses, 35 x 3-bed houses 18 x 2-bed houses, 6 x 2-bed apartments and 5 x 1-bed apartments including Public Open Space involving demolition of existing football stands and buildings	1.6	83	29	34.94%	£163,425	£2,500,000	£1,562,500	£30,120	CB272976	14.9.2008	£2,500,000
F/YR12/0591 / EXTIME	55 The Chase Leverington Cambridgeshir e PE13 1RX	28.02.13	Residential Development (0.99 ha) involving demolition of existing dwelling (renewal of planning permission F/YR08/0442/O)	0.99	14	0	0.00%	£129,250	£800,000	£808,081	£57,143	CB330221	7.12.2007	£800,000
F/YR14/0951 /F	Land North And South Of Cotterell Way Wisbech	10.04.15	Erection of 70 x 2 and 3-storey dwellings comprising of 4 x 1-bed; 22 x 2-bed; 44 x 3-bed and associated works	1.74	70	10	14.29%	£177,194	Built Out					
F/YR18/0526 /F	Land West Of 114 - 116 Elm Road Wisbech Cambridgeshir e	08.11.18	Erection of 10 x 2-storey dwellings comprising of 8 x 4-bed with garages and 2 x 3-bed and detached bin store involving removal of swimming pool	0.53	10	0	0.00%	03	No PPD					
F/YR05/1405 /RM	Land At Sayers Field Church Road Wisbech St Mary Wisbech Cambridgeshir e	08.03.16	Erection of 43 houses comprising; 15 x 2-bed, 11 x 3-bed and 17 x 4-bed with garages, sewage treatment plant and landscaping	1.1	43	0	0.00%	03	£1,950,000	£1,772,727	£45,349	CB319992	8.1.2007	£1,950,000





Appendix 10 - CoStar Industrial Land

The pages in this appendix are not numbered.





Fenland Land Sales

	Comps	Statistics			
	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£2,750,000	£2,750,000	£2,750,000	£2,750,000	1
Sold Transactions	£35,000	£163,571	£100,000	£475,000	7
Parcel Size					
For Sale & UC/Pending	3.02 AC	5.76 AC	5.76 AC	8.50 AC	2
Sold Transactions	0.20 AC	3.41 AC	1.96 AC	22.10 AC	13
Price per Acre					
For Sale & UC/Pending	£323,529	£323,529	£323,529	£323,529	1
Sold Transactions	£43,104	£99,479	£100,000	£190,000	7
Days on Market					
For Sale & UC/Pending	309	1,270	1,270	2,230	2
Sold Transactions	47	575	274	2,560	9
Sale Price to Asking Price Ratio					
Sold Transactions	84.44%	91.03%	90.48%	100.00%	7
	To	otals			
For Sale & UC/Pending Asking Price 1		£2,750,000		ale Transactions:	2
Sold Transactions Total Sales Vo	olume:	£1,145,000	Total Sales	Transactions:	13

Survey Criteria

£3,895,000

Total Included in Analysis:

basic criteria: Type of Property - Land; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Fenland (Peterborough)

Total Included in Analysis:

15



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06/08/2019

Lattersey Field - Benwick Rd

SOLD

Peterborough, PE7 2HD

Sale Date: 01/02/2018 (274 days on mkt) Land Area: 22.10 AC (962,676 SF)

Lot Dimensions: Sale Price:

£/AC Land Gross: Proposed Use: Industrial

Parcel No:

2

Comp ID: 4155125 Research Status: Research Complete Sale Conditions: -



Image Coming Soon

Land At - Boleness Rd SOLD

Cambridgeshire County

Wisbech, PE13 2RB Cambridgeshire County

Land Area: 1.96 AC (85,378 SF) Sale Date: 31/01/2012

Sale Price: £190,000 - Confirmed Lot Dimensions: £/AC Land Gross: £96,939.46 (£2.23/SF) Proposed Use: -

Parcel No:

Comp ID: 2339986 Sale Conditions: -

Research Status: Confirmed

Cromwell Rd 3 **PENDING**

Wisbech, PE14 0SD Cambridgeshire County

Sale Type: Investment Asking Price: £2,750,000

£/AC Land Gross: £323,529.41 (£7.43/SF) Land Area: 8.50 AC (370,260 SF)

Days on Market: 309 Lot Dimensions: Sale Status: Pending Proposed Use:

Parcel No: 0081-2212, 0081-2228 [Partial List]

Sales Condition: -

Cromwell Rd SOLD

Wisbech, PE14 0SD Cambridgeshire County

Sale Date: 15/11/2017 (482 days on mkt) Land Area: 2.50 AC (108,900 SF)

Sale Price: £475,000 - Confirmed Lot Dimensions: £/AC Land Gross: £190,000.00 (£4.36/SF) Proposed Use:

Parcel No:

Comp ID: 4070862 Sale Conditions: -

Research Status: Confirmed

5 Vacant Land - Cromwell Rd **PENDING**

Wisbech, PE14 0SD Cambridgeshire County

Asking Price: Sale Type: Investment

£/AC Land Gross: Land Area: 3.02 AC (131,551 SF)

Days on Market: 2230 Lot Dimensions: Sale Status: Pending Proposed Use:

Parcel No: Sales Condition: -

6 Development Land - Cromwell Rd SOLD

Wisbech, PE14 0SG Cambridgeshire County

Sale Date: 01/02/2016 (2,560 days on mkt) Land Area: 7.05 AC (307,098 SF)

Sale Price: Lot Dimensions: £/AC Land Gross: Proposed Use:

Parcel No:

Comp ID: 3524342 Sale Conditions: -

Research Status:



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Building plot - Front Rd

SOLD

SOLD

Murrow, PE13 4HU Cambridgeshire County

Sale Date: 17/01/2015 (64 days on mkt) Land Area: 1 AC (43,560 SF)

Sale Price: £100,000 - Confirmed Lot Dimensions: £/AC Land Gross: £100,000.00 (£2.30/SF) Proposed Use:

Parcel No:

8

Comp ID: 3396262 ch Status: Confirmed Sale Conditions: Auction Sale

Research Status:



Cambridgeshire County March, PE15 8AJ

Sale Date: 01/01/2015 Land Area: 0.70 AC (30,492 SF)

Sale Price: Lot Dimensions: £/AC Land Gross: Proposed Use:

Parcel No:

Sale Conditions: -Comp ID: 3311878

Research Status: Research Complete

Honeyhill Rd SOLD

Wisbech, PE13 4QA Cambridgeshire County

Sale Date: 23/02/2015 (101 days on mkt) Land Area: 2.10 AC (91,476 SF)

Sale Price: £95,000 - Confirmed Lot Dimensions: £/AC Land Gross: £45,238.10 (£1.04/SF) Proposed Use:

Parcel No:

Comp ID: 3396263 Sale Conditions: Auction Sale

Research Status: Confirmed

10 Land west of Corner Lodge - Knights End Rd

March, PE15 0YJ Cambridgeshire County

Sale Date: 29/09/2015 (204 days on mkt) Land Area: 0.20 AC (8,712 SF) Sale Price: £35,000 - Confirmed Lot Dimensions:

£/AC Land Gross: £175,000.00 (£4.02/SF) Proposed Use:

Parcel No:

Comp ID: 3529430 Sale Conditions: -

Research Status: Confirmed

11 **New Drove** SOLD

Wisbech, PE13 2XQ Cambridgeshire County

Sale Date: 31/12/2014 (47 days on mkt) Land Area: 2.32 AC (101,059 SF)

Sale Price: £100,000 - Confirmed Lot Dimensions: £/AC Land Gross: £43,103.53 (£0.99/SF) Proposed Use:

Parcel No:

Comp ID: 3396676 Sale Conditions: Auction Sale

Research Status: Confirmed

SOLD 12 Commercial Site - Sandall Rd

Wisbech, PE13 2QZ Cambridgeshire County

Sale Date: 22/06/2011 Land Area: 1.43 AC (62,291 SF)

Sale Price: £150,000 - Confirmed Lot Dimensions: £/AC Land Gross: £104,896.45 (£2.41/SF) Proposed Use:

Parcel No:

Sale Conditions: -Comp ID: 2457457

Research Status: Confirmed



Image Coming Soon



Image Coming Soon



13 West End SOLD

Peterborough, PE7 1LR Cambridgeshire County

Sale Date: 29/06/2018 Land Area: 0.55 AC (23,958 SF)

Sale Price: -Lot Dimensions:

£/AC Land Gross: -Proposed Use: Commercial

Parcel No:

Comp ID: 4506622 Research Status: Research Complete Sale Conditions: -

Land At Former Horse & Jockey - Whittlesey Rd 14

Cambridgeshire County

Sale Date: 31/08/2018 (324 days on mkt) Land Area: 2 AC (87,120 SF)

Sale Price: Lot Dimensions: £/AC Land Gross: -Proposed Use: -

Parcel No:

March, PE15 0AG

Sale Conditions: -

Comp ID: 4527203 Research Status: Research Complete

15 Land - Wisbech Rd SOLD

March, PE15 0DF Cambridgeshire County

Sale Date: 01/10/2014 (1,120 days on mkt) Land Area: 0.40 AC (17,424 SF)

Lot Dimensions:

Sale Price: -£/AC Land Gross: -Proposed Use: Restaurant [Partial List]

Parcel No:

Sale Conditions: -Comp ID: 3166326

Research Status: Research Complete



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Appendix 11 – Appraisals – Residential Development

The pages in this appendix are not numbered.





Base S Cover



FDC Post-consultation (December 2019)

Base S Site make up

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Number NET Area Density erage Unit Size Developed Total Cost Rate 1 Units Density Locality een/ Brown Iternative Use Units/ha m2 m2 m2/ha £/m2 Green 2,000 2,000 62.50 32.00 98 196,150 3,138 238,111,604 1,213.93 South Green Agricultural Beds No Total BCIS COST 96.154 m2 Area Gross Market 62.500 Net 45.00 0.00 10% 1,348 Flat 10% 1,348 Ω 65.00 0.00 Terrace 210 75.00 15,750.00 1,208 19,026,000 280 95.00 26,600.00 1,208 32,132,800 210 1,208 21,562,800 Semi 85.00 17,850.00 280 107.00 29,960.00 1,208 36,191,680 Det 112.00 0.00 1,208 45,662,400 280 37,800.00 1,208 4 135.00 140 150.00 21,000.00 1,208 25,368,000 Flat 1 High* 45.00 0.00 1,385 Flat 2 High* 65.00 0.00 10% 1,385 Flat 3 High* 0.00 10% 1,385 75.00 Affordable 2,400.00 10% 1,348 3,558,720 Flat 60 40.00 30 61.00 1,830.00 10% 1,348 2,713,524 Terrace 120 70.00 8,400.00 1,208 10,147,200 120 84.00 10,080.00 1,208 12,176,640 90 8,588,880 Semi 79.00 7,110.00 1,208 93.00 8,370.00 1,208 10,110,960 Det 93.00 0.00 1,208 1,208 10,872,000 100.00 9,000.00 90 110.00 0.00 1,208 Flat 1 High* 40.00 0.00 10% 1,385 Flat 2 High* 61.00 0.00 10% 1,385 Flat 3 High* 74.00 0.00 10% 1,385 Number 2 Units Area Density erage Unit Size Developed Density **Total Cost** Rate Units/ha m2/ha £/m2 ha m2 m2 Green 750 750 23.44 32.00 73,494 3,136 89,217,959 1,213.95

	750	23.44	32.00	30	73,434	3,130		05,217,535
	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,348	0
	2	0		65.00	0.00	10%	1,348	0
Terrace	2	79		75.00	5,925.00		1,208	7,157,400
	3	105		95.00	9,975.00		1,208	12,049,800
Semi	2	79		85.00	6,715.00		1,208	8,111,720
	3	105		107.00	11,235.00		1,208	13,571,880
Det	3	0		112.00	0.00		1,208	0
	4	105		135.00	14,175.00		1,208	17,123,400
	5	52		150.00	7,800.00		1,208	9,422,400
Flat 1 High*	1	0		45.00	0.00	10%	1,385	0
Flat 2 High*	2	0		65.00	0.00	10%	1,385	0
Flat 3 High*	3	0		75.00	0.00	10%	1,385	0
Affordable								
Flat	1	23		40.00	920.00	10%	1,348	1,364,176
	2	11		61.00	671.00	10%	1,348	994,959
Terrace	2	45		70.00	3,150.00		1,208	3,805,200
	3	45		84.00	3,780.00		1,208	4,566,240
Semi	2	34		79.00	2,686.00		1,208	3,244,688
	3	34		93.00	3,162.00		1,208	3,819,696
Det	3	0		93.00	0.00		1,208	0
	4	33		100.00	3,300.00		1,208	3,986,400
	5	0		110.00	0.00		1,208	0
Flat 1 High*	1	0		40.00	0.00	10%	1,385	0
Flat 2 High*	2	0		61.00	0.00	10%	1,385	0
Flat 3 High*	3	0		74.00	0.00	10%	1,385	0

Locality een/Brown Iternative Use

South	Green	Agricultural
Area	Gross	36.058
	Net	23.438

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Number 3 Units Area Density erage Unit Size Developed Density Total Cost Units/ha m2 m2 m2/ha 98 17,802,598 Green 150 150 4.69 32.00 14,664 3,128

Rate £/m2 1,214.03

Locality een/Brown Iternative Use South Green Agricultural 6.250 Area Gross

4.688

Net

	Beds	No	m	2 Total		BCIS	COST
Market							0
Flat	1	0	45.0	0.00	10%	1,348	0
	2	0	65.0	0.00	10%	1,348	0
Terrace	2	16	75.0	1,200.00		1,208	1,449,600
	3	21	95.0	1,995.00		1,208	2,409,960
Semi	2	16	85.0	1,360.00		1,208	1,642,880
	3	21	107.0	2,247.00		1,208	2,714,376
Det	3	0	112.0	0.00		1,208	0
	4	20	135.0	2,700.00		1,208	3,261,600
	5	11	150.0	1,650.00		1,208	1,993,200
Flat 1 High*	6	0	45.0	0.00	10%	1,385	0
Flat 2 High*	2	0	65.0	0.00	10%	1,385	0
Flat 3 High*	3	0	75.0	0.00	10%	1,385	0
Affordable							
Flat	1	5	40.0	200.00	10%	1,348	296,560
	2	2	61.0	122.00	10%	1,348	180,902
Terrace	2	9	70.0	630.00		1,208	761,040
	3	9	84.0	756.00		1,208	913,248
Semi	2	7	79.0	553.00		1,208	668,024
	3	7	93.0	651.00		1,208	786,408
Det	3	0	93.0	0.00		1,208	0
	4	6	100.0	600.00		1,208	724,800
	5	0	110.0	0.00		1,208	0
Flat 1 High*	1	0	40.0	0.00	10%	1,385	0
Flat 2 High*	2	0	61.0	0.00	10%	1,385	0
Flat 3 High*	3	0	74.0	0.00	10%	1,385	0

Number 4 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 ha m2 m2 Green 75 75 98 8,892,179 2.34 32.00 7,329 3,127 1,213.29

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	8	75.00	600.00		1,208	724,800
	3	11	95.00	1,045.00		1,208	1,262,360
Semi	2	8	85.00	680.00		1,208	821,440
	3	11	107.00	1,177.00		1,208	1,421,816
Det	3	0	112.00	0.00		1,208	0
	4	10	135.00	1,350.00		1,208	1,630,800
	5	5	150.00	750.00		1,208	906,000
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	2	40.00	80.00	10%	1,348	118,624
	2	1	61.00	61.00	10%	1,348	90,451
Terrace	2	5	70.00	350.00		1,208	422,800
	3	5	84.00	420.00		1,208	507,360
Semi	2	3	79.00	237.00		1,208	286,296
	3	3	93.00	279.00		1,208	337,032
Det	3	0	93.00	0.00		1,208	0
	4	3	100.00	300.00		1,208	362,400
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1.385	0

Green	Agricultural
Gross	2.757
Net	2.344
	Gross

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Number 5 Units Area Density erage Unit Size Developed Density Total Cost Units/ha m2 m2 m2/ha 97 Green 35 35 1.17 30.00 3,378 2,895 4,108,379

Rate £/m2 1,216.22

Rate

£/m2

1,213.65

South Green Agricultural 1.373 Gross Net 1.167

Locality een/Brown Iternative Use

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	45.00	0.00	10%	1,348	(
	2	0	65.00	0.00	10%	1,348	(
Terrace	2	4	75.00	300.00		1,208	362,40
	3	5	95.00	475.00		1,208	573,800
Semi	2	4	85.00	340.00		1,208	410,720
	3	5	107.00	535.00		1,208	646,280
Det	3	0	112.00	0.00		1,208	(
	4	5	135.00	675.00		1,208	815,400
	5	2	150.00	300.00		1,208	362,400
Flat 1 High*	1	0	45.00	0.00	10%	1,385	(
Flat 2 High*	2	0	65.00	0.00	10%	1,385	(
Flat 3 High*	3	0	75.00	0.00	10%	1,385	(
Affordable							
Flat	1	1	40.00	40.00	10%	1,348	59,312
	2	1	61.00	61.00	10%	1,348	90,451
Terrace	2	2	70.00	140.00		1,208	169,120
	3	2	84.00	168.00		1,208	202,944
Semi	2	2	79.00	158.00		1,208	190,864
	3	2	93.00	186.00		1,208	224,688
Det	3	0	93.00	0.00		1,208	(
	4	0	100.00	0.00		1,208	(
	5	0	110.00	0.00		1,208	(
Flat 1 High*	1	0	40.00	0.00	10%	1,385	(
Flat 2 High*	2	0	61.00	0.00	10%	1,385	(
Flat 3 High*	3	0	74.00	0.00	10%	1,385	(

Number Green 20 Units Area Density erage Unit Size Developed Total Cost Units/ha m2/ha ha m2 m2 20 97 0.67 30.00 1,947 2,921 2,362,968

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	2	75.00	150.00		1,208	181,200
	3	3	95.00	285.00		1,208	344,280
Semi	2	2	85.00	170.00		1,208	205,360
	3	3	107.00	321.00		1,208	387,768
Det	3	0	112.00	0.00		1,208	0
	4	3	135.00	405.00		1,208	489,240
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	1	40.00	40.00	10%	1,348	59,312
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	1	70.00	70.00		1,208	84,560
	3	1	84.00	84.00		1,208	101,472
Semi	2	1	79.00	79.00		1,208	95,432
	3	1	93.00	93.00		1,208	112,344
Det	3	0	93.00	0.00		1,208	0
	4	1	100.00	100.00		1,208	120,800
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

South	Green	Agricultural
Area	Gross	0.784
	Net	0.667

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Number 7 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 m2 95 Green 12 2,855 12 0.40 30.00 1,142 1,379,536 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	1	75.00	75.00		1,208	90,600
	3	2	95.00	190.00		1,208	229,520
Semi	2	1	85.00	85.00		1,208	102,680
	3	2	107.00	214.00		1,208	258,512
Det	3	0	112.00	0.00		1,208	0
	4	2	135.00	270.00		1,208	326,160
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	2	70.00	140.00		1,208	169,120
	3	2	84.00	168.00		1,208	202,944
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number	8	Units	Area	Density erag	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Green 9		9	0.30	30.00	108	971	3,237	1,172,968	1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	1	85.00	85.00		1,208	102,680
	3	1	107.00	107.00		1,208	129,256
Det	3	0	112.00	0.00		1,208	0
	4	3	135.00	405.00		1,208	489,240
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	2	70.00	140.00		1,208	169,120
	3	1	84.00	84.00		1,208	101,472
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Locality een/Brown Iternative Use

South Green Paddock

Area	Gross	0.471
	Net	0.400

South	Green	Paddock
Area	Gross	0.300
	Net	0.300

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Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2 m2/ha £/m2 0.20 102 609 30.00 3,045 735,672 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	2	85.00	170.00		1,208	205,360
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	1	135.00	135.00		1,208	163,080
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	1	70.00	70.00		1,208	84,560
	3	1	84.00	84.00		1,208	101,472
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number	1	10 U	nits /	Area	Density erage Unit	t Size	Developed	Density	Total C	ost	Rate
				ha	Units/ha	m2	m2	m2/ha			£/m2
Green 3			3	0.15	20.00	135	405	2,700	489,2	40 1,	,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	3	135.00	405.00		1,208	489,240
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Locality een/Brown Iternative Use

South	Green	Paddock
Area	Gross	0.20
	Net	0.20

South	Green	Paddock
Area	Gross	0.150
	Net	0.150

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Density Number 11 Units Area Density erage Unit Size Developed Total Cost Rate Units/ha m2 m2/ha £/m2 m2 0.04 150 25.00 150 3,750 181,200 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number	12	Units	Area	Density e	rage Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Urban 300		300	7.50	40.00	98	29,412	3,922	35,678,912	1,213.07

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	32	75.00	2,400.00		1,208	2,899,200
	3	42	95.00	3,990.00		1,208	4,819,920
Semi	2	32	85.00	2,720.00		1,208	3,285,760
	3	42	107.00	4,494.00		1,208	5,428,752
Det	3	0	112.00	0.00		1,208	0
	4	41	135.00	5,535.00		1,208	6,686,280
	5	21	150.00	3,150.00		1,208	3,805,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	9	40.00	360.00	10%	1,348	533,808
	2	3	61.00	183.00	10%	1,348	271,352
Terrace	2	18	70.00	1,260.00		1,208	1,522,080
	3	18	84.00	1,512.00		1,208	1,826,496
Semi	2	14	79.00	1,106.00		1,208	1,336,048
	3	14	93.00	1,302.00		1,208	1,572,816
Det	3	0	93.00	0.00		1,208	0
	4	14	100.00	1,400.00		1,208	1,691,200
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1.385	0

Locality een/Brown Iternative Use

South	Green	Paddock
Area	Gross	0.050
	Net	0.040

South	Brown	PDL	
Area	Gross		11.538
	Net		7.500

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Number 13 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 m2 98 40 3,930 1,215.06 1.00 40.00 3,930 4,775,195

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	C
Terrace	2	4	75.00	300.00		1,208	362,400
	3	6.0	95.00	570.00		1,208	688,560
Semi	2	4	85.00	340.00		1,208	410,720
	3	6	107.00	642.00		1,208	775,536
Det	3	0	112.00	0.00		1,208	0
	4	5	135.00	675.00		1,208	815,400
	5	3	150.00	450.00		1,208	543,600
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable						0	
Flat	1	1	40.00	40.00	10%	1,348	59,312
	2	1	61.00	61.00	10%	1,348	90,451
Terrace	2	2.0	70.00	140.00		1,208	169,120
	3	2	84.00	168.00		1,208	202,944
Semi	2	2	79.00	158.00		1,208	190,864
	3	2	93.00	186.00		1,208	224,688
Det	3	0	93.00	0.00		1,208	0
	4	2	100.00	200.00		1,208	241,600
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number	14	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Urban 25		25	0.71	35.00	95	2,378	3,329	2,883,616	1,212.62

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	3	75.00	225.00		1,208	271,800
	3	4	95.00	380.00		1,208	459,040
Semi	2	3.0	85.00	255.00		1,208	308,040
	3	4.0	107.00	428.00		1,208	517,024
Det	3	0	112.00	0.00		1,208	0
	4	2	135.00	270.00		1,208	326,160
	5	2	150.00	300.00		1,208	362,400
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable						0	
Flat	1	1	40.00	40.00	10%	1,348	59,312
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	2	70.00	140.00		1,208	169,120
	3	2	84.00	168.00		1,208	202,944
Semi	2	1.0	79.00	79.00		1,208	95,432
	3	1	93.00	93.00		1,208	112,344
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Locality een/Brown Iternative Use

South	Brown	PDL	
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Area	Gross		1.176
	Net		1.000

Locality een/Brown Iternative Use

South	Brown	PDL	
Area	Gross		0.840
	Net		0.714

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Number 15 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 m2 56 Urban 25 HD 2,786 1,482.80 25 0.50 50.00 1,393 2,065,540

	Beds	No	mí	? Total		BCIS	COST
Market							0
Flat	1	6	45.00	270.00	10%	1,348	400,356
	2	12	65.00	780.00	10%	1,348	1,156,584
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable						0	
Flat	1	4	40.00	160.00	10%	1,348	237,248
	2	3	61.00	183.00	10%	1,348	271,352
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number	16	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Urban 15		15	0.43	35.00	98	1,470	3,430	1,775,760	1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	2	75.00	150.00		1,208	181,200
	3	2	95.00	190.00		1,208	229,520
Semi	2	2	85.00	170.00		1,208	205,360
	3	2	107.00	214.00		1,208	258,512
Det	3	0	112.00	0.00		1,208	0
	4	2	135.00	270.00		1,208	326,160
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable						0	
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	1	70.00	70.00		1,208	84,560
	3	1	84.00	84.00		1,208	101,472
Semi	2	1	79.00	79.00		1,208	95,432
	3	1	93.00	93.00		1,208	112,344
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Locality een/ Brown Iternative Use

South	Brown	PDL	
Area	Gross		0.588
	Net		0.500

South	Brown	PDL
Area	Gross	0.429
	Net	0.429

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Number 17 Units NET Area Density erage Unit Size Developed Density Total Cost Rate £/m2 Units/ha m2 m2 m2/ha 64 Urban 15 HD 15 0.33 45.00 959 2,877 1,422,005 1,482.80

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	11	65.00	715.00	10%	1,348	1,060,202
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable						0	
Flat	1	0	40.00	0.00	10%	1,348	0
	2	4	61.00	244.00	10%	1,348	361,803
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number 18 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 ha m2 m2 Urban 10 1,078,744 0.31 32.00 89 893 2,858 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	3	85.00	255.00		1,208	308,040
	3	4	107.00	428.00		1,208	517,024
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	3	70.00	210.00		1,208	253,680
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1.385	0

South Brown PDL

Area Gross 0.333

Net

Locality een/Brown Iternative Use

0.333

South	Brown	PDL	
Area	Gross Net		0.313 0.313

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Number 19 Units Density erage Unit Size Developed Total Cost Rate Area Density ha Units/ha m2 m2 m2/ha £/m2 0.18 45.00 99 790 4,444 954,320 1,208.00

South	Brown	PDL	
Area	Gross		0.178 0.178
	Net		0.178

Beds No Total BCIS COST m2 Market 45.00 0.00 10% 1,348 0.00 10% 65.00 1,348 Terrace 75.00 0.00 1,208 95.00 0.00 1,208 85.00 255.00 1,208 308,040 Semi 107.00 535.00 1,208 646,280 112.00 0.00 1,208 0.00 1,208 135.00 150.00 0.00 1,208 Flat 1 High* 45.00 0.00 1,385 10% Flat 2 High* 65.00 0.00 1,385 Flat 3 High* 75.00 0.00 10% 1,385 Affordable 0.00 10% Flat 40.00 1,348 61.00 0.00 10% 1,348 Terrace 70.00 0.00 1,208 84.00 0.00 1,208 Semi 79.00 0.00 1,208 93.00 0.00 1,208 Det 93.00 0.00 1,208 0.00 1,208 100.00 110.00 0.00 1,208 Flat 1 High* 40.00 0.00 10% 1,385 Flat 2 High* 61.00 0.00 10% 1,385 Flat 3 High* 74.00 0.00 10% 1,385

Number 20 Units Area Density erage Unit Size Developed Density **Total Cost** Rate £/m2 Units/ha m2 m2/ha ha m2 Urban 8 HD 0.23 35.00 65 520 2,275 771,056 1,482.80

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	8	65.00	520.00	10%	1,348	771,056
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

South	Brown	PDL	
Area	Gross		0.229
	Net		0.229

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Number 21 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2 m2/ha £/m2 87 0.16 435 2,784 32.00 525,480 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	2	75.00	150.00		1,208	181,200
	3	3	95.00	285.00		1,208	344,280
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number	22	Units	Area	Density erage Unit Size		Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Urban 3		3	0.09	32.00	121	364	3,883	439,712	1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	C
Semi	2	0	85.00	0.00		1,208	C
	3	2	107.00	214.00		1,208	258,512
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	C
Flat 2 High*	2	0	65.00	0.00	10%	1,385	(
Flat 3 High*	3	0	75.00	0.00	10%	1,385	C
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	(
	2	0	61.00	0.00	10%	1,348	C
Terrace	2	0	70.00	0.00		1,208	(
	3	0	84.00	0.00		1,208	(
Semi	2	0	79.00	0.00		1,208	(
	3	0	93.00	0.00		1,208	(
Det	3	0	93.00	0.00		1,208	(
	4	0	100.00	0.00		1,208	(
	5	0	110.00	0.00		1,208	(
Flat 1 High*	1	0	40.00	0.00	10%	1,385	C
Flat 2 High*	2	0	61.00	0.00	10%	1,385	(
Flat 3 High*	3	0	74.00	0.00	10%	1,385	(

Locality een/Brown Iternative Use

South	Brown	PDL	
Area	Gross		0.156
	Net		0.156

South	Brown	PDL	
Area	Gross Net		0.094 0.094

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Number 23 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 135 0.03 30.00 135 4,050 163,080 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	1	135.00	135.00		1,208	163,080
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number 24 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 ha m2 PRS 25 25 0.45 57 1,423 2,110,024 1,482.80 55.00 3,131

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	7	45.00	315.00	10%	1,348	467,082
	2	13	65.00	845.00	10%	1,348	1,252,966
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	2	40.00	80.00	10%	1,348	118,624
	2	3	61.00	183.00	10%	1,348	271,352
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*		0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Locality een/Brown Iternative Use

South	Brown	PDL	
Area	Gross		0.033
	Net		0.033

South	Brown	PDL	
Area	Gross		0.505
	Net		0.455

Number 25 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 m2 Bungalows 12 1,268 2,642 1,350.00 12 0.48 25.00 106 1,711,800

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	8	112.00	896.00		1,350	1,209,600
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	4	93.00	372.00		1,350	502,200
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0



South	Green	Agricultural
Area	Gross	0.4
	Net	0.4

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			Site 1 Green 2,000	Site 2 Green 750	Site 3 Green 150	Site 4 Green 75	Site 5 Green 35	Site 6 Green 20	Site 7 Green 12	Site 8 Green 9	Site 9 Green 6	Site 10 Green 3	Site 11 Green Plot	Site 12 Urban 300	Site 13 Urban 40	Site 14 Urban 25	Site 15 Urban 25 HD	Site 16 Urban 15	Site 17 Urban 15 HD	Site 18 Urban 10	Site 19 Urban 8	Site 20 Urban 8 HD	Site 21 Urban 5	Site 22 Urban 3	Site 23 Urban Plot	Site 24 PRS 25 B	Site 25 Jungalows 12
	Green/brown fie Use Locality	eld	Green Agricultural South	Green Agricultural South	Green Agricultural South	Green Agricultural South	Green Agricultural South	Green Agricultural South	Green Paddock South	Green Paddock South	Green Paddock South	Green Paddock South	Green Paddock South	Brown PDL South	Brown PDL South	Brown PDL South	Brown PDL South	Brown PDL South	Brown PDL South	Brown PDL South	Brown PDL South	Brown PDL South	Brown PDL South	Brown PDL South	Brown PDL South	Brown PDL South	Green Agricultural South
Site Area Units	Gross Net	ha ha	96.15 62.50 2,000	36.06 23.44 750	6.25 4.69 150	2.76 2.34 75	1.37 1.17 35	0.78 0.67 20	0.47 0.40 12	0.30 0.30 9	0.20 0.20 6	0.15 0.15 3	0.05 0.04 1	11.54 7.50 300	1.18 1.00 40	0.84 0.71 25	0.59 0.50 25	0.43 0.43 15	0.33 0.33 15	0.31 0.31 10	0.18 0.18 8	0.23 0.23 8	0.16 0.16 5	0.09 0.09 3	0.03 0.03 1	0.51 0.45 25	0.48 0.48 12
Average Uni	Size	m2	98.08	97.99	97.76	97.72	96.51	97.35	95.17	107.89	101.50	135.00	150.00	98.04	98.25	95.12	55.72	98.00	63.93	89.30	98.75	65.00	87.00	121.33	135.00	56.92	105.67
Mix	Intermediate to I Affordable Rent Social Rent	Buy	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%			9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%				30.00%	9.00% 21.00% 0.00%
Price	Market Intermediate to I Affordable Rent Social Rent		2,450 1,715 1,400 1,180	2,450 1,715 1,400 1,180	2,450 1,715 1,400 1,180	2,450 1,715 1,400 1,180	2,400 1,680 1,400 1,180	2,400 1,680 1,400 1,180	2,400 1,680 1,400 1,180	2,750 1,925 1,400 1,180	2,750 1,925 1,400 1,180	2,750 1,925 1,400 1,180	2,750 1,925 1,400 1,180	2,275 1,593 1,400 1,180	2,275 1,593 1,400 1,180	2,275 1,593 1,400 1,180	2,000 1,400 1,400 1,180	2,275 1,593 1,400 1,180	2,500 1,750 1,400 1,180	2,275 1,593 1,400 1,180	2,275 1,593 1,400 1,180	2,500 1,750 1,400 1,180	2,275 1,593 1,400 1,180	2,275 1,593 1,400 1,180	2,275 1,593 1,400 1,180	1,750	2,818 1,972 1,400 1,180
Grant and Su	Ibsi Intermediate to I Affordable Rent Social Rent	., ,																									
Sales per Qu Unit Build Ti			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Up Lift % Additional U		£/ha % £/ha	25,000 250,000	25,000 250,000	25,000 250,000	25,000 250,000	25,000 250,000	50,000 250,000	50,000 250,000	50,000 250,000	50,000 250,000	50,000 250,000	50,000 250,000	100,000 20%	100,000 20%	100,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	50,000
Easements e Legals / Acqu		£ % land	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%
Planning Fee	<50 >50	£/unit £/unit	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138
Architects QS / PM Planning Cor Other Profes		% % %	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%
BCIS CfSH Energy Design Acc & Adpt Water Small Sites		£/m2 % £/m2 £/m2 £/m2 £/m2	1,214	0.00 0 0.0 0.0 1	1,214 0.00 0 0.0 1	1,213 0.00 0 0.0 1	1,216 0.00 0 0.0 1	1,214 0.00 0 0.0 1	1,208 0.00 0 0.0 1	0.00 0 0 0.0 1	0.00 0 0.0 0.0 1	0.00 0 0.00 1	1,208 0.00 0 0.0 1	1,213 0.00 0 0.0 1	0.00 0 0.0 1	0.00 0 0.0 1	1,483 0.00 0 0.0 1	0.00 0 0 0.0 1	1,483 0.00 0 0.0 1	1,208 0.00 0 0.0 1	0.00 0 0.00 1	1,483 0.00 0 0.0 1	1,208 0.00 0 0.0 1	0.00 0 0.00 1	1,208 0.00 0 0.0 1	0.00 0 0.0 1	0.00 0 0 0.0 1
Site Costs Pre CIL s106 Post CIL s106		% £/Unit £/Unit £/m2	2,000 2,000	16.0% 2,000 2,000 0.00 0.00%	16.0% 2,000 2,000 0.00 0.00%	16.0% 2,000 2,000 0.00 0.00%	16.0% 2,000 2,000 0.00 0.00%	16.0% 2,000 2,000 0.00 0.00%	2,000 2,000 0.00 0.00%	11.0% 2,000 2,000 0.00 0.00%	11.0% 2,000 2,000 0.00 0.00%	2,000 2,000 0.00 0.00%	11.0% 2,000 2,000 0.00 0.00%	16.0% 2,000 2,000 0.00 0.00%	16.0% 2,000 2,000 0.00 0.00%	16.0% 2,000 2,000 0.00 0.00%	5.0% 2,000 2,000 0.00 0.00%	2,000 2,000 0.00 0.00	16.0% 2,000 2,000 0.00 0.00%	2,000 2,000 0.00 0.00%	2,000 2,000 0.00 0.00	11.0% 2,000 2,000 0.00 0.00%	11.0% 2,000 2,000 0.00 0.00%	11.0% 2,000 2,000 0.00 0.00%	11.0% 2,000 2,000 0.00 0.00%	5.0% 2,000 2,000 0.00 0.00%	11.0% 2,000 2,000 0.00 0.00%
Contingency Abnormals		% % £/site	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00% 5.00%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00% 5.00%	5.00% 5.00%	5.00% 5.00% 5.00%	5.00% 5.00% 5.00%	5.00% 5.00%	2.50%
FINANCE	Fees Interest Legal and Valuati	£ % ion £	418,000 6.00%	168,000 6.00%	77,000 6.00%	60,000 6.00%	37,000 6.00%	25,000 6.00%	18,000 6.00%	18,000 6.00%	11,000 6.00%	8,000 6.00%	3,000 6.00%	19,000 6.00%	32,000 6.00%	23,000 6.00%	10,000 6.00%	17,000 6.00%	16,000 6.00%	13,000 6.00%	9,000 6.00%	9,000 6.00%	7,000 6.00%	6,000 6.00%	2,000 6.00%	15,000 6.00%	22,000 6.00%
SALES	Agents Legals Misc.	% % £	3.00% 0.50%	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0
Developers I	Prof i Market Housing Affordable Housi		17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
		Green 2,000	Green 750	Green 150	Green 75	Green 35	Green 20	Green 12	Green 9	Green 6	Green 3	Green Plot	Urban 300	Urban 40	Urban 25	Urban 25 HD	Urban 15	Urban 15 HD	Urban 10	Urban 8	Urban 8 HD	Urban 5	Urban 3	Urban Plot	PRS 25 E	Bungalows 12
Green/brown fiel	ld	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green
L	Jse	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural
Site Are Gross	ha	96.15	36.06	6.25	2.76	1.37	0.78	0.47	0.30	0.20	0.15	0.05	11.54	1.18	0.84	0.59	0.43	0.33	0.31	0.18	0.23	0.16	0.09	0.03	0.51	0.48
Net Units	ha	62.50 2000	23.44 750	4.69 150	2.34 75	1.17 35	0.67 20	0.40 12	0.30 9	0.20 6	0.15 3	0.04 1	7.50 300	1.00 40	0.71 25	0.50 25	0.43 15	0.33 15	0.31 10	0.18 8	0.23 8	0.16 5	0.09	0.03 1	0.45 25	0.48 12
Mix Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	100.00%	100.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	100.00%	100.00%	100.00%	70.00%	70.00%
Intermediate to E	Buy	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	0.00%	0.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	0.00%	0.00%	0.00%	0.00%	9.00%
Affordable Rent		21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	0.00%	0.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	0.00%	0.00%	0.00%	30.00%	21.00%
Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Eviation Han Value	C/h =	25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000	100,000	100,000	100,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	50,000
Existing Use Value	£/ha £ site	25,000	901,442	25,000 156,250	25,000 68,934	25,000 34,314	50,000 39,216	23,529	15,000	50,000 10,000	7,500	2,500	1,153,846	117,647	84,034	147,059	107,143	83,333	78,125	250,000 44,444	250,000 57,143	39,063	23,438	8,333	126,263	24,000
	LSILE	2,403,640	901,442	130,230	00,534	34,314	35,210	23,329	13,000	10,000	7,300	2,300	1,133,040	117,047	04,034	147,039	107,143	65,555	76,123	44,444	37,143	39,003	23,436	0,333	120,203	24,000
Uplift	£/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	20,000	20,000	20,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	250,000
	£ site	24,038,462	9,014,423	1,562,500	689,338	343,137	196,078	117,647	75,000	50,000	37,500	12,500	230,769	23,529	16,807	29,412	21,429	16,667	15,625	8,889	11,429	7,813	4,688	1,667	25,253	120,000
		,,	, ,	, ,				,-	.,		,,,,,,	,		-,-	-,		,	-,	-,-	.,	,	,-	,	,	.,	-,
Benchmark Land Value	£/ha	275,000	275,000	275,000	275,000	275,000	300,000	300,000	300,000	300,000	300,000	300,000	120,000	120,000	120,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
	£ site	26,442,308	9,915,865	1,718,750	758,272	377,451	235,294	141,176	90,000	60,000	45,000	15,000	1,384,615	141,176	100,840	176,471	128,571	100,000	93,750	53,333	68,571	46,875	28,125	10,000	151,515	144,000
Residua Gross	£/ha	140,018	178,655	166,115	171,397	80,760	76,153	233,750	1,052,920	943,653	1,343,358	1,514,526	-195,590	-479,706	-395,312	-1,187,858	-502,528	-1,246,015	-218,722	-471,670	-813,359	154,135	251,326	268,740	-1,825,683	399,168
Net	£/ha	215,412	274,854	221,486	201,644	95,012	89,591	275,000	1,052,920	943,653	1,343,358	1,893,158	-300,907	-564,360	-465,073	-1,397,479	-502,528	-1,246,015	-218,722	-471,670	-813,359	154,135	251,326	268,740	-2,028,536	399,168
	£ site	13,463,254	6,441,889	1,038,218	472,602	110,847	59,728	110,000	315,876	188,731	201,504	75,726	-2,256,805	-564,360	-332,195	-698,740	-215,369	-415,338	-68,350	-83,852	-185,911	24,084	23,562	8,958	-922,062	191,601
Additional Profit	£ site	-15,979,137	-3,663,575	-596,043	-208,284	-229,996	-155,741	-15,073	269,115	150,542	197,613	76,096	-4,026,480	-694,831	-425,888	-904,492	-345,666	-524,841	-157,268	-145,028	-261,125	5,423	19,553	8,202	-1,108,610	70,421
	£/m2	-107	-66	-53	-38	-89	-105	-17	343	315	488	507	-181	-233	-236	-886	-317	-769	-230	-262	-717	12	54	61	-1,092	75



																	Base S Site 1							
E NAME Site 1	Green 2,000							J																
DME Av Size				Price		GIA	1	DEVELOPMEN	NT COSTS					$\overline{}$	1	Planning fee ca					Build Cost	/m2		
m2		2,000		£/m2	£	m2		LAND			/unit or m2	Total		I	'	Planning app fer No dwgs	dwgs 2000	rate			BCIS CfSH	1,214 0	0.00%	%
Housing 106.4	70%	1,400		2,450	364,952,000	148,960			Land Stamp Duty		6,732		13,463,254	I		No dwgs under No dwgs over 50	50				Energy Design	0		
d Ownership 78.7	9%	180		1,715	24,279,255	14,157			Easements etc.			0		I	'	NU uwys over 5.	1 1000	Total			Acc & Adpt	0		
able Rent 78.7	21%	420		1,400	46,246,200	33,033		i	Legals Acquisition	on	1.50%	201,949	864,611	- 1	ĺ						Water Small Sites	0	0%	/6
I Rent 78.7	7 0%	0		1,180		0		PLANNING	Planning Fee			292,200		I	l	Stamp duty cal	alc - Residual			i	Site Costs	194 1,409	16%	*
		-						i	Architects		4.00%	11,492,630		I		Land payment	ile - record		13,463,254	ı				
Affordable Rent				0	0				QS / PM Planning Consul		0.50% 1.00%	2,873,158		I	l '				1	ı				
Social Rent				0	0			i	Other Profession	nal	3.50%	10,056,051	26,150,618	I	'				1	ı				
AREA - Net 62.50 AREA - Gross 96.15		32 21			435,477,455	196,150		CONSTRUCTION		·	1 400	070 40E 644		I	'			Total	662 662	ı				
AREA - Gross 90.10	ha		/ha						Build Cost - BCI: s106 / CIL	S Based	1,409	4,000,000		I	l '			Total	662,663					
per Quarter 0		İ						i	Contingency Abnormals		2.50%		287,315,751	I	'	Stamp duty cal Land payment	Ic - Add Profit		26,442,308	ı				
	Quarters	i			Diff. Deciduel I	ono akl. s			Acron			-	201,012,12	I	'	125,000	0%	1%		ı				
		Per ha NET			RUN Residual N	MACRO ctrl+r losing balance = 0		FINANCE	Fees			418,000		I	'	250,000 500,000	1% 3%	4%	.	ı				
dual Land Value lative Use Value	13,463,254 2,403,846	215,412	140,018 25,000		RUN CIL MACR	₹O ctrl+l		i	Interest Legal and Valuat	ation	6.00%	0	418,000	I	'	1,000,000 above	4% 5%	5% 5%		ı				
0%	0		0			losing balance = 0			Logarana varan	non-		-	4.0,000	I	'	aboro		Total		<u>.</u>				
Plus /ha 250,000 Viability Threshold	24,038,462 26,442,308		250,000 275,000	l	Check on phasing d	dwgs nos		SALES	Agents		3.0%	13,064,324		I	1	Pre CIL s106	2,000	£/ Unit (all)		ı	LIT	% GDV		Ţ
					corr			i	Legals Misc.		0.5%		45 241 711	242 453 944	'			Total	4,000,000			0.00%	0	1
tional Profit	-15,979,137	£/m2 -107	i										15,241,711	343,453,344		Post CIL s106		£/ Unit (all)	4,000,000	ı				
								Developers Pro	rofit Market Housing	a	17.50%			63,866,600	i '	CIL	0	£/m2 Total	0 4,000,000	ı				
							l		Affordable Hous		17.50%			12,341,955	38104.27731		-		-3					
DUAL CASH FLOW FOR INTEREST																								_
ме	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	
S Started at Housing	30	30 5,474,280	60 5,474,280	120 10,948,560	120 21,897,120	150 21,897,120	150 27,371,400	150 27,371,400	150 27,371,400	150 27,371,400	150 27,371,400	150 27,371,400	150 27,371,400	150 27,371,400	150 27,371,400	100 27,371,400	40 18,247,600	7,299,040	0	0	0	0	0	4
ed Ownership		364,189	364,189	728,378	1,456,755	1,456,755	1,820,944	1,820,944	1,820,944	1,820,944	1,820,944	1,820,944	1,820,944	1,820,944	1,820,944	1,820,944	1,213,963	485,585	0	0	0	0	0	
rdable Rent al Rent		693,693 0	693,693 0	1,387,386 0	2,774,772 0	2,774,772 0	3,468,465 0	3,468,465 0	3,468,465 0	3,468,465 0	3,468,465 0	3,468,465 0	3,468,465 0	3,468,465 0	3,468,465 0	3,468,465 0	2,312,310 0	924,924 0	0	0	0	0	0	
t and Subsidy	0	0 6,532,162	0 6.532.162	13.064.324	0 26,128,647	26,128,647	32.660,809	32.660.809	32,660,809	32,660,809	32,660,809	0 32,660,809	0 32.660.809	0 32.660.809	32,660,809	0 32.660.809	0 21,773,873	0 8.709.549	0	0	0	0	0	4
	-	0,002,	0,002,	10,00.,	20,122,2	Zojizcji	02,000,000	02,000,000	02,000,000	02,003,555	02,000,000	02,000,111	32,000,111	32,000,222	02,000,000	02,000,000	21,170,2.2	0,100,1.1			·			_
ENDITURE np Duty	662,663											ļ												
ements etc. Ils Acquisition	0 201,949											ļ												
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ning Fee itects	292,200 11,492,630		0									ļ												
	1,436,579 2,873,158		0									ļ												
ning Consultants or Professional	2,873,158 10,056,051		0									ļ												
Cost - BCIS Base		4,146,084	4,146,084	8,292,168	16,584,337	16,584,337	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	13,820,281	5,528,112	0	0	0	0	0	
/CIL		60,000	60,000	120,000	240,000	240,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	200,000	80,000	0	0	0	0	0	
ingency irmals		103,652 0	103,652 0	207,304 0	414,608 0	414,608 0	518,261 0	518,261 0	518,261 0	518,261 0	518,261 0	518,261 0	518,261 0	518,261 0	518,261 0	518,261 0	345,507 0	138,203 0	0 0	0 0	0	0	0	
nce Fees	418,000																							
I and Valuation	0											ļ												
nts	0	195,965	195,965	391,930	783,859	783,859	979,824	979,824	979,824	979,824	979,824	979,824	979,824	979,824	979,824	979,824	653,216	261,286	0	0	0	0	0	
ls	0	32,661	32,661	65,322	130,643	130,643	163,304	163,304	163,304	163,304	163,304	163,304	163,304	163,304	163,304	163,304	108,869	43,548	0	0	0	0	0	
IS BEFORE LAND INT AND PROFIT	27,433,229	4,538,362	4,538,362	9,076,724	18,153,448	18,153,448	22,691,810	22,691,810	22,691,810	22,691,810	22,691,810	22,691,810	22,691,810	22,691,810	22,691,810	22,691,810	15,127,873	6,051,149	0	0	0	0	0	_
												ļ												
	13,463,254	0 452 790	0 404 300	0.540.644	0 400 006	0.000 006	4 705 654	4 044 653	749.042	400.052	0		_	2	0	0		2	0	0		0	2	
Interest Profit on Costs	5	2,403,789	2,481,388	2,510,044	2,422,026	2,088,836	1,730,004	1,241,000	718,013	102,903	U	U	U	U	U	U		U	U	U	0	U	U	- 6
Profit on GDV												ļ												1
Cash Flow	-40,896,483	-459,989	-487,588	1,476,956	5,553,173	5,886,364	8,233,345	8,727,346	9,250,987	9,806,046	9,968,999	9,968,999	9,968,999	9,968,999	9,968,999	9,968,999	6,646,000	2,658,400	0	0	0	0	0	
Opening Balance Closing Balance	0 -40,896,483	-41,356,472	-41,844,060	-40,367,104	-34,813,930	-28,927,567	-20,694,221	-11,966,875	-2,715,888	7,090,158	17,059,158	27,028,157	36,997,157	46,966,156	56,935,156	66,904,155	73,550,155	76,208,555	76,208,555	76,208,555	76,208,555	76,208,555	76,208,555	_
																								_
FLOW FOR CIL ADDITIONAL PRO																								_
		Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	T
SH FLOW FOR CIL ADDITIONAL PRO COME As Above INCOME							·		Year 9 32,660,809					·					Year 19 0	Year 20	Year 21	Year 22	Year 23	T
OME As Above	Year 1						·							·										T

Closing Ba	ance -40,896,483	-41,356,472	-41,844,060	-40,367,104	-34,813,930	-28,927,567	-20,694,221	-11,966,875	-2,715,888	7,090,158	17,059,158	27,028,157	36,997,157	46,966,156	56,935,156	66,904,155	73,550,155	76,208,555	76,208,555	76,208,555	76,208,555	76,208,555	76,208,555	0
ASH FLOW FOR CIL ADDITIONAL	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year
ICOME As Above	1 cai i	10012	I ear 3	16014	rear 5	I teat o	1 ear 7	i ear o	rear 3	I real to	100111	160112	Teal 13	1 1 1 1 1 1	160113	I real to	160117	1 1001 10	1 1001 13	160120	100121	1001 22	1601 23	I ear.
INCOME	0	6,532,162	6,532,162	13,064,324	26,128,647	26,128,647	32,660,809	32,660,809	32,660,809	32,660,809	32,660,809	32,660,809	32,660,809	32,660,809	32,660,809	32,660,809	21,773,873	8,709,549	0	0	0	0	0	0
(PENDITURE and	26,442,308																							
inu	20,112,000																							
amp Duty	1,322,115	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
asements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egals Acquisition	396,635	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
lanning Fee	292,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
rchitects	11,492,630	0	0	0	o	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
IS	1,436,579	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,873,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	10,056,051	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
uild Cost - BCIS Base	0	4.146.084	4.146.084	8.292.168	16.584.337	16.584.337	20.730.421	20.730.421	20.730.421	20.730.421	20.730.421	20.730.421	20.730.421	20.730.421	20.730.421	20,730,421	13.820.281	5,528,112	0	0	0	0	0	0
OTENTIAL CIL	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	-1,065,276	20,100,121	10,020,201	0,020,112	-				i i	
Post CIL s106		60,000	60,000	120,000	240,000	240,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	200,000	80,000	0	0	0	0	0	0
contingency	0	103,652	103,652	207,304	414,608	414,608	518,261	518,261	518,261	518,261	518,261	518,261	518,261	518,261	518,261	518,261	345,507	138,203	0	0	0	0	0	0
bnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees	418,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gents	0	195,965	195,965	391.930	783.859	783.859	979,824	979,824	979.824	979.824	979.824	979.824	979.824	979.824	979,824	979.824	653,216	261,286	0	0	0	0	0	0
egals	0	32.661	32,661	65,322	130,643	130,643	163,304	163,304	163,304	163,304	163,304	163,304	163,304	163,304	163,304	163,304	108,869	43,548	0	0	0	0	0	0
Aisc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PR	OFIT 53,664,399	3,473,086	3,473,086	8,011,448	17,088,172	17,088,172	21,626,534	21,626,534	21,626,534	21,626,534	21,626,534	21,626,534	21,626,534	21,626,534	21,626,534	22,691,810	15,127,873	6,051,149	0	0	0	0	0	0
or CIL calculation																								
	erest	3.219.864	3,229,511	3,239,737	3,130,949	2,776,378	2.400.532	1,882,507	1.333.401	751,348	134.373	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on	cost	,				,.																		59,728,9
Profit on 0																								12,341,9
Cash Flow	-53,664,399	-160,788	-170,436	1,813,138	5,909,526	6,264,098	8,633,744	9,151,768	9,700,874	10,282,927	10,899,902	11,034,275	11,034,275	11,034,275	11,034,275	9,968,999	6,646,000	2,658,400	0	0	0	0	0	-72,070,
Opening Ba	alanc 0																							
Closing Ba	ance -53,664,399	-53.825.188	-53.995.623	-52 182 485	-46 272 959	-40.008.861	-31.375.117	-22 223 349	-12.522.475	-2.239.548	8.660.354	19.694.630	30.728.905	41.763.180	52 797 456	62.766.455	69 412 455	72.070.855	72.070.855	72.070.855	72.070.855	72.070.855	72.070.855	0



SITE NAME	Site 2							1	J																
NCOME	Av Size m2	%	Number 750		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fe		rate			Build Cost BCIS	/m2 1,214		
larket Housing	106.3	70%			2,450		55,825		LAND	Land		/unit or m2 8,589	Total	6,441,889			No dwgs No dwgs under	750 50	462	23,100		CfSH Energy	0	0.00%	%
										Stamp Duty		0,303	311,594				No dwgs over 5		138	96,600		Design	0		
ared Ownership	78.5	9%	68		1,715		5,301			Easements etc. Legals Acquisit	ion	1.50%	96,628	408,223					Total	119,700		Acc & Adpt Water	1		
ordable Rent	78.5	21%	158		1,400	17,315,620	12,368		PLANNING													Small Sites Site Costs	0 194	0% 16%	
ial Rent	78.5	0%	0		1,180	0	0			Planning Fee Architects		4.00%	119,700 4.306.219				Stamp duty ca Land payment	lc - Residual		6,441,889			1,409		
	Shared Ownersh Affordable Rent Social Rent				0	0				QS / PM Planning Consu Other Profession		0.50% 1.00% 3.50%	538,277												
TE AREA - Net TE AREA - Gross	23.44 36.06		32 21	/ha /ha		163,177,571	73,494		CONSTRUCTI	Build Cost - BC	IS Based	1,409							Total	311,594					
es per Quarter it Build Time	0 3	Quarters]							s106 / CIL Contingency Abnormals		2.50%	1,500,000 2,589,158 0				Stamp duty ca Land payment 125,000	0%	1%	9,915,865					
sidual Land Value		Whole Site 6,441,889 901,442	274,854	Per ha GROSS 178,655 25,000		RUN Residual I	osing balance =	0	FINANCE	Fees Interest Legal and Valua	ation	6.00%	168,000				250,000 500,000 1,000,000 above	1% 3% 4% 5%	3% 4% 5% 5%						
ft Plus /ha	0% 250,000 bility Threshold	9,014,423 9,915,865		250,000 275,000		Check on phasing of	osing balance =		SALES	Agents		3.0%	4,895,327				Pre CIL s106	2,000	Total E/ Unit (all)	495,793		шт	% GDV		7
ditional Profit		-3,663,575	£/m2			con	rect			Legals Misc.		0.5%	815,888 0		130,193,504		Post CIL s106	2,000	£/ Unit (all)	1,500,000			0.00%	0	<u>o</u>
									Developers Pr	Market Housin Affordable Hou		17.50% 17.50%			23,934,969 4,621,106	38074.76645	CIL	0	£/m2 Total	1,500,000					
SIDUAL CASH FLOW	FOR INTEREST	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	
ITS Started		30	30	60	60	60	60	60	60	60	60	60	60	60	30										
arket Housing			5,470,850 363,628	5,470,850 363,628	10,941,700 727,256	10,941,700 727,256	10,941,700 727,256	10,941,700 727,256	10,941,700 727,256	10,941,700 727,256	10,941,700 727,256	10,941,700 727,256	10,941,700 727,256	10,941,700 727,256	10,941,700 727,256	5,470,850 363,628	0	0	0	0	0	0	0	0	
ared Ownership ordable Rent			692,625	692,625	1,385,250	1,385,250	1,385,250	1,385,250	1,385,250	1,385,250	1,385,250	1,385,250	1,385,250	1,385,250	1,385,250	692,625	0	0	0	0	0	0	0	0	
ial Rent nt and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME		0	6,527,103	6,527,103	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	6,527,103	0	0	0	0	0	0	0	0	_
PENDITURE np Duty ements etc.		311,594																							
als Acquisition nning Fee nitects		96,628 119,700 4,306,219		0																					
nning Consultants er Professional		538,277 1,076,555 3,767,942		0 0 0																					
ld Cost - BCIS Base 06/CIL			4,142,653 60,000	4,142,653 60,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	4,142,653 60,000	0	0	0	0	0	0	0	0	
ntingency normals		400.000	103,566 0	103,566 0	207,133 0	207,133	207,133 0	207,133 0	207,133 0	207,133	207,133 0	207,133 0	207,133 0	207,133 0	207,133 0	103,566 0	0	0	0	0	0	0	0	0	
ance Fees gal and Valuation ents		168,000 0	195,813	195,813	391,626	391,626	391,626	391,626	391,626	391,626	391,626	391,626	391,626	391,626	391,626	195,813	0	0	0	0	0	0	0	0	
gals sc.		0	32,636	32,636 0	65,271	65,271	65,271	65,271	65,271	65,271	65,271	65,271	65,271	65,271	65,271	32,636	0	0	0	0	0	0	0	0	
STS BEFORE LAND IF	NT AND PROFIT	10,384,916	4,534,668	4,534,668	9,069,336	9,069,336	9,069,336	9,069,336	9,069,336	9,069,336	9,069,336	9,069,336	9,069,336	9,069,336	9,069,336	4,534,668	0	0	0	0	0	0	0	0	
Residual Valuation	Land Interest	6,441,889	1,009,608	950,639	888,131	702,327	505,374	296,604	75,308	. 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Profit on Costs Profit on GDV																								
	Cash Flow Opening Balanc	-16,826,805 0	982,827	1,041,796	3,096,739	3,282,543	3,479,496	3,688,265	3,909,561	3,984,870	3,984,870	3,984,870	3,984,870	3,984,870	3,984,870	1,992,435	0	0	0	0	0	0	0	0	
	Closing Balance	-16,826,805	-15,843,979	-14,802,182	-11,705,444	-8,422,901	-4,943,405	-1,255,139	2,654,422	6,639,292	10,624,161	14,609,031	18,593,901	22,578,770	26,563,640	28,556,075	28,556,075	28,556,075	28,556,075	28,556,075	28,556,075	28,556,075	28,556,075	28,556,075	_
SH FLOW FOR CIL AD	DDITIONAL PRO																								
	As Above		Year 2		Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	•	Year 11	Year 12	Year 13	Year 14		•		Year 18	Year 19	Year 20	Year 21			
INCOME		0	6,527,103	6,527,103	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	13,054,206	6,527,103	0	0	0	0	0	0	0	0	_
PENDITURE d		9,915,865																							
mp Duty		495,793	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ements etc. als Acquisition		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
			-	J	-	_	-		-		•	-		_	-	-	-		-	-	-	_	-	-	
nning Fee hitects		119,700 4,306,219	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nning Consultants		538,277 1,076,555	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
er Professional		3,767,942	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
d Cost - BCIS Base		0	4,142,653	4,142,653	8,285,306	8,285,306	8,285,306	8,285,306	8,285,306	8,285,306	8,285,306	8,285,306	8,285,306	8,285,306	8,285,306	4,142,653	0	0	0	0	0	0	0	0	
		-407,064	-407,064 60,000	-407,064 60,000	-407,064 120,000	-407,064 120,000	-407,064 120,000	-407,064 120,000	-407,064 120,000	-407,064 120,000	120,000	120,000	120,000	120,000	120,000	60,000	0	0	0	0	0	0	0	0	
TENTIAL CIL I CIL s106		0	103,566 0	103,566 0	207,133 0	207,133 0	207,133 0	207,133 0	207,133	207,133 0	207,133 0	207,133 0	207,133 0	207,133 0	207,133	103,566 0	0	0	0	0	0	0	0	0	
TENTIAL CIL I CIL s106 tingency																		_	-				-	-	
FENTIAL CIL t CIL s106 tingency ormals		168,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TENTIAL CIL t CIL s106 stingency formals		0	195,813	195,813	391,626	391,626	391,626	391,626	391,626	391,626	391,626	391,626	391,626	391,626	391,626	195,813	0	0	0	0	0	0	0	0	
TENTIAL CIL t CIL s106 titingency tormals ance Fees al and Valuation			32,636	32,636	65,271	65,271	65,271	65,271	65,271	65,271	65,271	65,271	65,271	65,271	65,271	32,636	0	0	0	0	0	0	0	0	
TENTIAL CIL t CIL s106 titingency oormals ance Fees al and Valuation onts als		0	0	4,127,604	0 8,662,272	0 8,662,272	0 8,662,272	0 8,662,272	0 8,662,272	0 8,662,272	9,069,336	9,069,336	9,069,336	9,069,336	0 9,069,336	0 4,534,668	0	0	0	0	0	0	0	0	_
TENTIAL CIL tt CIL st06 titingency toormals ance Fees al and Valuation ents tals c.	NT AND PROFIT	0	4,127,604			1					_														
TENTIAL CIL st CIL st 106 ntingency normals ance Fees gal and Valuation ents gals c.	NT AND PROFIT	0	4,127,604																						
FENTIAL CIL (CIL s106 tingency ormals unce Fees al and Valuation nts als b. STS BEFORE LAND II	Interest Profit on cost	0	4,127,604 1,207,802	1,136,300	1,060,508	860,622	648,744	424,152	186,085	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TENTIAL CIL It CIL s106 Intingency Inti	Interest	0 20,130,026			1,060,508	860,622	648,744	424,152	186,085	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TENTIAL CIL st CIL s106 intingency normals ance Fees gal and Valuation ents gals sc. SSTS BEFORE LAND II r CIL calculation	Interest Profit on cost	0			1,060,508 3,331,426	860,622 3,531,311	648,744 3,743,190	424,152 3,967,781	186,085 4,205,848	0 4,391,934	3,984,870	3,984,870	3,984,870	3,984,870	3,984,870	1,992,435	0	0	0	0	0	0	0	0	



SITE NAME Site 3	Green 150							1																
INCOME Av Size	Green 150	Number		Price	GDV	GIA		DEVELOPMEN	T 000T0							Diameter for a					Build Cost	/m2		
m2		150		£/m2		m2			1 00515		f!s 0	Total				Planning fee ca Planning app fe	dwgs				BCIS	1,214	0.000/	
Market Housing 106.2	70%	105		2,450	27,322,400	11,152			Land		/unit or m2 6,921	Total	1,038,218			No dwgs No dwgs under	150 50	462			CfSH Energy	0	0.00%	
Shared Ownership 78.0	9%	14		1,715	1,806,924	1,054		1	Stamp Duty Easements etc.			41,411 0				No dwgs over 5	100	138 Total	13,800 36,900		Design Acc & Adpt	0		
Affordable Rent 78.0	21%	32		1,400	3,441,760	2,458			Legals Acquisition	on	1.50%	15,573	56,984								Water Small Sites	1 0	0%	
Social Rent 78.0		0		1,180				PLANNING	Planning Fee			36,900				Stamp duty ca	le - Paeidual				Site Costs	194 1,409	16%	
						Ů		1	Architects		4.00%	859,293				Land payment	ic - Nesidual		1,038,218			1,403		
Grant and Subsidy Shared Ownersh Affordable Rent				0	0			1	QS / PM Planning Consul		0.50% 1.00%	107,412 214,823												
Social Rent				0	0				Other Profession	nal	3.50%	751,881	1,970,309											
SITE AREA - Net 4.69 SITE AREA - Gross 6.25		32 24	/ha /ha		32,571,084	14,664		CONSTRUCTIO	DN Build Cost - BCI	IS Basad	1,409	20,665,677						Total	41,411					
SITE AREA - GIOSS 6.23	Ild	24	/IId						s106 / CIL	IO Daseu		300,000						Total	41,411					
Sales per Quarter 0									Contingency Abnormals		2.50%	516,642 0	21,482,319			Stamp duty ca Land payment			1,718,750					
Unit Build Time 3	Quarters				RUN Residual M	MACRO ctrl+r		FINANCE								125,000 250,000	0% 1%							
Residual Land Value	Whole Site 1,038,218	Per ha NET 221,486	Per ha GROSS 166,115		Clo	osing balance =	0		Fees Interest		6.00%	77,000				500,000 1,000,000	3% 4%							
Alternative Use Value Uplift 0%	156,250 0		25,000		RUN CIL MACR	O ctrl+l osing balance =	0		Legal and Valual	ition		0	77,000			above	5%		85,938					
Plus /ha 250,000	1,562,500		250,000					SALES											00,000		-			т
Viability Threshold	1,718,750		275,000		Check on phasing d				Agents Legals		3.0% 0.5%	977,133 162,855				Pre CIL s106		£/ Unit (all) Total	300,000		ШТ	% GDV 0.00%	0	
Additional Profit	-596,043	:/m2 -53							Misc.			0	1,139,988	25,764,818		Post CIL s106	2,000	£/ Unit (all)	300,000					
	,							Developers Pro		a	17.50%			4,781,420		CIL	0		0 300,000					
									Market Housing Affordable House		17.50%			918,520	37999.598			rotal	300,000					
RESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing			10	10 0	10 0	10 0	10 1,821,493	10 1,821,493	10 1,821,493	10 1,821,493	10 1,821,493	10 1,821,493	10 1,821,493	10 1,821,493	10 1,821,493	10 1,821,493	10 1,821,493	1,821,493	1,821,493	1,821,493	1,821,493	0	0	0
Shared Ownership Affordable Rent				0	0	0	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	120,462 229,451	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0 0	0	0	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0 2,171,406	0	0	0
EXPENDITURE																								
Stamp Duty Easements etc.	41,411 0																							
Legals Acquisition	15,573																							
Planning Fee	36,900																							
Architects QS	429,646 53,706		429,646 53,706																					
Planning Consultants Other Professional	107,412 375,941		107,412 375,941																					
Build Cost - BCIS Base		0	459.237	918.475	1,377,712	1.377.712	1,377,712	1.377.712	1,377,712	1.377.712	1.377.712	1.377.712	1.377.712	1,377,712	1,377,712	1.377.712	1.377.712	918.475	459.237	0	0	0	0	0
s106/CIL		0	6,667 11,481	13,333 22,962	20,000 34,443	20,000 34,443	20,000	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000	20,000 34,443	20,000 34,443	20,000	20,000 34,443	20,000 34,443	13,333 22,962	6,667 11,481	0	0	0	0	0
Contingency Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	77,000																							
Legal and Valuation	0																							
Agents Legals	0	0	0	0	0	0	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	65,142 10,857	0	0	0
Misc. COSTS BEFORE LAND INT AND PROFIT	1,137,589	0	1,444,089	954,770	1,432,155	1,432,155	1,508,154	1,508,154				1,508,154		1,508,154	1,508,154	1,508,154	1,508,154	1,030,769					0	0
									1,508,154	1,508,154	1,508,154		1,508,154						553,384	75,999	75,999	0		
For Residual Valuation Land	1,038,218								1,508,154	1,508,154	1,508,154		1,508,154					1,000,100	553,384	75,999	75,999	0		
Land	1,000,210	20.007	22.427	55.005	70.400	00.075	445.054					70.540		55 700	40.000	27.000				75,999		0	0	
Interest Market Housing	1,000,210	32,637	33,127	55,285	70,436	92,975	115,851	107,640	99,306	90,847	1,508,154 82,261	73,546	1,508,154 64,701	55,722	46,609	37,360	27,971	18,442	1,609	75,999	75,999	0	0	0 4,781,420
Interest	1,000,210	32,637	33,127	55,285	70,436	92,975	115,851					73,546		55,722	46,609	37,360	27,971			75,999 0		0	0	0 4,781,420 918,520
Interest Market Housing Affordable Housing Cash Flow	-2,175,806	32,637	33,127	55,285	70,436	92,975	115,851 547,400					73,546 589,706		55,722	46,609 616,642	37,360 625,892	27,971 635,280			75,999 0 2,095,406		0	0	0 4,781,420 918,520 -5,699,940
Interest Market Housing Affordable Housing	-2,175,806 0				,			107,640	99,306	90,847	82,261		64,701	,		,,,,,,		18,442	1,609	0	0	0	0	918,520
Interest Market Housing Affordable Housing Cash Flow Opening Balance Closing Balance	-2,175,806 0 -2,175,806	-32,637 -2,208,443	-1,477,216	-1,010,055	-1,502,590	-1,525,129 -7,723,433	547,400	107,640 555,611	99,306 563,945	90,847 572,405 -5,484,072	82,261 580,991 -4,903,081	589,706	64,701 598,551	607,529	616,642	625,892	635,280	18,442 1,122,194 -107,285	1,609 1,616,412	0 2,095,406	2,095,406	0 0 5,699,940	0	918,520 -5,699,940
Interest Market Housing Affordable Housing Cash Flow Opening Balanc Closing Balance CASH FLOW FOR CIL ADDITIONAL PRO	-2,175,806 0 -2,175,806	-32,637	-1,477,216	-1,010,055	-1,502,590	-1,525,129	547,400	107,640 555,611	99,306 563,945	90,847 572,405	82,261 580,991 -4,903,081	589,706	64,701 598,551	607,529	616,642	625,892	635,280	18,442	1,609 1,616,412	0 2,095,406	2,095,406	0	0	918,520 -5,699,940
Interest Market Housing Affordable Housing Cash Flow Opening Balance Closing Balance	-2,175,806 0 -2,175,806	-32,637 -2,208,443 Year 1	-1,477,216 -3,685,659	-1,010,055 -4,695,714	-1,502,590 -6,198,304	-1,525,129 -7,723,433 Year 2	547,400 -7,176,033	107,640 555,611 -6,620,422	99,306 563,945 -6,056,476	90,847 572,405 -5,484,072 Year 3	82,261 580,991 -4,903,081	589,706 -4,313,375	64,701 598,551 -3,714,824	607,529 -3,107,295 Year 4	616,642	625,892 -1,864,760	635,280 -1,229,480	18,442 1,122,194 -107,285	1,609 1,616,412 1,509,127	0 2,095,406 3,604,533	0 2,095,406 5,699,940	0 5,699,940 Year 6	0 0 5,699,940	918,520 -5,699,940 0
Interest Market Housing Affordable Housing Cash Flow Opening Balance Closing Balance CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above	-2,175,806 0 -2,175,806	-32,637 -2,208,443 Year 1	-1,477,216 -3,685,659	-1,010,055 -4,695,714	-1,502,590 -6,198,304	-1,525,129 -7,723,433 Year 2	547,400 -7,176,033	107,640 555,611 -6,620,422	99,306 563,945 -6,056,476	90,847 572,405 -5,484,072 Year 3	82,261 580,991 -4,903,081	589,706 -4,313,375	64,701 598,551 -3,714,824	607,529 -3,107,295 Year 4	616,642 -2,490,652	625,892 -1,864,760	635,280 -1,229,480	18,442 1,122,194 -107,285 Year 5	1,616,412 1,509,127	0 2,095,406 3,604,533	0 2,095,406 5,699,940	0 5,699,940 Year 6	0 5,699,940	918,520 -5,699,940 0
Interest Market Housing Affordable Housing Cash Flow Opening Balance Closing Balance Closing Balance INCOME As Above	-2,175,806 0 -2,175,806	-32,637 -2,208,443 Year 1	-1,477,216 -3,685,659	-1,010,055 -4,695,714	-1,502,590 -6,198,304	-1,525,129 -7,723,433 Year 2	547,400 -7,176,033	107,640 555,611 -6,620,422	99,306 563,945 -6,056,476	90,847 572,405 -5,484,072 Year 3	82,261 580,991 -4,903,081	589,706 -4,313,375	64,701 598,551 -3,714,824	607,529 -3,107,295 Year 4	616,642 -2,490,652	625,892 -1,864,760	635,280 -1,229,480	18,442 1,122,194 -107,285 Year 5	1,616,412 1,509,127	0 2,095,406 3,604,533	0 2,095,406 5,699,940	0 5,699,940 Year 6	0 5,699,940	918,520 -5,699,940 0
Interest Market Housing Affordable Housing Cash Flow Opening Balanc Closing Balance Closing Balance INCOME As Above INCOME EXPENDITURE Land Stamp Duty	-2,175,806 0 -2,175,806 PFIT Q1 0	-32,637 -2,208,443 Year 1 Q2	-1,477,216 -3,685,659 Q3 0	-1,010,055 -4,695,714 Q4 0	-1,502,590 -6,198,304 Q1 0	-1,525,129 -7,723,433 Year 2 Q2 0	547,400 -7,176,033 Q3 2,171,406	107,640 555,611 -6.620,422 Q4 2,171,406	99,306 563,945 -6.056,476 Q1 2,171,406	90,847 572,405 -5,484,072 Year 3 Q2 2,171,406	82,261 580,991 -4,903,081 Q3 2,171,496	589,706 -4,313,375 Q4 2,171,406	64,701 598,551 -3,714,824 Q1 2,171,406	607,529 -3,107,295 Year 4 Q2 2,171,406	G16,642 -2,490,652 Q3 2,171,406	625,892 -1,864,760 Q4 2,171,406	635,280 -1,229,480 Q1 2,171,406	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406	1,609 1,616,412 1,509,127 Q3 2,171,406	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,406	0 5.699,940 Year 6 Q2 0	0 0 5,699,940 Q3 0	918,520 -5,699,940 0 Q4 0
Interest Market Housing Affordable Housing Cash Flow Opening Balance Closing Balance CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above INCOME EXPENDITURE Land	-2,175,806 0 -2,175,806 PFIT Q1 0	-32,637 -2,208,443 Year 1 Q2	-1,477,216 -3,685,659 Q3	-1,010,055 -4,695,714 Q4	-1,502,590 -6,198,304 Q1	-1,525,129 -7,723,433 Year 2 Q2	547,400 -7,176,033 Q3 2,171,406	107,640 555,611 -6,620,422 Q4 2,171,406	99,306 563,945 -6,056,476 Q1 2,171,406	90,847 572,405 -5,484,072 Year 3 Q2 2,171,406	82,261 580,991 -4,903,081 Q3 2,171,406	589,706 -4,313,375 Q4 2,171,406	64,701 598,551 -3,714,824 Q1 2,171,406	607,529 -3,107,295 Year 4 Q2 2,171,406	G16,642 -2,490,652 Q3 2,171,406	625,892 -1,864,760 Q4 2,171,406	635,280 -1,229,480 Q1 2,171,406	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406	1,616,412 1,516,412 1,509,127 Q3 2,171,406	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 Q1 2,171,406	0 5,699,940 Year 6 Q2 0	0 0 5,699,940 Q3 0	918,520 -5,699,940 0 Q4
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance CASH FLOW FOR CIL ADDITIONAL PRO INCOME AS Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee	-2,175,806 0 0 -2,175,806 PFIT Q1 0 1,718,750 85,938 0 25,781	-32,637 -2,208,443 Year 1 Q2 0	-1,477,216 -3,685,659 Q3 0 0 0 0	-1,010,055 -4,695,714 0 0 0 0 0	-1,502,590 -6,198,304 Q1 0	-1,525,129 -7,723,433 Year 2 Q2 0	547,400 -7,176,033 Q3 2,171,406	107,640 555,611 -6,620,422 Q4 2,171,406	99,306 563,945 -6,056,476 Q1 2,171,406	90,847 572,405 -5,484,072 Year 3 Q2 2,171,406	82,261 580,991 -4,903,081 Q3 2,171,406	589,706 -4,313,375 Q4 2,171,406	64,701 598,551 -3,714,824 Q1 2,171,406	607,529 -3,107,295 Year 4 Q2 2,171,406	G16,642 -2,490,652 Q3 2,171,406	Q4 2,171,406	635,280 -1,229,480 Q1 2,171,406	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406	1,616,412 1,616,412 1,509,127 Q3 2,171,406	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,406	0 5,699,940 Year 6 Q2 0	0 0 5,699,940 Q3 0	918,520 -5,699,940 0 Q4 0
Interest Market Housing Affordable Housing Cash Flow Opening Balance Closing Balance Closing Balance INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition	-2,175,806 0 -2,175,806 PFIT Q1 0 1,718,750 85,938 0 25,781	-32,637 -2,208,443 Year 1 Q2 0	-1,477,216 -3,685,659 Q3 0 0 0	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0	-1,502,590 -6,198,304 Q1 0	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0	547,400 -7,176,033 Q3 2,171,406	107,640 555,611 -6,620,422 Q4 2,171,406	99,306 563,945 -6,056,476 Q1 2,171,406	90,847 572,405 -5,484,072 Year 3 Q2 2,171,406	82,261 580,991 -4,903,081 Q3 2,171,496	589,706 -4,313,375 -4,313,375 -4,313,406 -4,013,406 -0,0	64,701 598,551 -3,714,824 Q1 2,171,406	607,529 -3,107,295 Year 4 Q2 2,171,406	G16,642 -2,490,652 -2,390,652 -2,171,496 -0 0 0	625,892 -1,864,760 Q4 2,171,406	635,280 -1,229,480 Q1 2,171,406	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406	1,616,412 1,616,412 1,509,127 Q3 2,171,406	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,406	0 5,699,940 Year 6 Q2 0	0 0 5,699,940 Q3 0	918.520 -5,699,940 0 Q4 0
Interest Market Housing Affordable Housing Cash Flow Opening Balance Closing Balance Closing Balance INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects GS Planning Tee Planning Consultants	-2,175,806 0 0 -2,175,806 PFIT Q1 0 1,718,750 85,938 0 25,781 36,900 429,646 53,706 107,412	-32,637 -2,208,443 Year 1 Q2 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 429,646 53,706 107,412	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 0 0 0 0	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 0 0 0 0	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 0 0	547,400 -7,176,033 Q3 2,171,406	107,640 555,611 -6.620,422 Q4 2,171,406	99,306 563,945 -6,056,476 Q1 2,171,406	90,847 572,405 -5.484,072 Year 3 Q2 2,171,406	82,261 580,991 4,903,081 Q3 2,171,406	589,706 -4,313,375 Q4 2,171,406	64,701 598,551 -3,714,824 Q1 2,171,496	607,529 -3,107,295 Year 4 Q2 2,171,406	G16,642 -2,490,652 -2,490,652 -2,171,406 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	625,892 -1,864,760 Q4 2,171,406	635,280 -1,229,480 C1 -2,171,406	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406	1,609 1,616,412 1,509,127 Q3 2,171,406	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,406	0 5,699,940 Year 6 Q2 0	0 0 5.699.940 0 0 0 0	918.520 -5,699,940 0 -0 -0 -0 -0 -0 -0 -0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance Closing Balance INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional	-2,175,806 0 0 -2,175,806 PFIT Q1 0 1,718,750 85,938 0 25,781 36,900 429,646 53,708 107,412 375,941	-32,637 -2,208,443 Year 1 02 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 429,646 53,706 107,412 375,941	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 0 0 0 0	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 0 0 0	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 0 0	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 0	107,640 555,611 -6.620,422 Q4 2,171,406	99,306 563,945 -6.056,476 Q1 2,171,406	90,847 572,405 -5.484,072 Year 3 Q2 2,171,406	82.261 580,991 -4,903.081 Q3 2,171,406	589,706 -4,313,375 Q4 2,171,406	64,701 598,551 -3,714,824 Q1 2,171,406 0 0 0 0 0 0 0	607,529 -3,107,295 Year 4 02 2,171,406	G16,642 -2,490,652 Q3 2,171,406 0 0 0 0 0 0 0	625,892 -1,864,760 Q4 2,171,406	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406	1,616,412 1,509,127 Q3 2,171,406	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 O1 2,171,406	0 5.699,940 Year 6 Q2 0	0 0 5.699.940 0 0 0 0 0	918.520 -5.699,940 0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance Closing Balance INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL	-2,175,806 0 0 -2,175,806 PFIT Q1 0 1,718,750 85,938 0 25,781 36,900 429,646 53,706 107,412	-32,637 -2,208,443 Year 1 Q2 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 429,646 53,706 107,412	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 0 0 0 0	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 1,377,712 -59,604	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 1,377,712 -59,604	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 1,377,712 -59,604	107,640 555,611 -6.620,422 Q4 2,171,406 0 0 0 0 1,377,712 -59,604	99,306 563,945 -6.056,476 Q1 2,171,406 0 0 0 0 0 1,377,712 -59,604	90,847 572,405 -5.484,072 Year 3 Q2 2,171,406	580,991 -4,903,081 Q3 -2,171,406 0 0 0 0 0 1,377,712 -59,604	589,706 -4,313,375 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604	64,701 598,551 -3,714,824 Q1 2,171,406 0 0 0 0 0 0 0 0 1,377,712	607,529 -3,107,295 Vear 4 Q2 2,171,496 0 0 0 0 1,377,712	0 0 0 0 0 0 1,377,712	625,892 -1,864,760 Q4 2,171,406	0 0 0 0 0 0 1,377,712	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406 0 0 0 0 918,475	1,609 1,616,412 1,509,127 Q3 2,171,406 0 0 0 0 459,237	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 C1 2,171,406	0 5,699,940 Year 6 Q2 0	0 5.699.940 Q3 0	918.520 -5,699,940 0 0 0 0 0 0 0 0 0 0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance Closing Balance INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Other Professional Build Cost - BCIS Base	-2,175,806 0 0 -2,175,806 PFIT Q1 0 1,718,750 85,938 0 25,781 36,900 429,646 53,708 107,412 375,941	-32,637 -2,208,443 Year 1 02 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,665,659 Q3 0 0 0 0 429,646 53,706 107,412 375,941 459,237	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 918,475	-1,502,590 -6,196,304 Q1 0 0 0 0 1,377,712	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 1,377,712	547,400 -7,176,033 Q3 2,171,406	107,640 555,611 -6,620,422 Q4 2,171,406	99,306 563,945 -6,056,476 Q1 2,171,406	90,847 572,405 -5,484,072 Year 3 Q2 2,171,406	82,261 580,991 -4,903,081 Q3 2,171,496 0 0 0 0 0 1,377,712	589,706 -4,313,375 Q4 2,171,406	64,701 598,551 -3,714,824 Q1 2,171,406 0 0 0 0 0 0 0	607,529 -3,107,295 Year 4 02 2,171,406	G16,642 -2,490,652 Q3 2,171,406 0 0 0 0 0 0 0	625,892 -1,864,760 Q4 2,171,406	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406	1,616,412 1,509,127 Q3 2,171,406	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 O1 2,171,406	0 5.699,940 Year 6 Q2 0	0 0 5.699.940 0 0 0 0 0	918.520 -5.699,940 0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance Closing Balance INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL a 106	-2,175,806 0 0 -2,175,806 PFIT Q1 0 1,718,750 85,538 0 25,781 36,900 429,646 53,706 107,706 107,706 107,709 10	-32,637 -2,208,443 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 429,646 53,706 107,412 375,941 459,237	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 0 0 918,475 -59,604	-1,502,590 -6,196,304 Q1 0 0 0 0 0 1,377,712 -59,604 20,000	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 1,377,712 -59,604 20,000	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000	107,640 555,611 -6,620,422 Q4 2,171,496 0 0 0 0 0 0 0 1,377,712 -9,604 20,000	99,306 563,945 -6,056,476 Q1 2,171,496 0 0 0 0 0 1,377,712 -59,604 20,000	90,847 572,405 -5,484,072 Year 3 Q2 2,171,406	580,991 -4,903,081 Q3 -2,171,406 0 0 0 0 1,377,712 -9,604 -20,000	589,706 -4,313,375 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000	64,701 598,551 -3,714,824 Q1 2,171,406 0 0 0 0 0 0 0 0 1,377,712 20,000	607,529 -3,107,295 Year 4 Q2 2,171,406 0 0 0 0 0 1,377,712 20,000	G16,642 -2,490,652 -2,490,652 -2,171,406 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	625,892 -1,864,760 Q4 -2,171,406 0 0 0 0 0 1,377,712 20,000	635,280 -1,229,480 -1,229,480 -1,229,480 -1,271,406 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,496 0 0 0 0 0 918,475 20,000	1,616,412 1,509,127 1,509,127 2,171,496	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,496	0 5,699,940 Year 6 Q2 0	0 0 5,699,940 0 0 0 0 0 0	918.520 -5,699,940 0 0 0 0 0 0 0 0 0 0
Interest Market Housing Affordable Housing Cash Flow Opening Balanc Closing Balance Closing Balance INCOME As Above INCOME EXPENDITURE Land Stamp Duly Easements etc. Legals Acquisition Planning Fee Architects GS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL POSE CIL s106 Contingency Abnormals Finance Fees	-2,175,806 0 1,718,750 0 1,718,750 85,938 0 25,781 36,900 429,646 53,704 2375,941 0 0 77,000	-32,637 -2,208,443 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 429,646 53,706 107,412 375,941 459,237 -59,604	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 0 0 918,475 -59,604 22,962 0	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0	107,640 555,611 -6.620,422 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 0 0	99,306 563,945 -6.056,476 Q1 2,171,406 0 0 0 0 1,377,712 -59,604 20,000 34,443 0	90,847 572,405 -5.484,072 Year 3 Q2 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0	580,991 -4,903,081 Q3 -2,171,406 0 0 0 0 1,377,712 -59,604 -20,000 34,443 0 0	589,706 -4,313,375 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0	64,701 598,551 -3,714,824 Q1 2,171,406 0 0 0 0 0 1,377,712 20,000 34,443 0	607,529 -3,107,295 Year 4 02 2,171,406 0 0 0 0 0 1,377,712 20,000 34,443 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	625,892 -1,864,760 Q4 2,171,406 0 0 0 0 0 0 0 1,377,712 20,000 34,443 0	0 0 0 0 0 0 0 1,377,712 20,000 34,443 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406 0 0 0 0 0 0 0 918,475 20,000 22,962 0 0	1,609 1,616,412 1,509,127 Q3 2,171,406 0 0 0 0 0 459,237 20,000 11,481 0 0	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 O1 2,171,406	0 5.699,940 Year 6 Q2 0	0 0 5.699.940 0 0 0 0 0 0 0	918.520 -5,699,940 0 0 0 0 0 0 0 0 0 0 0 0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance Closing Balance INCOME As Above INCOME Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation	-2,175,806 0 0 -2,175,806 175,806 1718,750 1718,	-32,637 -2,208,443 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 0 0 429,646 53,706 107,412 375,941 459,237 -59,604 11,481 0 0	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 0 0 918,475 -59,604 22,962 0 0 0	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0	107,640 555,611 -6.620,422 Q4 2,171,406 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0	99,306 563,945 -6.056,476 Q1 -2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0	90,847 572,405 -5.484,072 Year 3 Q2 2,171,406 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 -0 0 0	580,991 -4,903,081 Q3 -2,171,406 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0	589,706 -4,313,375 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0	64,701 598,551 -3,714,824 Q1 2,171,406 0 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0	607,529 -3,107,295 Year 4 Q2 2,171,406 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0	0 0 0 0 0 0 0 0 1,377,712 20,000 34,443 0	025,892 -1,864,760 Q4 2,171,406 0 0 0 0 0 0 0 1,377,712 20,000 34,443 0	0 0 0 0 0 0 0 1,377,712 220,000 34,443 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,496 0 0 0 0 918,475 20,000 22,962 0 0 0	1,609 1,616,412 1,509,127 Q3 2,171,406 0 0 0 0 459,237 20,000 11,481 0 0 0	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,406 0 0 0 0 0 0 0 0	0 5.699,940 Year 6 Q2 0 0 0 0 0 0 0 0	0 5,699,940 0 0 0 0 0 0 0 0 0	918.520 -5,699,940 0 0 0 0 0 0 0 0 0 0 0 0 0
Interest Market Housing Affordable Housing Cash Flow Opening Balanc Closing Balance Closing Balance INCOME As Above INCOME EXPENDITURE Land Stamp Duly Easements etc. Legals Acquisition Planning Fee Architects GS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL POSE CIL s106 Contingency Abnormals Finance Fees	-2,175,806 0 1,718,750 0 1,718,750 85,938 0 25,781 36,900 429,646 53,704 2375,941 0 0 77,000	-32,637 -2,208,443 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 429,646 53,706 107,412 375,941 459,237 -59,604	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 0 0 918,475 -59,604 22,962 0	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0	107,640 555,611 -6.620,422 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 0 0	99,306 563,945 -6.056,476 Q1 2,171,406 0 0 0 0 1,377,712 -59,604 20,000 34,443 0	90,847 572,405 -5.484,072 Year 3 Q2 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0	580,991 -4,903,081 Q3 -2,171,406 0 0 0 0 1,377,712 -59,604 -20,000 34,443 0 0	589,706 -4,313,375 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0	64,701 598,551 -3,714,824 Q1 2,171,406 0 0 0 0 0 1,377,712 20,000 34,443 0	607,529 -3,107,295 Year 4 02 2,171,406 0 0 0 0 0 1,377,712 20,000 34,443 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	625,892 -1,864,760 Q4 2,171,406 0 0 0 0 0 0 0 1,377,712 20,000 34,443 0	0 0 0 0 0 0 0 1,377,712 20,000 34,443 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406 0 0 0 0 0 0 0 918,475 20,000 22,962 0 0	1,609 1,616,412 1,509,127 Q3 2,171,406 0 0 0 0 0 459,237 20,000 11,481 0 0	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 O1 2,171,406	0 5.699,940 Year 6 Q2 0	0 0 5.699.940 0 0 0 0 0 0 0	918.520 -5,699,940 0 0 0 0 0 0 0 0 0 0 0 0 0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance CASH FLOW FOR CIL ADDITIONAL PRO INCOME INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals	-2,175,806 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-32,637 -2,208,443 Year 1 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 429,646 53,706 107,412 375,941 459,237 -59,604 11,481 0 0 0 0 0	-1,010,055 -4,695,714 0 0 0 0 0 0 0 0 918,475 -59,604 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 65,142 10,857 0	107,640 555,611 -6,620,422 Q4 2,171,406 0 0 0 0 0 1,377,712 2-59,604 20,000 34,443 0 0 0 65,142 10,657	99,306 563,945 -6.056,476 Q1 2,171,406 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,657 0	90,847 572,405 -5,484,072 Year 3 Q2 2,171,406 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 65,142 10,857	82,261 580,991 4,903,081 Q3 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,657 0	589,706 -4,313,375 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 65,142 10,857 0	64,701 598,551 -3.714,824 Q1 2,171,406 0 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857 0	607,529 -3,107,295 Year 4 02 2,171,406 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 Q4 2,171,406 Q4 Q4 Q,171,406 Q Q4 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	0 0 0 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406 0 0 0 0 0 0 0 0 0 0 0 0	1,609 1,616,412 1,509,127 Q3 2,171,406 0 0 0 0 0 459,237 20,000 11,481 0 0 0 65,142 10,857 0	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,406 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 5.699,940 Year 6 Q2 0	0 0 5,699,940 0 0 0 0 0 0 0 0 0	918.520 -5.699,940 0 0 0 0 0 0 0 0 0 0 0 0 0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance Closing Balance INCOME As Above INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Condingency Abnormals Finance Fees Legal and Valuation Agents Legals	-2,175,806 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-32,637 -2,208,443 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,665,659 Q3 0 0 0 0 429,646 53,706 107,412 375,941 459,237 -59,604 11,481 0 0 0	-1,010,055 -4,695,714 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 0 1,377,712 -59,004 0 0 34,443 0 0 0 0	-1,525,129 -7,723,433 Year 2 Q2 0 0 1,377,712 -59,604 20 00 34,443 00 00	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,857	107,640 555,611 -6,620,422 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,857	99,306 563,945 -6.056,476 Q1 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,857	90,847 572,405 -5,484,072 Year 3 Q2 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,857	580,991 -4,903,081 Q3 -2,171,406 0 0 0 0 0 1,377,712 -59,604 -20,000 34,443 0 0 65,142 10,857	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	64,701 598,551 -3,714,824 Q1 2,171,406 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857	607,529 -3,107,295 Vear 4 Q2 2,171,406 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406 0 0 0 0 918,475 20,000 22,962 0 0 65,142 10,857	1,609 1,616,412 1,500,127 Q3 2,171,406 0 0 0 0 0 459,237 20,000 11,481 0 0 65,142 10,857	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 C1 2,171,406 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 5,699,940 Year 6 Q2 0	0 5.699.940 Q3 0 0 0 0 0 0 0 0	918,520 -5,699,940 0 0 0 0 0 0 0 0 0 0 0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance Closing Balance INCOME As Above INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL a106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND INT AND PROFIT	-2,175,806 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-32,637 -2,208,443 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 0 0 429,646 53,706 107,412 375,941 459,237 -59,604 0 0 0 1,377,818	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 0 0 0 918,475 -59,604 22,962 0 0 0 0 0 881,832	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 1,372,550	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 1,372,550	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,857 0 1,448,549	107,640 555,611 -6.620,422 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 65,142 10,857 0 1,448,549	99,306 563,945 -6.056,476 Q1 -2,171,406 0 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 0 0 0 65,142 -10,857 0 1,449,549	90,847 572,405 -5.484,072 Year 3 Q2 2,171,406 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 -0 0 0 1,448,549	580,991 -4,903,081 Q3 -2,171,406 0 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 -0 0 0 65,142 -10,857 0 1,448,549	589,706 -4,313,375 Q4 2,171,406 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,857 0 1,448,549	64,701 598,551 -3,714,824 Q1 2,171,496 0 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857 0 1,508,154	607,529 -3,107,295 Vear 4 Q2 2,171,496 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 55,142 10,857 0 1,508,154	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	025,892 -1,864,760 Q4 2,171,406 0 0 0 0 0 1,377,712 20,000 34,443 0 0 65,142 10,857 0 1,508,154	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,496 0 0 0 0 0 918,475 20,000 22,962 0 0 0 65,142 10,857 0 1,037,436	1,609 1,616,412 1,509,127 Q3 2,171,406 0 0 0 0 459,237 20,000 11,481 0 0 65,142 10,857 0 566,717	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,406 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 5.699,940 Year 6 Q2 0 0 0 0 0 0 0 0 0	0 5.699.940	918,520 -5,699,940 0 0 0 0 0 0 0 0 0 0 0 0 0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance CASH FLOW FOR CIL ADDITIONAL PRO INCOME INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL slü Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND INT AND PROFIT	-2,175,806 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-32,637 -2,208,443 Year 1 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 429,646 53,706 107,412 375,941 459,237 -59,604 11,481 0 0 0 0 0	-1,010,055 -4,695,714 0 0 0 0 0 0 0 0 918,475 -59,604 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 65,142 10,857 0	107,640 555,611 -6,620,422 Q4 2,171,406 0 0 0 0 0 1,377,712 2-59,604 20,000 34,443 0 0 0 65,142 10,657	99,306 563,945 -6.056,476 Q1 2,171,406 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,657 0	90,847 572,405 -5,484,072 Year 3 Q2 2,171,406 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 65,142 10,857	82,261 580,991 4,903,081 Q3 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,657 0	589,706 -4,313,375 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 65,142 10,857 0	64,701 598,551 -3.714,824 Q1 2,171,406 0 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857 0	607,529 -3,107,295 Year 4 02 2,171,406 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 Q4 2,171,406 Q4 Q4 Q,171,406 Q Q4 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	0 0 0 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,406 0 0 0 0 0 0 0 0 0 0 0 0	1,609 1,616,412 1,509,127 Q3 2,171,406 0 0 0 0 0 459,237 20,000 11,481 0 0 0 65,142 10,857 0	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,406 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 5.699,940 Year 6 Q2 0	0 0 5,699,940 0 0 0 0 0 0 0 0 0	918,520 -5,699,940 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance CASH FLOW FOR CIL ADDITIONAL PRO INCOME INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL 106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND INT AND PROFIT For CIL calculation Interest	-2,175,806 0 0 02,175,806 0 02,175,806 0 02,175,8062,175,8062,175,8062,175,8062,175,80625,78125,70625,70625,70625,706275,941 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-32,637 -2,208,443 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 0 0 429,646 53,706 107,412 375,941 459,237 -59,604 0 0 0 1,377,818	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 0 0 0 918,475 -59,604 22,962 0 0 0 0 0 881,832	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 1,372,550	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 1,372,550	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,857 0 1,448,549	107,640 555,611 -6.620,422 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 65,142 10,857 0 1,448,549	99,306 563,945 -6.056,476 Q1 -2,171,406 0 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 0 0 0 65,142 -10,857 0 1,449,549	90,847 572,405 -5.484,072 Year 3 Q2 2,171,406 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 -0 0 0 1,448,549	580,991 -4,903,081 Q3 -2,171,406 0 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 -0 0 0 65,142 -10,857 0 1,448,549	589,706 -4,313,375 Q4 2,171,406 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,857 0 1,448,549	64,701 598,551 -3,714,824 Q1 2,171,496 0 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857 0 1,508,154	607,529 -3,107,295 Vear 4 Q2 2,171,496 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 55,142 10,857 0 1,508,154	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	025,892 -1,864,760 Q4 2,171,406 0 0 0 0 0 1,377,712 20,000 34,443 0 0 65,142 10,857 0 1,508,154	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,496 0 0 0 0 0 918,475 20,000 22,962 0 0 0 65,142 10,857 0 1,037,436	1,609 1,616,412 1,509,127 Q3 2,171,406 0 0 0 0 459,237 20,000 11,481 0 0 65,142 10,857 0 566,717	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,406 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 5.699,940 Year 6 Q2 0 0 0 0 0 0 0 0 0	0 5.699.940	918,520 -5,699,940 0 -5,699,940 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Interest Market Housing Affordable Housing Affordable Housing Cash Flow Opening Balance Closing Balance CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND INT AND PROFIT For CIL calculation Interest Market Housing	-2,175,806 0 0 02,175,806 0 02,175,806 0 02,175,8062,175,8062,175,8062,175,8062,175,80625,78125,70625,70625,70625,706275,941 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-32,637 -2,208,443 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,477,216 -3,685,659 Q3 0 0 0 0 0 429,646 53,706 107,412 375,941 459,237 -59,604 0 0 0 1,377,818	-1,010,055 -4,695,714 Q4 0 0 0 0 0 0 0 0 0 918,475 -59,604 22,962 0 0 0 0 0 881,832	-1,502,590 -6,196,304 Q1 0 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 1,372,550	-1,525,129 -7,723,433 Year 2 Q2 0 0 0 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 1,372,550	547,400 -7,176,033 Q3 2,171,406 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,857 0 1,448,549	107,640 555,611 -6.620,422 Q4 2,171,406 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 0 65,142 10,857 0 1,448,549	99,306 563,945 -6.056,476 Q1 -2,171,406 0 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 0 0 0 65,142 -10,857 0 1,449,549	90,847 572,405 -5.484,072 Year 3 Q2 2,171,406 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 -0 0 0 1,448,549	580,991 -4,903,081 Q3 -2,171,406 0 0 0 0 0 1,377,712 -59,604 -20,000 -34,443 -0 0 0 65,142 -10,857 0 1,448,549	589,706 -4,313,375 Q4 2,171,406 0 0 0 0 0 0 1,377,712 -59,604 20,000 34,443 0 0 65,142 10,857 0 1,448,549	64,701 598,551 -3,714,824 Q1 2,171,496 0 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 65,142 10,857 0 1,508,154	607,529 -3,107,295 Vear 4 Q2 2,171,496 0 0 0 0 0 1,377,712 20,000 34,443 0 0 0 55,142 10,857 0 1,508,154	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	025,892 -1,864,760 Q4 2,171,406 0 0 0 0 0 1,377,712 20,000 34,443 0 0 65,142 10,857 0 1,508,154	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	18,442 1,122,194 -107,285 Year 5 Q2 2,171,496 0 0 0 0 0 918,475 20,000 22,962 0 0 0 65,142 10,857 0 1,037,436	1,609 1,616,412 1,509,127 Q3 2,171,406 0 0 0 0 459,237 20,000 11,481 0 0 65,142 10,857 0 566,717	0 2,095,406 3,604,533 Q4 2,171,406	0 2,095,406 5,699,940 Q1 2,171,406 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 5.699,940 Year 6 Q2 0 0 0 0 0 0 0 0 0	0 5.699.940	918.520 -5.699,940 0 0 0 0 0 0 0 0 0 0 0 0 0



	te 4 Green		Marrie -		B-I.	OP:			DEVEL OP	IT COSTO							Diameir - for	la.				Duild C	in the		
COME A	Av Size m2	%	Number 75		Price £/m2	GDV £	GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fer	lc dwgs	rate			Build Cost BCIS	/m2 1,213		
rket Housing	105.7	70%	53		2,450	13,595,420	5,549		LAND	Land		/unit or m2 6.301	Total	472,602			No dwgs No dwgs under	75 50	462	23,100		CfSH Energy	0	0.00%	6
ared Ownership	78.5	9%	7		1,715		530			Stamp Duty Easements etc.			13,130 0				No dwgs over 50	25		3,450		Design Acc & Adpt	0		
•			-				- 1			Legals Acquisition	on	1.50%		20,219					Iotai	26,550		Water	1		
dable Rent	78.5	21%	16		1,400	1,730,925	1,236		PLANNING													Small Sites Site Costs	194	0% 16%	
al Rent	78.5	0%	0		1,180	0	0			Planning Fee Architects		4.00%	26,550 428,427				Stamp duty cale Land payment	c - Residual		472,602			1,408		
nt and Subsidy Shared Affordab	Ownership				0					QS / PM Planning Consul	Itante	0.50% 1.00%	53,553 107,107				'								
Social R					0	0				Other Profession		3.50%		990,511											
E AREA - Net	2.34 ha		32	/ha		16,235,080	7,315		CONSTRUCTION																
E AREA - Gross	2.76 ha		27	/ha						Build Cost - BCI s106 / CIL	IS Based	1,408	10,303,103 150,000						Total	13,130					
es per Quarter 0	0									Contingency Abnormals		2.50%	257,578	10,710,681			Stamp duty cal	c - Add Profit		758,272					
es per Quarter 0 Build Time 3	0 3 Quart	ters								Abnormais			U	10,710,681			Land payment 125,000	0%	1%						
	Wi	nole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r osing balance = (FINANCE	Fees			60,000				250,000 500,000	1% 3%	3% 0%						
sidual Land Value ernative Use Value		472,602 68,934	201,644	171,397 25,000		RUN CIL MACR	O ctrlal			Interest Legal and Valua	tion	6.00%	0	60,000			1,000,000 above	4% 5%	0% 3%						
ft 09		0		0			osing balance = ()		Logal and Valua	uon			00,000			above	3,6	Total						
Plus /ha 250, Viability Thre	,	689,338 758,272		250,000 275,000		Check on phasing of	fwgs nos		SALES	Agents		3.0%	487,052				Pre CIL s106	2,000	£/ Unit (all)			LIT	% GDV		Т
-						cori				Legals Misc.		0.5%			40.000.040				Total	150,000			0.00%	0	0
litional Profit		-208,284	m2 -38					Į.		MISC.			U	568,228	12,822,242		Post CIL s106	2,000	£/ Unit (all)	150,000					
									Developers Pro	ofit Market Housing	2	17.50%			2,379,198		CIL	0	£/m2 Total	0 150,000					
								ļ		Affordable Hou		17.50%			461,941	37881.85435	5								
IDUAL CASH FLOW FOR INT			Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
ME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
'S Started et Housing				10	10 0	10	10 0	10 1,812,723	10 1,812,723	10 1,812,723	5 1,812,723	1,812,723	1,812,723	1,812,723	906,361	0	0	0	0	0	0	0	0	0	
red Ownership					0	0	0	121,165	121,165	121,165	121,165	121,165	121,165	121,165	60,582	0	0	0	0	0	0	0	0	0	
dable Rent il Rent					0	0	0	230,790 0	230,790 0	230,790 0	230,790 0	230,790 0	230,790 0	230,790 0	115,395 0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME		0	0	0	0	0	0	0 2,164,677	0 2,164,677	0 2,164,677	0 2,164,677	0 2,164,677	0 2,164,677	0 2,164,677	0 1,082,339	0	0	0	0	0	0	0	0	0	
		-		•	-	•	•	-, - 3-, 011	_,,	_,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	-, 104,011	_,,	_, , or r	_,,	.,,			-	-	-	•	_	-		
NDITURE Duty	1	3,130																							
ments etc. s Acquisition		0 7,089																							
ing Fee tects		16,550 14,214		214,214																					
ning Consultants		6,777 i3,553		26,777 53,553																					
r Professional		87,437		187,437																					
I Cost - BCIS Base			0	457,916	915,831	1,373,747	1,373,747	1,373,747	1,373,747	1,373,747	1,144,789	686,874	228,958	0	0	0	0	0	0	0	0	0	0	0	
/CIL			0	6,667	13,333	20,000	20,000	20,000	20,000	20,000	16,667	10,000	3,333	0	0	0	0	0	0	0	0	0	0	0	
ingency ormals			0	11,448 0	22,896 0	34,344 0	34,344 0	34,344 0	34,344 0	34,344 0	28,620 0	17,172 0	5,724 0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees	6	0,000																							
and Valuation		0																							
ts		0	0	0	0	0	0	64,940 10,823	64,940 10,823	64,940 10,823	64,940	64,940 10,823	64,940 10,823	64,940 10,823	32,470 5,412	0	0	0	0	0	0	0	0	0	
ls			0	0							10,823					0		0			0	0	0	0	
TS BEFORE LAND INT AND	PROFIT 5	88,750	0	958,011	952,061	1,428,091	1,428,091	1,503,854	1,503,854	1,503,854	1,265,839	789,809	313,779	75,764	37,882	0	0	0	0	0	0	0	0	0	_
Residual Valuation	Land 4	72,602																							
1	Interest	72,002	15,920	16,159	30,772	45,514	67,618	90,054	81,492	72,802	63,982	51,459	31,608	4,319	0	0	0	0	0	0	0	0	0	0	
Market H Affordable H																									
Cash Flo	low -1	061,352	-15,920	-974,170	-982,832	-1,473,605	-1,495,709	570,769	579,331	588,021	834,856	1,323,409	1,819,291	2,084,595	1,044,457	0	0	0	0	0	0	0	0	0	-
Opening	g Balanc	0																							
Closing	Balance -1,	061,352	-1,077,273	-2,051,443	-3,034,275	-4,507,880	-6,003,589	-5,432,820	-4,853,489	-4,265,468	-3,430,612	-2,107,203	-287,913	1,796,682	2,841,139	2,841,139	2,841,139	2,841,139	2,841,139	2,841,139	2,841,139	2,841,139	2,841,139	2,841,139	_
H FLOW FOR CIL ADDITION	IAL PROFIT		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	_
ME As Abov INCOME	ve	0	0	0	0	0	0	2,164,677	2,164,677	2,164,677	2,164,677	2,164,677	2,164,677	2,164,677	1,082,339	0	0	0	0	0	0	0	0	0	
NDITURE																									
	75	58,272																							
Duty	2	2,748	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ments etc. s Acquisition	1	0 1,374	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Fee		6,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	n	
tects	2	14,214	0	214,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Consultants	5	6,777 i3,553	0	26,777 53,553	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional	18	87,437	0	187,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base		0	0	457,916	915,831	1,373,747	1,373,747	1,373,747	1,373,747	1,373,747	1,144,789	686,874	228,958	0	0	0	0	0	0	0	0	0	0	0	
NTIAL CIL CIL s106			L	-52,071	-52,071	-52,071 20,000	-52,071 20,000	20,000	20,000	20,000	20,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	
igency mals		0	0	11,448 0	22,896 0	34,344 0	34,344 0	34,344 0	34,344 0	34,344 0	28,620 0	17,172 0	5,724 0	0	0	0	0	0	0	0	0	0	0	0	
															-	-		-		-	-		-	-	
ce Fees and Valuation	6	0,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		0	0	0	0	0	0	64,940	64,940	64,940	64,940	64,940	64,940	64,940	32,470	0	0	0	0	0	0	0	0	0	
ts s		0	0	0	0	0	0	10,823	10,823	10,823	10,823	10,823	10,823	10,823	5,412	0	0	0	0	0	0	0	0	0	
IS BEFORE LAND INT AND	PROFIT 1.3	0 360,925	0	0 899,273	0 886,656	0 1,376,020	0 1,376,020	0 1,503,854	0 1,503,854	0 1,503,854	0 1,269,173	0 799,809	0 320,446	0 75,764	0 37,882	0	0	0	0	0	0	0	0	0	
		-		-, -	.,		,		,			,.	-,	.,					-		-		-	-	
CIL calculation			20.414	20,720	34,520	48,338	69,703	91,389	82,847	74,178	65,378	52,926	33,247	6,082	0	0	0	0	0	0	0	0	0	0	
	Interest Housing				l																				
	Housing		-,																						
Market H Affordable H	Housing Housing	360,925	-20,414	-919,993	-921,176	-1,424,357	-1,445,723	569,434	577,976	586,645	830,127	1,311,942	1,810,985	2,082,831	1,044,457	0	0	0	0	0	0	0	0	0	

SITE NAME Si	te 5 Green 35																							
INCOME	Av Size	% Number		Price				DEVELOPMEN	NT COSTS							Planning fee ca				Ī	Build Cost	/m2		
	m2	3	35	£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 35	rate	•		BCIS CfSH	1,216	0.00%	
Market Housing	105.0 7	0% 2	25	2,400	6,174,000	2,573			Land Stamp Duty		3,167	0	110,847			No dwgs under No dwgs over 50	35				Energy Design	0		
Shared Ownership	75.3	9%	3	1,680	398,488	237			Easements etc. Legals Acquisition	on	1.50%	0 1,663						Total	16,170	l	Acc & Adpt Water	0		
Affordable Rent	75.3 2	1%	7	1,400	774,837	553		PLANNING				,									Small Sites Site Costs	0 195	0% 16%	
Social Rent	75.3	0%	0	1,180	0	0			Planning Fee Architects		4.00%	16,170 197,473				Stamp duty cal Land payment	lc - Residual		110,847		010 0000	1,412	10,0	
	Ownership able Rent			0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	24,684 49,368				Carlo payment			110,047					
SITE AREA - Net	1.17 ha		30 /ha		7,347,325	3,363		CONSTRUCTION	ON															
SITE AREA - Gross Sales per Quarter	1.37 ha	2	26 /ha	1					Build Cost - BCI: s106 / CIL Contingency	S Based	1,412 2.50%	70,000 118,703				Stamp duty cal	lc - Add Profit	Total	377.451	l I				
	0 3 Quarters Whole Si	e Per ha NET	Per ha GROSS	3	RUN Residual I	MACRO ctrl+r losing balance =	0	FINANCE	Abnormals			37,000				Land payment 125,000 250,000 500,000	0% 1% 3%							
Residual Land Value Alternative Use Value Uplift 0	110, 34, 0%	95,01)	RUN CIL MACE				Interest Legal and Valuat	ion	6.00%	0				1,000,000 above	4% 5%	0%						
	0,000 343,	137	250,000 275,000)	Check on phasing of	dwgs nos		SALES	Agents		3.0%					Pre CIL s106		£/ Unit (all)		<u> </u>	LIT	% GDV		Ī
Additional Profit	-229,	£/m2	39		cor	rect			Legals Misc.		0.5%	36,737 0		5,803,987		Post CIL s106	2,000		70,000	l I		0.00%	0	I
								Developers Pr	Market Housing Affordable Hous		17.50% 17.50%			1,080,450 205,332	36736.623	CIL 3	0	£/m2 Total	70,000					
RESIDUAL CASH FLOW FOR IN	TEREST Q1	Year Q2	1 Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started			7	7	7	7	7 1.234.800	1,234,800	1,234,800	1,234,800	1,234,800	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing Shared Ownership				0	0	0	79,698	79,698	79,698	79,698	79,698	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	154,967	154,967	154,967	154,967	154,967	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0	0 1,469,465	0 1,469,465	0 1,469,465	0 1,469,465	0 1,469,465	0 0	0	0 0	0	0	0	0 0	0	0 0	0	0	0	0 0
EXPENDITURE																								
Stamp Duty Easements etc. Legals Acquisition	0 0 1,663																							
Planning Fee	16,170																							
architects QS	98,737 12,342		98,737 12,342																					
lanning Consultants Other Professional	24,684 86,395		24,684 86,395																					
uild Cost - BCIS Base	00,383	0	316.542	633.084	949.626	949.626	949 626	633.084	316.542	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
106/CIL		0	4,667	9,333	14,000	14,000	14,000	9,333	4,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency abnormals		0	7,914 0	15,827 0	23,741 0	23,741 0	23,741	15,827 0	7,914 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees egal and Valuation	37,000 0																							
gents	0	0	0	0	0	0	44,084	44,084	44,084	44,084	44,084	0	0	0	0	0	0	0	0	0	0	0	0	0
egals fisc.	0	0	0	0	0	0	7,347	7,347	7,347	7,347	7,347	0	0	0	0	0	0	0	0	0	0	0	0	0
OSTS BEFORE LAND INT AND	PROFIT 276,990	0	551,280	658,245	987,367	987,367	1,038,798	709,676	380,554	51,431	51,431	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land 110,847	5.818	5,905	14,263	24,350	39,526	54,929	49,293	38,636	22.882	1.954	0		0	0	0	0	0	0	0	0	0	0	0
Market Affordable	Housing	5,818	5,905	14,263	24,350	39,526	54,929	49,293	36,636	22,882	1,954	U	0	U	0	U	0	0	U	U	"	U	U	1,080,450
	-	5.040	557.405	070 507	4 044 747	4 000 000	075 707	740.400	4.050.075	4 005 450	4 440 070					•		•	•	•			•	
	Flow -387,838 ng Balanc 0 ng Balance -387,838		-557,185 -950,840	-672,507 -1,623,347	-1,011,717 -2,635,065	-1,026,893 -3,661,958	375,737 -3,286,220	710,496	1,050,275 -1,525,449	1,395,152	1,416,079	0 1,285,782	1,285,782	0 1,285,782	1,285,782	1,285,782	1,285,782	1,285,782	0 1,285,782	0 1,285,782	1,285,782	1,285,782	1,285,782	-1,285,78 0
CASH FLOW FOR CIL ADDITION	NAL PROFIT	Year	1			Year 2				Year 3				Year 4				Year 5	i			Year 6		
INCOME As Abo	Q1 ove	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	1,469,465	1,469,465	1,469,465	1,469,465	1,469,465	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	377,451																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egals Acquisition	5,662	0		0	0	0	0	0			0		0	0	0	0	0	0	0		0	0	0	0
Planning Fee Architects	16,170 98,737	0	0 98,737	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants	12,342 24,684	0	12,342 24,684	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	86,395	0	86,395	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	316,542 -76,665	633,084 -76,665	949,626 -76,665	949,626	949,626	633,084	316,542	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	7,914	15,827	14,000 23,741	14,000 23,741	14,000 23,741	14,000 15,827	14,000 7,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	37,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation						-								0	0				-			0	0	
Agents Legals	0	0	0	0	0	0	44,084 7,347	44,084 7,347	44,084 7,347	44,084 7,347	44,084 7,347	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND	0 PROFIT 658,440	0	0 469,948	0 572,246	0 910,702	0 987,367	0 1,038,798	0 714,343	0 389,887	0 51,431	0 51,431	0 0	0	0	0	0	0	0 0	0	0	0	0	0	0 0
For CIL calculation																								
Market		9,877	10,025	17,224	26,066	40,118	55,530	49,903	39,325	23,721	2,806	0	0	0	0	0	0	0	0	0	0	0	0	1,022,80
Affordable	Housing																							205,332
															_			_	_	•				1 220 12
Opening	ash Flow -658,440 Balance 0 Balance -658,440		-479,973 -1,148,290	-589,470 -1,737,760	-936,768 -2,674,528	-1,027,485 -3,702,013	375,136 -3,326,876	705,219	1,040,253 -1,581,404	1,394,313	1,415,227	0 1,228,136	1,228,136	1,228,136	1,228,136	1,228,136	1,228,136	0 1,228,136	1,228,136	1,228,136	1,228,136	1,228,136	1,228,136	-1,228,13 0

	Green 20							J																
ICOME Av Size		Number 20		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fer		rate			Build Cost BCIS	/m2 1,214		
farket Housing 105.		14		2,400		1,481		LAND	Land		/unit or m2 2,986	Total	59,728			No dwgs No dwgs under	20 20	462	9,240		CfSH Energy	0	0.00%	%
		2				140			Stamp Duty		2,300	0	39,720			No dwgs over 50		138 Total	0		Design	0		
Shared Ownership 77.		4		1,680	234,864				Easements etc. Legals Acquisition	on	1.50%	896	896					Total	9,240		Acc & Adpt Water	1	00	0/
ffordable Rent 77.				1,400		326		PLANNING													Small Sites Site Costs	194	09 169	
Social Rent 77.	7 0%	0		1,180	0	0			Planning Fee Architects		4.00%	9,240 114,063				Stamp duty call Land payment	c - Residual		59,728			1,409		
Grant and Subsidy Shared Owner Affordable Rer Social Rent				0					QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	14,258 28,516 99,805												
SITE AREA - Net 0.6 SITE AREA - Gross 0.7		30 26	/ha /ha		4,245,944	1,947			Build Cost - BCI s106 / CIL	S Based	1,409	2,742,990 40,000						Total	0					
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual N	IACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	68,575 0				Stamp duty call Land payment 125,000 250,000	c - Add Profit 0% 1%	0% 0%	235,294					
Residual Land Value Alternative Use Value Uplift 0%	Whole Site 59,728 39,216 0	89,591	Per ha GROSS 76,153 50,000 0		RUN CIL MACR	osing balance = 0 Ctrl+l using balance = 0			Fees Interest Legal and Valua	ion	6.00%	25,000	25,000			500,000 1,000,000 above	3% 4% 5%	0% 0% 0% Total	0					
Plus /ha 250,000 Viability Threshole	196,078 1 235,294		250,000 300,000		Check on phasing d	lwgs nos		SALES	Agents Legals		3.0% 0.5%	127,378 21,230				Pre CIL s106		£/ Unit (all) Total	40,000		LIT	% GDV 0.00%	(0
Additional Profit	-155,741	£/m2 -105						Developers Pr	Misc. ofit Market Housing		17.50%	0	148,608	3,351,677		Post CIL s106 CIL	2,000	£/ Unit (all) £/m2 Total	40,000 0 40,000					
RESIDUAL CASH FLOW FOR INTERES		Year 1				Year 2			Affordable Hou	Year 3	17.50%			121,020 Year 4	37152.01			Year 5				Year 6		
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing			5	5	5	5	888,600	888,600	888,600	888,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent				0	0	0	58,716 114,170	58,716 114,170	58,716 114,170	58,716 114,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,061,486	1,061,486	1,061,486	1,061,486	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.	0 0																							
Legals Acquisition Planning Fee Architects	9,240 57,031		57,031																					
QS Planning Consultants	7,129 14,258		7,129 14,258																					
Other Professional	49,902		49,902																					
Build Cost - BCIS Base s106/CIL		0	228,582 3,333	457,165 6,667	685,747 10,000	685,747 10,000	457,165 6,667	228,582 3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	5,715	11,429	17,144	17,144	11,429	5,715 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	25,000 0	Ü	Ü	Ü	· ·	Ü	Ü	0		0	Ü	Ü	U	0	Ü	Ü	Ü	Ü	Ü	Ü		Ü	Ü	Ü
Agents	0	0	0	0	0	0	31,845	31,845	31,845	31,845	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0	0	0	0	0	5,307	5,307	5,307	5,307	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	163,456	0	365,951	475,261	712,891	712,891	512,413	274,782	37,152	37,152	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Lan		2040	2 200	0.000	40.004	07.400	20.000	20.575	40.004	4457	•	•		•		•	•	•					•	
Interes Market Housin Affordable Housin	9	3,348	3,398	8,938	16,201	27,138	38,238	30,575	19,234	4,157	U	0	0	0	0	0	0	0	0	0	0	0	0	0 622,020 121,020
Cash Flow Opening Balar		-3,348	-369,349	-484,199	-729,092	-740,029	510,835	756,128	1,005,100	1,020,177	0	0	0	0	0	0	0	0	0	0	0	0	0	-743,040
Closing Baland	-223,184	-226,532	-595,880	-1,080,079	-1,809,172	-2,549,201	-2,038,365	-1,282,237	-277,137	743,040	743,040	743,040	743,040	743,040	743,040	743,040	743,040	743,040	743,040	743,040	743,040	743,040	743,040	0
CASH FLOW FOR CIL ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	1,061,486	1,061,486	1,061,486	1,061,486	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	235,294																							
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,529	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0
Planning Fee Architects	9,240 57,031	0	0 57,031	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants	7,129 14,258	0	7,129 14,258	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	49,902	0	49,902	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	228,582 -77,870	457,165 -77,870	685,747	685,747	457,165	228,582	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	5,715	11,429	10,000 17,144	10,000 17,144	10,000 11,429	10,000 5,715	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	11,429	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	25,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals	0	0	0	0	0	0	31,845 5,307	31,845 5,307	31,845 5,307	31,845 5,307	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROF	0	0	0 284,747	0 390,724	0 712,891	712,891	0 515,746	0 281,449	0	0 37,152	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interes Market Housing	9	6,021	6,111	10,474	16,492	27,433	38,538	30,929	19,693	4,623	0	0	0	0	0	0	0	0	0	0	0	0	0	590,474
	31				ı				1												1			121,020
Affordable Housing			000.00	40	man ac -	740.00	F07 04 -	m.a	400000	40.00	_	_	_			_	_	_	_		_	_		
Affordable Housin Cash Flor Opening Balanc Closing Balanc	v -401,384	-6,021 -407,405	-290,858 -698,263	-401,198 -1,099,461	-729,383 -1,828,844	-740,324 -2,569,168	507,202	749,107 -1,312,858	1,004,641	1,019,711	0 711,494	0 711,494	0 711,494	0 711,494	0 711,494	0 711,494	0 711,494	0 711,494	0 711,494	0 711,494	0 711,494	0 711,494	0 711,494	-711,494 0



THE TRANSPORT OF THE TR	SITE NAME Site 7	Green 12]																
Martine Mart									DEVELOPMEN	NT COSTS					$\overline{}$										
Marchan Marc									LAND				Total				No dwgs	12				CfSH	1,208 0	0.00%	6
Part			8							Stamp Duty		9,167	0	110,000					138	0		Design	0		
The content will be content											on	1.50%		1,650					Total	5,544		Water	0		
Martine Mart							194		PLANNING																
Column			0				0			Architects			64,389				Stamp duty call Land payment	- Residual		110,000			1,342		
Column C	Affordable Ren				0	0				Planning Consu		1.00%	16,097	150,420											
Control Cont						2,513,045	1,153		CONSTRUCTI	Build Cost - BC	IS Based	1,342							Total	0					
The column		Quarters								Contingency		2.50%	38,676	1,609,730			Land payment		0%	141,176					
Market M		Whole Site	Per ha NET	Per ha GROSS				0	FINANCE	Fees			18,000												
Thi	Alternative Use Value	23,529	275,000	50,000							tion	6.00%	0	18,000					0%						
The column	Plus /ha 250,000	117,647		250,000		Check on phasing of	dwgs nos	0	SALES								Pre CIL s106		£/ Unit (all)	0		LIT			7
Part	Additional Profit]		cor	rect			Misc.		0.5%		87,957	1,977,756			2,000	£/ Unit (all)				0.00%	0	4
The control of the co									Developers Pr	Market Housing						36648.57		0		24,000					
The control of the co					Q4	Q1		Q3	Q4	Q1			Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4
TREATMENT OF THE PROPERTY OF T	UNITS Started			4			0	700,560	700,560	700,560	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Secretary Secret	Shared Ownership				0	0	0	46,570	46,570	46,570	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
THE	Social Rent Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
The Park of the Pa	INCOME	0	0	0	0	0	0	837,682	837,682	837,682	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
The part of the pa	Stamp Duty Easements etc.	0																							
Tree Property Lange 1989 1989 1989 1989 1989 1989 1989 198																									
TAMES OF TAM	Architects	32,195																							
NATIONAL POSITIONAL PARTY NATIONAL P	Planning Consultants	8,049		8,049																					
SIGNATION OF THE PROPERTY OF T	Build Cost - BCIS Base			171,895																					0
The part of transition of the part of transition of transi																									0
The proper prope	Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
September 1 1965																									
The control of the co																									0
The Probability of Pr	Misc.			0																					0
Second Column Second Colum	0313 BEFORE LAND INT AND PROFI	97,632	<u> </u>	251,291	337,710	336,377	337,716	200,170	29,319	29,319			•				-					-			0
Attributes Investigation Application App	Interes	t	3,114	3,161	6,978	12,449	20,684	26,360	17,313	5,447	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 367,794
Committee Comm																									71,989
Variety Vari			-3,114	-254,458	-364,696	-549,025	-378,402	603,144	791,050	802,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-439,78
MCOME As A Alone MCOME As A Store MCOME As A Store As A Stor	Closing Balance	-207,632	-210,746	-465,204	-829,900	-1,378,925	-1,757,327	-1,154,183	-363,133	439,783	439,783	439,783	439,783	439,783	439,783	439,783	439,783	439,783	439,783	439,783	439,783	439,783	439,783	439,783	0
HIGHE 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0					Q4	Q1		Q3	Q4	Q1			Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4
Stamp Duty 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0	0	0	0	0	0	837,682	837,682	837,682	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Extenders etc. 0		141,176																							
Lings Acquisition																									0
Avchinetes											0	0													0
SS	Planning Fee										0	0													0
Direct Professional 28,170	QS	4,024	0	4,024	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
OTENTIAL CI. T. STATE ST												0													0
Note Clis 106 Note Clis 10		0	0		343,790	515,684	343,790	171,895	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Post CIL s106		0		8 505					1															0
egal and Valuation 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0	0	0	0	0	0	0	0				0	0	0	0	0	0	0	0	0	0	0	0	0
egals disc. 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	inance Fees egal and Valuation										0	0													0
Also: 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																									0
For CIL calculation Interest 3,589 3,643 7,201 12,595 20,832 26,551 17,586 5,725 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Aisc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest 3,589 3,643 7,201 12,595 20,832 26,551 17,596 5,725 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			-	,	. ,.=-		.,	-,	-,	.,		-	-	-	-	-		-		-			•		
Affordable Housing Cash Flow - 239,2763,589237,200359,585 -549,171381,217 597,620 790,776 802,638 0 0 0 0 0 0 0 0 0	Interes		3,589	3,643	7,201	12,595	20,832	26,551	17,586	5,725	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance 0																									349,00 71,989
			-3,589	-237,200	-359,585	-549,171	-381,217	597,620	790,776	802,638	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-420,99
			-242,865	-480,065	-839,650	-1,388,822	-1,770,038	-1,172,419	-381,642	420,996	420,996	420,996	420,996	420,996	420,996	420,996	420,996	420,996	420,996	420,996	420,996	420,996	420,996	420,996	0

SITE NAME	Site 8	Green 9																							
NCOME	Av Size m2	%	Number		Price £/m2				DEVELOPMEN	NT COSTS							Planning fee ca		rate		Ī	Build Cost BCIS	/m2 1,208		
Market Housing		700	9						LAND	Land		/unit or m2	Total	245.070			No dwgs	dwgs 9				CfSH	1,208	0.00	%
Market Housing	124.5	70%	6		2,750					Land Stamp Duty		35,097	5,294				No dwgs under No dwgs over 5		462 138 Total	0		Energy Design	0		
Shared Ownership Affordable Rent	74.7 74.7	9% 21%			1,925					Easements etc. Legals Acquisition	on	1.50%	4,738						I otal	4,158	1	Acc & Adpt Water Small Sites	1	01	9/
Social Rent	74.7	0%			1,180				PLANNING	Planning Fee			4,158				Stamp duty ca	la Basidual			ī	Site Costs	133 1,342	119	
Grant and Subsidy	Shared Ownersh				1,100					Architects QS / PM		4.00% 0.50%	54,964 6.871				Land payment	ic - Nesiduai		315,876			1,042	1	
nant and Subsidy	Affordable Rent Social Rent	пр			(Planning Consul Other Profession		1.00% 3.50%	13,741 48,094												
SITE AREA - Net SITE AREA - Gross	0.30 0.30		30 30			2,470,955	986			ON Build Cost - BCI: s106 / CIL Contingency	S Based	1,342 2.50%	1,323,027 18,000 33,076				Stamp duty ca	lc - Add Profit	Total	5,294	Ī				
Sales per Quarter Unit Build Time	0	Quarters Whole Site	Dor he NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r osing balance =	0	FINANCE	Abnormals			18,000	1,374,102			Land payment 125,000 250,000 500,000	0% 1% 3%							
Residual Land Value Alternative Use Value Uplift Plus /ha	0% a 250,000	315,876 15,000 0 75,000	1,052,920			RUN CIL MACE			SALES	Interest Legal and Valuat	ion	6.00%	0				1,000,000 above	4% 5%							
	ability Threshold	90,000		300,000		Check on phasing cor			SALES	Agents Legals Misc.		3.0% 0.5%	74,129 12,355		1,932,321		Pre CIL s106		£/ Unit (all) Total	18,000		LIT	% GDV 0.00%		0
Additional Profit		269,115							Developers Pr			17.50% 17.50%			377,468 54,949	48046.3375	Post CIL s106 CIL	2,000		0					
RESIDUAL CASH FLOW	V FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing				3	0	3	0	718,988	718,988	718,988	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent					0	0	0	38,808 65,856	38,808 65,856	38,808 65,856	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	E	0	0	0	0	0	0	823,652	823,652	823,652	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc. Legals Acquisition		5,294 0 4,738																							
Planning Fee		4,158																							
Architects QS		27,482 3,435		27,482 3,435																					
Planning Consultants Other Professional		6,871 24,047		6,871 24,047																					
Build Cost - BCIS Base s106/CIL			0	147,003 2,000	294,006 4,000	441,009 6,000	294,006 4,000	147,003 2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
S106/CIL Contingency Abnormals			0	3,675 0	7,350 0	11,025 0	7,350 0	3,675 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation Agents		18,000 0	0	0	0	0	0	24,710	24,710	24,710	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	4,118	4,118	4,118	0	0	0	0	0	0	0	ő	0	0	0	0	0	0	0
COSTS BEFORE LAND	INT AND PROFIT	94,025	0	214,513	305,356	458,034	305,356	181,506	28,828	28,828	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Interest	315,876	6,149	6,241	9,552	14,276	21,360	26,261	17,023	5,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Af	Market Housing ffordable Housing Cash Flow	-409,900	-6,149	-220,753	-314,908	-472,310	-326,716	615,885	777,801	789,468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	377,468 54,949 -432,417
	Opening Balance Closing Balance	0 -409,900	-416,049	-636,802	-951,710	-1,424,020	-1,750,736	-1,134,852	-357,051	432,417	432,417	432,417	432,417	432,417	432,417	432,417	432,417	432,417	432,417	432,417	432,417	432,417	432,417	432,417	0
CARLEI OW FOR OU	ADDITIONAL TO	EIT					v -				v -				v				v -						
CASH FLOW FOR CIL A		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME	As Above E	0	0	0	0	0	0	823,652	823,652	823,652	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		90,000																							
Stamp Duty		2,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		27,482 3,435	0	27,482 3,435	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		6,871 24,047	0	6,871 24,047	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	147,003	294,006	441,009	294,006	147,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106				269,115		6,000	6,000	6,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	3,675 0	7,350 0	11,025 0	7,350 0	3,675 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		18,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation		0	0	0	0	0	0	24,710	24,710	24,710	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.		0	0	0	0	0	0	4,118 0	4,118 0	4,118 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
MISC. COSTS BEFORE LAND	INT AND PROFIT	Ū	0	481,628	301,356	458,034	307,356	185,506	28,828	28,828	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation			0.07-	0.74	0.075	440:0	24 700	20.072	47.500	5040		•	•	_	•	•	•		•	•	•		•		_
Al	Interest Market Housing Iffordable Housing		2,671	2,711	9,976	14,646	21,736	26,672	17,500	5,840	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 344,676 54,949
	Cash Flow Opening Balance	-178,043 0	-2,671	-484,338	-311,332	-472,680	-329,092	611,473	777,323	788,983	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-399,625
	Closing Balance	-178,043	-180,713	-665,052	-976,384	-1,449,063	-1,778,155	-1,166,682	-389,359	399,625	399,625	399,625	399,625	399,625	399,625	399,625	399,625	399,625	399,625	399,625	399,625	399,625	399,625	399,625	0



	Green 6																			7				
NCOME Av Si:	ze % n2	6 Number		Price £/m2				DEVELOPMEN	NT COSTS							Planning fee ca Planning app fe		rate	-		Build Cost BCIS	/m2 1,208		
Market Housing 113		. 4	ı	2,750				LAND	Land		/unit or m2 31,455		188,731	1		No dwgs No dwgs under	6 6		2,772		CfSH Energy	0	0.009	6
									Stamp Duty		31,400	775	i	ı		No dwgs over 50		138	0		Design	0		
hared Ownership 77				1,925					Easements etc. Legals Acquisiti	on	1.50%	2,831						Total	2,772	1	Acc & Adpt Water	0		
Affordable Rent 77	'.0 21%	5 1		1,400	135,828	97		PLANNING													Small Sites Site Costs	0 133	09 119	
Social Rent 77	7.0 0%	. 0)	1,180	0	0			Planning Fee Architects		4.00%	2,772 34,390				Stamp duty cal Land payment	lc - Residual		188,731	I		1,342		
Grant and Subsidy Shared Owner Affordable Re				0					QS / PM Planning Consu	ltante	0.50% 1.00%	4,299	•											
Social Rent	20 ha	30	ı /ha	0					Other Professio		3.50%													
	20 ha	30			1,323,002	010			Build Cost - BC s106 / CIL Contingency	IS Based	1,342	12,000				Stamp duty cal	lc - Add Profit	Total	775	1				
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual	MACRO ctrl+r		FINANCE	Abnormals		2.50%	0				Land payment 125,000 250,000	0% 1%		60,000	•				
Residual Land Value	Whole Site 188,731		Per ha GROSS 943,653			losing balance =	0		Fees Interest		6.00%	11,000)			500,000 1,000,000	3% 4%	0%						
Alternative Use Value	10,000)	50,000		RUN CIL MACE				Legal and Valua	ition	0.00%	0	11,000			above	5%	1%						
Uplift 0% Plus /ha 250,000	50,000)	0 250,000		C	losing balance =	0	SALES										Total	600	1				_
Viability Thresho	ld 60,000)	300,000		Check on phasing	dwgs nos rrect			Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	12,000	,	LIT	% GDV 0.00%		
Additional Profit	150,542	£/m2	1						Misc.			0		1,196,769	1	Post CIL s106				-				3
Additional Front	130,342	2 315	•					Developers Pr	Market Housing		17.50%			229,917		CIL	2,000		12,000 0 12,000					
RESIDUAL CASH FLOW FOR INTERE	_	Year 1				Year 2		<u> </u>	Affordable Hou	Year 3				37,777 Year 4	-			Year 5				Year 6		
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing			2	0	0	0	437,938	437,938	437,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent				0	0	0	26,681 45,276	26,681 45,276	26,681 45,276	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0	509,894	509,894	509,894	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty Easements etc.	775 0																							
Legals Acquisition	2,831																							
Planning Fee	2,772																							
Architects QS	17,195 2,149		17,195 2,149																					
Planning Consultants Other Professional	4,299 15,046		4,299 15,046																					
Build Cost - BCIS Base	.,.	0	91.896	183,793	275.689	183,793	91.896	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,333	2,667	4,000	2,667	1,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	2,297 0	4,595 0	6,892 0	4,595 0	2,297 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	11,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	15,297	15,297	15,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.			0			0	2,549	2,549	2,549		0	0	0	0									0	0
COSTS BEFORE LAND INT AND PRO	FIT 56,066	0	134,216	191,054	286,581	191,054	113,373	17,846	17,846	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation La	nd 188,731	1																						
Intere	est	3,672	3,727	5,796	8,749	13,179	16,242	10,538	3,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housin Affordable Housin																								229,917 37,777
Cash Flow	-244,797	-3,672	-137,943	-196,850	-295,330	-204,233	380,278	481,510	488,732	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-267,694
Opening Balar Closing Balar	inc 0	-248,469	-386,411	-583,262	-878,592	-1,082,825	-702,547	-221,038	267,694	267,694	267,694	267,694	267,694	267,694	267,694	267,694	267,694	267,694	267,694	267,694	267,694	267,694	267,694	0
Closing bala	-244,7 <i>31</i>	-240,403	-300,411	-303,202	-070,392	-1,002,023	-702,547	-221,000	201,034	201,004	207,034	201,004	201,034	201,034	201,034	201,034	201,004	201,034	201,034	207,004	201,034	201,034	201,034	
CASH FLOW FOR CIL ADDITIONAL PI	ROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	509,894	509,894	509,894	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	60,000																							
Stamp Duty Easements etc.	600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS	17,195 2,149	0	17,195 2,149	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	4,299 15,046	0	4,299 15,046	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	91,896	183,793	275,689	183,793	91,896	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	,	Ü	150,542	.55,195						-			1 -											
Post CIL s106 Contingency	0	0	2,297	4,595	4,000 6,892	4,000 4,595	4,000 2,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	11,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
										-	-													
Agents Legals	0	0	0	0	0	0	15,297 2,549	15,297 2,549	15,297 2,549	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PRO	0 FIT 113,960	0	0 283,425	0 188,388	0 286,581	0 192,388	0 116,040	0 17,846	0 17,846	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SEL ONE EMILD INT AND PRO		<u>-</u>	_00,-20	. 20,000	_00,001	. 22,000	. 10,040	,040	,040		<u> </u>		-			<u> </u>		-	•		<u> </u>	<u> </u>		
For CIL calculation																								
Intere Market Housin	ng	1,709	1,735	6,012	8,928	13,361	16,447	10,786	3,567	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 212,883
Affordable Housin																								37,777
Cash Flo Opening Baland		-1,709	-285,160	-194,400	-295,510	-205,749	377,407	481,261	488,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-250,660
Opening Balani Closing Balani		-115,670	-400,829	-595,230	-890,740	-1,096,488	-719,082	-237,820	250,660	250,660	250,660	250,660	250,660	250,660	250,660	250,660	250,660	250,660	250,660	250,660	250,660	250,660	250,660	0
																			-					

SITE NAME Site 10	Green 3							1																
INCOME Av Size		Number		Price	GDV	GIA	l	DEVELOPMEN	T COSTS						r	Planning fee ca	de				Build Cost	/m2		
INCOME AV SIZE		Number 3		£/m2				LAND	11 60515		/unit or m2	Total				Planning fee ca Planning app fe No dwgs		rate			BCIS CfSH	/m2 1,208 0	0.00%	£
Market Housing 135.0	100%	3		2,750	1,113,750	405		Live	Land Stamp Duty		67,168	1,030	201,504			No dwgs under No dwgs over 50	3	462 138	1,386 0		Energy Design	0	*	
Shared Ownership 135.0		0		1,925		0			Easements etc. Legals Acquisition	on	1.50%	0 3,023						Total	1,386		Acc & Adpt Water	0 1		
Affordable Rent 135.0				1,400				PLANNING													Small Sites Site Costs	0 133	0% 11%	
Social Rent 135.0		0		1,180					Planning Fee Architects		4.00%	1,386 22,522	2			Stamp duty cal Land payment	c - Residual		201,504			1,342		
Grant and Subsidy Shared Owners Affordable Ren Social Rent				0 0 0					QS / PM Planning Consult Other Profession		0.50% 1.00% 3.50%	2,815 5,630 19,707)											
SITE AREA - Net 0.15 SITE AREA - Gross 0.15		20 20			1,113,750	405		CONSTRUCTION	Build Cost - BCIS s106 / CIL	S Based	1,342	543,461 6,000)					Total	1,030					
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual I	MACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	13,587 0				Stamp duty cal Land payment 125,000 250,000	c - Add Profit 0% 1%	1% 0%	45,000					
Residual Land Value	Whole Site 201,504		Per ha GROSS 1,343,358		CA	losing balance =	0		Fees Interest		6.00%	8,000				500,000 1,000,000	3% 4%	0% 0%						
Alternative Use Value Uplift 0% Plus /ha 250,000	7,500 0 37,500		50,000 0 250,000			losing balance =	0	SALES	Legal and Valuat	ion	2.00	0				above	5%	1% Total	450		Ler	ov opv		T
Viability Threshold Additional Profit	45,000 197,613	£/m2	300,000		Check on phasing o	rect			Agents Legals Misc.		3.0% 0.5%	33,413 5,569 0)	867,646		Pre CIL s106 Post CIL s106		£/ Unit (all) Total £/ Unit (all)	6,000		ш	% GDV 0.00%	0	
								Developers Pro	ofit Market Housing Affordable Hous		17.50% 17.50%			194,906 0	64968.75	CIL	0	£/m2 Total	0 6,000					
RESIDUAL CASH FLOW FOR INTERES	T Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started			1	1	1		_	_																
Market Housing Shared Ownership				0	0	0	371,250 0	371,250 0	371,250 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0 0	0 371,250	0 371,250	0 371,250	0	0	0	0	0	0	0	0	0 0	0	0 0	0	0 0	0	0 0
EXPENDITURE Charac Data	1,030																							
Stamp Duty Easements etc. Legals Acquisition	0 3,023																							
Planning Fee Architects	1,386 11,261		11,261																					
QS Planning Consultants	1,408 2,815		1,408 2,815																					
Other Professional	9,853		9,853																					
Build Cost - BCIS Base s106/CIL		0	60,385 667	1,333	181,154 2,000	120,769	60,385 667	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0
Contingency Abnormals		0	1,510 0	3,019 0	4,529 0	3,019 0	1,510 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	8,000 0																							
Agents Legals	0	0	0	0	0	0	11,138 1,856	11,138 1,856	11,138 1,856	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROFI	38,776	0	0 87,898	125,122	187,683	125,122	75,555	12,994	12,994	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land	201,504	3.604	3,658	5,032	6,984	9,904	11,929	7,673	2,414	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing Affordable Housing	3																						Ü	194,906 0
Cash Flow Opening Balan		-3,604	-91,556	-130,153	-194,667	-135,026	283,766	350,583	355,842	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-194,906 0
Closing Balance	-240,279	-243,884	-335,440	-465,593	-660,260	-795,286	-511,519	-160,936	194,906	194,906	194,906	194,906	194,906	194,906	194,906	194,906	194,906	194,906	194,906	194,906	194,906	194,906	194,906	0
CASH FLOW FOR CIL ADDITIONAL PRO	OFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As Above INCOME	0	0	0	0	0	0	371,250	371,250	371,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	45,000																							
Stamp Duty Easements etc.	450 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	675	o	0	0	0	o	0	0	0	0	ō	0	o	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	1,386 11,261	0	0 11,261	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants	1,408 2,815	0	1,408 2,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	9,853	0	9,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	60,385 197,613	120,769	181,154	120,769	60,385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	1,510	3,019	2,000 4,529	2,000 3,019	2,000 1,510	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees	8,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.	0	0	0	0	0	0	11,138 1,856	11,138 1,856	11,138 1,856 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	ů	0	0 284,845	0 123,788	187,683	0 125,788	0 76,888	0 12,994	0 12,994	0	0 0	0 0	0	0 0	0	0	0	0 0	0	0 0	0	0 0	0	0
COSTS BEFORE LAND INT AND PROFI																								
COSTS BEFORE LAND INT AND PROFI																								
	t	1,213	1,231	5,522	7,462	10,389	12,432	8,203	2,952	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 158,520 0
COSTS BEFORE LAND INT AND PROFI For CIL calculation Interes Market Housing	t 33 3 4 -80,848	1,213	1,231	5,522	7,462	10,389	12,432 281,931	8,203 350,054	2,952 355,304	0	0	0	0	0	0	0	0	0	0	0	0	0	0	

SITE NAME S	Site 11 Gr	een Plot																							
INCOME	Av Size	%	Number		Price				DEVELOPME	NT COSTS							Planning fee ca				ī	Build Cost	/m2		
	m2		1		£/m2	2 £	m2		LAND			/unit or m2	Total				Planning app fe No dwgs	dwgs	rate			BCIS CfSH	1,208 0	0.009	%
Market Housing	150.0	100%	1		2,750		150			Land Stamp Duty		75,726	0	75,726			No dwgs under No dwgs over 5	1 0	138	462 0		Energy Design	0		
Shared Ownership	150.0	0%	0		1,925					Easements etc. Legals Acquisit	on	1.50%	0 1,136						Total	462	1	Acc & Adpt Water	0		
Affordable Rent	150.0	0%	0		1,400				PLANNING												_	Small Sites Site Costs	0 133		
Social Rent	150.0	0%	0		1,180	0	0			Planning Fee Architects		4.00%	462 8,333				Stamp duty ca Land payment	lc - Residual		75,726	.		1,342		
Affore	ed Ownership dable Rent al Rent				0	0				QS / PM Planning Consu Other Profession		0.50% 1.00% 3.50%	1,042 2,083 7,291												
SITE AREA - Net SITE AREA - Gross	0.04 ha 0.05 ha		25 20			412,500	150		CONSTRUCT	Build Cost - BC s106 / CIL	IS Based	1,342	201,282 2,000						Total	0					
Sales per Quarter Unit Build Time	0 3 Qu	arters				RUN Residual I	MACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	5,032 0				Stamp duty ca Land payment 125,000 250,000	lc - Add Profit 0% 1%		15,000	·				
Residual Land Value Alternative Use Value		75,726 2,500	Per ha NET 1,893,158	50,000		RUN CIL MACE				Fees Interest Legal and Valua	tion	6.00%	3,000				500,000 1,000,000 above	3% 4% 5%	0%						
Uplift Plus /ha 2 Viability 1	0% 250,000 Threshold	12,500 15,000		250,000 300,000		Check on phasing	losing balance = dwgs nos rect		SALES	Agents Legals		3.0% 0.5%	12,375 2,063				Pre CIL s106	2,000	£/ Unit (all) Total	2,000]	LIT	% GDV 0.00%		0
Additional Profit		76,096	2/m2 507]					Developers Pr	Misc.			0		321,824		Post CIL s106 CIL	2,000	£/ Unit (all) £/m2	2,000					
RESIDUAL CASH FLOW FOR I	INTEREST		Year 1				Year 2			Market Housin Affordable Hou		17.50% 17.50%			72,188 0 Year 4	72187.5	5		Total Year 5	2,000	1		Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing				1	0	0	0	412,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy		_			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	412,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		0 0 1,136																							
Planning Fee		462																							
Architects QS		4,166 521		4,166 521																					
Planning Consultants Other Professional		1,042 3,645		1,042 3,645																					
Build Cost - BCIS Base			0	67,094	67,094	67,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
106/CIL contingency			0	667 1,677	667 1,677	667 1,677	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		3,000																							
Agents		0	0	0	0	0	0	12,375 2,063	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egals Misc. COSTS BEFORE LAND INT AN	ND PROFIT	13,972	0	78,812	69,438	69,438	0	14,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
70010 DEL GIVE EARLO IIVI AI		10,012		10,012	00,400	35,455		14,100																	
	Interest et Housing	75,726	1,345	1,366	2,568	3,648	4,745	4,816	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 72,188
Affordabl	le Housing	-89,698	-1,345	-80,178	-72,006	-73,086	-4,745	393,247	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-72,188
Open	ning Balance ing Balance	0 -89,698	-91,044	-171,222	-243,228	-316,314	-321,059	72,187	72,187	72,187	72,187	72,187	72,187	72,187	72,187	72,187	72,187	72,187	72,187	72,187	72,187	72,187	72,187	72,187	0
CASH FLOW FOR CIL ADDITION	ONAL PROFIT	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As AI	bove	0	0	0	0	0	0	412,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		15,000																							
Stamp Duty Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		225	0	0	0	0	0	0	0	0	0	0	0	o	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		462 4,166	0	0 4,166	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants		521 1,042	0	521 1,042	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		3,645	0	3,645	0	0	0	ō	ō	ō	0	0	0	ō	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0	0	67,094 76,09 6	67,094	67,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	1,677	1,677	2,000 1,677	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	ō	ō	ō	0	0	0	ő	0	0	0	ō	0	0	0	0	0	0	ō
inance Fees egal and Valuation		3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0	0	0	0	0	12,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents .egals Aisc.		0	0	0	0	0	0	2,063	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
OSTS BEFORE LAND INT AN	ND PROFIT	28,061	0	154,242	68,771	70,771	0	14,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation	Interest		421	427	2,747	3,820	4,939	5,013	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	et Housing le Housing																								58,850 0
	Cash Flowing Balance	-28,061 0	-421	-154,669	-71,519	-74,591	-4,939	393,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-58,850
Ononin				-183,151	-254,670	1																			

INCOME	Av Size	%			Price		GIA		DEVELOPMEN	NT COSTS							Planning fee ca					Build Cost	/m2		
	m2		300		£/m2				LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 300	rate			BCIS CfSH	1,213	0.00%	
Market Housing	106.1	70%			2,275		22,289			Land Stamp Duty		-7,523	0				No dwgs under No dwgs over 50	50 250	462 138	23,100 34,500		Energy Design	0		
Shared Ownership	79.1	9%			1,593		2,137			Easements etc. Legals Acquisiti		1.50%	-33,852						Total	57,600		Acc & Adpt Water	1	***	
Affordable Rent	79.1	21%			1,400		4,986		PLANNING													Small Sites Site Costs	194	0% 16%	
Social Rent	79.1	. 0%	0		1,180		0			Planning Fee Architects		4.00%	57,600 1,846,346				Stamp duty call Land payment	: - Residual		-2,256,805			1,408		
Grant and Subsidy	Shared Ownersh Affordable Rent	ip			0	0				QS / PM Planning Consu		0.50% 1.00%	230,793 461,586												
0.75 4054 11	Social Rent				0					Other Professio	onal	3.50%	1,615,553	4,211,878											
SITE AREA - Net SITE AREA - Gross	7.50 11.54		40 26	/ha /ha		61,091,028	29,412		CONSTRUCTI	Build Cost - BC	IS Based	1,408	41,416,950						Total	0					
Sales per Quarter			7							s106 / CIL Contingency		5.00%	600,000 2,070,848				Stamp duty cal	- Add Profit							
Sales per Quarter Unit Build Time	0	Quarters				DUN Desident N	44000		FINANCE	Abnormals			2,070,848	46,158,645			Land payment 125,000	0%	0%	1,384,615					
		Whole Site	Per ha NET			RUN Residual N	osing balance =	0	FINANCE	Fees			19,000				250,000 500,000	1% 3%	0% 0%						
Residual Land Value Alternative Use Value		-2,256,805 1,153,846		-195,590 100,000		RUN CIL MACR				Interest Legal and Valua	ation	6.00%	0	19,000			1,000,000 above	4% 5%	0% 0%						
Uplift Plus /ha		230,769 0		20,000			osing balance =	0	SALES										Total	0					т
Via	ability Threshold			120,000		Check on phasing d				Agents Legals		3.0% 0.5%	1,832,731 305,455				Pre CIL s106		/ Unit (all) otal	600,000		LIT 9	% GDV 0.00%	0	1
Additional Profit		-4,026,480	£/m2 -181							Misc.			0	2,138,186	50,237,052		Post CIL s106	2,000	£/ Unit (all)	600,000					
									Developers Pr	ofit Market Housin	g	17.50%			8,873,808		CIL	0	£/m2 Total	600,000					
										Affordable Hou	using	17.50%			1,817,122	35636.4331	5								
RESIDUAL CASH FLOW	V FOR INTEREST	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME UNITS Started		30	30	30	30	30	30	30	30	30	30														
Market Housing Shared Ownership			5,070,748 340,301	5,070,748 340,301	5,070,748 340,301	5,070,748 340,301	5,070,748 340,301	5,070,748 340,301	5,070,748 340,301	5,070,748 340,301	5,070,748 340,301	5,070,748 340,301	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent			698,054	698,054	698,054	698,054	698,054	698,054	698,054	698,054	698,054	698,054	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	F	0	6,109,103	6,109,103	6,109,103	6.109.103	6,109,103	6,109,103	6,109,103	6,109,103	6.109.103	6,109,103	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	-		0,100,100	0,100,100	0,100,100	0,100,100	0,100,100	0,100,100	0,100,100	0,100,100	0,100,100	0,100,100													
Stamp Duty Easements etc.		0																				1			
Legals Acquisition		-33,852																							
Planning Fee Architects		57,600 1,846,346		0																					
QS		230,793 461,586		0																					
Planning Consultants Other Professional		1,615,553		0																					
Build Cost - BCIS Base s106/CIL			4,141,695 60,000	4,141,695 60,000	4,141,695 60,000	4,141,695 60,000	4,141,695 60,000	4,141,695 60,000	4,141,695 60,000	4,141,695 60,000	4,141,695 60,000	4,141,695 60,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			207,085 207,085	207,085 207,085	207,085	207,085 207,085	207,085	207,085 207,085	207,085	207,085	207,085	207,085 207,085	0	0	0	0	0	0	0	0	0	0	0	0	0
		19,000	207,083	207,065	207,085	207,083	207,085	207,065	207,085	207,085	207,085	201,065	0	0	0	U	0	0	U	0	U	0	0	U	U
Finance Fees Legal and Valuation		0																							
Agents		0	183,273 30,546	183,273 30,546	183,273 30,546	183,273 30,546	183,273 30,546	183,273 30,546	183,273 30,546	183,273 30,546	183,273 30,546	183,273 30,546	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	INT AND PROFIT		4.829.683	0			4.829.683	4.829.683	4.829.683	4.829.683	4.829.683			0	0	0		0	0			0	0		
COSTS BEFORE LAND	TINT AND PROFIT	4,197,026	4,829,683	4,829,683	4,829,683	4,829,683	4,829,683	4,829,683	4,829,683	4,829,683	4,829,683	4,829,683	0		U	U	0	U	U	0	0		U	0	0
For Residual Valuation	Land	-2,256,805]																						
	Interest Profit on Costs		116,413	46,633	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 8,873,80
	Profit on GDV																								1,817,122
	Cash Flow Opening Balanc	-1,940,221 0	1,163,006	1,232,787	1,279,420	1,279,420	1,279,420	1,279,420	1,279,420	1,279,420	1,279,420	1,279,420	0	0	0	0	0	0	0	0	0	0	0	0	-10,690,93
	Closing Balance	-1,940,221	-777,214	455,572	1,734,992	3,014,412	4,293,832	5,573,251	6,852,671	8,132,091	9,411,510	10,690,930	10,690,930	10,690,930	10,690,930	10,690,930	10,690,930	10,690,930	10,690,930	10,690,930	10,690,930	10,690,930	10,690,930	10,690,930	0
CASH FLOW FOR CIL A	ADDITIONAL PROI	FIT																							
INCOME	As Above	Year 1		Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	E	0	6,109,103	6,109,103	6,109,103	6,109,103	6,109,103	6,109,103	6,109,103	6,109,103	6,109,103	6,109,103	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		1,384,615																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 20,769	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		57,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		1,846,346 230,793	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		461,586 1,615,553	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		-575,211	-575,211 60,000	-575,211 60,000	-575,211 60,000	-575,211 60.000	-575,211 60,000	-575,211 60,000	60.000	60.000	60.000	60.000	0		0	0	0	0	0	0	0	0	0	0	0
Contingency		0	207,085	207,085 207,085	207,085	207,085 207,085	207,085	207,085 207,085	207,085 207,085	207,085 207,085	207,085 207.085	207,085 207,085	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	207,085		207,085		207,085							0		0	-		-	0	0	_	-	0	
Finance Fees Legal and Valuation		19,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	183,273	183,273	183,273	183,273	183,273	183,273	183,273	183,273	183,273	183,273	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	30,546 0	30,546 0	30,546 0	30,546 0	30,546 0	30,546 0	30,546 0	30,546 0	30,546 0	30,546 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND			4,254,472	4,254,472	4,254,472	4,254,472	4,254,472	4,254,472	4,829,683	4,829,683	4,829,683	4,829,683												0	0

Interest Profit on cost Profit on GDV

SITE NAME Site 13	Urban 40																							
NCOME Av Siz	e %	. Number	r	Price	GDV	GIA		DEVELOPMEN	NT COSTS					1		Planning fee ca	alc			Ī	Build Cost	/m2		
m	2	40)	£/m2	£			LAND			/unit or m2	Total				Planning app fer No dwgs		rate	,		BCIS CfSH	1,215 0	0.00%	
Market Housing 106	3 70%	28	3	2,275	6,772,675	2,977			Land Stamp Duty		-14,109		-564,360			No dwgs under No dwgs over 50	40	462			Energy Design	0		
Shared Ownership 79	4 9%	4	4	1,593	455,296	286			Easements etc. Legals Acquisition	20	1.50%	0				ino diigo orai oi		Total			Acc & Adpt Water	0		
Affordable Rent 79	4 21%	. 8	3	1,400	933,940	667		DI ANNINO	Legais Acquisiti	ui	1.30%	-0,400	-0,403								Small Sites	0	0%	
Social Rent 79	4 0%	. 0)	1,180	0	0		PLANNING	Planning Fee			18,480				Stamp duty cal	lc - Residual				Site Costs	194 1,410	16%	
Grant and Subsidy Shared Owne				0					Architects QS / PM		4.00% 0.50%	30,887				Land payment			-564,360					
Affordable Re Social Rent	nt			0					Other Profession		1.00% 3.50%													
SITE AREA - Net 1.0	0 ha	40) /ha		8,161,911	3,930		CONSTRUCTI	ON															
SITE AREA - Gross 1.1	8 ha	34							Build Cost - BCI s106 / CIL	S Based	1,410	5,543,156 80,000						Total	0	l				
Sales per Quarter 0		1							Contingency Abnormals		5.00%					Stamp duty cal Land payment	lc - Add Profit		141.176					
Unit Build Time 3	Quarters				RUN Residual	MACRO esti-r		FINANCE	Abiloillas			277,130	0,177,472			125,000 250,000	0% 1%	0% 0%						
Deeldool Lend Melon	Whole Site	Per ha NET	Per ha GROSS	1		Closing balance =	0		Fees		0.000/	32,000				500,000	3%	0%	.					
Residual Land Value Alternative Use Value	117,647		100,000		RUN CIL MACI				Interest Legal and Valua	tion	6.00%	0	32,000			1,000,000 above	4% 5%	0%	.					
Uplift 20% Plus /ha 0	23,529)	20,000 0		C	losing balance =		SALES										Total	0	l -				_
Viability Threshol	d 141,176	i	120,000	J	Check on phasing	dwgs nos rrect			Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	80,000		LIT	% GDV 0.00%	0	ı
Additional Profit	-694,831	£/m2 -233	3						Misc.			0	285,667	6,496,766		Post CIL s106	2,000	£/ Unit (all)	80,000	I				
			_					Developers Pr	Market Housing		17.50%			1,185,218		CIL	0		0					
									Affordable Hou		17.50%			243,116	35708.35953									
RESIDUAL CASH FLOW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
NCOME JNITS Started			5	7	7	7	7	7		_	_	_												
Market Housing Shared Ownership				0	0	0	846,584 56,912	1,185,218 79,677	1,185,218 79,677	1,185,218 79,677	1,185,218 79,677	1,185,218 79,677	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	116,743	163,440	163,440	163,440	163,440	163,440	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME		0	0	0	0	0	0	0	0	1.428.334	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	0			0		•	1,020,239	1,428,334	1,428,334	.,-120,034	1,428,334	1,428,334		Ū						0	"		v	0
Stamp Duty	0																							
Easements etc. Legals Acquisition	0 -8,465																							
Planning Fee	18,480																							
Architects	123,549 15,444		123,549 15,444																					
Planning Consultants	30,887		30,887																					
Other Professional	108,106		108,106																					
Juild Cost - BCIS Base 106/CIL		0	230,965 3,333	554,316 8,000	877,666 12,667	970,052 14,000	970,052 14,000	970,052 14,000	646,702 9,333	323,351 4,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	11,548 11,548	27,716 27,716	43,883 43,883	48,503 48,503	48,503 48,503	48,503 48,503	32,335 32,335	16,168 16,168	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees	32,000																							
egal and Valuation	0																							
Agents Legals	0	0	0	0	0	0	30,607 5,101	42,850 7,142	42,850 7,142	42,850 7,142	42,850 7,142	42,850 7,142	0	0	0	0	0	0	0	0	0	0	0	0
Jisc. Costs Before Land Int and Prof		0	0 535,381	617,747	978,100	1,081,058	1,116,766	1,131,049	770,697	410,344	49,992	49,992	0	0	0	0	0	0	0	0	0	0	0	0
SOOTO DEL ONE EARLO INT AND THO	020,001	<u> </u>	000,001	011,141	570,100	1,001,000	1,110,100	1,101,040	110,001	410,044	40,002	40,002				J								
For Residual Valuation Lar	-564,360]																						
Intere Market Housin		0	0	4,365	13,697	28,574	45,218	47,345	43,596	34,385	19,631	0	0	0	0	0	0	0	0	0	0	0	0	1,185,218
Affordable Housin	g																							243,116
Cash Flow Opening Bala	244,359 nc 0	0	-535,381	-622,112	-991,797	-1,109,631	-141,745	249,941	614,042	983,605	1,358,712	1,378,343	0	0	0	0	0	0	0	0	0	0	0	-1,428,334
Closing Balan	244,359	244,359	-291,022	-913,134	-1,904,931	-3,014,563	-3,156,308	-2,906,368	-2,292,325	-1,308,720	49,992	1,428,334	1,428,334	1,428,334	1,428,334	1,428,334	1,428,334	1,428,334	1,428,334	1,428,334	1,428,334	1,428,334	1,428,334	0
CASH FLOW FOR CIL ADDITIONAL PR	OFIT	Year 1	ı			Year 2				Year 3				Year 4				Year 5	i			Year 6		
NCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	1,020,239	1,428,334	1,428,334	1,428,334	1,428,334	1,428,334	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	141,176																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	0 2,118	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0		0	0	0				0		0		-		0	0	0	0	0	0		
Planning Fee Architects	18,480 123,549	0	123,549	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants	15,444 30,887	0	15,444 30,887	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	108,106	0	108,106	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
duild Cost - BCIS Base	0	0	230,965 -347,416	554,316 -347,416	877,666	970,052	970,052	970,052	646,702	323,351	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106		_		•	10,000	14,000	14,000	14,000	14,000	14,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0	0	11,548 11,548	27,716 27,716	43,883 43,883	48,503 48,503	48,503 48,503	48,503 48,503	32,335 32,335	16,168 16,168	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	32,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals	0	0	0	0	0	0	30,607 5,101	42,850 7,142	42,850 7,142	42,850 7,142	42,850 7,142	42,850 7,142	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	471,760	0	184,632	262,332	975,433	1,081,058	1,116,766	1,131,049	775,363	419,678	49,992	49,992	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Intere Market Housin		7,076	7,183	10,060	14,146	28,989	45,640	47,773	44,030	34,896	20,289	0	0	0	0	0	0	0	0	0	0	0	0	1,140,65
Affordable Housin																								243,116
Cash Flo Opening Balanc		-7,076	-191,815	-272,391	-989,579	-1,110,047	-142,167	249,513	608,941	973,761	1,358,053	1,378,343	0	0	0	0	0	0	0	0	0	0	0	-1,383,776
			-670,651	-943,043	-1,932,621	-3,042,668	-3,184,835	-2,935,323	-2,326,381	-1,352,620	5,433	1,383,776	1,383,776	1,383,776	1,383,776	1,383,776	1,383,776	1,383,776	1,383,776	1,383,776				
Closing Balance	e -471,760	-478,837	-670,651	*943,043	*1,932,021	*3,042,000	*3,104,033	*2,930,323	-2,320,381	*1,332,020	3,433	1,303,770	1,303,770	1,303,770	1,303,770	1,303,770	1,300,770	1,303,770	1,303,770	1,303,770	1,383,776	1,383,776	1,383,776	0

The column	SITE NAME	Site 14 U	rban 25]																
The content of the co	INCOME		%								T COSTS		fla 0	Total				Planning app fee	dwgs				BCIS		0.000	v
Martin	Market Housing	103.2	70%	18		2,275	4,109,535	1,806						[-332,195			No dwgs under	25	462	11,550		Energy	0	0.009	%
Martine Mart	Shared Ownership	74.3	9%	2		1,593	266,175	167			Easements etc.	on	1.50%	0	-4 983			No dwys over 50			11,550		Acc & Adpt	0		
Continue	Affordable Rent	74.3	21%	5		1,400	546,000	390			Logaio / toquotiti		1.50%	4,500	4,555								Small Sites	0 194		
Part	Social Rent	74.3	0%	0		1,180	0	0					4.00%						lc - Residual		-332,195					
Marche M	Grant and Subsidy	Affordable Rent	•			0	0				Planning Consul		1.00%	37,097	345,424											
State Stat	SITE AREA - Net SITE AREA - Gross						4,921,710	2,364			Build Cost - BCI s106 / CIL	S Based		50,000				Stamp duty cal	le - Add Profit	Total	0					
Control Cont	Sales per Quarter Unit Build Time	3 Q	,	Dor ho NET	Day ha CBOSS	1			0	FINANCE	Abnormals		3.00%	166,350	3,709,707			Land payment 125,000 250,000	0% 1%	0%	100,840					
Part	Residual Land Value Alternative Use Value Uplift	20%	-332,195 84,034 16,807		-395,312 100,000		RUN CIL MACRO	O ctrl+l			Interest	tion	6.00%		23,000			1,000,000	4%	0% 0%	0					
Part	Via		100,840 £		120,000	[Legals			24,609	172,260	3,913,213				Total			LIT			0
Column C	Additional Profit		-425,888	-236							Market Housing									£/m2	0					
THE	RESIDUAL CASH FLOW	V FOR INTEREST	64			C. 1	~4			24	~4		-	64	~			~	~4			٠,				
TATE OF THE PROPERTY OF THE PR	INCOME UNITS Started		ਪਾ	Q2	43		Q1 .5	5		Q4	Ų1	Q2	Q3	Q4	Ų1	QZ	Q3	Q4	ų1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
The part of the pa	Market Housing Shared Ownership					0		-	821,907														1			
The section of the	Affordable Rent Social Rent					0	0	0	109,200	109,200	109,200	109,200	109,200	0	0	0	0	0	0	0	0	0	0		0	0
NACE 1	Grant and Subsidy	E	0	0	0		0 0	0	0	0	0	0	0											0		0
THE PROPERTY OF THE PROPERTY O	EXPENDITURE		_			Ī								7												
TOTAL STATE OF THE PROPERTY OF	Stamp Duty Easements etc. Legals Acquisition		0																							
TATION OF TATION	Planning Fee Architects				74,194																					
The Proper prope	QS Planning Consultants		9,274 18,549		9,274 18,549																					
SIGNATION OF THE PROPERTY OF T	Other Professional				64,920																					
Service Servic	Build Cost - BCIS Base s106/CIL			0	3,333	6,667	10,000	10,000	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
September 1	Contingency Abnormals											0		0	0							0	0		0	0
September 1 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	Finance Fees Legal and Valuation																									
The control of the co	Agents Legals																									
For Procession Multiplication (17.5) The process of Pr	Misc.	INT AND PROFIT			0		•																			0
Second Column Second Colum																										
Case Property Case Cas	For Residual Valuation	Interest Market Housing	-332,195	0	0	4,178	11,660	22,965	34,438	31,835	25,484	15,328	1,309	0	0	0	0	0	0	0	0	0	0	0	0	719,169
Color Barrier 15.00 15	Al	Cash Flow		0	-414,251	-498,806	-753,602	-764,906	173,510	423,427	677,092	934,562	948,581	0	0	0	0	0	0	0	0	0	0	0	0	-861,299
MODIE AL AL PLANCE METALE MAY DEPORT TO THE MATERIAL PROPERTY OF THE M				135,691	-278,560	-777,366	-1,530,967	-2,295,873	-2,122,363	-1,698,936	-1,021,844	-87,282	861,299	861,299	861,299	861,299	861,299	861,299	861,299	861,299	861,299	861,299	861,299	861,299	861,299	0
NOTIFICATION STATES AS A FARMOR STATES AND A STATE OF A STATE OF A STATES AS A FARMOR STATES AND A STATES AS A FARMOR STATES A	CASH FLOW FOR CIL A	ADDITIONAL PROFI			Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4
Description Control of Contro	INCOME																									0
Extendents sec. 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	EXPENDITURE Land											•	•													
Pages Agoption 1,513 0 0 0 0 0 0 0 0 0	Stamp Duty Fasements etc.																									0
Variencies 74,194 0 74,194 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Legals Acquisition						-	-	-											-						
SS 8,274 0 8,274 0 0 0 0 0 0 0 0 0	Planning Fee Architects						-	0																		
Sulf Cost - BCIS Base 0 0 0 221,800 443,601 665,401 665,401 665,401 665,401 0,000 10,000 10,000 0 0 0 0 0 0 0 0 0	QS Planning Consultants		9,274 18,549	0	9,274 18,549	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL PO	Other Professional Build Cost - BCIS Base						-	-											0							0
Cash Flow Cash	POTENTIAL CIL		J	Ů			-141,963	,						- 1				-	0			-		-		
Finance Fees 23,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Contingency						33,270	33,270	33,270	22,180	11,090	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Finance Fees																									
Affordable Housing Affordable Ho	Legal and Valuation		0	0	0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Agents Legals		0	0		0			4,922	4,922	4,922	4,922	4,922	0	0	0	0	0		0	0	0	0	0	0	0
Interest 4,558 4,626 8,730 14,051 23,261 34,739 32,141 25,844 15,793 1,782 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Misc.	INT AND PROFIT			0 268,955		0 599,979	0 741,941											0							0
Market Housing Affordable Housing Cash Flow -303,840 -4,558 -273,581 -354,728 -614,029 -765,202 173,209 419,788 670,065 934,097 948,108 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	For CIL calculation																									
	Af	Market Housing ffordable Housing																								687,200 142,131
Closing Balance - 303,840 - 308,937 - 581,978 - 936,706 - 1,550,735 - 2,315,938 - 2,142,728 - 1,722,940 - 1,052,875 - 118,778 829,330 829,330 829,330 829,330 829,330 829,330 829,330 829,330 829,330 829,330 829,330 829,330		Cash Flow	-303,840	-4,558	-273,581	-354,728	-614,029	-765,202	173,209	419,788	670,065	934,097	948,108	0	0	0	0	0	0	0	0	0	0	0	0	-829,330

INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	T COSTS					$\overline{}$		Planning fee ca					Build Cost BCIS	/m2		
	m2		25		£/m2		m2		LAND			/unit or m2	Total				Planning app fer No dwgs	25				CfSH	1,483	0.009	6
Market Housing	58.3	70%	18		2,000		1,021		1	Land Stamp Duty		-27,950	0				No dwgs under No dwgs over 50	25 0	138	0		Energy Design	0		
Shared Ownership	49.0	9%	2		1,400		110			Easements etc. Legals Acquisition	ion	1.50%	-10,481						Total	11,550		Acc & Adpt Water	1		
Affordable Rent	49.0	21%	5		1,400		257		PLANNING													Small Sites Site Costs	74		
Social Rent	49.0	0%	0		1,180		0		1	Planning Fee Architects		4.00%	11,550 97,169				Stamp duty cal Land payment	c - Kesidual		-698,740			1,558	J	
rant and Subsidy	Shared Ownershi Affordable Rent Social Rent				0 0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	12,146 24,292 85,023												
ITE AREA - Net ITE AREA - Gross	0.50 h 0.59 h		50 43			2,556,167	1,388			Build Cost - BCI s106 / CIL Contingency	IS Based	1,558 5.00%	2,162,940 50,000 108,147				Stamp duty cal	c - Add Profit	Total	0					
ales per Quarter nit Build Time	3 (Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	ACRO ctrl+r sing balance = (0	FINANCE	Abnormals			108,147	2,429,234			Land payment 125,000 250,000 500,000	0% 1% 3%	0%						
Residual Land Value Alternative Use Value		-698,740 147,059	-1,397,479	-1,187,858 250,000		RUN CIL MACR	O ctrl+l			Interest Legal and Valua	ition	6.00%	0	10,000			1,000,000 above	4% 5%							
Jplift Plus	20% /ha 0	29,412 0		50,000 0		Clo	sing balance = (0	SALES										Total	0					
\	/iability Threshold	176,471		300,000		Check on phasing d				Agents Legals		3.0% 0.5%	76,685 12,781				Pre CIL s106		£/ Unit (all) Total	50,000		LIT	% GDV 0.00%		0
Additional Profit		-904,492	/m2 -886							Misc.			0		2,049,660		Post CIL s106	2,000		50,000					3
									Developers Pro	ofit Market Housing Affordable Hou		17.50% 17.50%			357,292 90,038		CIL	0	£/m2 Total	50,000					
RESIDUAL CASH FLO	OW FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				5	5	5	5	5																	
Market Housing Shared Ownership					0	0	0	408,333 30,870	408,333 30,870	408,333 30,870	408,333 30,870	408,333 30,870	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	72,030 0	72,030 0	72,030 0	72,030 0	72,030 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCO!	ME	0	0	0	0	0	0	0 511,233	0 511,233	0 511,233	0 511,233	0 511,233	0	0	0	0	0	0	0	0	0	0	0	0	0
XPENDITURE	T	_	_	_	_		_	_	_		_	_	_		_	_				_	_			_	_
Stamp Duty Easements etc.		0																							
egals Acquisition		-10,481																							
lanning Fee rchitects		11,550 48,585		48,585																					
S lanning Consultants		6,073 12,146		6,073 12,146																					
Other Professional		42,512		42,512																					
uild Cost - BCIS Base 06/CIL			0	144,196 3,333	288,392 6,667	432,588 10,000	432,588 10,000	432,588 10,000	288,392 6,667	144,196 3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Johnormals			0	7,210 7,210	14,420 14,420	21,629 21,629	21,629 21,629	21,629 21,629	14,420 14,420	7,210 7,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees		10,000																							
egal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	15,337 2,556	15,337 2,556	15,337 2,556	15,337 2,556	15,337 2,556	0	0	0	0	0	0	0	0	0	0	0	0	0
lisc. OSTS BEFORE LAN	ID INT AND PROFIT	120,384	0	0 271,264	323,898	485,847	485,847	503,740	341,791	179,842	17,893	17,893	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Interest	-698,740	0	0	0	252	7,544	14,944	15,056	12,740	7,961	680	0	0	0	0	0	0	0	0	0	0	0	0	0
	Market Housing Affordable Housing																								357,292 90,038
	Cash Flow	578,355	0	-271,264	-323,898	-486,099	-493,390	-7,451	154,386	318,651	485,380	492,660	0	0	0	0	0	0	0	0	0	0	0	0	-447,32
	Opening Balance Closing Balance	0 578,355	578,355	307,091	-16,807	-502,906	-996,296	-1,003,747	-849,361	-530,711	-45,331	447,329	447,329	447,329	447,329	447,329	447,329	447,329	447,329	447,329	447,329	447,329	447,329	447,329	0
·		_	_	_	_	_	_	_	_	_	_	_	_		_	_		_	_	_	_	_	_	_	_
CASH FLOW FOR CIL	. ADDITIONAL PROF	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
NCOME INCOM	As Above ME	0	0	0	0	0	0	511,233	511,233	511,233	511,233	511,233	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Land		176,471								_															
asements etc.		0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egals Acquisition		2,647	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
lanning Fee rchitects		11,550 48,585	0	0 48,585	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
S Planning Consultants		6,073 12,146	0	6,073 12,146	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		42,512	0	42,512	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
uild Cost - BCIS Base OTENTIAL CIL		0	0	144,196 -301,497	288,392 -301,497	432,588 -301,497	432,588	432,588	288,392	144,196	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ost CIL s106 contingency		0	0	7,210	14,420	10,000 21,629	10,000 21,629	10,000 21,629	10,000 14,420	10,000 7,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0	7,210	14,420	21,629	21,629	21,629	14,420	7,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees				0	0	0	0	15,337	15,337	15,337	15,337	15,337	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		0	0				0	2,556	2,556	2,556	2,556	2,556	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees egal and Valuation gents egals		0 0 0	0 0 0	0	0	0	0	0	0	0									U	0	0	0	0	0	0
Finance Fees Legal and Valuation Legants Legals Misc.	ID INT AND PROFIT	0		0					0 345,124	0 186,509	17,893	17,893	0	0	0	0	0	0	0	0	0	0	0		0
Finance Fees egal and Valuation Agents egals disc. COSTS BEFORE LAN	ID INT AND PROFIT	0	0	0	0	0	0	0					0	0	0	0	0	0	0			0		0	
inance Fees egal and Valuation egents egals tisc. COSTS BEFORE LAN	Interest	0	0	0	0	0	0	0					0	0	0	0	0	0	0			0		0	0
Abnormals Finance Fees Legal and Valuation Agents Legals Mills COSTS BEFORE LAN		0	0 0 0	0 0 -33,566	0 15,734	0 184,349	0 485,847	0 503,740	345,124	186,509	17,893	17,893								0	0		0	0	0
Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAN	Interest Market Housing	0	0 0 0	0 0 -33,566	0 15,734	0 184,349	0 485,847	0 503,740	345,124	186,509	17,893	17,893								0	0		0	0	0 355,864

Market Housing Shared Ownership	m2 104.0	70%	15		£/m2		m2		LAND			/unit or m2	Total				Planning app fe No dwgs	dwgs 15	rate			BCIS CfSH	1,208	0.00	2/
Shared Ownership	104.0	70%							l					015.000											70
					2,275		1,092			Land Stamp Duty		-14,358	0				No dwgs under No dwgs over 50	15 0	462 138	6,930		Energy Design	0		
	81.5	9%	1		1,593		110			Easements etc. Legals Acquisition	on	1.50%	-3,231						Total	6,930		Acc & Adpt Water Small Sites	1		
Affordable Rent	81.5	21%	3		1,400		257		PLANNING													Site Costs	193		
ocial Rent	81.5	0%	0		1,180		0			Planning Fee Architects		4.00%	6,930 91,205				Stamp duty cal Land payment	c - Kesiduai		-215,369			1,402	4	
rant and Subsidy	Shared Ownership Affordable Rent Social Rent				0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	11,401 22,801 79,805												
SITE AREA - Net SITE AREA - Gross	0.43 h		35 35	/ha /ha		3,018,930	1,459			Build Cost - BCI: s106 / CIL Contingency	IS Based	1,402 5.00%	2,045,576 30,000 102,279				Stamp duty cal	c - Add Profit	Total	0					
Sales per Quarter Unit Build Time	0 3 C	uarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	IACRO ctrl+r sing balance = (0	FINANCE	Abnormals			102,279	2,280,134			Land payment 125,000 250,000 500,000	0% 1% 3%	0% 0% 0%	128,571					
Residual Land Value Alternative Use Value		-215,369 107,143	-502,528	-502,528 250,000		RUN CIL MACR				Interest Legal and Valuat	tion	6.00%	0	17,000			1,000,000 above	4% 5%	0% 0%						
Uplift Plus /h:		21,429 0		50,000 0	,		sing balance = (0	SALES										Total	0					_
Via	ability Threshold	128,571		300,000		Check on phasing d				Agents Legals		3.0% 0.5%	90,568 15,095				Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%		0
Additional Profit		-345,666	/m2 -317		•					Misc.			0	105,663	2,396,338		Post CIL s106	2,000	£/ Unit (all)	30,000					_
										ofit Market Housing Affordable Hous		17.50% 17.50%			434,753 93,560		CIL	0	£/m2 Total	30,000					
RESIDUAL CASH FLOV	V FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started	-			3	4	4	4																		
Market Housing Shared Ownership	Γ				0	0	0	496,860 35,043	662,480 46,724	662,480 46,724	662,480 46,724	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	71,883 0	95,844 0	95,844 0	95,844 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	E	0	0	0	0	0	0	0 603,786	0 805,048	0 805,048	0 805,048	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE			-				-				-		-							-	-		-		
Stamp Duty Easements etc.		0																							
egals Acquisition		-3,231																							
Planning Fee urchitects		6,930 45,603		45,603																					
QS Planning Consultants		5,700 11,401		5,700 11,401																					
Other Professional		39,902		39,902																					
uild Cost - BCIS Base 106/CIL			0	136,372 2,000	318,201 4,667	500,030 7,333	545,487 8,000	363,658 5,333	181,829 2,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Johnormals			0	6,819 6,819	15,910 15,910	25,001 25,001	27,274 27,274	18,183 18,183	9,091 9,091	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees		17,000																							
egal and Valuation		0	^	•	_	_	•	40.44	24.45	24.45*	24.45	•	•	_	^	•	•	•	•	•	^		•		_
Agents Legals		0	0	0	0	0	0	18,114 3,019	24,151 4,025	24,151 4,025	24,151 4,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0
lisc. OSTS BEFORE LAND	INT AND PROFIT	123,305	0	0 254,615	354,687	557,366	608,036	426,490	230,855	28,177	28,177	0	0	0	0	0	0	0	0	0	0	0	0	0	0
or Doniel 1 V		245.000																							
For Residual Valuation	Interest	-215,369	0	0	2,438	7,795	16,273	25,637	23,362	15,100	3,673	0	0	0	0	0	0	0	0	0	0	0	0	0	0
A	Market Housing ffordable Housing																								434,753 93,560
	Cash Flow	92,064	0	-254,615	-357,126	-565,161	-624,308	151,659	550,830	761,771	773,198	0	0	0	0	0	0	0	0	0	0	0	0	0	-528,31
	Opening Balance Closing Balance	0 92,064	92,064	-162,551	-519,677	-1,084,838	-1,709,146	-1,557,487	-1,006,657	-244,885	528,313	528,313	528,313	528,313	528,313	528,313	528,313	528,313	528,313	528,313	528,313	528,313	528,313	528,313	0
CAPH ELOW FOR ST	ADDITIONAL SECTION		v				v				v -				v				v				· -		
CASH FLOW FOR CIL A		Q1	Q2	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
NCOME INCOME	As Above E	0	0	0	0	0	0	603,786	805,048	805,048	805,048	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE and		128,571																							
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
stamp Duty asements etc.		0 0 1,929	0	0	0	0	0	0	0 0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egals Acquisition		6,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
rchitects S		45,603 5,700	0	45,603 5,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
lanning Consultants Other Professional		11,401 39,902	0	11,401 39,902	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Suild Cost - BCIS Base		0	0	136,372	318.201	500,030	545,487	363,658	181,829	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
OTENTIAL CIL		U	Ĭ	-172,833	-172,833	6.000	8,000	8,000	8,000	l 0	0	0	0	l 0	0	0	0	0	-	0	0	0	0	0	0
ost CIL s106 contingency		0	0	6,819 6,819	15,910 15,910	25,001	8,000 27,274 27,274	18,183	8,000 9,091 9,091	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
bnormals			0	6,819	15,910	25,001	27,274	18,183	9,091	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
inance Fees egal and Valuation		17,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gents egals		0	0	0	0	0	0	18,114 3,019	24,151 4,025	24,151 4,025	24,151 4,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0
lisc.	INT AND DOOR	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
OSTS BEFORE LAND	INT AND PROFIT	257,036	0	79,782	177,188	556,033	608,036	429,156	236,189	28,177	28,177	0	0	0	0	0	0	0	0	0	0	0	0	0	0
or CIL calculation	t-r		2.050	2040	E 400	7.007	46 000	25 700	20.400	45.04-	0.000	^	^	_	^	^	^	^	^	^	^	_	^	_	
	Interest Market Housing		3,856	3,913	5,169	7,904	16,363	25,729	23,496	15,315	3,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0 419,960
	Market Housing Iffordable Housing	257.000																							419,960 93,560
	Market Housing	-257,036 0 -257,036	-3,856 -3,856 -260,892	3,913 -83,695 -344,587	-182,357 -526,944	7,904 -563,937 -1,090,880	-624,399 -1,715,279	25,729 148,901 -1,566,379	23,496 545,364 -1,021,015	761,556 -259,459	3,892 772,979 513,520	0 513,520	0 513,520	0 513,520	0 513,520	0 513,520	0 513,520	0 513,520	0 513,520	0 513,520	0 513,520	0 0 513,520	0 513,520	0 513,520	419,960 93,560 -513,520

ICOME A	Av Size	% Numb		Price			1	DEVELOPMEN	IT COSTS					1		Planning fee ca					Build Cost	/m2		
	m2		15	£/m2				LAND			/unit or m2	Total				Planning app fe No dwgs	15				BCIS CfSH	1,483	0.00	1%
arket Housing			11	2,500					Land Stamp Duty Easements etc.		-27,689	0				No dwgs under No dwgs over 5	15	138	0		Energy Design	0		
ared Ownership ordable Rent	61.0	9%	3	1,750					Legals Acquisitio	on	1.50%	-6,230						Total	6,930	ı	Acc & Adpt Water Small Sites	1		0%
cial Rent	61.0	0%	0	1,180				PLANNING	Planning Fee			6,930				Stamp duty ca	lc - Residual			Ī	Site Costs	237 1, 72 1	16	3%
	Ownership			.,					Architects QS / PM		4.00% 0.50%	73,670 9,209				Land payment			-415,338			.,		
Affordab Social R			45 /ha	(Planning Consult Other Profession		1.00% 3.50%	18,417 64,461												
TE AREA - Gross	0.33 ha		45 /ha		2,119,373	957]		Build Cost - BCIS s106 / CIL Contingency	S Based	1,721 5.00%	1,647,043 30,000 82,352				Stamp duty ca	lc - Add Profit	Total						
les per Quarter 0 nit Build Time 3	Quarters Whole S		T Per ha GROSS		RUN Residual I	MACRO ctrl+r losing balance =	0	FINANCE	Abnormals			82,352 16,000				Land payment 125,000 250,000 500,000	0% 1% 3%	0% 0% 0%						
ernative Use Value elift 20 Plus /ha 0	% 16	. <mark>338 -1,246,0</mark> .333 .667 0	250,000 50,000	0	RUN CIL MACE	RO ctrl+l losing balance =	0	SALES	Interest Legal and Valuati	tion	6.00%	0	16,000			1,000,000 above	4% 5%	0% 0% Total	.					_
Viability Thr	eshold 100	£/m2 .841 -7	300,000	D	Check on phasing cor	dwgs nos rect			Agents Legals Misc.		3.0% 0.5%	63,581 10,597 0		1,683,044		Pre CIL s106		£/ Unit (all) Total £/ Unit (all)	30,000		ШΤ	% GDV 0.00%		0
			_					Developers Pro	ofit Market Housing Affordable Hous		17.50% 17.50%			298,594 72,296		CIL	0	£/m2 Total	0 30,000					
SIDUAL CASH FLOW FOR INT	EREST Q1	Year Q2	r 1 Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	—
COME IITS Started			7	8																				
rket Housing ared Ownership				0	0	0	796,250 67,253	910,000 76,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ordable Rent cial Rent ant and Subsidy		0	0	0 0	0 0	0 0	125,538 0 0	143,472 0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	
PENDITURE amp Duty	0	Ü	U	0	0	0	989,041	1,130,332	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-
sements etc. gals Acquisition	0 -6,230																							
nning Fee	6,930																							
hitects	36,835 4,604	i	36,835 4,604																					
nning Consultants her Professional Id Cost - BCIS Base	9,209 32,231	0	9,209 32,231 256,207	549,014	549,014	292,808	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	
nd Cost - BCIS Base 06/CIL ntingency normals		0 0	4,667 12,810 12,810	10,000 27,451 27,451	10,000 27,451 27,451	5,333 14,640 14,640	0	0	0 0	0 0 0	0	0 0	0 0 0	0	0	0 0 0	0 0	0 0	0	0	0 0	0	0	
ance Fees gal and Valuation	16,000																							
ents gals	0	0	0	0	0	0	29,671 4,945	33,910 5,652	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
SC.	PROFIT 99,579	0	0 369,373	613,916	613,916	327,422	34,616	39,562	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
r Residual Valuation Market H	Land -415,33	0	0	804	10,025	19,384	24,586	10,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable F	lousing ow 315,76	0 0	-369,373	-614,720	-623,941	-346,806	929,838	1,080,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Closing		315,760	-53,613	-668,333	-1,292,274	-1,639,079	-709,242	370,890	370,890	370,890	370,890	370,890	370,890	370,890	370,890	370,890	370,890	370,890	370,890	370,890	370,890	370,890	370,890	
SH FLOW FOR CIL ADDITION. COME As Above	Q1	Year Q2	q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	
INCOME	0	0	0	0	0	0	989,041	1,130,332	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
PENDITURE nd	100,00)																						
mp Duty sements etc. gals Acquisition	0 0 1,500	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	
nning Fee	6,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
chitects	36,835 4,604	0	36,835 4,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nning Consultants ner Professional	9,209 32,231		9,209 32,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ild Cost - BCIS Base	0	0	256,207	549,014	549,014	292,808	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TENTIAL CIL st CIL s106 htingency	0	0	-524,841 12,810	27,451 27,451	14,000 27,451 27,451	16,000 14,640 14,640	0 0	0 0	0 0	0 0	0	0 0 0	0 0	0 0	0 0	0 0	0 0 0	0 0	0	0 0	0	0	0 0	
normals ance Fees pal and Valuation	16,000		12,810 0 0	27,451 0 0	27,451 0 0	14,640 0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ents	0	0	0	0	0	0	29,671 4,945	33,910 5,652	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
gals sc. DSTS BEFORE LAND INT AND	0	0	0 -160,135	0 603,916	0 617,916	0 338,088	4,945 0 34,616	0 39,562	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market H		3,110	3,156	802	9,872	19,289	24,650	10,703	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable H	Housing sh Flow -207,30	9 -3,110	156,979	-604,717	-627,788	-357,378	929,774	1,080,067	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
Closing E		9 -210.418	-53,439	-658,157	-1.285.945	-1.643.322	-713.548	366.519	366.519	366,519	366,519	366,519	366,519	366,519	366,519	366,519	366,519	366,519	366,519	366,519	366,519	366,519	366,519	

INCOME	Site 18 U	rban 10																							
	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	T COSTS					$\overline{}$		Planning fee cal	lc				Build Cost	/m2		
	m2		10		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 10	rate			BCIS CfSH	1,208	0.00%	
Market Housing	97.6	70%	7		2,275	1,553,825	683			Land		-6,835		-68,350			No dwgs under	10	462	4,620		Energy	0	0.0076	,
Shared Ownership	70.0	9%	1		1,593	100,328	63			Stamp Duty Easements etc.			0				No dwgs over 50	0	138 Total	4,620		Design Acc & Adpt	0		
Affordable Rent	70.0	21%	2		1,400	205,800	147			Legals Acquisition	1	1.50%	-1,025	-1,025								Water Small Sites	1 0	0%	
Social Rent	70.0	0%	0		1,180				PLANNING	Planning Fee			4,620				Stamp duty calc	- Recidual				Site Costs	133 1,342	11%	
			0				ď			Architects		4.00%	53,525				Land payment	- Residual		-68,350			1,342		
Grant and Subsidy	Shared Ownership Affordable Rent)			0					QS / PM Planning Consulta	ants	0.50% 1.00%	6,691 13,381												
	Social Rent				0	0				Other Professiona		3.50%	46,835	125,052											
SITE AREA - Net	0.31 h		32	/ha		1,859,953	893		CONSTRUCTIO																
SITE AREA - Gross	0.31 h	a	32	/ha						Build Cost - BCIS s106 / CIL	Based	1,342	1,198,299 20,000			l			Total	0					
Sales per Quarter	0									Contingency		5.00%	59,915	4 000 400			Stamp duty cald	- Add Profit		93,750					
Unit Build Time		uarters								Abnormals			59,915	1,338,129			Land payment 125,000	0%	0%	93,730					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual M. Clos	MACRO ctrl+r osing balance = 0	0	FINANCE	Fees			13,000				250,000 500,000	1% 3%	0% 0%						
Residual Land Value Alternative Use Value		-68,350 78,125	-218,722	-218,722 250,000		RUN CIL MACRO	O ctrlul			Interest Legal and Valuation	nn.	6.00%	0	13,000			1,000,000 above	4% 5%	0% 0%						
Jplift	20%	15,625		50,000			osing balance = 0	o o		Logal and Valuatio			0	13,000			above	3,6	Total	0					
Plus /	/ha 0 Viability Threshold	93,750		300,000	Г	Check on phasing du	twgs nos		SALES	Agents		3.0%	55,799			1	Pre CIL s106	2,000 £	/ Unit (all)			LIT	% GDV		T
			0		l	corre				Legals		0.5%	9,300	05.000	4 474 000				otal	20,000			0.00%	0)
Additional Profit		-157,268	m2 -230							Misc.			0	65,098	1,471,903		Post CIL s106	2,000	£/ Unit (all)	20,000					
									Developers Pro	ofit Market Housing		17.50%			271,919		CIL	0	£/m2 Total	20,000					
										Affordable Housing		17.50%			53,572	ı			- 2400	,					
RESIDUAL CASH FLO	OW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
NCOME	Ţ	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q
NITS Started	-			3	3	4		466.148	466.148	621.530			_	C	0	0		^	0	0	^	^	^	^	
Market Housing Shared Ownership					0	0	0	30,098	30,098	40,131	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ffordable Rent locial Rent					0	0	0	61,740 0	61,740 0	82,320 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	ME	0	0	0	0	0	0	0 557,986	0 557,986	0 743,981	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		J	J	U	U		U	301,300	JJ1,366	193,301			0	J	v	v	U	U	J	•	U	U	U	U	0
EXPENDITURE Stamp Duty		0				i																			
asements etc.		0				i																			
egals Acquisition		-1,025				i																			
lanning Fee rchitects		4,620 26,763		26,763		ł																			
S lanning Consultants		3,345 6,691		3,345 6,691		ł																			
ther Professional		23,417		23,417		ł																			
Build Cost - BCIS Base	e		0	119,830	239,660	399,433	279,603	159,773	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
106/CIL Contingency			0	2,000 5,991	4,000 11,983	6,667 19,972	4,667 13,980	2,667 7,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	5,991	11,983	19,972	13,980	7,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees		13,000				l																			
egal and Valuation		0				i																			
Agents		0	0	0	0	0	0	16,740	16,740	22,319	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
.egals Misc.		0		0				2,790	2,790	3,720	0		0				0	0		0	0				0
COSTS BEFORE LAN	ND INT AND PROFIT	76,811	0	194,029	267,626	446,043	312,230	197,947	19,530	26,039	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
or Residual Valuation	on Land	-68,350																							
or Residual Valuation	Interest	*08,330	127	129	3,041	7,101	13,898	18,790	13,672	5,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Market Housing Affordable Housing					ł																			271,5 53,5
	Cash Flow																								
		0.400	407	404.457	070.007	450.444	200 400	244.040	504.705	740.440						•		•			•	•	^	•	
	Opening Balanc	-8,460 0	-127	-194,157	-270,667	-453,144	-326,128	341,249	524,785	712,142	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-325,
			-127 -8,587	-194,157 -202,744	-270,667 -473,411	-453,144 -926,555	-326,128 -1,252,684	341,249 -911,435	524,785 -386,650	712,142 325,492	0 325,492	0 325,492	0 325,492	0 325,492		0	0 325,492	0 325,492	0 325,492	0 325,492	0 325,492	0 325,492	0 325,492	0 325,492	-325,
OVER LEI OM EOD ON	Opening Balance Closing Balance	0 -8,460	-8,587				-1,252,684				325,492				325,492				325,492				325,492		-325, 0
	Opening Balance Closing Balance L ADDITIONAL PROF	0 -8,460																							-325,
ASH FLOW FOR CIL ICOME INCON	Opening Balance Closing Balance L ADDITIONAL PROF As Above	0 -8,460	-8,587 Year 1	-202,744	-473,411	-926,555	-1,252,684 Year 2	-911,435	-386,650	325,492	325,492 Year 3	325,492	325,492	325,492	325,492 3 Year 4	325,492	325,492	325,492	325,492 Year 5	325,492	325,492	325,492	325,492 Year 6	325,492	-325, 0
COME	Opening Balance Closing Balance L ADDITIONAL PROF As Above	0 -8,460 TT	-8,587 Year 1	-202,744 Q3	-473,411 Q4	-926,555 Q1	-1,252,684 Year 2	-911,435 Q3	-386,650 Q4	325,492 Q1	325,492 Year 3	325,492 Q3	325,492 Q4	325,492 Q1	325,492 3 Year 4 Q2	325,492 Q3	325,492 Q4	325,492 Q1	325,492 Year 5 Q2	325,492 Q3	325,492 Q4	325,492 Q1	325,492 Year 6 Q2	325,492 Q3	-325 (
COME INCOM	Opening Balance Closing Balance L ADDITIONAL PROF As Above	0 -8,460 TT	-8,587 Year 1	-202,744 Q3	-473,411 Q4	-926,555 Q1	-1,252,684 Year 2	-911,435 Q3	-386,650 Q4	325,492 Q1	325,492 Year 3	325,492 Q3	325,492 Q4	325,492 Q1	325,492 3 Year 4 Q2	325,492 Q3	325,492 Q4	325,492 Q1	325,492 Year 5 Q2	325,492 Q3	325,492 Q4	325,492 Q1	325,492 Year 6 Q2	325,492 Q3	-325 (
ICOME INCOM KPENDITURE	Opening Balance Closing Balance L ADDITIONAL PROF As Above	0 -8,460 T Q1 0 93,750	-8,587 Year 1 Q2 0	-202,744 Q3 0	-473,411 Q4 0	-926,555 Q1 0	-1,252,684 Year 2 Q2 0	-911,435 Q3 557,986	-386,650 Q4 557,986	Q1 743,981	325,492 Year 3 Q2 0	325,492 Q3 0	Q4 0	325,492 Q1 0	325,492 3 Year 4 Q2	Q3 0	325,492 Q4 0	325,492 Q1 0	325,492 Year 5 Q2 0	325,492 Q3 0	325,492 Q4 0	325,492 Q1 0	325,492 Year 6 Q2 0	325,492 Q3 0	-325 (
INCOME IPENDITURE amp Duty sements etc.	Opening Balance Closing Balance L ADDITIONAL PROF As Above	0 -8,460 TT Q1 0 93,750	-8,587 Year 1 Q2 0	-202,744 Q3 0	-473,411 Q4 0	-926,555 Q1 0	-1,252,684 Year 2 Q2 0	-911,435 Q3 557,986	-386,650 Q4 557,986	325,492 Q1 743,981	325,492 Year 3 Q2 0	325,492 Q3 0	Q4 Q 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0	325,492 3 Year 4 Q2 0	Q3 Q3 0	325,492 Q4 0	Q1 0 0 0	325,492 Year 5 Q2 0	325,492 Q3 0	Q4 0	325,492 Q1 0	325,492 Year 6 Q2 0	Q3 Q3 0	-325 (
INCON IPENDITURE amp Duty sements etc. gals Acquisition	Opening Balance Closing Balance L ADDITIONAL PROF As Above	0 -8,460 TT Q1 0 93,750 0 0 1,406	-8,587 Year 1 Q2 0 0 0	-202,744 Q3 0	-473,411 Q4 0	-926,555	-1,252,684 Year 2 Q2 0 0 0 0	-911,435 Q3 557,986	-386,650 Q4 557,986	325,492 Q1 743,981 0 0	325,492 Year 3 Q2 0	325,492 Q3 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0	325,492 3 Year 4 Q2 0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0	325,492 Q1 0	325,492 Year 5 Q2 0	325,492 Q3 0	Q4 0 0 0 0 0 0 0	325,492 Q1 0	325,492 Year 6 Q2 0 0 0	325,492 Q3 0	-325
INCOME INCOM (PENDITURE and amp Duty assements etc. gals Acquisition anning Fee	Opening Balance Closing Balance L ADDITIONAL PROF As Above	0 -8,460 TT Q1 0 93,750	-8,587 Year 1 Q2 0	-202,744 Q3 0 0 0 0 0 0 26,763	-473,411 Q4 0	-926,555 Q1 0	-1,252,684 Year 2 Q2 0	-911,435 Q3 557,986	-386,650 Q4 557,986	325,492 Q1 743,981	325,492 Year 3 Q2 0	325,492 Q3 0	Q4 Q 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0	325,492 3 Year 4 Q2 0	Q3 Q3 0	325,492 Q4 0	Q1 0 0 0	325,492 Year 5 Q2 0	325,492 Q3 0	Q4 0	325,492 Q1 0	325,492 Year 6 Q2 0	Q3 Q3 0	-325
INCOME INCOM INCOM KPENDITURE and amp Duty asements etc. ggals Acquisition anning Fee chitects S	Opening Balance Closing Balance L ADDITIONAL PROF As Above	93,750 93,750 0 1,406 4,620 26,763 3,345	-8.587 Year 1 Q2 0 0 0 0 0 0 0 0 0	-202,744 Q3 0 0 0 0 26,763 3,345	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0	-926,555	-1,252,684 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0	-911,435 Q3 557,986	-386,650 Q4 557,986 0 0 0	325,492 Q1 743,981	325,492 Year 3 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0	Q4 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0	325,492 3 Year 4 Q2 0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0	325,492 Q1 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0	325.492 Year 6 Q2 0 0 0 0 0 0 0	325,492 Q3 0	-325
INCOM INCOM (PENDITURE and amp Duty sements etc. gals Acquisition anning Fee chitects S anning Consultants	Opening Balance Closing Balance L ADDITIONAL PROF As Above	0 -8,460 TT Q1 0 93,750 0 0 1,406 4,620 26,763	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0	-202,744 Q3 0 0 0 0 0 0 26,763	-473,411 Q4 0 0 0 0 0 0 0 0	-926,555	-1,252,684 Year 2 Q2 0 0 0 0 0 0 0	-911,435 Q3 557,986	-386,650 Q4 557,986	325,492 Q1 743,981 0 0 0	325,492 Year 3 Q2 0 0 0 0 0 0	325,492 Q3 0	0 0 0 0 0 0	325,492 Q1 0 0	325,492 : Year 4 Q2 0 0 0 0 0 0 0 0 0 0 0	Q3 Q3 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	325,492 Q4 0 0 0 0 0 0	325,492 Q1 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0	325,492 Q3 0	325,492 Q4 0	325,492 Q1 0	325,492 Year 6 Q2 0 0 0 0 0 0 0	325,492 Q3 0	-328
PENDITURE and amp Duty sements etc. jajas Acquisition unning Fee shinklets sements etc. jajas Acquisition unning Consultants her Professional ild Cost - BCIS Base	Opening Balanci Closing Balanci L ADDITIONAL PROF As Above	93,750 93,750 0 0 1,406 4,620 26,763 3,345 6,691	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-202,744 Q3 0 0 0 0 0 0 0 28,763 3,345 6,691 23,417 119,830	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-926,555	-1,252,684 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-911,435 Q3 557,986	-386,650 Q4 557,986	325,492 Q1 743,981 0 0 0 0	325,492 Year 3 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0	325,492 : Year 4 Q2 0 0 0 0 0 0 0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492	325,492 Q1 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0	325,492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0	-328
COME INCOM IPENDITURE and IPENDITURE and IPENDITURE and IPENDITURE and IPENDITURE and IPENDITURE IPEN	Opening Balanci Closing Balanci L ADDITIONAL PROF As Above	0 -8,460 T Q1 0 93,750 0 0 1,406 4,620 26,763 3,345 6,691 23,417	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-202,744 Q3 0 0 0 0 0 28,763 3,345 6,691 23,417	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-926,555 Q1 0 0 0 0 0 0 0 0 399,433	-1,252,684 Year 2 Q2 0 0 0 0 0 0 0 279,603	-911,435 Q3 557,986 0 0 0 0 159,773	-386,650 Q4 557,986	325,492 Q1 743,981 0 0 0 0 0 0	325.492 Year 3 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0	325,492 O4 O O O O O O O O O O O O O O O O O O	325,492 Q1 0 0 0 0 0 0 0 0	Year 4 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q3	325,482 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0	325,492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0	-325
COME INCOM IPENDITURE and amp Duty sements etc. gals Acquisition unning Fee shinteds anning Consultants her Professional lid Cost - BCIS Base DTENTIAL CIL et Cil. s106	Opening Balanci Closing Balanci L ADDITIONAL PROF As Above	0 -8,460 TT C1 0 93,750 0 0 1,406 4,620 26,763 3,345 6,691 23,417 0 0	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 11,983	-926,555 Q1 0 0 0 0 0 0 0 0 399,433 6,000 19,972	-1,252,684 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 1 279,603	-911,435 Q3 557,986 0 0 0 0 0 159,773 8,000 7,989	-386,650 Q4 557,986	325,492 Q1 743,981 0 0 0 0 0 0 0	325.492 Year 3 O2 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0	325,492 : Year 4 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,482 Q4 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0	-322
COME INCOM (PENDITURE and amp Duty seements etc. gals Acquisition anning Fee chitects anning Consultants ther Professional alid Cost - BCIS Base DTENTIAL CIL set CIL s 106 notingency	Opening Balanci Closing Balanci L ADDITIONAL PROF As Above	T Q1 0 93,750 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-202,744 Q3 0 0 0 0 0 28,783 3,345 6,691 23,417 119,830 -157,268	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-926.555 Q1 0 0 0 0 0 0 0 0 0 399,433 6,000	-1,252,684 Year 2 0 0 0 0 0 0 0 279,603	-911,435 Q3 557,986 0 0 0 0 0 159,773	-386.650 Q4 557,986	325,492 Q1 743,981 0 0 0 0 0 0 0 0 0	325.492 Year 3 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Q3 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0	325,492 : Year 4 Q2 0 0 0 0 0 0 0 0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,482	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0	-322
COME INCOM (PENDITURE and amp Duty sements etc. gags Acquisition anning Fee chitects S anning Consultants ther Professional sild Cost - BCIS Base DTENTIAL CIL st	Opening Balanci Closing Balanci L ADDITIONAL PROF As Above	T Q1 0 93.750 0 1,406 4.620 26.763 3.341 0 0 0 1 13.000	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-926,555 Q1 0 0 0 0 0 0 0 0 399,433 6,000 19,972 19,972	-1,252,684 Year 2 Q2 0 0 0 0 0 0 279,603 6,000 13,880 0 0	-911,435 Q3 S57,986 0 0 0 0 0 159,773 8,000 7,389 7,989	-386,650 Q4 557,986	325,492 Q1 743,981 0 0 0 0 0 0 0	325.492 Year 3 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 : Year 4 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,482 Q4 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0	-325
INCOME INCOM XPENDITURE and amp Duty seements etc. spalas Acquisition anning Fee chitects S anning Consultants ther Professional uild Cost - BCIS Base DTENTIAL CIL part CIL par	Opening Balanci Closing Balanci L ADDITIONAL PROF As Above	T Q1 0 93,750 0 0 1,406 4,620 26,763 3,345 6,691 23,417 0 0 13,000 0 0	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	202,744 Q3 0 0 0 0 28,763 3,345 6,691 23,417 119,830 -157,268 5,991 0 0	-473,411	-926,555 Q1 0 0 0 0 0 0 0 0 399,433 6,000 19,972 19,972	-1,252,684 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-911,435 Q3 557,986 0 0 0 0 0 159,773 8,000 7,989 7,989	-386,650 Q4 557,986	325,492 Q1 743,981 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 3 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 O4 O O O O O O O O O O O O O O O O O O	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0	79ar 4 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q3	325,482	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	-32%
ICOME INCOM XPENDITURE and tamp Duty sesements etc. spals Acquisition anning Fee rchitects S samining Consultants ther Professional uild Cost - BCIS Base DTENTIAL CIL tost CIL s106 ontingency honormals nance Fees spal and Valuation gents	Opening Balanci Closing Balanci L ADDITIONAL PROF As Above	0 -8,460 T C1 0 93,750 0 1,406 4,620 26,763 3,345 6,691 23,417 0 0 13,000 0	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-473,411 Q4 0 0 0 0 0 0 0 0 0 239,660 11,983 11,983 0 0	-926.555 Q1 0 0 0 0 0 0 0 0 399,433 6,000 19,972 19,972 0 0 0	-1,252,684 Year 2 Q2 0 0 0 0 0 0 0 279,603 6,000 13,980 13,980 0 0	911,435 Q3 557,986 0 0 0 0 0 159,773 8,000 7,989 7,989 0 16,740	-386.650 Q4 557,986	325,492 Q1 743,981 0 0 0 0 0 0 0 0 0 0 0 22,319	325.492 Year 3 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 C1 0 0 0 0 0 0 0 0 0 0 0	7ear 4 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q3	325,482	325,492 Q1 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0	-325 () () () () () () () () () (
COME INCOM (PENDITURE and amp Duty sements etc. gais Acquisition anning Fee chitects \$ \$ \$ anning Consultants ther Professional lild Cost - BCIS Base DYENTIAL CIL set CIL s106 for indigency normals and Valuation tents gais sec.	Opening Balance Closing Balance L ADDITIONAL PROF As Above ME	0 -8,460 T C1 0 93,750 0 1,406 4,620 26,763 3,345 6,661 23,417 0 0 0 113,000 0 0 0 0	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-202,744 Q3 0 0 0 0 0 28,783 3,345 6,691 23,417 119,830 -157,268 5,991 5,991 0 0 0 0	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-926.555 Q1 0 0 0 0 0 0 0 0 0 399,433 6,000 19,972 19,972 0 0 0 0 0	-1,252,684 Year 2 0 0 0 0 0 0 0 279,603 6,000 13,980 0 0 0 0 0 0 0 0 0 0 0 0 0	-911,435 Q3 557,986 0 0 0 0 0 0 159,773 8,000 7,989 7,989 0 0 16,740 2,790 0	-386.650 Q4 557,986	325,492 Q1 743,981 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 3 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492	325,492 C1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 : Year 4 02 0 0 0 0 0 0 0 0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.482	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	-321
COME INCOM (PENDITURE and amp Duty sements etc. gagla Acquisition anning Fee chitects S sements etc. However, and the period of the control	Opening Balanci Closing Balanci L ADDITIONAL PROF As Above	93,750 0 0 1,406 4,620 26,763 3,345 6,691 23,417 0 0 13,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-202,744 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0 11,983 11,983 0 0 0 0	-926,555 Q1 0 0 0 0 0 0 0 0 399,433 6,000 19,972 19,972 0 0 0	-1,252,684 Year 2 Q2 0 0 0 0 0 0 0 279,603 6,000 13,980 13,980 0 0	-911,435 Q3 557,986 0 0 0 0 0 159,773 8,000 7,989 7,989 0 0 16,740 2,790	-386,650 Q4 557,986	325,492 Q1 743,981 0 0 0 0 0 0 0 0 0 0 0 22,319 3,720	325.492 Year 3 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 : Year 4 02 0 0 0 0 0 0 0 0 0 0 0 0	Q3	325,482 Q4 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0	-325
INCON XPENDITURE and amp Duty assements etc. ggals Acquisition anning Fee chitects anning Consultants ther Professional uild Cost - BCIS Base DTENTIAL CIL sot CIL s106 chitingency nonrmals annance Fees ggal and Valuation gents ggals isc. DSTS BEFORE LAN	Opening Balance Closing Balance L ADDITIONAL PROF As Above ME	0 -8,460 T C1 0 93,750 0 1,406 4,620 26,763 3,345 6,661 23,417 0 0 0 113,000 0 0 0 0	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-202,744 Q3 0 0 0 0 0 28,783 3,345 6,691 23,417 119,830 -157,268 5,991 5,991 0 0 0 0	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-926.555 Q1 0 0 0 0 0 0 0 0 0 399,433 6,000 19,972 19,972 0 0 0 0 0	-1,252,684 Year 2 0 0 0 0 0 0 0 279,603 6,000 13,980 0 0 0 0 0 0 0 0 0 0 0 0 0	-911,435 Q3 557,986 0 0 0 0 0 0 159,773 8,000 7,989 7,989 0 0 16,740 2,790 0	-386.650 Q4 557,986	325,492 Q1 743,981 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 3 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492	325,492 C1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 : Year 4 02 0 0 0 0 0 0 0 0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.482	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	-325 () () () () () () () () () (
INCOM INCOM XPENDITURE and amp Duty seements etc. spals Acquisition anning Fee chitects S sanning Consultants ther Professional uild Cost - BCIS Base DTENTIAL CIL sat CIL s106 cnringency normals nance Fees sgal and Valuation gents ggals sec.	Opening Balance Closing Balance L ADDITIONAL PROF As Above ME ND INT AND PROFIT	0 -8,460 T C1 0 93,750 0 1,406 4,620 26,763 3,345 6,661 23,417 0 0 0 113,000 0 0 0 0	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-202,744 Q3 0 0 0 0 0 28,783 3,345 6,691 23,417 119,830 -157,268 5,991 5,991 0 0 0 0	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-926.555 Q1 0 0 0 0 0 0 0 0 0 399,433 6,000 19,972 19,972 0 0 0 0 0	-1,252,684 Year 2 0 0 0 0 0 0 0 279,603 6,000 13,980 0 0 0 0 0 0 0 0 0 0 0 0 0	-911,435 Q3 557,986 0 0 0 0 0 0 159,773 8,000 7,989 7,989 0 0 16,740 2,790 0	-386.650 Q4 557,986	325,492 Q1 743,981 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 3 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492	325,492 C1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 : Year 4 02 0 0 0 0 0 0 0 0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.482	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	-325
COME INCOM (PENDITURE and amp Dury seements etc. gals Acquisition anning Fee chitects Samming Consultants their Professional services and their Professiona	Opening Balance Closing Balance L ADDITIONAL PROF As Above ME	0 -8,460 T C1 0 93,750 0 1,406 4,620 26,763 3,345 6,661 23,417 0 0 0 113,000 0 0 0 0	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	-926,555 Q1 0 0 0 0 0 0 0 0 0 399,433 6,000 19,972 19,972 0 0 0 445,376	-1,252,684 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	911,435 Q3 557,986 0 0 0 0 0 0 159,773 8,000 7,989 7,989 0 0 16,740 2,790 0 203,280	-386,650 Q4 557,986 0 0 0 0 0 0 0 0 0 0 16,740 2,790 0 119,530	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 3 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 O4 O O O O O O O O O O O O	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 4 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.482 Q4 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	-325 () () () () () () () () () (
COME INCOM (PENDITURE and amp Dury seements etc. gals Acquisition anning Fee chitects Samming Consultants their Professional services and their Professiona	Opening Balance Closing Balance L ADDITIONAL PROF As Above ME	0 -8,460 T C1 0 93,750 0 1,406 4,620 26,763 3,345 6,661 23,417 0 0 0 113,000 0 0 0 0	-8,587 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-473,411 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	-926,555 Q1 0 0 0 0 0 0 0 0 0 399,433 6,000 19,972 19,972 0 0 0 445,376	-1,252,684 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	911,435 Q3 557,986 0 0 0 0 0 0 159,773 8,000 7,989 7,989 0 0 16,740 2,790 0 203,280	-386,650 Q4 557,986 0 0 0 0 0 0 0 0 0 0 16,740 2,790 0 119,530	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 3 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 O4 O O O O O O O O O O O O	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	7 (2) (3) (3) (4) (2) (4) (4) (4) (4) (4) (4	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	325.482 Q4 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	325.492 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	325,492 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	-325

OME Av Size				Price	GDV	GIA		DEVELOPMEN	T COSTS							Planning fee ca					Build Cost	/m2		
m2		8		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	8				BCIS CfSH	1,208 0	0.00%	6
set Housing 98.8		6		2,275	1,258,075	553			Land Stamp Duty		-10,482	0	-83,852			No dwgs under No dwgs over 50	8	138	0		Energy Design	0		
red Ownership 98.8		1		1,593	113,227	71			Easements etc. Legals Acquisition	on	1.50%	-1,258	-1,258					Total	3,696	1	Acc & Adpt Water	0		
rdable Rent 98.8		2		1,400	232,260	166		PLANNING												-	Small Sites Site Costs	0 133	0% 11%	
al Rent 98.8		C)	1,180	0	0			Planning Fee Architects		4.00%	3,696 47,284				Stamp duty call Land payment	c - Residual		-83,852			1,342		
t and Subsidy Shared Owners Affordable Reni Social Rent				0 0 0	0 0 0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	5,910 11,821 41,373												
AREA - Net 0.18 AREA - Gross 0.18		45 45			1,603,562	790			Build Cost - BCI s106 / CIL	IS Based	1,342	1,060,085 16,000				Store data and	a Add Double	Total	0	1				
s per Quarter 0 Build Time 3	Quarters				RUN Residual M			FINANCE	Contingency Abnormals		5.00%	53,004 53,004	1,182,094			Stamp duty call Land payment 125,000 250,000	0% 1%							
idual Land Value native Use Value t 20%	Whole Site -83,852 44,444 8,889	-471,670	Per ha GROSS -471,670 250,000 50,000		RUN CIL MACRO	sing balance = (O ctrl+l sing balance = (Fees Interest Legal and Valual	tion	6.00%	9,000				500,000 1,000,000 above	3% 4% 5%	0%						
Plus /ha 0 Viability Threshold		£/m2	300,000		Check on phasing di			SALES	Agents Legals Misc.		3.0% 0.5%	48,107 8,018 0		1,272,193		Pre CIL s106		£/ Unit (all) Total	16,000		LIT	% GDV 0.00%	(0
itional Profit	-145,028		2					Developers Pro	ofit Market Housing		17.50%		30,123	220,163		Post CIL s106 CIL	2,000		0					
IDUAL CASH FLOW FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Affordable House	Year 3	17.50% Q3	Q4	Q1	60,460 Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	
DME ΓS Started			2	2	2	2																		
et Housing ed Ownership				0	0	0	314,519 28,307	314,519 28,307	314,519 28,307	314,519 28,307	0	0	0	0	0	0	0	0	0	0	0	0	0	
dable Rent I Rent				0	0	0	58,065 0	58,065 0	58,065 0	58,065 0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME	0	0	0	0	0	0	0 400,890	0 400,890	0 400,890	0 400,890	0 0	0 0	0	0	0 0	0	0	0	0	0 0	0	0 0	0 0	_
NDITURE																								
Duty ents etc.	0 0																							
Acquisition	-1,258 3,606																							
g Fee cts	3,696 23,642		23,642																					
g Consultants	2,955 5,910		2,955 5,910																					
rofessional	20,687	_	20,687	490.00	00= 00-	005.00	490.00			_	_	_	_	_	_			_	_	_		_	_	
ost - BCIS Base IL		0	88,340 1,333	176,681 2,667	265,021 4,000	265,021 4,000	176,681 2,667	88,340 1,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ency als		0	4,417 4,417	8,834 8,834	13,251 13,251	13,251 13,251	8,834 8,834	4,417 4,417	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
e Fees and Valuation	9,000																							
	0	0	0	0	0	0	12,027 2,004	12,027 2,004	12,027 2.004	12,027 2,004	0	0	0	0	0	0	0	0	0	0	0	0	0	
S BEFORE LAND INT AND PROFI		0	0 151,702	197,016	295,523	295,523	211,047	112,539	14,031	14,031	0	0	0	0	0	0	0	0	0	0	0	0	0	
O DEI ONE EARD INT ARD THOTT	04,032	-	131,702	137,010	233,323	200,020	211,047	112,000	14,031	14,031		-		-			-							_
esidual Valuation Land	-83,852																_							
Interest Market Housing		0	0	1,987	4,972	9,480	14,055	11,418	7,264	1,570	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Housing																								
Cash Flow Opening Baland		0	-151,702	-199,003	-300,496	-305,003	175,789	276,934	379,595	385,289	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance	19,220	19,220	-132,482	-331,485	-631,981	-936,984	-761,195	-484,261	-104,666	280,623	280,623	280,623	280,623	280,623	280,623	280,623	280,623	280,623	280,623	280,623	280,623	280,623	280,623	_
FLOW FOR CIL ADDITIONAL PRO		Year 1			~-	Year 2	-			Year 3			~-	Year 4			~-	Year 5			1 2	Year 6		
E As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME	0	0	0	0	0	0	400,890	400,890	400,890	400,890	0	0	0	0	0	0	0	0	0	0	0	0	0	_
DITURE	53,333																							
Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ents etc. Acquisition	800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
g Fee cts	3,696 23,642	0	0 23,642	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
g Consultants	2,955 5,910	0	2,955 5,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rofessional	20,687	0	20,687	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ost - BCIS Base ITIAL CIL	0	0	88,340 -72,514	176,681 -72,514	265,021	265,021	176,681	88,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
L s106	0	0	4,417		4,000 13,251	4,000 13,251	4,000 8,834	4,000 4,417	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ency als	0	0	4,417 4,417	8,834 8,834	13,251 13,251	13,251 13,251	8,834 8,834	4,417 4,417	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
e Fees nd Valuation	9,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
S	0	0	0	0	0	0	12,027	12,027	12,027	12,027	0	0	0	0	0	0	0	0	0	0	0	0	0	
	0	0	0	0	0	0	2,004	2,004 0	2,004 0	2,004	0	0	0	0	0	0	0	0	0	0	0	0	0	
S BEFORE LAND INT AND PROFI		0	77,855	121,835	295,523	295,523	212,380	115,206	14,031	14,031	0	0	0	0	0	0	0	0	0	0	0	0	0	_
IL calculation																								
Interest Market Housing		1,800	1,827	3,023	4,895	9,402	13,976	11,358	7,243	1,548	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Housing																								
Ozak Elem	-120,024	-1,800	-79,682	-124,858	-300,419	-304,925	174,535	274,327	379,617	385,311	0	0	0	0	0	0	0	0	0	0	0	0	0	-
Cash Flow Opening Balance	0			-326,364																				

	Urban 8 HD]												_				
ICOME Av Siz	te % n2	Number 8		Price £/m2	GDV £	GIA m2		DEVELOPMEN	T COSTS							Planning fee ca Planning app fee		rate			Build Cost BCIS	/m2 1,483		
arket Housing 65	.0 70%	6		2,500	910,000	364		LAND	Land		/unit or m2 -23,239	Total	-185,911			No dwgs No dwgs under	8	462	3,696		CfSH Energy	0	0.009	0%
ared Ownership 65	.0 9%	1		1,750	81,900	47			Stamp Duty Easements etc.			0				No dwgs over 50	0	138 Total	0 3,696		Design Acc & Adpt	0		
fordable Rent 65	.0 21%	2		1,400	152,880	109			Legals Acquisition	1	1.50%	-2,789	-2,789								Water Small Sites	1 0	09	
cial Rent 65	.0 0%	0		1,180	0	0		PLANNING	Planning Fee			3,696				Stamp duty cal	c - Residual			I	Site Costs	163 1,647	119	1%
ant and Subsidy Shared Owner				0					Architects QS / PM		4.00% 0.50%	38,321 4,790				Land payment			-185,911					
Affordable Re Social Rent TE AREA - Net 0.3	nt 23 ha	35	/ha	0					Planning Consultation Other Professiona		1.00% 3.50%	9,580 33,531												
TE AREA - Gross 0.:	23 ha	35	/ha						Build Cost - BCIS s106 / CIL Contingency Abnormals	Based	1,647 5.00%	856,392 16,000 42,820 42,820				Stamp duty cal	c - Add Profit	Total	68.571					
nit Build Time 3	Quarters Whole Site -185,911	Per ha NET -813,359	Per ha GROSS -813,359		RUN Residual I	MACRO ctrl+r osing balance =	0	FINANCE	Fees Interest		6.00%	9,000				125,000 250,000 500,000 1,000,000	0% 1% 3% 4%	0% 0% 0%						
ternative Use Value blift 20% Plus /ha 0	57,143 11,429 0		250,000 50,000 0			osing balance =	0	SALES	Legal and Valuation	on		0	.,			above	5%	0% 0% Total	0					_
Viability Thresho	-261,125	£/m2	300,000		Check on phasing cor				Agents Legals Misc.		3.0% 0.5%	34,343 5,724 0		908,318		Pre CIL s106 Post CIL s106		E/ Unit (all) Total E/ Unit (all)	16,000		LIT	% GDV 0.00%	-	0
			!					Developers Pro	ofit Market Housing Affordable Housi	ng	17.50% 17.50%			159,250 41,087		CIL	0	£/m2 Total	1 6,000					
ESIDUAL CASH FLOW FOR INTERE	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
ITS Started			4	4			455.000	455.000		•		•				_								
arket Housing ared Ownership				0	0	0	455,000 40,950	455,000 40,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ordable Rent cial Rent ant and Subsidy				0	0	0	76,440 0 0	76,440 0	0	0	0	0	0 0	0	0 0 0	0 0 0	0	0	0	0 0	0 0	0	0 0 0	
ant and Subsidy INCOME	0	0	0	0	0	0	572,390	572,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PENDITURE amp Duty sements etc.	0																							
gals Acquisition	-2,789																							
nning Fee	3,696 19,161		19,161																					
nning Consultants	2,395 4,790		2,395 4,790																					
her Professional	16,766	_	16,766	00= 1	007.4	4 / 0 = 0 -	_	_		_	_	_			_		_	_	_	_			_	
ild Cost - BCIS Base 06/CIL		0	142,732 2,667	285,464 5,333	285,464 5,333	142,732 2,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ontingency enormals		0	7,137 7,137	14,273 14,273	14,273 14,273	7,137 7,137	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nance Fees gal and Valuation	9,000																							
gents gals	0	0	0	0	0	0	17,172 2,862	17,172 2,862	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
sc. DSTS BEFORE LAND INT AND PRO	FIT 53,019	0	0 202,783	319,344	319,344	159,672	20,034	20,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
r Residual Valuation Lai	st	0	0	1,048	5,854	10,732	13,288	5,202	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housin Affordable Housin Cash Flow	132,892	0	-202,783	-320,392	-325,198	-170,404	539,068	547,154	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balar Closing Balar		132,892	-69,891	-390,283	-715,482	-885,886	-346,818	200,337	200,337	200,337	200,337	200,337	200,337	200,337	200,337	200,337	200,337	200,337	200,337	200,337	200,337	200,337	200,337	
SH FLOW FOR CIL ADDITIONAL PI	POEIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME As Above	0	0	0	0	0	0	572,390	572,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PENDITURE nd	68,571	l																						
mp Duty sements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
gals Acquisition	1,029	0	0	0	0	0	0	0	ō	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
gais Acquisition	3,696	0	0 19,161	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nning Fee	19.161	0	2,395 4,790	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nning Fee chitects	19,161 2,395 4,790	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nning Fee shitects inning Consultants		0	16,766	0				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nning Fee thitects nning Consultants her Professional Id Cost - BCIS Base	2,395 4,790		16,766 142,732 -261,125	285,464	285,464	142,732	0					0	l o	0	0	0	0	0	0	0	1			
nning Fee hitects nning Consultants her Professional Id Cost - BCIS Base TENTIAL CIL tt CIL st 06	2,395 4,790 16,766 0	0 0	142,732 -261,125 7,137	285,464 14,273	8,000 14,273	8,000 7,137	0	0	0	0	0	0	0	0			0	0	0	0	0	0	0	
nning Fee hitects ining Consultants her Professional Id Cost - BCIS Base TENTIAL CIL st CIL s106 ntingency normals	2,395 4,790 16,766 0	0 0	142,732 -261,125 7,137 7,137	285,464 14,273 14,273	8,000 14,273 14,273	8,000 7,137 7,137	0 0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nning Fee chitects nning Consultants ner Professional Id Cost - BCIS Base TENTIAL CIL st CIL s106 nningency normals ance Fees	2,395 4,790 16,766 0	0 0	142,732 -261,125 7,137	285,464 14,273	8,000 14,273	8,000 7,137	0	0	0	0	0	0		0 0 0					0	0	0	0	0	
unning Fee chitects syning Consultants her Professional lid Cost - BCIS Base VITENTIAL CIL st CIL s106 ntingency normals ance Fees gal and Valuation ents	2,395 4,790 16,766 0 0 0 9,000 0	0 0 0	142,732 -261,125 7,137 7,137 0	285,464 14,273 14,273 0 0	8,000 14,273 14,273 0 0	8,000 7,137 7,137 0 0	0 0 0 0 0	0 0 0 0 17,172	0 0 0	0 0 0	0	0 0 0	0	0 0 0	0 0	0 0	0 0	0 0	0 0	0 0 0	0 0 0	0	0 0 0	
unning Fee chitects) nning Consultants her Professional lid Cost - BCIS Base 'TYENTIAL CIL st CIL s106 fuffingency normals sance Fees gal and Valuation ents gals Sc.	2,395 4,790 16,766 0 0 9,000 0	0 0 0 0 0 0 0	142,732 -261,125 7,137 7,137 0 0 0 0	285,464 14,273 14,273 0 0	8,000 14,273 14,273 0 0	8,000 7,137 7,137 0 0	0 0 0 0 0 17,172 2,862 0	0 0 0 0 17,172 2,862 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0	0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0	0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	
unning Fee chitects ching Consultants her Professional lid Cost - BCIS Base TFENTIAL CIL st CIL s106 nitingency normals hance Fees gal and Valuation	2,395 4,790 16,766 0 0 9,000 0	0 0 0	142,732 -261,125 7,137 7,137 0 0 0	285,464 14,273 14,273 0 0	8,000 14,273 14,273 0 0	8,000 7,137 7,137 0 0	0 0 0 0 0 17,172 2,862	0 0 0 0 17,172 2,862	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0	0 0 0	0 0 0	
nning Fee hitects nning Consultants er Professional Id Cost - BCIS Base TENTIAL CIL st CIL s106 ningency normals ance Fees pal and Valuation ents pals c. STS BEFORE LAND INT AND PRO Inter Market Housil	2,395 4,790 16,766 0 0 9,000 0 0 125,407	0 0 0	142,732 -261,125 7,137 7,137 0 0 0 0	285,464 14,273 14,273 0 0	8,000 14,273 14,273 0 0	8,000 7,137 7,137 0 0	0 0 0 0 0 17,172 2,862 0	0 0 0 0 17,172 2,862 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0	0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	_
nning Fee chitects // nning Consultants per Professional Id Cost - BCIS Base TTENTIAL CIL Et CIL st 06 Intingency normals ance Fees pal and Valuation ents pals sc. FSTS BEFORE LAND INT AND PROF	2,395 4,790 16,766 0 0 0 9,000 0 0 0 0 0 125,407	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	142,732 -261,125 7,137 7,137 0 0 0 0 0 -61,009	285,464 14,273 14,273 0 0 0 314,010	8,000 14,273 14,273 0 0 0 0 322,010	8,000 7,137 7,137 0 0 0 0 0 165,005	0 0 0 0 0 17,172 2,862 0	0 0 0 17,172 2,862 0 20,034	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0	

OME Av Size		Number		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fer		rate		Ī	Build Cost BCIS	/m2 1,208		
rket Housing 87.0		_		£/m2 2,275				LAND	Land		/unit or m2 4,817	Total	24,084			No dwgs No dwgs under	dwgs 5 5	rate 462	2,310		CfSH Energy	1,208	0.009	%
red Ownership 87.0				1,593				1	Stamp Duty Easements etc.		4,017	0				No dwgs over 50		138 Total	0		Design Acc & Adpt	0		
ordable Rent 87.0				1,400					Legals Acquisition		1.50%	361	361			-		70.01	2,010	1	Water Small Sites	1	05	%
ial Rent 87.0		0		1,180		0		PLANNING	Planning Fee			2,310				Stamp duty cal	c - Residual			Ī	Site Costs	133 1,342	115	%
nt and Subsidy Shared Owner Affordable Rer Social Rent				0 0	0			1	Architects QS / PM Planning Consulta Other Professiona		4.00% 0.50% 1.00% 3.50%	26,084 3,260 6,521 22,823				Land payment			24,084					
E AREA - Net 0.16 E AREA - Gross 0.16		32 32			989,625	435		CONSTRUCTI			1,342	583,718 10,000						Total	0					
s per Quarter 0 Build Time 3	Quarters]			RUN Residual I	MACRO ctrl+r			Contingency Abnormals		5.00%	29,186 29,186				Stamp duty cal Land payment 125,000 250,000	c - Add Profit 0% 1%	0% 0%						
idual Land Value native Use Value	Whole Site 24,084 39,063 7,813	154,135	Per ha GROSS 154,135 250,000 50,000]	RUN CIL MACE	losing balance = RO ctrl+l losing balance =			Fees Interest Legal and Valuation	on	6.00%	7,000				500,000 1,000,000 above	3% 4% 5%	0% 0% 0% Total						
Plus /ha 0 Viability Threshold	0		300,000	_	Check on phasing			SALES	Agents		3.0%	29,689				Pre CIL s106		E/ Unit (all)		[LIT	% GDV		7
		£/m2	-		cor	rect			Legals Misc.		0.5%	4,948 0		779,169				Total	10,000	_		0.00%		0
litional Profit	5,423	12	1					Developers Pr	Market Housing		17.50%			173,184		Post CIL s106 CIL	2,000		10,000 0 10,000					
SIDUAL CASH FLOW FOR INTERES	т	Year 1				Year 2			Affordable Housin	Year 3	17.50%			0 Year 4				Year 5				Year 6		
ME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
S Started let Housing led Ownership			1	0	0 0	0	197,925 0	395,850 0	395,850 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ed Ownership dable Rent il Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME	0	0	0	0	0	0	0	0 395,850	0 395,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
NDITURE							-																	
Duty nents etc.	0																							
s Acquisition	361 2.310																							
ing Fee ects	2,310 13,042 1,630		13,042 1,630																					
ing Consultants	1,630 3,260 11,412		1,630 3,260 11,412																					
Professional Cost - BCIS Base	11,412	0	11,412 38,915	116,744	194,573	155,658	77,829	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base CIL ngency		0	38,915 667 1,946	116,744 2,000 5,837	194,573 3,333 9,729	155,658 2,667 7,783	77,829 1,333 3,891	0 0 0	0	0	0	0	0	0	0	0 0 0	0	0	0	0	0 0	0	0	
rmals		0	1,946	5,837	9,729	7,783	3,891	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees and Valuation	7,000 0																							
s	0	0	0	0	0	0	5,938	11,876	11,876	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
S	0	0	0	0	0	0	990	1,979	1,979	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
IS BEFORE LAND INT AND PROF	39,015	0	72,817	130,418	217,363	173,891	93,873	13,855	13,855	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
tesidual Valuation Land]					,					_	_		_		_		_	_				
Interes Market Housing Affordable Housing	9	946	961	2,067	4,055	7,376	10,095	8,686	3,086	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Housing	-63,099	-946	-73,777	-132,485	-221,418	-181,266	93,957	373,310	378,909	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balan Closing Balanc	c 0	-64,045	-137,823	-270,308	-491,726	-672,992	-579,035	-205,725	173,184	173,184	173,184	173,184	173,184	173,184	173,184	173,184	173,184	173,184	173,184	173,184	173,184	173,184	173,184	_
I FLOW FOR CIL ADDITIONAL PR		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
ME As Above	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 197,925	Q4 395,850	Q1 395,850	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 0	
INCOME		U	U	U		U	131,323	393,630	343,030	U	U	U		U	U	U	U	U	U	U	U	U	U	
	46,875																							
Duty ments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Acquisition	703	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Fee ects	2,310 13,042 1,630	0 0 0	0 13,042 1,630	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0	0 0	0 0 0	0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0	
ng Consultants Professional	3,260 11,412	0	3,260 11,412	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base	0	0	38,915	116,744	194,573	155,658	77,829	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
NTIAL CIL CIL s106			5,423		2,000	4,000	4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ngency mals	0	0	1,946 1,946	5,837 5,837	9,729 9,729	7,783 7,783	3,891 3,891	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees	7,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ds s	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	5,938 990 0	11,876 1,979 0	11,876 1,979 0	0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0 0	0 0	0 0 0	0 0	
S BEFORE LAND INT AND PROF	86,232	0	77,573	128,418	216,030	175,224	96,539	13,855	13,855	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
IL calculation	ŧ	1,293	1,313	2,496	4,460	7,767	10,512	9,149	3,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing Affordable Housing	9					•	-																	
Cash Flov		-1,293	-78,886	-130,914	-220,490	-182,991	90,874	372,846	378,439	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance	0 -86,232	-87,526	-166,412	-297,326	-517,816	-700,807			141,352	141,352	141,352	141,352	141,352	141,352	141,352	141,352	141,352	141,352	141,352	141,352	141,352	141,352		

SITE NAME Site 22	Urban 3]																
INCOME Av Siz		Number		Price £/m2	GDV £	GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fee		rate		Ī	Build Cost BCIS	/m2 1,208		
Market Housing 121.				2,275		m2 364		LAND	Land		/unit or m2 7,854	Total	23,562			No dwgs No dwgs under	awgs 3	462	1,386		CfSH Energy	0	0.00%	
hared Ownership 121.				1,593		0			Stamp Duty Easements etc.		1,001	0		' I		No dwgs over 50		138 Total	0		Design Acc & Adpt	0		
ffordable Rent 121.	3 0%	0	,	1,400		0			Legals Acquisition	on	1.50%	353	353								Water Small Sites	1 0	0%	
Social Rent 121.	3 0%	0	1	1,180	0	0		PLANNING	Planning Fee			1,386				Stamp duty cal	lc - Residual			Ī	Site Costs	133 1,342	11%	
Grant and Subsidy Shared Owner Affordable Rei Social Rent				0 0 0					Architects QS / PM Planning Consul Other Profession		4.00% 0.50% 1.00% 3.50%	21,732 2,716 5,433 19,015				Land payment			23,562					
	9 ha 9 ha	32 32			828,100	364		CONSTRUCTION	ON Build Cost - BCI s106 / CIL Contingency	IS Based	1,342 5.00%	488,444 6,000 24,422				Stamp duty cal	le - Add Profit	Total	0	1				
Sales per Quarter 0 Unit Build Time 3	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	IACRO ctrl+r sing balance =	0	FINANCE	Abnormals		5.00%	24,422	543,289			Land payment 125,000 250,000 500,000	0% 1% 3%	0% 0% 0%		i.				
Residual Land Value Alternative Use Value Uplift 20% Plus /ha 0	23,562 23,438 4,688 0	,	251,326 250,000 50,000 0		RUN CIL MACR			SALES	Interest Legal and Valua	tion	6.00%	0	6,000			1,000,000 above	4% 5%	0% 0% Total						
Viability Threshol	d 28,125	£/m2	300,000		Check on phasing d				Agents Legals Misc.		3.0% 0.5%	24,843 4,141 0		652,469		Pre CIL s106 Post CIL s106		£/ Unit (all) Total £/ Unit (all)	6,000	_	LIT	% GDV 0.00%	0	
			_					Developers Pro	ofit Market Housing Affordable Hou		17.50% 17.50%			144,918 0		CIL	0	£/m2 Total	6, 000					
RESIDUAL CASH FLOW FOR INTERES INCOME UNITS Started	Q1	Year 1 Q2	Q3	Q4 1	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
Market Housing Shared Ownership				0	0	0	276,033 0	276,033 0	276,033 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0	0 276,033	0 276,033	0 276,033	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.	0																							
Legals Acquisition	353																							
Planning Fee Architects	1,386 10,866		10,866																					
QS Planning Consultants Other Professional	1,358 2,716 9,508		1,358 2,716 9,508																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	54,272 667 2,714 2,714	108,543 1,333 5,427 5,427	162,815 2,000 8,141 8,141	108,543 1,333 5,427 5,427	54,272 667 2,714 2,714	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	6,000																							
Agents Legals	0	0	0	0	0	0	8,281 1,380	8,281 1,380	8,281 1,380	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROF	32,187	0	0 84,813	120,731	181,096	120,731	70,027	9,661	9,661	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Lan		836	849	2,134	3,977	6,753	8,665	5,705	1,795	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housin Affordable Housin Cash Flow		-836	-85,662	-122,865	-185,073	-127,484	197,342	260,667	264,577	0	0	0	0	0	0	0	0	0	0	0	0	0	0	144,918 0 -144,918
Opening Balan Closing Balan		-56,585	-142,248	-265,112	-450,185	-577,669	-380,327	-119,660	144,918	144,918	144,918	144,918	144,918	144,918	144,918	144,918	144,918	144,918	144,918	144,918	144,918	144,918	144,918	0
CASH FLOW FOR CIL ADDITIONAL PR		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME EXPENDITURE Land	28,125	0	0	0	0	0	276,033	276,033	276,033	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc. Legals Acquisition	0 0 422	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects	1,386 10,866	0	0 10,866	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants	1,358 2,716	0	1,358 2,716	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	9,508	0	9,508	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	54,272 19,553	108,543	162,815	108,543	54,272	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	2,714	5,427	2,000 8,141	2,000 5,427	2,000 2,714	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees Legal and Valuation	0 6,000 0	0 0	2,714 0 0	5,427 0 0	8,141 0 0	5,427 0 0	2,714 0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0 0 0	0 0	0 0	0 0
Agents	0	0	0	0	0	0	8,281	8,281	8,281	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0 0	0	0 0	0	0	0	1,380	1,380	1,380	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation		906	103,700 919	119,398	181,096 4,317	7,098	71,360 9,026	9,661 6,091	9,661 2,187	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interes Market Housin Affordable Housin	g	900	313	≥,409	4,317	1,000	<i>a</i> ,u20	0,091	2,10/	U	U	U		U	U	U		U	U	J		U	U	118,414 0
Cash Flor	w -60,381	-906	-104,619	-121,886	-185,413	-128,496	195,648	260,281	264,186	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-118,414

ICOME Av Size	9 %	Number	r	Price) GDV	GIA	İ	DEVELOPMEN	IT COSTS							Planning fee ca	lc			Ī	Build Cost	/m2		
m2		1		£/m2				LAND			/unit or m2	Total				Planning app fer No dwgs		rate			BCIS CfSH	1,208	0.00	196
arket Housing 135.0	100%	1		2,275	307,125	135		LAND	Land Stamp Duty		8,958	0	8,958			No dwgs under No dwgs over 50	1	462 138			Energy Design	0	0.00	70
ared Ownership 135.0	0%	0)	1,593	0	0			Easements etc. Legals Acquisition		1.50%	0				i vo uwga over or	-	Total			Acc & Adpt Water	0		
rdable Rent 135.0	0%	0)	1,400	0	0		PLANNING	Legais Acquisitio		1.50%	134	154								Small Sites Site Costs	0	01	
ll Rent 135.0	0%	0)	1,180	0	0		LAMMINO	Planning Fee Architects		4.00%	462 8,051				Stamp duty call Land payment	c - Residual		8,958	I	Oile Costs	1,342		70
and Subsidy Shared Owner Affordable Rer Social Rent				0	0				QS / PM Planning Consult Other Profession		0.50% 1.00% 3.50%	1,006				Lairo payment			0,330					
AREA - Net 0.03 AREA - Gross 0.03	3 ha 3 ha	30 30			307,125	135		CONSTRUCTI	ON Build Cost - BCIS s106 / CIL	6 Based	1,342	181,154 2,000						Total	0					
s per Quarter 0 Build Time 3	Quarters				RUN Residual	MACRO ctrl+r		FINANCE	Contingency Abnormals		5.00%	9,058 9,058				Stamp duty call Land payment 125,000 250,000	c - Add Profit 0% 1%	0% 0%						
ridual Land Value rnative Use Value ft 20%	Whole Site 8,958 8,333 1,667	Per ha NET 268,740	Per ha GROSS 268,740 250,000 50,000)	RUN CIL MACE	losing balance = RO ctrl+l losing balance =			Fees Interest Legal and Valuati	on	6.00%	2,000				500,000 1,000,000 above	3% 4% 5%	0% 0% 0% Total						
Plus /ha 0 Viability Threshold	0		300,000)	Check on phasing			SALES	Agents		3.0%	9,214				Pre CIL s106	2 000	£/ Unit (all)	0	1 T	шт	% GDV		_
Viability Threshold		E/m2	300,000	4		rect			Legals Misc.		0.5%			241,687		FIE CIL S 100		Total	2,000			0.00%		0
itional Profit	8,202							Developers Pr			17.50%	-	10,749	53,747		Post CIL s106 CIL	2,000 0		2,000 0 2,000					
IDUAL CASH FLOW FOR INTERES		Year 1				Year 2			Affordable Housi	Year 3				0 Year 4				Year 5				Year 6		
OME TO Condad	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
FS Started set Housing red Ownership			1	0	0	0	307,125 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
lable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Rent and Subsidy		•	•	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DITURE	0	0	0	0	0	0	307,125	0	U	U	0	0	0	U	0	0	U	0	0	0	0	0	0	
NDITURE Duty ents etc.	0																							
nts etc. Acquisition	134																							
) Fee	462		4.005																					
cis	4,025 503		4,025 503																					
g Consultants rofessional	1,006 3,522		1,006 3,522																					
st - BCIS Base		0	60,385	60,385	60,385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
L ency		0	667 3,019	667 3,019	667 3,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
als		0	3,019	3,019	3,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Fees d Valuation	2,000 0																							
	0	0	0	0	0	0	9,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	0	0	0	0	0	0	1,536	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
S BEFORE LAND INT AND PROF	11,653	0	76,147	67,090	67,090	0	10,749	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
sidual Valuation Land	8,958																							
Interes Market Housing		309	314	1,461	2,489	3,533	3,586	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	5
Affordable Housing																								
Cash Flow Opening Balan	-20,611 c 0	-309	-76,461	-68,550	-69,579	-3,533	292,790	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-5
Closing Balance		-20,921	-97,381	-165,932	-235,510	-239,043	53,747	53,747	53,747	53,747	53,747	53,747	53,747	53,747	53,747	53,747	53,747	53,747	53,747	53,747	53,747	53,747	53,747	
FLOW FOR CIL ADDITIONAL PR	OFIT	Year 1	<u>. </u>			Year 2				Year 3				Year 4				Year 5				Year 6		
E As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME	0	0	0	0	0	0	307,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
IDITURE	10,000																							
Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ents etc. Acquisition	0 150	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
g Fee	462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ts	4,025 503	0	4,025 503	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
g Consultants Professional	1,006 3,522	0	1,006 3,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ost - BCIS Base	0	0	60,385	60,385	60,385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ITIAL CIL L s106			8,202		2,000	0	0	0	I 0	0	0	0	I 0	0	0	0	0	0	0	0	0	0	0	
iL \$106 gency nals	0	0	3,019 3,019	3,019 3,019	3,019 3,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		0	3,019	3,019	3,019	0	0	0	0	0	0	0	0	0	0		0	0	0		0	0	0	
e Fees and Valuation	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
:	0	0	0	0	0	0	9,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	0	0	0	0	0	0	1,536	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
S BEFORE LAND INT AND PROF	21,669	0	83,683	66,423	68,423	0	10,749	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
IL calculation																								
Interes Market Housing Affordable Housing	9	325	330	1,590	2,610	3,676	3,731	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow		-325	-84,012	-68,013	-71,033	-3,676	292,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance	0			-174,020	1				1				1								43,916			

	PRS 25]																
COME Av Size m2	%	Number 25		Price £/m2		GIA m2		DEVELOPME	NT COSTS							Planning fee ca Planning app fer	lc dwgs	rate			Build Cost BCIS	/m2 1,483		
arket Housing 58.0	70%	18		1,750		1,015		LAND	Land		/unit or m2 -36,882	Total	-922,062			No dwgs No dwgs under	25 25	462	11,550		CfSH Energy	0	0.00%	
		0				1,010			Stamp Duty		00,002	0	022,002			No dwgs over 50	0	138	11,550		Design	0		
				0					Easements etc. Legals Acquisition	n	1.50%	-13,831	-13,831					Total	11,550		Acc & Adpt Water	1		
ordable Rent 52.6		8		1,400		395		PLANNING													Small Sites Site Costs	74	0% 5%	
cial Rent 52.6	0%	0		C	0	0			Planning Fee Architects		4.00%	11,550 98,620				Stamp duty cale Land payment	c - Residual		-922,062			1,558		
ant and Subsidy Shared Ownersh Affordable Rent Social Rent				0	0				QS / PM Planning Consulta Other Professiona		0.50% 1.00% 3.50%	12,328 24,655 86,293	233,446											
TE AREA - Net 0.45 TE AREA - Gross 0.51		55 50			2,328,550	1,410		CONSTRUCT	ION Build Cost - BCIS s106 / CIL	Based	1,558	2,195,916 50,000						Total	0					
ales per Quarter 0 nit Build Time 3	Quarters				RUN Residual I	MACRO ctrl+r		FINANCE	Contingency Abnormals		5.00%	109,796 109,796	2,465,508			Stamp duty call Land payment 125,000 250,000	c - Add Profit 0% 1%	0% 0%	151,515					
ernative Use Value	Whole Site -922,062 126,263 25,253	-2,028,536	Per ha GROSS -1,825,683 250,000 50,000]	RUN CIL MACE	osing balance = RO ctrl+l osing balance =			Fees Interest Legal and Valuation	on	6.00%	15,000	15,000			500,000 1,000,000 above	3% 4% 5%	0% 0% 0% Total	0					
Plus /ha 0 Viability Threshold	0 151,515	∑/m2	300,000	_	Check on phasing o	dwgs nos		SALES	Agents Legals Misc.		3.0% 0.5%	69,857 11,643 0		1,859,560		Pre CIL s106		E/ Unit (all) Total	50,000		LIT	% GDV 0.00%	0	,
Iditional Profit	-1,108,610	-1,092						Developers Pr	rofit Market Housing		17.50%	0	61,499	310,844		Post CIL s106 CIL	2,000		50,000 0 50,000					
ESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2			Affordable Housi	Year 3	17.50%			96,653 Year 4				Year 5				Year 6		
COME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
IITS Started arket Housing			5	10 0	10	0	355,250	710,500	710,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ared Ownership ordable Rent				0	0	0	0 110,460	0 220,920	0 220,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ial Rent nt and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	465,710	931,420	931,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
ENDITURE																								
p Duty ments etc.	0																							
s Acquisition	-13,831																							
ing Fee	11,550																							
tects	49,310 6,164		49,310 6,164																					
ning Consultants	12,328 43,146		12,328 43,146																					
	73,140	_						_		_	_		_		_		_	_	_	_		_	_	
Cost - BCIS Base CIL		0	146,394 3,333	439,183 10,000	731,972 16,667	585,578 13,333	292,789 6,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ingency ormals		0	7,320 7,320	21,959 21,959	36,599 36,599	29,279 29,279	14,639 14,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ice Fees	15,000	Ü	.,020	1,,000	50,030	_0,2.0	,000	Ü		Ü	-	ŭ		-	ŭ	Ĭ	Ü	•	•	Ü		Ü	Ü	
I and Valuation	0																							
ıts	0	0	0	0	0	0	13,971	27,943	27,943	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ls	0	0	0	0	0	0	2,329	4,657	4,657	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND PROFIT	123,667	0	275,315	493,102	821,836	657,469	345,034	32,600	32,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Residual Valuation Land Interest	-922,062	0	0	0	0	11,878	21,918	20,437	7,261	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing Affordable Housing																								
	700 005		075.045	400 400	004 000	000 047	00.750	070 004	004.550		•	•	•		•			•	•				•	
Cash Flow Opening Balanc		0	-275,315	-493,102	-821,836	-669,347	98,758	878,384	891,559	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance	798,395	798,395	523,080	29,978	-791,858	-1,461,204	-1,362,447	-484,063	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	
FLOW FOR CIL ADDITIONAL PRO	FIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		_
ME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME	0	0	0	0	0	0	465,710	931,420	931,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
ENDITURE	151,515																							
		•	•	•	_	•	_	^		•	•	•	_		•		•	•	^	•		•	•	
p Duty ments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s Acquisition	2,273	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Fee tects	11,550 49,310	0	0 49,310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	6,164	0	6,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Consultants Professional	12,328 43,146	0	12,328 43,146	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	0	0	146,394	439,183	731,972	585,578	292,789	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		l	-1,108,610	l	10,000	20.000	20,000	0	I 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL	0	0	7,320	21,959	36,599	29,279	14,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL CIL s106 ngency		0	7,320	21,959	36,599	29,279	14,639	0							0	0		0			0	0	0	
ENTIAL CIL CIL s106 ngency rmals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL CIL s106 ngency rmals uce Fees	15,000	0					13,971	27,943	27,943	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL CIL s106 Ingency rmals Ince Fees and Valuation	15,000 0		0	0	0			21,343		0	0	0	0	0	0	0	0	0	0	0	0	0	0	
I Cost - BCIS Base FENTIAL CIL CIL st06 Ingency ormals al and Valuation hts list	15,000	0	0	0	0	0	2,329	4,657	4,657		-	_ '			0	0	0					-		
ENTIAL CIL CIL s106 ngency rmals nce Fees and Valuation ts ss	15,000 0 0 0 0	0						4,657 0 32,600	4,657 0 32,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL CIL s106 ingency ormals nce Fees I and Valuation tts is	15,000 0 0 0 0	0 0	0	0	0	0	2,329	0	0	0	0			0	0	0						0		
ENTIAL CIL CIL s106 Ingency Irmals cce Fees and Valuation ts s TS BEFORE LAND INT AND PROFIT CIL calculation Interest Market Housing	15,000 0 0 0 0 0 291,286	0 0	0	0	0	0	2,329	0	0	0	0			0	0	0						0		
ENTIAL CIL CIL s106 ngency rmals sce Fees and Valuation ts ts ts TS BEFORE LAND INT AND PROFIT CIL calculation	15,000 0 0 0 0 0 291,286	0 0 0	0 0 -836,629	0 0 483,102	0 0 815,169	0 0 664,135	2,329 0 358,368	0 32,600	0 32,600	0	0	0	0				0	0	0	0	0	0	0	
TENTIAL CIL CIL st06 ingency ormals nce Fees all and Valuation nits als :: TTS BEFORE LAND INT AND PROFIT CIL calculation Interest Market Housing	15,000 0 0 0 0 0 291,286	0 0 0	0 0 -836,629	0 0 483,102	0 0 815,169	0 0 664,135	2,329 0 358,368	0 32,600	0 32,600	0	0	0	0				0	0	0	0	0	0	0	

COME Av Siz		Number		Price		GIA		DEVELOPMEN	IT COSTS							Planning fee ca				Ī	Build Cost	/m2		
m		12		£/m2				LAND			/unit or m2					Planning app fe No dwgs	12				BCIS CfSH	1,350 0	0.00%	,
arket Housing 112.	0 70%	8		2,818	2,650,704	941			Land Stamp Duty		15,967	832	191,601			No dwgs under No dwgs over 5	12	462 138			Energy Design	0		
ared Ownership 93.	0 9%	1		1,972	198,093	100			Easements etc. Legals Acquisition	on	1.50%	0 2,874	3,706					Total	5,544	1	Acc & Adpt Water	0		
ordable Rent 93.	0 21%	3		1,400	328,104	234		PLANNING													Small Sites Site Costs	0 149	0% 11%	
cial Rent 93.	0 0%	0		1,180	0	0			Planning Fee		4.000/	5,544				Stamp duty ca	lc - Residual		404.004	I	0110 00010	1,500		
int and Subsidy Shared Owner Affordable Rei Social Rent				0 0	0			1	Architects QS / PM Planning Consul Other Profession		4.00% 0.50% 1.00% 3.50%	9,923 19,846				Land payment			191,601					
	8 ha 8 ha	25 25	/ha /ha		3,176,901	1,276			DN Build Cost - BCI: s106 / CIL	S Based	1,500	1,912,762 24,000						Total	832					
es per Quarter 0 t Build Time 3	Quarters				RUN Residual I	MACRO ctrl+r			Contingency Abnormals		2.50%					Stamp duty ca Land payment 125,000 250,000	lc - Add Profit 0% 1%	1% 0%						
sidual Land Value emative Use Value lift 0%	Whole Site 191,601 24,000	Per ha NET 399,168	Per ha GROSS 399,168 50,000 0		RUN CIL MACE	losing balance =	0		Fees Interest Legal and Valuat	ion	6.00%	22,000	22,000			500,000 1,000,000 above	3% 4% 5%	0% 0% 1% Total						
Plus /ha 250,000 Viability Threshol	120,000		250,000 300,000		Check on phasing			SALES	Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	24,000	- T	LIT	% GDV 0.00%	0	J
ditional Profit	70,421	/m2 75	1				ı	Developers Pro	Misc.			0		2,497,236		Post CIL s106 CIL	2,000	£/ Unit (all) £/m2	24,000					1
CIDITAL CACH ELOW FOR INTERESE	7	Voor 1				Voor 2			Market Housing Affordable Hous	sing	17.50% 17.50%			463,873 92,084				Total		1		Voca 6		
SIDUAL CASH FLOW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	_
ITS Started rket Housing			4	4	4 0	0	883,568	883,568	883,568	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
red Ownership ordable Rent				0	0	0	66,031 109,368	66,031 109,368	66,031 109,368	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ial Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nt and Subsidy INCOME	0	0	0	0	0	0	0 1,058,967	0 1,058,967	0 1,058,967	0	0	0	0	0 0	0	0	0 0	0	0	0	0	0	0	_
PENDITURE				-																				_
np Duty ements etc.	832 0																							
ements etc. als Acquisition	2,874																							
nning Fee	5,544																							
nitects	39,692 4,961		39,692 4,961																					
nning Consultants	9,923		9,923																					
er Professional	34,730		34,730																					
d Cost - BCIS Base 6/CIL		0	212,529 2,667	425,058 5,333	637,587 8.000	425,058 5,333	212,529 2,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
tingency		0	5,313	10,626	15,940	10,626	5,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ance Fees al and Valuation	22,000 0																							
ints	0	0	0	0	0	0	31,769	31,769	31,769	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
als	0	0	0	0	0	0	5,295	5,295	5,295	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
c. STS BEFORE LAND INT AND PROF	120,556	0	0 309,815	441,018	661,527	441,018	257,573	37,064	37,064	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
		· <u> </u>	_	_		_	_	· <u> </u>		· <u> </u>	· <u> </u>	· <u> </u>		· <u> </u>	_	_		· <u> </u>	· <u> </u>	· <u> </u>		_	_	-
Residual Valuation Lan		4 600	A 750	0.474	10 200	20 205	22 400	24 900	6000			•	_	•		•	_		0	0	_	•		
Interes Market Housin	g	4,682	4,753	9,471	16,228	26,395	33,406	21,886	6,886	0	0	0	U	0	0	0	0	U	0	U	0	0	U	
Affordable Housin																								
Cash Flow Opening Balar	-312,157 nc 0	-4,682	-314,568	-450,489	-677,756	-467,413	767,988	1,000,017	1,015,017	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balan		-316,839	-631,407	-1,081,896	-1,759,652	-2,227,065	-1,459,076	-459,060	555,958	555,958	555,958	555,958	555,958	555,958	555,958	555,958	555,958	555,958	555,958	555,958	555,958	555,958	555,958	
SH FLOW FOR CIL ADDITIONAL PR	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME As Above INCOME	0	0	0	0	0	0	1,058,967	1,058,967	1,058,967	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PENDITURE																								
d	144,000																							
mp Duty	1,440	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ements etc. als Acquisition	0 2,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Fee	5,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	n	
ning Fee nitects	39,692	0	39,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Consultants	4,961 9,923	0	4,961 9,923	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
er Professional	34,730	0	34,730	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
d Cost - BCIS Base	0	0	212,529 70,421	425,058	637,587	425,058	212,529	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL CIL s106		ı	-		8,000	8,000	8,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
tingency ormals	0	0	5,313 0	10,626 0	15,940 0	10,626 0	5,313 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		0				0	0			0	0					0						0		
nce Fees al and Valuation	22,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ents	0	0	0	0	0	0	31,769	31,769	31,769	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
als c.	0	0	0	0	0	0	5,295	5,295	5,295	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
c. STS BEFORE LAND INT AND PROF	-	0	377,570	435,685	661,527	443,685	262,906	37,064	37,064	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		-					- <u></u>																	_
CIL calculation Interes Market Housin	g	3,967	4,026	9,750	16,432	26,601	33,655	22,219	7,224	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Housin	g																							
Cash Flo		-3,967	-381,596	-445,435	-677,959	-470,286	762,405	999,684	1,014,679	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-
Opening Balanc	e 0																							

Base N Cover



FDC Post-consultation (December 2019)

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Number NET Area Density erage Unit Size Developed Total Cost 1 Units Density Rate Locality een/ Brown Iternative Use Units/ha m2 m2 m2/ha £/m2 Green 2,000 2,000 62.50 32.00 98 196,150 3,138 238,111,604 1,213.93 North Green Agricultural Beds No Total BCIS COST 96.154 m2 Gross Market 62.500 Net 45.00 0.00 10% 1,348 Flat 10% 65.00 0.00 1,348 Terrace 210 75.00 15,750.00 1,208 19,026,000 280 95.00 26,600.00 1,208 32,132,800 210 1,208 21,562,800 85.00 17,850.00 Semi 280 107.00 29,960.00 1,208 36,191,680 Det 112.00 0.00 1,208 45,662,400 280 37,800.00 1,208 4 135.00 140 150.00 21,000.00 1,208 25,368,000 Flat 1 High* 45.00 0.00 1,385 Flat 2 High* 65.00 0.00 10% 1,385 Flat 3 High* 10% 1,385 75.00 0.00 Affordable 2,400.00 10% 3,558,720 Flat 60 40.00 1,348 30 61.00 1,830.00 10% 1,348 2,713,524 Terrace 120 70.00 8,400.00 1,208 10,147,200 120 84.00 10,080.00 1,208 12,176,640 90 8,588,880 79.00 7,110.00 1,208 Semi 93.00 8,370.00 1,208 10,110,960 Det 93.00 0.00 1,208 1,208 10,872,000 9,000.00 90 100.00 110.00 0.00 1,208 Flat 1 High* 40.00 0.00 10% 1,385 Flat 2 High* 61.00 0.00 10% 1,385 74.00 0.00 10% Flat 3 High* 1,385 Number 2 Units Area Density erage Unit Size Developed Total Cost Rate Locality een/Brown Iternative Use Units/ha m2/ha £/m2 ha m2 m2 Green 750 750 23.44 32.00 98 73,494 3,136 89,217,959 1,213.95 North Green Agricultural Beds Total BCIS COST 36.058 No m2 Area Gross Market 23.438

Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	79	75.00	5,925.00		1,208	7,157,400
	3	105	95.00	9,975.00		1,208	12,049,800
Semi	2	79	85.00	6,715.00		1,208	8,111,720
	3	105	107.00	11,235.00		1,208	13,571,880
Det	3	0	112.00	0.00		1,208	0
	4	105	135.00	14,175.00		1,208	17,123,400
	5	52	150.00	7,800.00		1,208	9,422,400
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	23	40.00	920.00	10%	1,348	1,364,176
	2	11	61.00	671.00	10%	1,348	994,959
Terrace	2	45	70.00	3,150.00		1,208	3,805,200
	3	45	84.00	3,780.00		1,208	4,566,240
Semi	2	34	79.00	2,686.00		1,208	3,244,688
	3	34	93.00	3,162.00		1,208	3,819,696
Det	3	0	93.00	0.00		1,208	0
	4	33	100.00	3,300.00		1,208	3,986,400
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

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Number 3 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 98 1,214.03 150 4.69 32.00 14,664 3,128 17,802,598

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	16	75.00	1,200.00		1,208	1,449,600
	3	21	95.00	1,995.00		1,208	2,409,960
Semi	2	16	85.00	1,360.00		1,208	1,642,880
	3	21	107.00	2,247.00		1,208	2,714,376
Det	3	0	112.00	0.00		1,208	0
	4	20	135.00	2,700.00		1,208	3,261,600
	5	11	150.00	1,650.00		1,208	1,993,200
Flat 1 High*	6	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	5	40.00	200.00	10%	1,348	296,560
	2	2	61.00	122.00	10%	1,348	180,902
Terrace	2	9	70.00	630.00		1,208	761,040
	3	9	84.00	756.00		1,208	913,248
Semi	2	7	79.00	553.00		1,208	668,024
	3	7	93.00	651.00		1,208	786,408
Det	3	0	93.00	0.00		1,208	0
	4	6	100.00	600.00		1,208	724,800
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number	4	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Green 75		75	2.34	32.00	98	7,329	3,127	8,892,179	1,213.29

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	8	75.00	600.00		1,208	724,800
	3	11	95.00	1,045.00		1,208	1,262,360
Semi	2	8	85.00	680.00		1,208	821,440
	3	11	107.00	1,177.00		1,208	1,421,816
Det	3	0	112.00	0.00		1,208	0
	4	10	135.00	1,350.00		1,208	1,630,800
	5	5	150.00	750.00		1,208	906,000
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	2	40.00	80.00	10%	1,348	118,624
	2	1	61.00	61.00	10%	1,348	90,451
Terrace	2	5	70.00	350.00		1,208	422,800
	3	5	84.00	420.00		1,208	507,360
Semi	2	3	79.00	237.00		1,208	286,296
	3	3	93.00	279.00		1,208	337,032
Det	3	0	93.00	0.00		1,208	0
	4	3	100.00	300.00		1,208	362,400
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Locality een/Brown Iternative Use

North	Green	Agricultural
Area	Gross	6.250
	Net	4.688

North	Green	Agricultural
Area	Gross	2.757
	Net	2.344

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Number 5 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 m2 97 3,378 2,895 1,216.22 Green 35 35 1.17 30.00 4,108,379

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	4	75.00	300.00		1,208	362,400
	3	5	95.00	475.00		1,208	573,800
Semi	2	4	85.00	340.00		1,208	410,720
	3	5	107.00	535.00		1,208	646,280
Det	3	0	112.00	0.00		1,208	0
	4	5	135.00	675.00		1,208	815,400
	5	2	150.00	300.00		1,208	362,400
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	1	40.00	40.00	10%	1,348	59,312
	2	1	61.00	61.00	10%	1,348	90,451
Terrace	2	2	70.00	140.00		1,208	169,120
	3	2	84.00	168.00		1,208	202,944
Semi	2	2	79.00	158.00		1,208	190,864
	3	2	93.00	186.00		1,208	224,688
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number	6	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Green 20		20	0.67	30.00	97	1,947	2,921	2,362,968	1,213.65

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	2	75.00	150.00		1,208	181,200
	3	3	95.00	285.00		1,208	344,280
Semi	2	2	85.00	170.00		1,208	205,360
	3	3	107.00	321.00		1,208	387,768
Det	3	0	112.00	0.00		1,208	0
	4	3	135.00	405.00		1,208	489,240
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	1	40.00	40.00	10%	1,348	59,312
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	1	70.00	70.00		1,208	84,560
	3	1	84.00	84.00		1,208	101,472
Semi	2	1	79.00	79.00		1,208	95,432
	3	1	93.00	93.00		1,208	112,344
Det	3	0	93.00	0.00		1,208	0
	4	1	100.00	100.00		1,208	120,800
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Locality 'een/Brown Iternative Use

North	Green	Agricultural
Area	Gross	1.373
	Net	1.167

North	Green	Agricultural
Area	Gross	0.784
	Net	0.667

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Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 95 Green 12 12 0.40 30.00 1,142 2,855 1,379,536 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	1	75.00	75.00		1,208	90,600
	3	2	95.00	190.00		1,208	229,520
Semi	2	1	85.00	85.00		1,208	102,680
	3	2	107.00	214.00		1,208	258,512
Det	3	0	112.00	0.00		1,208	0
	4	2	135.00	270.00		1,208	326,160
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	2	70.00	140.00		1,208	169,120
	3	2	84.00	168.00		1,208	202,944
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 ha m2 m2 Green 9 108 3,237 1,172,968 1,208.00 0.30 30.00 971

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	1	85.00	85.00		1,208	102,680
	3	1	107.00	107.00		1,208	129,256
Det	3	0	112.00	0.00		1,208	0
	4	3	135.00	405.00		1,208	489,240
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	2	70.00	140.00		1,208	169,120
	3	1	84.00	84.00		1,208	101,472
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1.385	0

Locality een/Brown Iternative Use

North	Green	Paddock
Area	Gross	0.471
	Net	0.400

North	Green	Paddock
Area	Gross	0.300
	Net	0.300

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Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 0.20 30.00 102 609 3,045 735,672 1,208.00

North	Green	Paddock
Area	Gross	0.200 0.200
	Net	0.200

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	C
Terrace	2	0	75.00	0.00		1,208	C
	3	0	95.00	0.00		1,208	C
Semi	2	2	85.00	170.00		1,208	205,360
	3	0	107.00	0.00		1,208	C
Det	3	0	112.00	0.00		1,208	0
	4	1	135.00	135.00		1,208	163,080
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	C
Terrace	2	1	70.00	70.00		1,208	84,560
	3	1	84.00	84.00		1,208	101,472
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	C
	4	0	100.00	0.00		1,208	C
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	C

Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 ha m2 m2 Green 3 0.15 135 405 489,240 20.00 2,700 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	3	135.00	405.00		1,208	489,240
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

North	Green	Paddock
Area	Gross	0.150
	Net	0.150

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Number 11 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2 m2/ha £/m2 Green Plot 0.04 150 25.00 150 3,750 181,200 1,208.00

	Beds	No	m2	? Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number	12	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Urban 300		300	7.50	40.00	98	29,412	3,922	35,678,912	1,213.07

	Beds	No	m	2 Total		BCIS	COST
Market							0
Flat	1	0	45.0	0.00	10%	1,348	0
	2	0	65.0	0.00	10%	1,348	0
Terrace	2	32	75.0	0 2,400.00		1,208	2,899,200
	3	42	95.0	0 3,990.00		1,208	4,819,920
Semi	2	32	85.0	0 2,720.00		1,208	3,285,760
	3	42	107.0	0 4,494.00		1,208	5,428,752
Det	3	0	112.0	0.00		1,208	0
	4	41	135.0	0 5,535.00		1,208	6,686,280
	5	21	150.0	0 3,150.00		1,208	3,805,200
Flat 1 High*	1	0	45.0	0.00	10%	1,385	0
Flat 2 High*	2	0	65.0	0.00	10%	1,385	0
Flat 3 High*	3	0	75.0	0.00	10%	1,385	0
Affordable							
Flat	1	9	40.0	0 360.00	10%	1,348	533,808
	2	3	61.0	0 183.00	10%	1,348	271,352
Terrace	2	18	70.0	0 1,260.00		1,208	1,522,080
	3	18	84.0	0 1,512.00		1,208	1,826,496
Semi	2	14	79.0	0 1,106.00		1,208	1,336,048
	3	14	93.0	0 1,302.00		1,208	1,572,816
Det	3	0	93.0	0.00		1,208	0
	4	14	100.0	0 1,400.00		1,208	1,691,200
	5	0	110.0	0.00		1,208	0
Flat 1 High*	1	0	40.0	0.00	10%	1,385	0
Flat 2 High*	2	0	61.0	0.00	10%	1,385	0
Flat 3 High*	3	0	74.0	0.00	10%	1,385	0

Locality een/Brown Iternative Use

North	Green	Paddock
Area	Gross	0.050
	Net	0.040

North	Brown	PDL	
Area	Gross Net		11.538 7.500
	iver		7.300

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Number 13 Units Density erage Unit Size Developed Total Cost Rate Locality 'een/Brown Iternative Use Area Density ha Units/ha m2 m2 m2/ha £/m2 Urban 40 40 1.00 40.00 98 3,930 3,930 4,775,195 1,215.06 North Brown PDL 1.176 Beds No Total BCIS COST m2 Gross Market 1.000 Net 45.00 0.00 10% 1,348 10% 65.00 0.00 1,348 Terrace 75.00 300.00 1,208 362,400 6.0 95.00 570.00 1,208 688,560 1,208 Semi 85.00 340.00 410,720 107.00 642.00 1,208 775,536 Det 112.00 0.00 1,208 1,208 815,400 675.00 135.00 150.00 450.00 1,208 543,600 Flat 1 High* 45.00 0.00 1,385 10% Flat 2 High* 65.00 0.00 1,385 Flat 3 High* 75.00 0.00 10% 1,385 Affordable 40.00 10% 1,348 Flat 40.00 59,312 61.00 61.00 10% 1,348 90,451 Terrace 2.0 70.00 140.00 1,208 169,120 84.00 168.00 1,208 202,944 Semi 79.00 158.00 1,208 190,864 93.00 186.00 1,208 224,688 Det 93.00 0.00 1,208 200.00 1,208 241,600 100.00 110.00 0.00 1,208 Flat 1 High* 40.00 0.00 10% 1,385

0.00

0.00

10%

10%

1,385

1,385

Number 14 Units Area Density erage Unit Size Developed Density **Total Cost** Rate £/m2 Units/ha m2 m2/ha ha m2 Urban 25 25 0.71 35.00 95 2,378 3,329 2,883,616 1,212.62

61.00

74.00

Flat 2 High*

Flat 3 High*

	Beds	No		m2 Tota	i	BCIS	COST
Market							0
Flat	1	0	45	0.00	10%	1,348	0
	2	0	65	0.00	10%	1,348	0
Terrace	2	3	75	00 225.00)	1,208	271,800
	3	4	95	00 380.00		1,208	459,040
Semi	2	3.0	85	00 255.00)	1,208	308,040
	3	4.0	107	00 428.00)	1,208	517,024
Det	3	0	112	0.00)	1,208	0
	4	2	135	00 270.00)	1,208	326,160
	5	2	150	00 300.00)	1,208	362,400
Flat 1 High*	1	0	45	0.00	10%	1,385	0
Flat 2 High*	2	0	65	0.00	10%	1,385	0
Flat 3 High*	3	0	75	0.00	10%	1,385	0
Affordable						0	
Flat	1	1	40	00 40.00	10%	1,348	59,312
	2	0	61	0.00	10%	1,348	0
Terrace	2	2	70	00 140.00)	1,208	169,120
	3	2	84	00 168.00		1,208	202,944
Semi	2	1.0	79	00 79.00)	1,208	95,432
	3	1	93	00 93.00		1,208	112,344
Det	3	0	93	0.00)	1,208	0
	4	0	100	0.00		1,208	0
	5	0	110	0.00)	1,208	0
Flat 1 High*	1	0	40	0.00	10%	1,385	0
Flat 2 High*	2	0	61	0.00	10%	1,385	0
Flat 3 High*	3	0	74	0.00	10%	1,385	0

North	Brown	PDL	
Area	Gross		0.840
	Net		0.714

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Number 15 Units Area Density erage Unit Size Developed Density Total Cost Units/ha m2 m2 m2/ha 56 Urban 25 HD 25 0.50 50.00 1,393 2,786 2,065,540

Rate £/m2 1,482.80

Rate

£/m2

North Brown PDL 0.588 Gross 0.500 Net

Locality een/ Brown Iternative Use

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	6	45.00	270.00	10%	1,348	400,356
	2	12	65.00	780.00	10%	1,348	1,156,584
Terrace	2	0	75.00	0.00		1,208	C
	3	0	95.00	0.00		1,208	C
Semi	2	0	85.00	0.00		1,208	C
	3	0	107.00	0.00		1,208	C
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	C
Flat 2 High*	2	0	65.00	0.00	10%	1,385	C
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable						0	
Flat	1	4	40.00	160.00	10%	1,348	237,248
	2	3	61.00	183.00	10%	1,348	271,352
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	C
	3	0	93.00	0.00		1,208	C
Det	3	0	93.00	0.00		1,208	C
	4	0	100.00	0.00		1,208	C
	5	0	110.00	0.00		1,208	
Flat 1 High*	1	0	40.00	0.00	10%	1,385	C
Flat 2 High*	2	0	61.00	0.00	10%	1,385	C
Flat 3 High*	3	0	74.00	0.00	10%	1,385	C

Number 16 Units Area Density erage Unit Size Developed Density Total Cost m2/ha ha Units/ha m2 m2 Urban 15 15 0.43 35.00 98 1,470 3,430 1,775,760 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	2	75.00	150.00		1,208	181,200
	3	2	95.00	190.00		1,208	229,520
Semi	2	2	85.00	170.00		1,208	205,360
	3	2	107.00	214.00		1,208	258,512
Det	3	0	112.00	0.00		1,208	0
	4	2	135.00	270.00		1,208	326,160
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable						0	
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	1	70.00	70.00		1,208	84,560
	3	1	84.00	84.00		1,208	101,472
Semi	2	1	79.00	79.00		1,208	95,432
	3	1	93.00	93.00		1,208	112,344
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

North	Brown	PDL	
Area	Gross		0.429
	Net		0.429
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Number 17 NET Area Density erage Unit Size Developed Total Cost Rate Locality 'een/Brown Iternative Use Units Density Units/ha m2 m2 m2/ha £/m2 Urban 15 HD 15 0.33 45.00 64 959 2,877 1,422,005 1,482.80 North Brown PDL Beds No Total BCIS COST m2 Gross Market Net 45.00 0.00 10% 1,348 Flat 715.00 10% 1,060,202 11 65.00 1,348 Terrace 75.00 0.00 1,208 95.00 0.00 1,208 85.00 0.00 1,208 Semi 107.00 0.00 1,208 Det 112.00 0.00 1,208 1,208 0.00 135.00 150.00 0.00 1,208 Flat 1 High* 45.00 0.00 1,385 0.00 10% 1,385 Flat 2 High* 65.00 Flat 3 High* 75.00 0.00 10% 1,385 Affordable 0.00 10% 1,348 Flat 40.00 61.00 244.00 10% 1,348 361,803 Terrace 70.00 0.00 1,208 84.00 0.00 1,208

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00

1,208

1,208

1,208

1,208

1,208

1,385

1,385

1,385

10%

10%

10%

Number 18 Units Area Density erage Unit Size Developed **Total Cost** Rate £/m2 Units/ha m2 m2/ha ha m2 Urban 10 0.31 32.00 893 2,858 1,078,744 1,208.00

79.00

93.00

93.00

40.00

61.00

74.00

100.00 110.00

Semi

Det

Flat 1 High*

Flat 2 High*

Flat 3 High*

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	3	85.00	255.00		1,208	308,040
	3	4	107.00	428.00		1,208	517,024
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	3	70.00	210.00		1,208	253,680
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Locality een/Brown Iternative Use

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0.333

North	Brown	PDL	
Area	Gross		0.313
	Net		0.313

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Density Number 19 Units Area Density erage Unit Size Developed Total Cost Rate Units/ha m2 m2 m2/ha £/m2 99 0.18 790 45.00 4,444 954,320 1,208.00

	Beds	No	m2	2 Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	3	85.00	255.00		1,208	308,040
	3	5	107.00	535.00		1,208	646,280
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

ımber	20	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
ban 8 HD		8	0.23	35.00	65	520	2,275	771,056	1,482.80

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	45.00	0.00	10%	1,348	C
	2	8	65.00	520.00	10%	1,348	771,056
Terrace	2	0	75.00	0.00		1,208	C
	3	0	95.00	0.00		1,208	C
Semi	2	0	85.00	0.00		1,208	C
	3	0	107.00	0.00		1,208	C
Det	3	0	112.00	0.00		1,208	C
	4	0	135.00	0.00		1,208	C
	5	0	150.00	0.00		1,208	C
Flat 1 High*	1	0	45.00	0.00	10%	1,385	C
Flat 2 High*	2	0	65.00	0.00	10%	1,385	C
Flat 3 High*	3	0	75.00	0.00	10%	1,385	C
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	C
	2	0	61.00	0.00	10%	1,348	C
Terrace	2	0	70.00	0.00		1,208	C
	3	0	84.00	0.00		1,208	C
Semi	2	0	79.00	0.00		1,208	C
	3	0	93.00	0.00		1,208	C
Det	3	0	93.00	0.00		1,208	C
	4	0	100.00	0.00		1,208	C
	5	0	110.00	0.00		1,208	C
Flat 1 High*	1	0	40.00	0.00	10%	1,385	C
Flat 2 High*	2	0	61.00	0.00	10%	1,385	C
Flat 3 High*	3	0	74.00	0.00	10%	1,385	C

North	Brown	PDL	
Area	Gross		0.178
	Net		0.178

cality	een/Brown Iternative Use
cancy	ceri, brown internative osc

North	Brown	PDL	
Area	Gross		0.229
	Net		0.229

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Density Number 21 Units Area Density erage Unit Size Developed Total Cost Rate Units/ha m2 m2 m2/ha £/m2 87 0.16 2,784 525,480 32.00 435 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	2	75.00	150.00		1,208	181,200
	3	3	95.00	285.00		1,208	344,280
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number

Urban 3

Units

Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
ha	Units/ha	m2	m2	m2/ha		£/m2
0.09	32.00	121	364	3,883	439,712	1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	2	107.00	214.00		1,208	258,512
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	1	150.00	150.00		1,208	181,200
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Locality een/Brown Iternative Use

North	Brown	PDL	
Area	Gross		0.156
	Net		0.156

North	Brown	PDL	
Area	Gross Net		0.094 0.094

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	_	

Number 23 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 135 0.03 30.00 135 4,050 163,080 1,208.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	1	135.00	135.00		1,208	163,080
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 ha m2 m2 PRS 25 25 0.45 57 1,423 2,110,024 1,482.80 55.00 3,131

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	7	45.00	315.00	10%	1,348	467,082
	2	13	65.00	845.00	10%	1,348	1,252,966
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	0	112.00	0.00		1,208	0
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	2	40.00	80.00	10%	1,348	118,624
	2	3	61.00	183.00	10%	1,348	271,352
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	0	93.00	0.00		1,208	0
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0

Locality een/Brown Iternative Use

North	Brown	PDL	
Area	Gross		0.033
	Net		0.033

North	Brown	PDL	
Area	Gross		0.505
	Net		0.455

Number 25 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 m2 Bungalows 12 1,268 2,642 1,350.00 12 0.48 25.00 106 1,711,800

	Beds	No	m2	Total		BCIS	COST
Market	Deus	110	1112	10(01		DCIS	0
Flat	1	0	45.00	0.00	10%	1,348	0
	2	0	65.00	0.00	10%	1,348	0
Terrace	2	0	75.00	0.00		1,208	0
	3	0	95.00	0.00		1,208	0
Semi	2	0	85.00	0.00		1,208	0
	3	0	107.00	0.00		1,208	0
Det	3	8	112.00	896.00		1,350	1,209,600
	4	0	135.00	0.00		1,208	0
	5	0	150.00	0.00		1,208	0
Flat 1 High*	1	0	45.00	0.00	10%	1,385	0
Flat 2 High*	2	0	65.00	0.00	10%	1,385	0
Flat 3 High*	3	0	75.00	0.00	10%	1,385	0
Affordable							
Flat	1	0	40.00	0.00	10%	1,348	0
	2	0	61.00	0.00	10%	1,348	0
Terrace	2	0	70.00	0.00		1,208	0
	3	0	84.00	0.00		1,208	0
Semi	2	0	79.00	0.00		1,208	0
	3	0	93.00	0.00		1,208	0
Det	3	4	93.00	372.00		1,350	502,200
	4	0	100.00	0.00		1,208	0
	5	0	110.00	0.00		1,208	0
Flat 1 High*	1	0	40.00	0.00	10%	1,385	0
Flat 2 High*	2	0	61.00	0.00	10%	1,385	0
Flat 3 High*	3	0	74.00	0.00	10%	1,385	0



NOTE	Green	Agricultural
Area	Gross	0.4
	Net	0.4

													Bas For A	se N Apps													l u ki
			Site 1 Green 2,000	Site 2 Green 750	Site 3 Green 150	Site 4 Green 75	Site 5 Green 35	Site 6 Green 20	Site 7 Green 12	Site 8 Green 9	Site 9 Green 6	Site 10 Green 3	Site 11 Green Plot	Site 12 Urban 300	Site 13 Urban 40	Site 14 Urban 25	Site 15 Urban 25 HD	Site 16 Urban 15	Site 17 Urban 15 HD	Site 18 Urban 10	Site 19 Urban 8	Site 20 Urban 8 HD	Site 21 Urban 5	Site 22 Urban 3	Site 23 Urban Plot	Site 24 PRS 25	Site 25 Bungalows 12
	Green/brown fie Use Locality	ld	Green Agricultural North	Green Agricultural North	Green Agricultural North	Green Agricultural North	Green Agricultural North	Green Agricultural North	Green Paddock North	Green Paddock North	Green Paddock North	Green Paddock North	Green Paddock North	Brown PDL North	Brown PDL North	Brown PDL North	Brown PDL North	Brown PDL North	Brown PDL North	Brown PDL North	Brown PDL North	Brown PDL North	Brown PDL North	Brown PDL North	Brown PDL North	Brown PDL North	Green Agricultural North
Site Area Units	Gross Net	ha ha	96.15 62.50 2,000	36.06 23.44 750	6.25 4.69 150	2.76 2.34 75	1.37 1.17 35	0.78 0.67 20	0.47 0.40 12	0.30 0.30 9	0.20 0.20 6	0.15 0.15 3	0.05 0.04 1	11.54 7.50 300	1.18 1.00 40	0.84 0.71 25	0.59 0.50 25	0.43 0.43 15	0.33 0.33 15	0.31 0.31 10	0.18 0.18 8	0.23 0.23 8	0.16 0.16 5	0.09 0.09 3	0.03 0.03 1	0.51 0.45 25	0.48 0.48 12
Average Unit	Size	m2	98.08	97.99	97.76	97.72	96.51	97.35	95.17	107.89	101.50	135.00	150.00	98.04	98.25	95.12	55.72	98.00	63.93	89.30	98.75	65.00	87.00	121.33	135.00	56.92	105.67
Mix	Intermediate to E Affordable Rent Social Rent	Buy	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%			9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%	9.00% 21.00% 0.00%				30.00%	9.00% 21.00% 0.00%
Price	Market Intermediate to E Affordable Rent Social Rent	£/m2 Buy £/m2 £/m2 £/m2	2,200 1,540 1,400 1,180	2,200 1,540 1,400 1,180	2,200 1,540 1,400 1,180	2,200 1,540 1,400 1,180	2,160 1,512 1,400 1,180	2,160 1,512 1,400 1,180	2,160 1,512 1,400 1,180	2,500 1,750 1,400 1,180	2,500 1,750 1,400 1,180	2,500 1,750 1,400 1,180	2,500 1,750 1,400 1,180	2,050 1,435 1,400 1,180	2,050 1,435 1,400 1,180	2,050 1,435 1,400 1,180	2,250 1,575 1,400 1,180	2,050 1,435 1,400 1,180	2,250 1,575 1,400 1,180	2,050 1,435 1,400 1,180	2,050 1,435 1,400 1,180	2,250 1,575 1,400 1,180	2,050 1,435 1,400 1,180	2,050 1,435 1,400 1,180	2,050 1,435 1,400 1,180	1,750	2,530 1,771 1,400 1,180
Grant and Su	bsi Intermediate to E Affordable Rent Social Rent	Buy £/unit £/unit £/unit																									
Sales per Qu Unit Build Ti			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Up Lift % Additional U		£/ha % £/ha	25,000 250,000	25,000 250,000	25,000 250,000	25,000 250,000	25,000 250,000	50,000 250,000	50,000 250,000	50,000 250,000	50,000 250,000	50,000 250,000	50,000 250,000	100,000 20%	100,000 20%	100,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	250,000 20%	50,000 250,000
Easements e Legals / Acqu		£ % land	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%
Planning Fee		£/unit £/unit	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138
Architects QS / PM Planning Cor Other Profes	sultants	% % % %	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%
BCIS CfSH Energy Design Acc & Adpt Water		£/m2 % £/m2 £/m2 £/m2 £/m2	1,214	1,214 0.00 0 0.0 1	0.00 0 0.00 1	0.00 0 0 0.0 1	0.00 0 0.00 1	1,215 0.00 0 0.0 1	0.00 0 0.00 1	0.00 0 0.00 1	0.00 0 0.00 1	0.00 0 0.00 1	1,208 0.00 0 0.0 1	0.00 0 0.00 1	0.00 0 0.00 1	1,208 0.00 0 0.0 1	0.00 0 0.00 1	1,208 0.00 0 0.0 1	0.00 0 0.00 1	1,350 0.00 0 0.00 1							
Small Sites Site Costs Pre CIL s106 Post CIL s106 LIT Contingency		%	16.0% 2,000 2,000 2,000	16.0% 2,000 2,000 0.00 0.00% 2.50%	16.0% 2,000 2,000 0.00 0.00% 2.50%	16.0% 2,000 2,000 0.00 0.00% 2.50%	16.0% 2,000 2,000 0.00 0.00% 2.50%	16.0% 2,000 2,000 0.00 0.00% 2.50%	11.0% 2,000 2,000 0.00 0.00% 2.50%	11.0% 2,000 2,000 0.00 0.00% 2.50%	11.0% 2,000 2,000 0.00 0.00% 2.50%	11.0% 2,000 2,000 0.00 0.00% 2.50%	11.0% 2,000 2,000 0.00 0.00% 2.50%	16.0% 2,000 2,000 0.00 0.00% 5.00%	16.0% 2,000 2,000 0.00 0.00% 5.00%	16.0% 2,000 2,000 0.00 0.00% 5.00%	5.0% 2,000 2,000 0.00 0.00% 5.00%	16.0% 2,000 2,000 0.00 0.00% 5.00%	16.0% 2,000 2,000 0.00 0.00% 5.00%	11.0% 2,000 2,000 0.00 0.00% 5.00%	11.0% 2,000 2,000 0.00 0.00% 5.00%	11.0% 2,000 2,000 0.00 0.00% 5.00%	11.0% 2,000 2,000 0.00 0.00% 5.00%	11.0% 2,000 2,000 0.00 0.00% 5.00%	11.0% 2,000 2,000 0.00 0.00% 5.00%	5.0% 2,000 2,000 0.00 0.00% 5.00%	11.0% 2,000 2,000 0.00 0.00% 2.50%
Abnormals FINANCE	Fees	% £/site £	418,000	168,000	77,000	60,000	37,000	25,000	18,000	18,000	11,000	8,000	3,000	19,000	5.00% 32,000	23,000	10,000	5.00% 17,000	16,000	13,000	9,000	9,000	7,000	5.00% 6,000	2,000	5.00% 15,000	22,000
	Interest Legal and Valuati	% on £	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
SALES	Agents Legals Misc.	% % £	3.00% 0.50%	3.00% 0.50% 0 3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0	3.00% 0.50% 0														
Developers F	rofi Market Housing Affordable Housi	ng	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
		Green 2,000	Green 750	Green 150	Green 75	Green 35	Green 20	Green 12	Green 9	Green 6	Green 3	Green Plot	Urban 300	Urban 40	Urban 25	Urban 25 HD	Urban 15	Urban 15 HD	Urban 10	Urban 8	Urban 8 HD	Urban 5	Urban 3	Urban Plot	PRS 25 B	Bungalows 12
Green/brown fiel	ld	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green
ι	Jse	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural
Site Are Gross	ha	96.15	36.06	6.25	2.76	1.37	0.78	0.47	0.30	0.20	0.15	0.05	11.54	1.18	0.84	0.59	0.43	0.33	0.31	0.18	0.23	0.16	0.09	0.03	0.51	0.48
Net Units	ha	62.50 2000	23.44 750	4.69 150	2.34 75	1.17 35	0.67 20	0.40 12	0.30	0.20	0.15	0.04	7.50 300	1.00 40	0.71 25	0.50 25	0.43 15	0.33 15	0.31 10	0.18	0.23	0.16	0.09	0.03	0.45 25	0.48 12
Units		2000	/50	150	/5	35	20	12	9	ь	3	1	300	40	25	25	15	15	10	8	8	5	3	1	25	12
Mix Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	100.00%	100.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	100.00%	100.00%	100.00%	70.00%	70.00%
Intermediate to E	Buy	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	0.00%	0.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	0.00%	0.00%	0.00%	0.00%	9.00%
Affordable Rent		21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	0.00%	0.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	0.00%	0.00%	0.00%	30.00%	21.00%
Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000	100,000	100,000	100,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	50,000
Existing Ose value	£ site	2,403,846	901,442	156,250	68,934	34,314	39,216	23,529	15,000	10,000	7,500	2,500	1,153,846	117,647	84,034	147,059	107,143	83,333	78,125	44,444	57,143	39,063	23,438	8,333	126,263	24,000
		,,.	,	,			,				,	,				,							.,	,,,,,,		,
Uplift	£/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	20,000	20,000	20,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	250,000
	£ site	24,038,462	9,014,423	1,562,500	689,338	343,137	196,078	117,647	75,000	50,000	37,500	12,500	230,769	23,529	16,807	29,412	21,429	16,667	15,625	8,889	11,429	7,813	4,688	1,667	25,253	120,000
Benchmark Land Value	£/ha	275,000	275,000	275,000	275,000	275,000 377,451	300,000	300,000	300,000	300,000	300,000	300,000 15,000	120,000	120,000	120,000	300,000	300,000	300,000	300,000	300,000	300,000 68,571	300,000	300,000	300,000 10,000	300,000 151,515	300,000 144,000
	£ site	26,442,308	9,915,865	1,718,750	758,272	3//,451	235,294	141,176	90,000	60,000	45,000	15,000	1,384,615	141,176	100,840	176,471	128,571	100,000	93,750	53,333	68,571	46,875	28,125	10,000	151,515	144,000
Residua Gross	£/ha	-72,129	-54,941	-139,012	-191,708	-253,986	-263,595	-101,395	583,903	501,657	875,159	980,668	-542,658	-914,446	-765,004	-848,423	-945,096	-1,654,194	-596,733	-1,021,523	-1,129,987	-286,279	-364,255	-381,090	-1,825,683	-25,263
Net	£/ha	-110,968	-84,525	-185,349	-225,539	-298.807	-310,112	-119,288	583.903	501,657	875,159	1.225.835	-834.859	-1,075,819	-900.005	-998.145	-945,096	-1.654.194	-596.733	-1,021,523	-1,129,987	-286,279	-364,255	-381,090	-2,028,536	-25,263
	£ site	-6,935,509	-1,981,047	-868,826	-528,608	-348,608	-206,741	-47,715	175,171	100,331	131,274	49,033	-6,261,443	-1,075,819	-642,861	-499,073	-405,041	-551,398	-186,479	-181,604	-258,283	-44,731	-34,149	-12,703	-922,062	-12,126
Additional Profit	£ site	-43,823,447	-14,122,379	-2,743,768	-1,302,313	-730,072	-443,638	-185,153	113,819	54,920	119,913	47,013	-8,226,682	-1,231,374	-755,149	-695,995	-545,063	-666,631	-281,259	-247,688	-336,596	-69,462	-43,298	-15,355	-1,108,610	-148,395
	£/m2	-294	-253	-246	-235	-284	-300	-211	145	115	296	313	-369	-414	-418	-682	-499	-977	-412	-448	-925	-160	-119	-114	-1,092	-158

0.00%

NCOME	Av Size	%	Number		Price	GDV	GIA	DEVELOPM	ENT COSTS	-					Planning fee calc				Build Cost	
	m2		2,000		£/m2	£	m2								Planning app fer	dwgs	rate		BCIS	
							1	LAND		/unit or m2	Total				No dwgs	2000			CfSH	
farket Housing	106.4	70%	1,400		2,200	327,712,000	148,960		Land	-3,468	L	-6,935,509			No dwgs under	50	462	23,100	Energy	
							1		Stamp Duty		0				No dwgs over 50	1950	138	269,100	Design	
Shared Ownership	78.7	9%	180		1,540	21,801,780	14,157		Easements etc.		0						Total	292,200	Acc & Adpt	
							- 1		Legals Acquisition	1.50%	-104,033	-104,033							Water	
Affordable Rent	78.7	21%	420		1,400	46,246,200	33,033												Small Sites	
							1	PLANNING											Site Costs	
Social Rent	78.7	0%	0		1,180	0	0		Planning Fee		292,200				Stamp duty calc - Re	sidual				
							1		Architects	4.00%	11,492,630				Land payment			-6,935,509		
Grant and Subsidy	Shared Ownership				0	0	1		QS / PM	0.50%	1,436,579									
	Affordable Rent				0	0	1		Planning Consultants	1.00%	2,873,158									
	Social Rent				0	0			Other Professional	3.50%	10,056,051	26,150,618								
ITE AREA - Net	62.50 ha		32	/ha		395,759,980	196,150	CONSTRUC	TION											
SITE AREA - Gross	96.15 ha		21	/ha					Build Cost - BCIS Based	1,409	276,405,611						Total	0		
									s106 / CIL		4,000,000									
									Contingency	2.50%	6,910,140				Stamp duty calc - Ac	ld Profit				
Sales per Quarter	0								Abnormals		0	287,315,751			Land payment			26,442,308		
Unit Build Time	3 Quar	ters													125,000	0%	0%			
						RUN Residual MA		FINANCE							250,000	1%	0%			
			Per ha NET Per			Closi	ing balance = 0)	Fees		418,000				500,000	3%	0%			
tesidual Land Value		-6,935,509	-110,968	-72,129					Interest	6.00%					1,000,000	4%	0%			
Iternative Use Value		2,403,846		25,000		RUN CIL MACRO			Legal and Valuation		0	418,000			above	5%	0%			
Jplift	0%	0		0		Closi	ing balance = 0										Total	0		
Plus /		24,038,462		250,000	_			SALES												
Vi	iability Threshold 2	26,442,308		275,000	0	Check on phasing dwg	gs nos		Agents	3.0%	11,872,799				Pre CIL s106		Unit (all)		LIT	% GDV
					L	correc	t		Legals	0.5%	1,978,800					T	otal	4,000,000		
		£/	m2						Misc.		0	13,851,599	320,696,427							
dditional Profit	-4	13,823,447	-294						·						Post CIL s106	2,000	£/ Unit (all)	4,000,000		
	_							Developers	Profit	-					CIL	0	£/m2	0		
									Market Housing	17.50%			57,349,600				Total	4,000,000		
									Affordable Housing	17.50%			11,908,397	34628.9982						

										Affordable Hou	6	17.50%			11,000,007	34628.99825									
RESIDUAL CASH FLOW FOR	R INTEREST																								
INCOME		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
UNITS Started		30	30	60	120	120	150	150	150	150	150	150	150	150	150	150	100	40							
Market Housing Shared Ownership			4,915,680 327,027	4,915,680 327,027	9,831,360 654,053	19,662,720 1,308,107	19,662,720 1,308,107	24,578,400 1,635,134	24,578,400 1,635,134	24,578,400 1,635,134	24,578,400 1,635,134	24,578,400 1,635,134	24,578,400 1,635,134	24,578,400 1,635,134	24,578,400 1,635,134	24,578,400 1,635,134	24,578,400 1,635,134	16,385,600 1,090,089	6,554,240 436,036	0	0	0	0	0	0
Affordable Rent			693,693	693,693	1,387,386	2,774,772	2,774,772	3,468,465	3,468,465	3,468,465	3,468,465	3,468,465	3,468,465	3,468,465	3,468,465	3,468,465	3,468,465	2,312,310	924,924	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME		0	5.936.400	5.936.400	11.872.799	23.745.599	23,745,599	29.681.999	29.681.999	29.681.999	29.681.999	29.681.999	29.681.999	29.681.999	29.681.999	29.681.999	29.681.999	19.787.999	7.915.200	0	0	0	0	0	0
			3,330,400	3,330,400	11,072,733	23,143,333	20,140,000	23,001,333	23,001,333	23,001,333	23,001,333	23,001,333	23,001,333	25,001,555	23,001,333	23,001,333	23,001,333	13,707,333	1,313,200						
EXPENDITURE		0																							
Stamp Duty Easements etc.		0																							
Legals Acquisition		-104,033																							
		292.200																							
Planning Fee Architects		11,492,630		0																					
QS		1,436,579		0																					
Planning Consultants Other Professional		2,873,158 10,056,051		0																					
Other Professional		10,056,051		U																					
Build Cost - BCIS Base			4,146,084	4,146,084	8,292,168	16,584,337	16,584,337	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	20,730,421	13,820,281	5,528,112	0	0	0	0	0	0
s106/CIL			60,000 103,652	60,000 103,652	120,000 207,304	240,000 414.608	240,000 414.608	300,000 518,261	300,000 518,261	300,000 518,261	300,000 518,261	300,000 518,261	300,000 518.261	300,000 518.261	300,000 518.261	300,000 518,261	300,000 518.261	200,000 345,507	80,000 138,203	0	0	0	0	0	0
Contingency Abnormals			0	0	207,304	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		418,000 0																							
Legal and valuation		U																							
Agents		0	178,092	178,092	356,184	712,368	712,368	890,460	890,460	890,460	890,460	890,460	890,460	890,460	890,460	890,460	890,460	593,640	237,456	0	0	0	0	0	0
Legals		0	29,682	29,682	59,364	118,728	118,728	148,410	148,410	148,410	148,410	148,410	148,410	148,410	148,410	148,410	148,410	98,940	39,576	0	0	0	0	0	0
COSTS BEFORE LAND INT A	AND PROFIT	26,464,585	4,517,510	4,517,510	9,035,021	18,070,041	18,070,041	22,587,551	22,587,551	22,587,551	22,587,551	22,587,551	22,587,551	22,587,551	22,587,551	22,587,551	22,587,551	15,058,368	6,023,347	0	0	0	0	0	0
For Residual Valuation	Land	-6.935.509	i																						
Tor Residual Valuation	Interest	-0,333,303	1,171,745	1,156,916	1,141,197	1,039,403	761,233	466,374	68,689	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	rofit on Costs																								57,349,600
Pro	Profit on GDV																								11,908,397
	ash Flow	-19,529,076	247,145	261,974	1,696,581	4,636,155	4,914,325	6,628,073	7,025,758	7,094,447	7,094,447	7,094,447	7,094,447	7,094,447	7,094,447	7,094,447	7,094,447	4,729,631	1,891,853	0	0	0	0	0	-69,257,997
_	andre Deleve	0																							
	ening Balanc																								
		-19,529,076	-19,281,931	-19,019,958	-17,323,376	-12,687,221	-7,772,897	-1,144,823	5,880,935	12,975,382	20,069,829	27,164,276	34,258,723	41,353,171	48,447,618	55,542,065	62,636,512	67,366,144	69,257,997	69,257,997	69,257,997	69,257,997	69,257,997	69,257,997	0
Clos	osing Balance	-19,529,076	-19,281,931	-19,019,958	-17,323,376	-12,687,221	-7,772,897	-1,144,823	5,880,935	12,975,382	20,069,829	27,164,276	34,258,723	41,353,171	48,447,618	55,542,065	62,636,512	67,366,144	69,257,997	69,257,997	69,257,997	69,257,997	69,257,997	69,257,997	0
	osing Balance	-19,529,076 FIT			77-													,							
CASH FLOW FOR CIL ADDITI	osing Balance	-19,529,076 FIT Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
CASH FLOW FOR CIL ADDITE	osing Balance	-19,529,076 FIT			77-	Year 5	Year 6		Year 8			Year 11		Year 13	Year 14		Year 16	,							
CASH FLOW FOR CIL ADDITI	osing Balance	-19,529,076 FIT Year 1 0	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
CASH FLOW FOR CIL ADDITI	osing Balance	-19,529,076 FIT Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
CASH FLOW FOR CIL ADDITI INCOME As A INCOME EXPENDITURE Land	osing Balance	-19,529,076 FIT Year 1 0 26,442,308	Year 2 5,936,400	Year 3 5,936,400	Year 4 11,872,799	Year 5	Year 6	Year 7	Year 8 29,681,999	Year 9	Year 10	Year 11 29,681,999	Year 12 29,681,999	Year 13	Year 14	Year 15	Year 16 29,681,999	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
CASH FLOW FOR CIL ADDITI INCOME AS A INCOME EXPENDITURE	osing Balance	-19,529,076 FIT Year 1 0	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
CASH FLOW FOR CIL ADDITI INCOME As / INCOME EXPENDITURE Land Stamp Duty	osing Balance	-19,529,076 FIT Year 1 0 26,442,308 0	Year 2 5,936,400	Year 3 5,936,400	Year 4 11,872,799	Year 5 23,745,599	Year 6 23,745,599	Year 7 29,681,999	Year 8 29,681,999	Year 9 29,681,999	Year 10 29,681,999	Year 11 29,681,999	Year 12 29,681,999	Year 13 29,681,999	Year 14 29,681,999	Year 15 29,681,999	Year 16 29,681,999	Year 17 19,787,999	7,915,200	Year 19 0	9 Year 20 0	Year 21 0	Year 22 0 0	Year 23	9 Year 24
CASH FLOW FOR CIL ADDITI INCOME AS / INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition	osing Balance	-19,529,076 PIT Year 1 0 26,442,308 0 0 396,635	Year 2 5,936,400 0 0	Year 3 5,936,400	Year 4 11,872,799 0 0 0	Year 5 23,745,599	Year 6 23,745,599 0 0 0	Year 7 29,681,999 0 0 0	Year 8 29,681,999 0 0 0	Year 9 29,681,999 0 0 0	Year 10 29,681,999 0 0 0	Year 11 29,681,999 0 0 0	Year 12 29,681,999 0 0 0	Year 13 29,681,999 0 0 0	Year 14 29,681,999 0 0 0	Year 15 29,681,999 0 0 0	Year 16 29,681,999 0 0 0	Year 17 19,787,999 0 0 0	7,915,200 0 0	0 0 0 0 0	0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 O O O O O O O O O O O O O O O O O O O	Year 23	0 0 0 0 0
CASH FLOW FOR CIL ADDITI INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Logals Acquisition Planning Fee	osing Balance	-19,529,076 FIT Year 1 0 26,442,308 0 0	Year 2 5,936,400	Year 3 5,936,400 0 0	Year 4 11,872,799	Year 5 23,745,599 0 0	Year 6 23,745,599 0 0	Year 7 29,681,999 0 0	Year 8 29,681,999	Year 9 29,681,999	Year 10 29,681,999	Year 11 29,681,999	Year 12 29,681,999	Year 13 29,681,999 0 0	Year 14 29,681,999 0 0	Year 15 29,681,999	Year 16 29,681,999	Year 17 19,787,999	7,915,200 0 0	0 0 0	0 0	Year 21 0	Year 22 0 0	Year 23	0 0 0 0
CASH FLOW FOR CIL ADDITI INCOME AS A INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS	osing Balance	-19,529,076 PIT Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579	9 Year 2 5,936,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 Year 3 5,936,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,872,799 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0	Year 6 23,745,599 0 0 0 0 0	9,681,999 0 0 0 0 0	9,681,999 0 0 0 0 0	Year 9 29,681,999 0 0 0 0 0	Year 10 29,681,999	Year 11 29,681,999 0 0 0 0 0	Year 12 29,681,999	Year 13 29,681,999 0 0 0 0 0	Year 14 29,681,999 0 0 0 0 0	Year 15 29,681,999 0 0 0	Year 16 29,681,999 0 0 0 0 0	Year 17 19,787,999 0 0 0 0	7,915,200 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	Year 22 0 0 0 0 0	Year 23	0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITI INCOME INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants	osing Balance	19,529,076 1T Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579 1,436,579	Year 2 5,936,400	9 Year 3 5,936,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,872,799 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0	Year 6 23,745,599 0 0 0 0 0 0	Year 7 29,681,999 0 0 0 0 0 0	Year 8 29,681,999 0 0 0 0 0 0	Year 9 29,681,999 0 0 0 0 0	Year 10 29,681,999 0 0 0 0 0 0	Year 11 29,681,999 0 0 0 0 0 0	Year 12 29,681,999 0 0 0 0 0 0	Year 13 29,681,999 0 0 0 0 0 0	Year 14 29,681,999 0 0 0 0 0 0	Year 15 29,681,999 0 0 0 0 0 0	Year 16 29,681,999	Year 17 19,787,999	7,915,200 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0	Year 22 0	Year 23	0 0 0 0 0 0
CASH FLOW FOR CIL ADDITI INCOME AS A INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS	osing Balance	-19,529,076 PIT Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579	9 Year 2 5,936,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 Year 3 5,936,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,872,799 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0	Year 6 23,745,599 0 0 0 0 0	9,681,999 0 0 0 0 0	9,681,999 0 0 0 0 0	Year 9 29,681,999 0 0 0 0 0	Year 10 29,681,999	Year 11 29,681,999 0 0 0 0 0	Year 12 29,681,999	Year 13 29,681,999 0 0 0 0 0	Year 14 29,681,999 0 0 0 0 0	Year 15 29,681,999 0 0 0	Year 16 29,681,999 0 0 0 0 0	Year 17 19,787,999 0 0 0 0	7,915,200 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	Year 22 0 0 0 0 0	Year 23	0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME As / INCOME EXPENDITURE Land Stamp Duty Easements etc. Logals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base	osing Balance	19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579 2,873,188 10,056,051	5,936,400 0 0 0 0 0 4,146,084	0 0 0 0 0 0 0 0 4,146,084	11,872,799 0 0 0 0 0 0 0 8,292,168	Year 5 23,745,599 0 0 0 0 0 0 16,584,337	Year 6 23,745,599 0 0 0 0 0 0 16,584,337	9,681,999 0 0 0 0 0 0 20,730,421	9,681,999 0 0 0 0 0 0 20,730,421	Year 9 29,681,999 0 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 0 20,730,421	Year 13 29,681,999 0 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 20,730,421	Year 16 29,681,999	Year 17 19,787,999	7,915,200 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0	Year 22 0	Year 23	0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME As I INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL	osing Balance	19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 28,73,158 10,056,051	9 Year 2 5,936,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	90 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,872,799 0 0 0 0 0 0 8,292,168	Year 5 23,745,599 0 0 0 0 0 16,584,337 -2,921,663	Year 6 23,745,599 0 0 0 0 0 0 0 16,584,337 -2,921,563	Year 7 29,681,999 0 0 0 0 0 0 20,730,421 -2,921,663	29,681,999 0 0 0 0 0 0 20,730,421 2,921,563	Year 9 29,681,999 0 0 0 0 0 0 20,730,421 -2,921,653	Year 10 29,681,999 0 0 0 0 0 0 20,730,421 -2,921,563	29,681,999 0 0 0 0 0 20,730,421 2,921,663	Year 12 29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 -2,921,563	Year 13 29,681,999 0 0 0 0 0 0 20,730,421 2,921,663	Year 14 29,681,999 0 0 0 0 0 0 20,730,421 -2,921,563	Year 15 29,681,999 0 0 0 0 0 0 20,730,421 -2,921,563	9,681,999 0 0 0 0 0 0 20,730,421	Year 17 19,787,999	7,915,200	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 22 0	0 0 0 0 0 0	0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME As / INCOME EXPENDITURE Land Stamp Duty Easements etc. Logals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base	osing Balance	19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579 2,873,188 10,056,051	5,936,400 0 0 0 0 0 4,146,084	0 0 0 0 0 0 0 0 4,146,084	11,872,799 0 0 0 0 0 0 0 8,292,168	Year 5 23,745,599 0 0 0 0 0 0 16,584,337	Year 6 23,745,599 0 0 0 0 0 0 16,584,337	9,681,999 0 0 0 0 0 0 20,730,421	9,681,999 0 0 0 0 0 0 20,730,421	Year 9 29,681,999 0 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 20,730,421	Year 13 29,681,999 0 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 0 20,730,421	29,681,999 0 0 0 0 0 0 0	Year 17 19,787,999 0 0 0 0 0 0 0 0 0 0 0	7,915,200	0 0 0 0 0 0	9 Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 21 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME As 1 INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL POST CIL 1016	osing Balance	19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 11,492,630 11,492,630 10,056,051 0 -2,921,563	9 Year 2 5,936,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 3 5,936,400 0 0 0 0 0 4,146,084 -2,921,663	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 16,584,337 -2,921,663	Year 6 23,745,599 0 0 0 0 0 0 0 16,584,337 2,921,563 240,000	Year 7 29,681,999 0 0 0 0 0 0 20,730,421 -2,921,663	Year 8 29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563	Year 9 29,681,999 0 0 0 0 0 0 20,730,421 -2,921,563 300,000	29,681,999 0 0 0 0 0 0 0 20,720,421 -2,921,563	Year 11 29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,663	29,681,999 0 0 0 0 0 0 20,720,421 -2,921,563	Year 13 29,681,999 0 0 0 0 0 0 20,730,421 2,921,563 300,000	29,681,999 0 0 0 0 0 0 20,730,421 -2,921,563 300,000	29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,563	29,681,999 0 0 0 0 0 20,730,421	Year 17 19,767,999 0 0 0 0 0 13,820,281	7,915,200 0 0 0 0 0 0 5,528,112	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals	osing Balance	-19,529,076 TYear 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,496,579 2,873,156 0 0 -2,921,563	9 Year 2 5,936,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 4,146,084 2,921,563 60,085 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 16,584,337 2,921,563 240,000 411,608	Year 6 23,745,599 0 0 0 0 0 0 0 16,584,337 2,921,563 240,008 414,608	29,681,999 0 0 0 0 0 0 20,730,421 2,921,563 3010,001	29,681,999 0 0 0 0 0 0 20,730,421 2,321,563 3018,261	Year 9 29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261	29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,553 3010,001	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 3010,001	29,681,999 0 0 0 0 0 0 20,730,421 2,921,503 3010,001	Year 13 29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000	Vear 14 29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,553 300,000 518,261	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,553 300,000 510,000	29,681,999 0 0 0 0 0 0 0 20,730,421 300,000	Year 17 19,757,999 0 0 0 0 0 0 13,820,281 200,000 345,507	7,915,200 0 0 0 0 0 0 5,528,112 80,000 138,203	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Logals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Coast - BCIS Base POTENTIAL CIL Post CIL s106 Contingency	osing Balance	-19,529,076 Year 1 0 26,442,308 0 396,635 292,200 11,492,630 11,492,630 11,492,630 0 0 -2,921,563	9 Year 2 5,936,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 4.146,084 2.921,563 60,000	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 0 16,594,337 2,921,963 240,000 414,608	Year 6 23,745,599 0 0 0 0 0 0 0 16,584,337 2,921,563 240,000 414,608	Year 7 29,681,999 0 0 0 0 0 0 0 20,720,421 2,921,563 300,000	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000	Year 9 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,663 300,000	29,681,999 0 0 0 0 0 0 0 0 20,720,421 -2,921,563 300,000	29,681,999 0 0 0 0 0 0 0 20,720,421 2,921,663 300,000	29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,563 300,000	Year 13 29,681,999 0 0 0 0 0 0 0 20,720,421 2,921,663 300,000	0 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000	29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,663 300,000	9,681,999 0 0 0 0 0 0 0 0 20,730,421	Year 17 19,787,999 0 0 0 0 0 0 13,820,281	7,915,200 0 0 0 0 0 0 0 5,528,112	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 Year 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME As I INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation	osing Balance	-19,529,076 Year 1 0 26,442,308 0 0,36,635 292,200 11,426,630 1,436,579 1,436,579 0 0 418,000 0	9 Year 2 5,936,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 3 5,936,400 0 0 0 0 0 0 0 4,146,084 -2,921,563 60,000 103,652 0 0	11,872,799 0 0 0 0 0 0 0 8,292,168 2,921,563 120,000 207,304 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 0 16,584,337 2,921,963 240,000 414,608 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,653 300,000 518,281 0	29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0	Year 9 29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0	29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0 0	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,653 300,000 518,281 0	29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,281 0 0	Year 13 29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,281 0 0	9,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0 0	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0 0	29,681,999 0 0 0 0 0 0 20,730,421 20,730,426 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 17 19,787,999 0 0 0 0 0 0 0 0 13,820,281 20,000 0 0 0	7,915,200 0 0 0 0 0 0 0 5,528,112 80,000 138,203 0	0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 22 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL POST CIL 1016 Contingency Abnormals Finance Fees Legal and Valuation Agents	osing Balance	-19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 11,492,630 11,492,630 0 0 -2,921,563 0 0 418,000	9	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,872,799 0 0 0 0 0 0 0 8,292,168 2,921,563 120,000 207,304 0	Year 5 23,745,599 0 0 0 0 0 0 0 16,584,337 -2,921,663 240,000 414,608 0 0 712,368	Year 6 23,745,599 0 0 0 0 0 0 0 16,584,337 2,921,563 2,40,000 414,608 0 712,368	29,681,999 0 0 0 0 0 0 20,730,421 -2,921,583 300,000 518,261 0	29,681,999 0 0 0 0 0 0 20,730,421 2-2921,563 300,000 518,261 0	Year 9 29,681,999 0 0 0 0 0 0 0 20,730,421 2921,563 300,000 518,261 0 0	29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,563 300,000 518,261 0	29,681,999 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0	29,681,999 0 0 0 0 0 0 20,730,421 -2,921,563 300,000 518,261 0	Year 13 29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 20,730,426 300,000 518,261 0 0	Vear 14 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,563 300,000 518,261 0 0	29,681,999 0 0 0 0 0 0 20,730,421 2,921,663 300,000 518,261 0	29,681,999 0 0 0 0 0 0 20,730,421 300,000 518,661 0	Year 17 19,787,999 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,915,200 0 0 0 0 0 0 0 5,528,112	0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME INCOME INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc.	sing Balance	-19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579 2,2873,158 10,056,051 0 0 418,000 0 0 0 0	Year 2 5,936,400 0 0 0 0 0 0 4,146,084 -2,921,663 0 0 178,092 29,682 0	Vear 3 5,936,400 0 0 0 0 0 4,146,084 -2,921,563 0 0 178,092	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 16,584,337 22(21,663 240,000 414,608 0 0 712,368 118,728	Year 6 23,745,599 0 0 0 0 0 0 0 0 16,584,337 2,921,563 240,000 414,608 0 712,368 118,728	Year 7 29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,663 301,663 0 0 0 890,460 148,410	9,681,999 0 0 0 0 0 0 20,730,421 2,901,563 518,261 0 890,460	Year 9 29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,663 390,460 148,410 0 890,460	7 Year 10 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,663 301,663 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,681,999 0 0 0 0 0 0 20,730,421 2,901,693 518,261 0 890,460	Year 12 29,681,999 0 0 0 0 0 0 0 20,730,421 -2,920,560 518,261 0 0 890,460	Year 13 29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,563 300,000 518,281 0 0 890,460	Vear 14 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,663 300,000 518,261 0 0 890,460 148,410 0	Vear 15 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,221,663 3021,663 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 17 19,767,999 0 0 0 0 0 0 13,820,281 200,000 345,507 0 0 583,640	7,915,200 0 0 0 0 0 0 0 5,528,112 80,000 138,203 0 0 237,456	0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 Year 23 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME INCOME INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc.	sing Balance	-19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579 2,2873,158 10,056,051 0 0 418,000 0 0 0 0	Vear 2 5,936,400 0 0 0 0 0 0 0 4,146,084 2,921,563 60,000 103,682 0 0 178,092 29,682	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 16,584,337 22(21,663 240,000 414,608 0 0 712,368 118,728	Year 6 23,745,599 0 0 0 0 0 0 0 0 16,584,337 2,921,563 240,000 414,608 0 712,368 118,728	Vear 7 29,681,999 0 0 0 0 0 0 0 0 0 20,720,421 2,921,563 300,000 518,261 0 0 0 890,460	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0 0 0 890,460	Year 9 29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,660 3,730,421 0 0 890,460 148,410	29,681,999 0 0 0 0 0 0 0 0 0 0 20,720,421 2,921,563 300,000 518,261 0 0 0 890,460	29,681,999 0 0 0 0 0 0 0 0 20,720,421 2,921,663 300,000 518,261 0 0 0 889,460	29,681,999 0 0 0 0 0 0 0 0 0 20,720,421 2,921,563 300,000 518,261 0 0 0 890,460	Year 13 29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,663 301,063 0 0 0 0 890,460 148,410	Vear 14 29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,563 300,000 518,281 0 0 890,460	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0 0 0 890,460	29,681,999 0 0 0 0 0 0 0 0 20,730,421 300,000 518,261 0 0 890,460	Year 17 19,767,999 0 0 0 0 0 0 13,820,281 200,000 345,507 0 0 0 593,640 98,940 0	7,915,200 0 0 0 0 0 0 0 5,528,112 80,000 138,203 0 0 237,456 39,576	0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0	Year 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 Year 23 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL POST CIL 1016 Contingency Abnormals Finance Fees Legal and Valuation Agents	sing Balance	-19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579 2,2873,158 10,056,051 0 0 418,000 0 0 0 0	Year 2 5,936,400 0 0 0 0 0 0 4,146,084 -2,921,663 0 0 178,092 29,682 0	Vear 3 5,936,400 0 0 0 0 0 0 4,146,084 2,221,663 60,000 103,652 0 178,092 29,682 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 16,584,337 22(21,663 240,000 414,608 0 0 712,368 118,728	Year 6 23,745,599 0 0 0 0 0 0 0 0 16,584,337 2,921,563 240,000 414,608 0 712,368 118,728	Year 7 29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,663 301,663 0 0 0 890,460 148,410	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 301,563 0 18,261 0 0 890,460 148,410	Year 9 29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,663 390,460 148,410 0 890,460	7 Year 10 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,663 301,663 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 301,563 318,281 0 0 890,460 148,410	Year 12 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,563 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 13 29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,663 301,063 0 0 0 0 890,460 148,410	Vear 14 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,663 300,000 518,261 0 0 890,460 148,410 0	Vear 15 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,221,663 3021,663 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,681,999 0 0 0 0 0 0 0 20,730,421 300,000 518,261 0 0 890,460 148,410	Year 17 19,767,999 0 0 0 0 0 0 13,820,281 200,000 345,507 0 0 0 593,640 98,940 0	7,915,200 0 0 0 0 0 0 0 5,528,112 80,000 138,203 0 0 237,456 39,576	Vear 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME INCOME INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc.	sing Balance	-19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579 2,2873,158 10,056,051 0 0 418,000 0 0 0 0	Year 2 5,936,400 0 0 0 0 0 0 4,146,084 -2,921,663 0 0 178,092 29,682 0	Vear 3 5,936,400 0 0 0 0 0 0 4,146,084 2,921,563 6,0,000 103,652 0 178,092 29,682 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 16,584,337 22(21,663 240,000 414,608 0 0 712,368 118,728	Year 6 23,745,599 0 0 0 0 0 0 0 0 16,584,337 2,921,563 240,000 414,608 0 712,368 118,728	Year 7 29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,663 301,663 0 0 0 890,460 148,410	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 301,563 0 18,261 0 0 890,460 148,410	Year 9 29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,663 390,460 148,410 0 890,460	7 Year 10 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,663 301,663 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 301,563 318,281 0 0 890,460 148,410	Year 12 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,563 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 13 29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,663 301,063 0 0 0 0 890,460 148,410	Vear 14 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,663 300,000 518,261 0 0 890,460 148,410 0	Vear 15 29,681,999 0 0 0 0 0 0 0 20,730,421 -2,221,663 3021,663 0 0 0 890,460 148,410 0	29,681,999 0 0 0 0 0 0 0 20,730,421 300,000 518,261 0 0 890,460 148,410	Year 17 19,767,999 0 0 0 0 0 0 13,820,281 200,000 345,507 0 0 0 593,640 98,940 0	7,915,200 0 0 0 0 0 0 0 5,528,112 80,000 138,203 0 0 237,456 39,576	Vear 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME INCOME INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL POST CIL 106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND INT A	AND PROFIT	-19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579 2,2873,158 10,056,051 0 0 418,000 0 0 0 0	Year 2 5,936,400 0 0 0 0 0 0 4,146,084 -2,921,663 0 0 178,092 29,682 0	Vear 3 5,936,400 0 0 0 0 0 0 4,146,084 2,921,563 6,0,000 103,652 0 178,092 29,682 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 16,584,337 22(21,663 240,000 414,608 0 0 712,368 118,728	Year 6 23,745,599 0 0 0 0 0 0 0 0 16,584,337 2,921,563 240,000 414,608 0 712,368 118,728	Year 7 29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,663 301,663 0 0 0 890,460 148,410	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 301,563 0 18,261 0 0 890,460 148,410	Year 9 29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,663 390,460 148,410 0 890,460	7 Year 10 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,663 301,663 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 301,563 318,281 0 0 890,460 148,410	Year 12 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,563 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 13 29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,663 301,063 0 0 0 0 890,460 148,410	Vear 14 29,681,999 0 0 0 0 0 0 0 0 20,730,421 -2,921,663 300,000 518,261 0 0 890,460 148,410 0	Vear 15 29,681,999 0 0 0 0 0 0 0 20,730,421 -2,221,663 3021,663 0 0 0 890,460 148,410 0	29,681,999 0 0 0 0 0 0 0 20,730,421 300,000 518,261 0 0 890,460 148,410	Year 17 19,767,999 0 0 0 0 0 0 13,820,281 200,000 345,507 0 0 0 593,640 98,940 0	7,915,200 0 0 0 0 0 0 0 5,528,112 80,000 138,203 0 0 237,456 39,576	Vear 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 Year 24 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME As I INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND INT A For CIL calculation	AND PROFIT Interest Profit on cost	-19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579 2,2873,158 10,056,051 0 0 418,000 0 0 0 0	Vear 2 5,936,400 0 0 0 0 0 0 0 0 4,146,084 2,921,663 60,000 103,652 0 0 178,092 29,682 0 1,595,947	Vear 3 5,936,400 0 0 0 0 0 0 0 0 4,146,084 2,921,563 60,000 103,62 0 0 178,092 29,682 0 1,595,947	11,872,799 0 0 0 0 0 0 0 0 0 8,292,168 2,921,683 120,000 207,30 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 0 16,594,337 240,000 414,698 0 0 712,368 118,728 0 15,148,478	Year 6 23,745,599 0 0 0 0 0 0 0 0 16,584,337 2921,563 240,000 414,608 0 0 712,368 118,728 0 15,148,478	Year 7 29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 29,21,663 300,000 518,261 0 0 0 148,410 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0 0 148,410 0 19,665,988	Year 9 29,681,999 0 0 0 0 0 0 0 0 20,730,421 2921,563 300,000 518,281 0 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 29,21,563 300,000 518,261 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 29,21,663 300,000 518,261 0 0 0 148,410 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2921,563 300,000 518,261 0 0 19,665,988	Year 13 29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 2921,563 300,000 518,281 0 0 19,665,988	Year 14 29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,281 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,663 300,000 518,261 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 20,730,421 300,000 518,261 0 0 22,587,551	Year 17 19,787,999 0 0 0 0 0 0 0 13,820,281 200,000 345,507 0 0 0 15,055,368	7,915,200 0 0 0 0 0 0 0 0 5,528,112 80,000 138,203 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 Year 24 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME As I INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND INT A For CIL calculation	AND PROFIT	-19,529,076 Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 1,436,579 2,2873,158 10,056,051 0 0 418,000 0 0 0 0	Vear 2 5,936,400 0 0 0 0 0 0 0 0 4,146,084 2,921,663 60,000 103,652 0 0 178,092 29,682 0 1,595,947	Vear 3 5,936,400 0 0 0 0 0 0 0 0 4,146,084 2,921,563 60,000 103,62 0 0 178,092 29,682 0 1,595,947	11,872,799 0 0 0 0 0 0 0 0 0 8,292,168 2,921,683 120,000 207,30 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 0 16,594,337 240,000 414,698 0 0 712,368 118,728 0 15,148,478	Year 6 23,745,599 0 0 0 0 0 0 0 0 16,584,337 2921,563 240,000 414,608 0 0 712,368 118,728 0 15,148,478	Year 7 29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 29,21,663 300,000 518,261 0 0 0 148,410 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0 0 148,410 0 19,665,988	Year 9 29,681,999 0 0 0 0 0 0 0 0 20,730,421 2921,563 300,000 518,281 0 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 29,21,563 300,000 518,261 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 29,21,663 300,000 518,261 0 0 0 148,410 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 2921,563 300,000 518,261 0 0 19,665,988	Year 13 29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 2921,563 300,000 518,281 0 0 19,665,988	Year 14 29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,281 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,663 300,000 518,261 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 20,730,421 300,000 518,261 0 0 22,587,551	Year 17 19,787,999 0 0 0 0 0 0 0 13,820,281 200,000 345,507 0 0 0 15,055,368	7,915,200 0 0 0 0 0 0 0 0 5,528,112 80,000 138,203 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME AS / INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Milliance COSTS BEFORE LAND INT A For CIL calculation	AND PROFIT Interest Profit on obst	-19,529,076 TY Year 1 0 26,442,308 0 0 396,635 292,200 11,492,630 11,492,630 11,492,630 10,056,051 0 0 -2,921,563 0 0 418,000 0 0 0 50,485,997	Vear 2 5,936,400 0 0 0 0 0 0 0 0 4,146,084 2,921,663 60,000 103,652 0 0 178,092 29,682 0 1,595,947	Vear 3 5,936,400 0 0 0 0 0 0 0 0 4,146,084 2,921,563 60,000 103,62 0 0 178,092 29,682 0 1,595,947	11,872,799 0 0 0 0 0 0 0 0 0 8,292,168 2,921,683 120,000 207,30 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 0 16,594,337 240,000 414,698 0 0 712,368 118,728 0 15,148,478	Year 6 23,745,599 0 0 0 0 0 0 0 0 16,584,337 2921,563 240,000 414,608 0 0 712,368 118,728 0 15,148,478	Year 7 29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 29,21,663 300,000 518,261 0 0 0 148,410 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,261 0 0 148,410 0 19,665,988	Year 9 29,681,999 0 0 0 0 0 0 0 0 20,730,421 2921,563 300,000 518,281 0 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 29,21,563 300,000 518,261 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 29,21,663 300,000 518,261 0 0 0 148,410 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 2921,563 300,000 518,261 0 0 19,665,988	Year 13 29,681,999 0 0 0 0 0 0 0 0 0 0 20,730,421 2921,563 300,000 518,281 0 0 19,665,988	Year 14 29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 518,281 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 0 20,730,421 2,921,663 300,000 518,261 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 20,730,421 300,000 518,261 0 0 22,587,551	Year 17 19,787,999 0 0 0 0 0 0 0 13,820,281 200,000 345,507 0 0 0 15,055,368	7,915,200 0 0 0 0 0 0 0 0 5,528,112 80,000 138,203 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 Year 24 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Clos CASH FLOW FOR CIL ADDITI INCOME INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Logals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Logals and Valuation Agents Logals Misc. COSTS BEFORE LAND INT A For CIL calculation	AND PROFIT Interest Profit on cost	-19,529,076 Year 1 0 26,442,308 0 396,635 292,200 11,492,630 11,492,630 11,496,551 0,056,051 0 0 2,21,563 0 418,000 0 0 0 0 50,485,997	Year 2 5,936,400 0 0 0 0 0 0 4,146,084 2,921,503 60,062 0 0 176,092 29,682 0 1,595,947	90 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 23,745,599 0 0 0 0 0 0 0 16,594,337 2-921,563 240,000 0 712,368 118,728 0 15,148,478	Year 6 23,745,599 0 0 0 0 0 0 0 16,584,337 2,240,563 240,060 0 0 712,368 118,728 0 15,148,478	Year 7 29,681,999 0 0 0 0 0 0 0 20,730,421 2,321,563 3518,261 0 0 890,460 148,410 0 119,665,988	29,681,999 0 0 0 0 0 0 20,730,421 2,921,563 3010,261 0 0 149,410 0 119,665,988	Year 9 29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 0 0 148,410 0 119,665,988	29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,503 3010,201 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,563 3010,201 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 20,730,421 -2,921,553 3510,251 0 0 890,460 145,410 0 119,665,988	Year 13 29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 0 0 0 148,410 0 19,665,988	Vear 14 29,681,999 0 0 0 0 0 0 0 0 20,730,421 2,921,563 300,000 0 0 0 148,410 0 119,665,988	29,681,999 0 0 0 0 0 0 0 20,730,421 2,921,553 3510,021 0 0 19,665,988	29,681,999 0 0 0 0 0 0 0 0 20,730,421 300,000 148,410 0 22,587,551	Year 17 19,757,999 0 0 0 0 0 0 0 13,820,281 200,000 345,507 0 0 15,058,368	7,915,200 0 0 0 0 0 0 0 0 5,528,112 80,000 138,203 0 0 0 237,456 39,576 0 6,023,347	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 Year 23 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 Year 24 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0



NCOME	Av- Ol-	-	Marenta		P-1	0011		i	DEVELOPME:	IT COSTS						ī	Diamine for	ale		-		Build Care			
NCOME	Av Size m2	%	Number 750		Price £/m2		GIA m2		DEVELOPMEN	II COSTS							Planning fee ca Planning app fe	dwgs	rate			Build Cost BCIS	/m2 1,214		
rket Housing	106.3	70%	525		2,200	122,815,000	55,825		LAND	Land		/unit or m2 -2,641	Total	-1,981,047			No dwgs No dwgs under	750 50	462	23,100		CfSH Energy	0	0.00%	
red Ownership	78.5	9%	68		1,540		5,301			Stamp Duty Easements etc.		,-	0				No dwgs over 5		138 Total	96,600 119,700		Design Acc & Adpt	0		
										Legals Acquisition	on	1.50%	-29,716	-29,716					Total	119,700]		Water	1		
rdable Rent	78.5	21%	158		1,400		12,368		PLANNING													Small Sites Site Costs	194	0% 16%	
al Rent	78.5	0%	0		1,180	0	0			Planning Fee Architects		4.00%	119,700 4,306,219				Stamp duty ca Land payment	lc - Residual		-1,981,047			1,409		
nt and Subsidy	Shared Ownershi Affordable Rent	ip			0					QS / PM Planning Consul	tants	0.50% 1.00%	538,277 1,076,555												
	Social Rent				0					Other Profession		3.50%	3,767,942												
TE AREA - Net	23.44 h		32			148,293,698	73,494		CONSTRUCTION																
TE AREA - Gross	36.06 h	ha	21	/ha						Build Cost - BCI s106 / CIL	S Based	1,409	1,500,000						Total	0					
les per Quarter	0]							Contingency Abnormals		2.50%	2,589,158 0				Stamp duty ca Land payment	lc - Add Profit		9.915.865					
it Build Time		Quarters				RUN Residual N	AACRO ctrlur		FINANCE				_	,,			125,000 250,000	0% 1%	0% 0%	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,					
		Whole Site		Per ha GROSS	; •		osing balance =	0	IIIANOL	Fees			168,000				500,000	3%	0%						
ternative Use Value		-1,981,047 901,442	-84,525	25,000		RUN CIL MACR				Interest Legal and Valua	ion	6.00%	0	168,000			1,000,000 above	4% 5%	0% 0%						
olift Plus /ha	0% na 250,000	9,014,423		250,000		Ck	osing balance =		SALES										Total	0					
Via	ability Threshold	9,915,865		275,000]	Check on phasing o				Agents Legals		3.0% 0.5%	4,448,811 741,468				Pre CIL s106		£/ Unit (all) Total	1,500,000		LIT	% GDV 0.00%		Ţ
			£/m2	1		COIT	601	l		Misc.		0.576	0		120,811,694								0.00%		1
dditional Profit		-14,122,379	-253	J					Developers Pro	ofit							Post CIL s106 CIL	2,000		1,500,000					
										Market Housing Affordable House		17.50% 17.50%			21,492,625 4,458,772	34601.86287	7		Total	1,500,000					
SIDUAL CASH FLOW	N FOR INTEREST															•									
OME	-	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	,
IITS Started	ļ.	30	30 4.912.600	60 4,912,600	60 9,825,200	9.825,200	60 9.825,200	60 9.825,200	60 9,825,200	60 9.825,200	60 9,825,200	60 9,825,200	60 9.825,200	60 9.825,200	30 9,825,200	4,912,600	0	0	0	0	0	0	0	0	
arket Housing ared Ownership			326,523	326,523	653,046	653,046	653,046	653,046	653,046	653,046	653,046	653,046	653,046	653,046	653,046	326,523	0	0	0	0	0	0	0	0	
fordable Rent ocial Rent			692,625 0	692,625 0	1,385,250 0	1,385,250 0	1,385,250 0	1,385,250 0	1,385,250 0	1,385,250 0	1,385,250 0	1,385,250 0	1,385,250 0	1,385,250 0	1,385,250 0	692,625 0	0	0	0	0	0	0	0	0	
ant and Subsidy INCOME	<u> </u>	0	0 5,931,748	0 5,931,748	0 11,863,496	11,863,496	0 11,863,496	0 11,863,496	0 11,863,496	0 11,863,496	0 11,863,496	0 11,863,496	11,863,496	0 11,863,496	11,863,496	0 5,931,748	0	0	0	0	0	0	0	0	
(PENDITURE																							-		
amp Duty		0																							
sements etc. gals Acquisition		0 -29,716																							
anning Fee		119,700																							
chitects		4,306,219 538,277		0																					
anning Consultants		1,076,555		0																					
ther Professional		3,767,942		0																					
uild Cost - BCIS Base 106/CIL			4,142,653 60,000	4,142,653 60,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	8,285,306 120,000	4,142,653 60,000	0	0	0	0	0	0	0	0	
ontingency onormals			103,566	103,566 0	207,133	207,133	207,133	207,133	207,133	207,133	207,133	207,133	207,133	207,133	207,133	103,566 0	0	0	0	0	0	0	0	0	
		168,000	v	•	U		0	Ū	0		· ·		· ·		0				Ū	0					
inance Fees egal and Valuation		0																							
gents		0	177,952	177,952	355,905	355,905	355,905	355,905	355,905	355,905	355,905	355,905	355,905	355,905	355,905	177,952	0	0	0	0	0	0	0	0	
egals fisc.		0	29,659	29,659 0	59,317	59,317	59,317	59,317	59,317	59,317	59,317	59,317	59,317	59,317	59,317	29,659	0	0	0	0	0	0	0	0	
OSTS BEFORE LAND	INT AND PROFIT	9,946,978	4,513,831	4,513,831	9,027,661	9,027,661	9,027,661	9,027,661	9,027,661	9,027,661	9,027,661	9,027,661	9,027,661	9,027,661	9,027,661	4,513,831	0	0	0	0	0	0	0	0	
or Residual Valuation	Land	-1,981,047	l																						
	Interest		477,956	421,558	361,777	213,333	55,983	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	21
	Profit on Costs Profit on GDV																								4,
	Cash Flow	-7,965,930	939,962	996,359	2,474,058	2,622,502	2,779,852	2,835,835	2,835,835	2,835,835	2,835,835	2,835,835	2,835,835	2,835,835	2,835,835	1,417,917	0	0	0	0	0	0	0	0	-2
	Opening Balance Closing Balance	0 -7,965,930	-7,025,969	-6,029,610	-3,555,552	-933,050	1,846,802	4,682,637	7,518,471	10,354,306	13,190,141	16,025,976	18,861,810	21,697,645	24.533.480	25,951,397	25,951,397	25,951,397	25,951,397	25,951,397	25,951,397	25,951,397	25,951,397	25,951,397	
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,, ,,,,,,		.,,		, , , , , ,	,,,,,,	, ,	,															
ASH FLOW FOR CIL A	ADDITIONAL PROF	FIT Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	1
INCOME	As Above	0	5,931,748	5,931,748	11,863,496	·	11,863,496					11,863,496			11,863,496	5,931,748	0	0	0	0	0	0	0	0	
KPENDITURE			4,041,111	2,021,112	.,,,,,,,,,,,		.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,	.,,,	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	.,,,	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	.,,,	,	- 1,000,000	2,221,112									_
and		9,915,865																							
amp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
asements etc. gals Acquisition		0 148,738	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
anning Fee		119,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rchitects		4,306,219 538,277	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
lanning Consultants		1,076,555	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
her Professional		3,767,942	0	0	0	0	0	0	0	0	0	U	0	0	0	0	0	0	0	0	0	0	0	U	
oild Cost - BCIS Base OTENTIAL CIL	,	0 -1,569,153	4,142,653 -1,569,153	4,142,653 -1,569,153	8,285,306 -1,569,153	8,285,306 -1,569,153	8,285,306 -1,569,153	8,285,306 -1,569,153	8,285,306 -1,569,153	8,285,306 -1,569,153	8,285,306	8,285,306	8,285,306	8,285,306	8,285,306	4,142,653	0	0	0	0	0	0	0	0	
st CIL s106 ntingency		0	60,000 103,566	60,000 103,566	120,000 207,133	120,000 207,133	120,000 207,133	120,000 207,133	120,000 207,133	120,000 207,133	120,000 207,133	120,000 207,133	120,000 207,133	120,000 207,133	120,000 207,133	60,000 103,566	0	0	0	0	0	0	0	0	
normals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nance Fees		168,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
gal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	U	0	0	0	0	0	
		0	177,952 29,659	177,952 29,659	355,905 59,317	355,905 59,317	355,905 59,317	355,905 59,317	355,905 59,317	355,905 59,317	355,905 59,317	355,905 59,317	355,905 59,317	355,905 59,317	355,905 59,317	177,952 29,659	0	0	0	0	0	0	0	0	
	INT AND PROFIT	0 18.472.144	0 2,944,677	0 2,944,677	0 7,458,508	0 7,458,508	0 7,458,508	0 7,458,508	0 7,458,508	0 7,458,508	9,027,661	9,027,661	9,027,661	9,027,661	9,027,661	0 4,513,831	0	0	0	0	0	0	0	0	
gals isc.	INT AND PROFIT	10,412,144	2,344,011	4,344,011	r,400,3U8	1,400,008	7,900,000	2,430,308	1,400,008	1,400,008	0,021,001	3,021,001	0,021,001	3,021,001	3,021,001	13,631 د,۳	U		U	U	U	-			
gents ggals isc. OSTS BEFORE LAND																									
egals isc.																									
gals sc. OSTS BEFORE LAND	Interest Profit on cost		1,108,329	995,604	876,116	664,384	439,948	202,045	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2
gals sc. OSTS BEFORE LAND	Interest Profit on cost Profit on GDV		1,108,329	995,604	876,116	664,384	439,948	202,045	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2
gals sc. ISTS BEFORE LAND	Profit on cost	-18,472,144 0	1,108,329	995,604 1,991,467	3,528,872	3,740,604	439,948 3,965,040	202,045 4,202,943	4,404,988	4,404,988	2,835,835	2,835,835	2,835,835	2,835,835	2,835,835	1,417,917	0	0	0	0	0	0	0	0	

SITE NAME Site 3	Green 150]																
INCOME Av Size		Number		Price		GIA		DEVELOPMEN	IT COSTS							Planning fee ca				[Build Cost	/m2		
m2		150		£/m2		m2		LAND			/unit or m2	Total				Planning app fe No dwgs	150			1	BCIS CfSH	1,214 0	0.00%	6
Market Housing 106.2		105		2,200					Land Stamp Duty		-5,792	0	-868,826			No dwgs under No dwgs over 50	50 100	138	13,800		Energy Design	0		
Shared Ownership 78.0	9%	14		1,540					Easements etc. Legals Acquisition	on	1.50%	-13,032	-13,032					Total	36,900	1	Acc & Adpt Water	0		
Affordable Rent 78.0	21%	32		1,400	3,441,760	2,458		PLANNING													Small Sites Site Costs	0 194	0% 16%	
Social Rent 78.0	0%	0		1,180	0	0			Planning Fee Architects		4.00%	36,900 859,293				Stamp duty cal Land payment	lc - Residual		-868,826		L	1,409		
Grant and Subsidy Shared Owners Affordable Ren Social Rent				0 0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	107,412 214,823 751,881	1,970,309											
SITE AREA - Net 4.69 SITE AREA - Gross 6.25		32 24	/ha /ha		29,598,704	14,664		CONSTRUCTION	ON Build Cost - BCI s106 / CIL	S Based	1,409	20,665,677						Total	0					
Sales per Quarter 0 Unit Build Time 3	Quarters								Contingency Abnormals		2.50%	516,642 0	21,482,319			Stamp duty cal Land payment 125,000	0%		1,718,750					
Residual Land Value	Whole Site -868,826	Per ha NET -185,349	Per ha GROSS -139,012	1	RUN Residual N	osing balance =		FINANCE	Fees Interest		6.00%	77,000				250,000 500,000 1,000,000	1% 3% 4%	0%						
Alternative Use Value Uplift 0%	156,250	-185,349	25,000 0		RUN CIL MACR	RO ctrl+l losing balance =	0		Legal and Valual	tion	6.00%	0	77,000			above	4% 5%		0					
Plus /ha 250,000 Viability Threshold	1,562,500		250,000 275,000	_	Check on phasing of	dwgs nos		SALES	Agents		3.0%					Pre CIL s106		£/ Unit (all)	200 000	Ī	LIT	% GDV		_
Additional Profit	-2,743,768	£/m2 -246	l		corr	rect		Developers Pro	Legals Misc.		0.5%	147,994 0	1,035,955	23,683,724		Post CIL s106	2,000		300,000	_		0.00%	0	1
								Developers	Market Housing Affordable Housing		17.50% 17.50%			4,293,520 886,253	34531.82133			Total	300,000	l				
RESIDUAL CASH FLOW FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started			10	10	10	10	10	10	10	10	10	10	10	10	10	10	10							
Market Housing Shared Ownership				0	0	0	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	1,635,627 108,170	0	0	0
Affordable Rent Social Rent				0	0	0	229,451	229,451	229,451	229,451	229,451	229,451	229,451	229,451	229,451	229,451	229,451	229,451	229,451	229,451	229,451	0	0	0
Grant and Subsidy		_	•	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	0 0 -13,032																							
	36.900																							
Planning Fee urchitects	429,646		429,646																					
QS Planning Consultants	53,706 107,412		53,706 107,412																					
Other Professional	375,941		375,941																					
Build Cost - BCIS Base ±106/CIL		0	459,237 6.667	918,475 13.333	1,377,712 20,000	1,377,712 20,000	1,377,712 20.000	1,377,712 20.000	1,377,712 20.000	1,377,712 20,000	1,377,712 20.000	1,377,712 20.000	1,377,712 20.000	1,377,712 20.000	1,377,712 20.000	1,377,712 20,000	1,377,712 20,000	918,475 13,333	459,237 6,667	0	0	0	0	0
Contingency		0	11,481	22,962	34,443	34,443	34,443	34,443	34,443	34,443	34,443	34,443	34,443	34,443	34,443	34,443	34,443	22,962	11,481	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees egal and Valuation	77,000 0																							
Agents	0	0	0	0	0	0	59,197	59,197	59,197	59,197	59,197	59,197	59,197	59,197	59,197	59,197	59,197	59,197	59,197	59,197	59,197	0	0	0
Legals Misc.	0	0	0	0	0	0	9,866	9,866	9,866	9,866	9,866	9,866	9,866	9,866	9,866	9,866	9,866	9,866	9,866	9,866	9,866	0	0	0
COSTS BEFORE LAND INT AND PROFI	1,067,572	0	1,444,089	954,770	1,432,155	1,432,155	1,501,218	1,501,218	1,501,218	1,501,218	1,501,218	1,501,218	1,501,218	1,501,218	1,501,218	1,501,218	1,501,218	1,023,833	546,449	69,064	69,064	0	0	0
For Residual Valuation Land	-868,826				00.10-		00.00				a	pa a.r -	,=	44	2.27			4		-			_	_
Interesi Market Housing		2,981	3,026	24,733	39,425	61,499	83,904	78,082	72,173	66,175	60,087	53,908	47,636	41,270	34,809	28,250	21,594	14,837	819	0	0	0	0	0 4,293,52
Affordable Housing																								886,25
Cash Flow Opening Balan	-198,746 0	-2,981	-1,447,115	-979,502	-1,471,580	-1,493,653	388,125	393,947	399,856	405,854	411,942	418,121	424,393	430,759	437,220	443,778	450,435	934,576	1,425,980	1,904,183	1,904,183	0	0	-5,179,7
Closing Balance		-201,728	-1,648,843	-2,628,345	-4,099,925	-5,593,578	-5,205,453	-4,811,506	-4,411,650	-4,005,796	-3,593,855	-3,175,734	-2,751,341	-2,320,583	-1,883,363	-1,439,584	-989,150	-54,573	1,371,407	3,275,590	5,179,773	5,179,773	5,179,773	0
CASH FLOW FOR CIL ADDITIONAL PRO	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
NCOME As Above INCOME	0	0	0	0	0	0	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	1,973,247	0	0	0
EXPENDITURE		-		-			·			-		·		-	-									
and	1,718,750																							
Stamp Duty Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
asements etc. egals Acquisition	25,781	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	36,900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS	429,646 53,706	0	429,646 53,706	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	107,412 375,941	0	107,412 375,941	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			459,237	918,475	1,377,712	1,377,712	1,377,712	1,377,712	1,377,712	1,377,712	1,377,712	1,377,712	1,377,712	1,377,712	1,377,712	1,377,712	1,377,712	918,475	459,237	0		0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	459,237 -274,377	918,475 -274,377	-274,377	-274,377	-274,377	-274,377	-274,377	-274,377	-274,377	-274,377									0			
Post CIL s106 Contingency	0	0	11,481	22,962	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000 34,443	20,000 22,962	20,000 11,481	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	77,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation		-																				-		
gents egals	0	0	0	0	0	0	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	59,197 9,866	0	0	0
	0 2,825,136	0	0 1,163,046	0 667,060	0 1,157,778	0 1,157,778	1,226,841	0 1,226,841	0 1,226,841	0 1,226,841	0 1,226,841	0 1,226,841	0 1,501,218	0 1,501,218	0 1,501,218	0 1,501,218	0 1,501,218	1,030,500	0 559,782	0 69,064	0 69,064	0	0	0
	_,520,100		.,.00,040	-51,000	.,,	.,	.,_20,041	.,220,041	.,220,041	.,	.,	.,_20,041	.,,10	.,,10	.,,210	.,001,210	.,501,210	.,500,000	- 30,1 32	20,004	30,004			
					1				1								l				1			
Misc. COSTS BEFORE LAND INT AND PROFI					w															_	_	_	_	
COSTS BEFORE LAND INT AND PROFI For CIL calculation Interest Market Housing		42,377	43,013	61,104	72,026	90,473	109,197	99,639	89,937	80,090	70,095	59,951	49,654	43,318	36,888	30,361	23,736	17,011	3,125	0	0	0	0	0 4,124,1
COSTS BEFORE LAND INT AND PROFI for CIL calculation Interest Market Housing Affordable Housing									89,937								23,736					0	0	4,124,1 886,25
OSTS BEFORE LAND INT AND PROFI or CIL calculation Interest Market Housing	-2,825,136 0	42,377	43,013	-728,163	72,026	90,473	109,197 637,209	99,639	89,937 656,468	80,090 666,315	70,095 676,310	59,951 686,455	49,654 422,375	43,318	36,888 435,141	30,361 441,668	23,736	17,011 925,736	3,125	1,904,183	1,904,183	0	0	

ITE NAME Site 4	Green 75]																
ICOME Av Size				Price		GIA		DEVELOPMEN	IT COSTS							Planning fee ca					Build Cost	/m2		
m2		75		£/m2		m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 75				BCIS CfSH	1,213 0	0.00%	
arket Housing 105.7		53		2,200		- 1			Land Stamp Duty		-7,048	0				No dwgs under No dwgs over 50	50 25	138	23,100 3,450		Energy Design	0		
ared Ownership 78.5		7		1,540		530			Easements etc. Legals Acquisition	on	1.50%	-7,929						Total	26,550		Acc & Adpt Water	0		
ordable Rent 78.5	21%	16		1,400	1,730,925	1,236		PLANNING													Small Sites Site Costs	0 194	0% 16%	
ial Rent 78.5	0%	0		1,180	0	0			Planning Fee Architects		4.00%	26,550 428,427				Stamp duty cale Land payment	c - Residual		-528,608			1,408		
ant and Subsidy Shared Owners Affordable Reni				0	-				QS / PM Planning Consul	Itants	0.50% 1.00%	53,553 107,107				'								
Social Rent	•			0	0				Other Profession		3.50%	374,874												
E AREA - Net 2.34		32			14,755,065	7,315		CONSTRUCTION																
E AREA - Gross 2.76	ha	27	/ha						Build Cost - BCI s106 / CIL	S Based	1,408	10,303,103 150,000						Total	0					
les per Quarter 0									Contingency Abnormals		2.50%	257,578 0				Stamp duty call Land payment			758,272					
nit Build Time 3	Quarters				RUN Residual N	MACRO ctrl+r		FINANCE								125,000 250,000	0% 1%	0% 0%						
esidual Land Value	Whole Site -528,608	Per ha NET -225,539	Per ha GROSS -191,708		Ck	osing balance = (0		Fees Interest		6.00%	60,000				500,000 1,000,000	3% 4%	0% 0%						
ernative Use Value	68,934 0		25,000 0		RUN CIL MACR	RO ctrl+l losing balance = (0		Legal and Valual	tion		0	60,000			above	5%	0% Total	0					
Plus /ha 250,000 Viability Threshold	689,338		250,000 275,000		Check on phasing of			SALES	Agents		3.0%	442,652				Pre CIL s106	2,000	£/ Unit (all)			liп	% GDV		
Viability Threshold			275,000		corr				Legals		0.5%	73,775				FIE CIL STOO		Total	150,000			0.00%	0	
ditional Profit	-1,302,313	£/m2 -235							Misc.			0	516,427	11,741,082		Post CIL s106	2,000	£/ Unit (all)	150,000					
								Developers Pro	ofit Market Housing Affordable Hous		17.50% 17.50%			2,136,423 445,713	34428.48401	CIL	0	£/m2 Total	0 150,000					
SIDUAL CASH FLOW FOR INTERES		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
OME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
TS Started ket Housing			10	10 0	10 0	10 0	10 1,627,751	10 1,627,751	10 1,627,751	5 1,627,751	1,627,751	1,627,751	1,627,751	813,875	0	0	0	0	0	0	0	0	0	
red Ownership rdable Rent				0	0	0	108,801 230,790	108,801 230,790	108,801 230,790	108,801 230,790	108,801 230,790	108,801 230,790	108,801 230,790	54,401 115,395	0	0	0	0	0	0	0	0	0	
al Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME	0	0	0	0	0	0	1,967,342	1,967,342	1,967,342	1,967,342	1,967,342	1,967,342	1,967,342	983,671	0	0	0	0	0	0	0	0	0	_
NDITURE																								
p Duty ments etc.	0																							
s Acquisition	-7,929																							
ing Fee	26,550 214,214		214,214																					
	26,777		26,777																					
ng Consultants Professional	53,553 187,437		53,553 187,437																					
Cost - BCIS Base		0	457,916	915,831	1.373.747	1,373,747	1,373,747	1.373.747	1.373.747	1.144.789	686.874	228.958	0	0	0	0	0	0	0	0	0	0	0	
CIL		0	6,667	13,333	20,000	20,000	20,000	20,000	20,000	16,667	10,000	3,333	0	0	0	0	0	0	0	0	0	0	0	
ngency rmals		0	11,448 0	22,896 0	34,344 0	34,344 0	34,344 0	34,344 0	34,344 0	28,620 0	17,172 0	5,724 0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees	60,000																							
and Valuation	0																							
s s	0	0	0	0	0	0	59,020 9,837	59,020 9,837	59,020 9,837	59,020 9,837	59,020 9,837	59,020 9,837	59,020 9,837	29,510 4,918	0	0	0	0	0	0	0	0	0	
			0															0	0	•	0	0		_
'S BEFORE LAND INT AND PROFI	560,602	0	958,011	952,061	1,428,091	1,428,091	1,496,948	1,496,948	1,496,948	1,258,933	782,902	306,872	68,857	34,428	0	0	0	U	U	0	0	U	0	_
esidual Valuation Land	-528,608																							
Interest Market Housing		480	487	14,865	29,368	51,230	73,420	67,466	61,422	55,287	45,490	28,406	3,925	0	0	0	0	0	0	0	0	0	0	2
Affordable Housing																								
Cash Flow	-31,994	-480	-958,498	-966,925	-1,457,459	-1,479,321	396,974	402,929	408,973	653,122	1,138,949	1,632,064	1,894,560	949,242	0	0	0	0	0	0	0	0	0	-5
Opening Balance Closing Balance		-32,474	-990,972	-1,957,897	-3,415,356	-4,894,677	-4,497,703	-4,094,774	-3,685,802	-3,032,679	-1,893,730	-261,666	1,632,894	2,582,136	2,582,136	2,582,136	2,582,136	2,582,136	2,582,136	2,582,136	2,582,136	2,582,136	2,582,136	
FLOW FOR CIL ADDITIONAL PRO	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	_
ME As Above INCOME	0	0	0	0	0	0	1,967,342	1,967,342	1,967,342	1,967,342	1,967,342	1,967,342	1,967,342	983,671	0	0	0	0	0	0	0	0	0	_
NDITURE	750.070																							
	758,272																							
Duty nents etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Acquisition	11,374	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Fee	26,550 214,214	0	0 214,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ects	26,777	0	26,777	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Consultants Professional	53,553 187,437	0	53,553 187,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base	0	0	457,916	915,831	1,373,747	1,373,747	1,373,747	1,373,747	1,373,747	1,144,789	686,874	228,958	0	0	0	0	0	0	0	0	0	0	0	
NTIAL CIL		1	-325,578	-325,578	-325,578 20,000	-325,578 20,000	20,000	20,000	20,000	20,000	20,000	10,000	l o	0	0	o I	0	0	0	0	0	0	0	
gency	0	0	11,448	22,896	34,344	34,344	34,344	34,344	34,344	28,620	17,172	5,724	0	0	0	0	0	0	0	0	0	0	0	
mals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees and Valuation	60,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	0	0	0	0	0	0	59,020	59,020	59,020	59,020	59,020	59,020	59,020	29,510	0	0	0	0	0	0	0	0	0	
s s	0	0	0	0	0	0	9,837	9,837	9,837	9,837	9,837	9,837	9,837	4,918	0	0	0	0	0	0	0	0	0	
'S BEFORE LAND INT AND PROFI	0 1,338,177	0	0 625,766	0 613,149	0 1,102,513	0 1,102,513	0 1,496,948	0 1,496,948	0 1,496,948	0 1,262,266	0 792,902	0 313,539	0 68,857	0 34,428	0	0 0	0	0	0	0 0	0	0	0	_
															_									
CIL calculation		20,073	20,374	30,066	39,714	56,847	74,238	68,296	62,264	56,142	46,408	29,488	5,123	0	0	0	0	0	0	0	0	0	0	
Market Housing		20,073	20,314	30,000	39,114	J0,04/	14,238	00,290	02,204	50,142	-10,4∪ 5	£3,465	3,123	U	U	ū	ū	U	U	U		U	J	2
Affordable Housing																								
Cash Flow	-1,338,177 0	-20,073	-646,140	-643,215	-1,142,227	-1,159,360	396,156	402,099	408,130	648,934	1,128,032	1,624,316	1,893,362	949,242	0	0	0	0	0	0	0	0	0	-2
Opening Balance									1							I					1			
Opening Balance Closing Balance	-1,338,177	-1,358,249	-2,004,389	-2,647,604	-3,789,831	-4,949,191	-4,553,034	-4,150,936	-3,742,806	-3,093,872	-1,965,840	-341,525	1,551,837	2,501,080	2,501,080	2,501,080	2,501,080	2,501,080	2,501,080	2,501,080	2,501,080	2,501,080	2,501,080	_

NCOME	-348,608 Total 0	Build Cost
Mindel Housing 100	35 35 35 462 16,170 0 138 0 Total 16,170 esidual -348,606 Total 0 dd Profit 377,451 0% 0% 1% 0% 5% 0% 4% 0% 5% 0% Total 0 2,000 £/ Unit (all) Total 70,000 Total 70,000 Year 5 Q1 Q2 Q3 Q4	CISH 0 0.00% Energy 0 0 Design 0 Acc & Adpt 0 Water 1 Small Sites 0 0% Site Costs 195 18% 1,412
Market Housing 15.0 77.5 25 2.10 5.56,600 2.573 7.5 1.510 5.56,600 2.573 7.5 1.500 7.74,837 7.5	35 462 16,170 0 138 0 Total 16,170 esidual Total 0 Total 0 dd Profit 0% 0% 1% 0% 3% 0% 5% 0% 5% 0% 5% 0% 5% 0% 5% 0% 5% 0% 5% 0% 5% 0% Total 0 2,000 E/ Unit (all) Total 70,000 Total 70,000 Year 5 Q1 Q2 Q3 Q4	Energy 0 Design 0 Acc & Adpt 0 Water 1 Small Sites 0 0% Site Costs 195 16% 1,412
Part	Total 16,170	Acc & Adpt 0 Water 1 Small Sites 0 0% Site Closts 195 16% 1,412
Non-side Review 7-3 21% 7	-348,608 Total 0 dd Profit 0% 0% 1% 0% 3% 0% 4% 0% 5% 0% 5% 0% Total 0 2.000 E/ Unit (all) Total 70,000 Vear 5 Q1 Q2 Q3 Qc 0 0 0 0 0 0 0	Small Skes 0 0% Site Costs 195 16% 1,412 LIT % GDV 0.00% 0
Second First First	-348,608 Total 0 dd Profit 0% 0% 1% 0% 3% 0% 4% 0% 5% 0% 5% 0% Total 0 2.000 E/ Unit (all) Total 70,000 Vear 5 Q1 Q2 Q3 Qc 0 0 0 0 0 0 0	1,412 LIT % GDV 0.00% 0
Control Cont	Total 0 dd Profit 0% 0% 0% 11% 0% 5% 0% 5% 0% 5% 0% 0% 5% 0% 0% 0% 5% 0% 0% 5% 0% 5% 0% Total 0 2.000 £/ Unit (all) 70,000 2.000 £/ Unit (all) 70,000 Total 70,000 Year 5 Q1 Q2 Q3 Qc	0.00% 0 Year 6
Social Rent	dd Profit 0% 0% 1% 0% 1% 0% 377.451 1% 0% 377.451 1% 0% 376.451 0 0% 70.000 2.000 £/ Unit (all) 70,000 2.000 £/ Unit (all) 70,000 2.000 £/ Unit (all) 70,000 Year S Q1 Q2 Q3 Q4	0.00% 0 Year 6
STE AREA - Gross 1.37 ha 26	dd Profit 0% 0% 1% 0% 1% 0% 377.451 1% 0% 377.451 1% 0% 376.451 0 0% 70.000 2.000 £/ Unit (all) 70,000 2.000 £/ Unit (all) 70,000 2.000 £/ Unit (all) 70,000 Year S Q1 Q2 Q3 Q4	0.00% 0 Year 6
STE AREA - Gross	dd Profit 0% 0% 1% 0% 1% 0% 377.451 1% 0% 377.451 1% 0% 376.451 0 0% 70.000 2.000 £/ Unit (all) 70,000 2.000 £/ Unit (all) 70,000 2.000 £/ Unit (all) 70,000 Year S Q1 Q2 Q3 Q4	0.00% 0 Year 6
Salte per Quarter 3	777,451 0% 0% 1% 0% 1% 0% 3% 0% 4% 0% 5% 0% Total 0 2,000 E/ Unit (all) Total 70,000 2 Total 70,000 1 Total 70,000 2 Total 70,000 2 Total 70,000 1 Total 70,000 1 Total 70,000 1 Total 70,000	0.00% 0 Year 6
Unit Build Time 3	0% 0% 1% 1% 0% 3% 0% 4% 0% 5% 0% Total 0 2.000 E/ Unit (all) 70,000 2.000 E/ Unit (all) 70,000 7 Total 70,000 Year 5 Q1 Q2 Q3 Q4	0.00% 0 Year 6
No column No c	3% 0% 4% 0% 5% 0% Total 0 2,000 E/ Unit (all) 70,000 2,000 E/ Unit (all) 70,000 0 E/m2 0 Total 70,000 Year 5 Q1 Q2 Q3 Q-	0.00% 0 Year 6
Albertail Use Value State	5% 0% Total 0 2,000 E/ Unit (all) 70,000 2,000 E/ Unit (all) 70,000 0 E/ W2 0 Total 70,000 Year 5 Q1 Q2 Q3 Q4	0.00% 0 Year 6
Plus Plus	2,000 £/ Unit (all) Total 70,000 2,000 £/ Unit (all) 70,000 0 £/m2 0 Total 70,000 Year 5 Q1 Q2 Q3 Q-	0.00% 0 Year 6
Correct Ligals 0.5% 33,450	Total 70,000 2,000 £/ Unit (all) 70,000 0 £/m2 0 Total 70,000 Year 5 0 0 0 0 0 0	0.00% 0 Year 6
Additional Profit 730,072 284 Developers Profit Market Housing 17.50% 17.50% 198,388 33450.3792	0 E/m2 0 70,000 Year 5 Q1 Q2 Q3 Q-	
Developers Profit Market Housing 17.50% 198.358 33450.3792	0 E/m2 0 70,000 Year 5 Q1 Q2 Q3 Q-	
RESIDUAL CASH FLOW FOR INTEREST Year 1 Year 2 Year 3 Year 4 Year 4 NCOME UNIT'S Started Market Housing 0 0 0 0 0 1,111,320 1,111,320 1,111,320 1,111,320 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 5 Q1 Q2 Q3 Q4	
NCOME Q1 Q2 Q3 Q4 Q1 Q4 Q4	Q1 Q2 Q3 Q4	
NCOME	0 0 0 0	r• uı uz Q3 Q4
Market Housing Market		
Affordable Rent 0 0 0 154,967 154,967 154,967 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	υ 0 0 0	
Grant and Subsidy 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0	0 0 0 0
EXPENDITURE Stamp Duty 0 Easements arc. 0 Legals Acquisition -5,229 Planning Fee 16,170	0 0 0 0 0	0 0 0 0
Stamp Duty 0 Easements etc. 0 Legisla Acquisition -5,229 Planning Fee 16,170	0 0 0 0	0 0 0 0
Easements etc. 0 Legals Acquisition -5,229 Planning Fee 16,170		
Planning Fee 16,170		
Architects 98,737 98,73		
Planning Consultants 24,684 24,684 ()		
Other Professional 86,395 86,395		
Build Cost - BCIS Base 0 316,542 633,084 949,626 949,626 949,626 633,084 316,542 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0	0 0 0 0
Contingency 0 7,914 15,827 23,741 23,741 15,827 7,914 0	0 0 0 0 0	
Finance Fees 37,000		
Legal and Valuation 0		
Agents 0 0 0 0 0 0 40,140 40,140 40,140 40,140 0 0 0 0 0 0 Legals 0 0 0 0 0 6,690 6,690 6,690 6,690 0 0 0 0 0	0 0 0 0 0	
Misc. 0 COSTS BEFORE LAND INT AND PROFTI 270,098 0 551,280 658,245 987,367 987,367 1,034,198 705,075 375,953 46,831 46,831 0 0 0 0 0	0 0 0 0	0 0 0 0
For Residual Valuation Land	0 0 0 0	
Market Housing Alfordable Housing		972,405 198,358
Cash Flow 78,509 0 -551,280 -685,336 -1,004,439 -1,019,505 256,387 589,355 927,318 1,270,350 1,289,405 0 0 0 0 0	0 0 0 0	
Opening Balanc 0		
Closing Balance 78,509 78,509 472,771 -1,138,107 -2,142,546 -3,162,051 -2,905,664 -2,316,309 -1,388,992 -118,642 1,170,763 1,1	.170,763 1,170,763 1,170,763 1,170	0,763 1,170,763 1,170,763 1,170,763 0
CASH FLOW FOR CIL ADDITIONAL PROFIT Year 1 Year 2 Year 3 Year 4	Year 5	Year 6
INCOME As Above	Q1 Q2 Q3 Q4	
INCOME 0 0 0 0 0 0 1,338,015 1,338,015 1,338,015 1,338,015 0 0 0 0 0	0 0 0 0	0 0 0 0
EXPENDITURE Land 377.451		
Stamp Duty 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0	0 0 0 0
Easements etc. 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0	0 0 0 0
Planning Fee 16,170 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0	
Architects 98,737 0 98,737 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0	0 0 0 0
	0 0 0 0	0 0 0 0
Planning Consultants 24,884 0 24,884 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0	
Planning Consultants 24,684 0 24,684 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		
Itaning Consultants 24,884	0 0 0	
Planning Consultants 24,684 0 24,684 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0	
Planning Consultants 24,884 0 24,884 0 0 0 0 0 0 0 0 0	0 0 0 0	0 0 0 0
Stanning Consultants 24,884 0 24,884 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Planning Consultants 24,684 0 24,684 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0	
Planning Consultants 24,884 0 24,884 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		
Second Consultants 24,684 0 24,684 0 0 0 0 0 0 0 0 0		
Second Consultants 24,684 0 24,684 0 0 0 0 0 0 0 0 0		
Consultants 24,684 0 24,684 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Itaning Corsultants 24,684 0 24,684 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Continue	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Planning Consultants 24,884 0 24,884 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0

ITE NAME Site 6	Green 20																							
NCOME Av Size m2		Number 20		Price £/m2		GIA m2		DEVELOPME	NT COSTS							Planning fee ca Planning app fer		rate			Build Cost BCIS	/m2 1,214		
ket Housing 105.8		14		2,160		1,481		LAND	Land		/unit or m2 -10,337	Total	-206,741			No dwgs No dwgs under	20		9,240		CfSH Energy	0	0.00%	%
		2				l			Stamp Duty		-10,337	0				No dwgs over 50		138 Total	0		Design	0		
red Ownership 77.7				1,512					Easements etc. Legals Acquisition	on	1.50%	-3,101						Total	9,240		Acc & Adpt Water	1		.,
rdable Rent 77.7		4		1,400		l		PLANNING													Small Sites Site Costs	194	0% 16%	
al Rent 77.7	0%	0		1,180		0			Planning Fee Architects		4.00%	9,240 114,063				Stamp duty call Land payment	c - Residual		-206,741			1,409		
nt and Subsidy Shared Ownersi Affordable Rent Social Rent				0 0 0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	14,258 28,516 99,805												
E AREA - Net 0.67 E AREA - Gross 0.78		30 26	/ha /ha		3,867,018	1,947		CONSTRUCT	Build Cost - BCI s106 / CIL	IS Based	1,409	2,742,990 40,000						Total	0					
es per Quarter 0 t Build Time 3	Quarters				RUN Residual N	MACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	68,575 0				Stamp duty call Land payment 125,000 250,000	c - Add Profit 0% 1%		235,294					
sidual Land Value ernative Use Value lift 0%	Whole Site -206,741 39,216 0	-310,112		_	RUN CIL MACR	osing balance = (RO ctrl+l osing balance = (Fees Interest Legal and Valua	tion	6.00%	25,000 0				500,000 1,000,000 above	3% 4% 5%	0%	0					
Plus /ha 250,000 Viability Threshold			250,000 300,000		Check on phasing d	dwgs nos		SALES	Agents Legals		3.0% 0.5%	116,011 19,335				Pre CIL s106		£/ Unit (all) Total	40,000		LIT	% GDV 0.00%	0	0
ditional Profit	-443,638	E/m2 -300						Developers Pr	Misc. rofit Market Housing	2	17.50%	0	135,346	3,067,949 559,818		Post CIL s106 CIL	2,000	£/ Unit (all) £/m2 Total	40,000 0 40,000					
SIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2			Affordable Hou	sing Year 3	17.50%			116,910 Year 4	33836.404			Year 5				Year 6		
OME TO Conduct	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
TS Started ket Housing			5	5	5	5	799,740	799,740	799,740	799,740	0	0	0	0	0	0	0	0	0	0	0	0	0	
red Ownership rdable Rent				0	0	0	52,844 114,170	52,844 114,170	52,844 114,170	52,844 114,170	0	0	0	0	0	0	0	0	0	0	0	0	0	
I Rent and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	966,754	966,754	966,754	966,754	0	0	0	0	0	0	0	0	0	0	0	0	0	_
NDITURE b Duty nents etc. s Acquisition	0 0 -3,101																							
ing Fee	9,240 57,031		57,031																					
ing Consultants	7,129 14,258		7,129 14,258																					
Professional	49,902		49,902	l																				
Cost - BCIS Base /CIL		0	228,582 3,333	457,165 6,667	685,747 10,000	685,747 10,000	457,165 6,667	228,582 3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ingency ormals		0	5,715 0	11,429	17,144	17,144	11,429	5,715 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees I and Valuation	25,000 0																							
nts	0	0	0	0	0	0	29,003 4,834	29,003 4,834	29,003 4,834	29,003 4,834	0	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND PROFIT		0	0 365,951	475,261	712,891	712,891	509,097	271,467	33,836	33,836	0	0	0	0	0	0	0	0	0	0	0	0	0	_
Residual Valuation Land Interest Market Housing Affordable Housing		0	0	4,780	11,981	22,854	33,890	27,533	17,517	3,786	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow	47,282	0	-365,951	-480,041	-724,872	-735,745	423,767	667,754	915,401	929,132	0	0	0	0	0	0	0	0	0	0	0	0	0	_
Opening Balance Closing Balance	0	47,282	-318,669	-798,710	-1,523,581	-2,259,326	-1,835,559	-1,167,805	-252,404	676,728	676,728	676,728		676,728	676,728	676,728	676,728	676,728	676,728	676,728	676,728	676,728	676,728	
FLOW FOR CIL ADDITIONAL PRO	DFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
ME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME	0	0	0	0	0	0	966,754	966,754	966,754	966,754	0	0	0	0	0	0	0	0	0	0	0	0	0	
NDITURE	235,294			l																				
Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nents etc. Acquisition	0 3,529	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Fee	9,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ects	57,031 7,129	0	57,031 7,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Consultants Professional	14,258 49,902	0	14,258 49,902	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base	0	0	228,582	457,165	685,747	685,747	457,165	228,582	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
NTIAL CIL CIL s106		L	-221,819	-221,819	10,000	10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
gency mals	0	0	5,715 0	11,429 0	17,144 0	17,144 0	11,429 0	5,715 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and valuation	0	0	0	0	0	0	29,003 4,834	29,003 4,834	29,003 4,834	29,003 4,834	0	0	0	0	0	0	0	0	0	0	0	0	0	
s		0	0 140,798	0 246,775	712,891	0 712,891	0 512,431	0 278,133	0 33,836	0 33,836	0	0	0	0	0	0	0	0	0	0	0	0	0	_
l and Valuation its its its its its its BEFORE LAND INT AND PROFIT	0 401,384								1				i .								1			
S S S S S S S S S S S S S S S S S S S	Ü																							
S BEFORE LAND INT AND PROFIT IL calculation Interest Market Housing	401,384	6,021	6,111	8,315	12,141	23,017	34,055	27,751	17,838	4,112	0	0	0	0	0	0	0	0	0	0	0	0	0	
ts is	401,384	6,021	6,111	8,315 -255,090	12,141 -725,032	23,017	34,055	27,751	17,838 915,080	4,112 928,806	0	0	0	0	0	0	0	0	0	0	0	0	0	

SITE NAME Site 7	Green 12]																
INCOME Av Si	ze 9	% Number	r	Price	GDV	GIA		DEVELOPME	NT COSTS							Planning fee ca	alc		Т		Build Cost	/m2		
	m2	12		£/m2				LAND			/unit or m2	Total				Planning app fer No dwgs		rate			BCIS CfSH	1,208	0.00%	
Market Housing 10-	4.3 709	6 8	3	2,160	1,891,512	876		55	Land Stamp Duty		-3,976	0	-47,715			No dwgs under No dwgs over 50	12	462			Energy	0	0.0070	
Shared Ownership 7	7.0 9%	6 1	I	1,512	125,738	83			Stamp Duty Easements etc.			0				IND dwgs over 50		Total			Design Acc & Adpt	0		
Affordable Rent 7	7.0 219	6 3	3	1,400	271,656	194			Legals Acquisition	on	1.50%	-716	-716								Water Small Sites	1 0	0%	
Social Rent 7	7.0 09	6 C)	1,180	0	0		PLANNING	Planning Fee			5,544				Stamp duty cal	lc - Residual				Site Costs	133 1,342	11%	
Grant and Subsidy Shared Own				0					Architects QS / PM		4.00% 0.50%	64,389				Land payment			-47,715					
Affordable R				0	0				Planning Consu		1.00%	16,097												
Social Rent				0	0				Other Profession	nal	3.50%	56,341	150,420											
	40 ha 47 ha	30 26			2,288,906	1,153		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	1,342	1,547,053 24,000						Total	0					
Sales per Quarter 0 Unit Build Time 3	Quarters								Contingency Abnormals		2.50%	38,676 0				Stamp duty cal Land payment 125,000	0%							
	Whole Site		Per ha GROSS		RUN Residual	MACRO ctrl+r losing balance =	0	FINANCE	Fees			18,000				250,000 500,000	1% 3%	0%						
Residual Land Value Alternative Use Value	-47,71 23,52	9	50,000		RUN CIL MACE				Interest Legal and Valua	tion	6.00%	0	18,000			1,000,000 above	4% 5%	0%						
Uplift 0% Plus /ha 250,000		7	0 250,000			losing balance =		SALES										Total	0					
Viability Thresho	old 141,17		300,000	l	Check on phasing COT	dwgs nos rrect			Agents Legals		3.0% 0.5%	11,445				Pre CIL s106		£/ Unit (all) Total	24,000		LIT	% GDV 0.00%	0	
Additional Profit	-185,15	£/m2 3 -211	1						Misc.			0	80,112	1,809,830		Post CIL s106	2,000	£/ Unit (all)	24,000					
			_					Developers Pr	rofit Market Housing Affordable Hou		17.50% 17.50%			331,015 69,544	33379.878	CIL	0	£/m2 Total	0 24,000					
RESIDUAL CASH FLOW FOR INTERE		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
NCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing			4	4	4 0	0	630,504	630,504	630,504	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	41,913	41,913	41,913	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	90,552 0	90,552 0	90,552 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0	0 762,969	762,969	0 762,969	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								-
Stamp Duty Easements etc. Legals Acquisition	0 0 -716																							
Planning Fee	5,544																							
Architects	32,195		32,195																					
QS Planning Consultants	4,024 8,049		4,024 8,049																					
Other Professional	28,170		28,170																					
Build Cost - BCIS Base		0	171,895	343,790	515,684	343,790	171,895	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
:106/CIL Contingency		0	2,667 4,297	5,333 8,595	8,000 12,892	5,333 8,595	2,667 4,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
bnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	18,000 0																							
			_			_	00.04			_	_	_		_	_			_	_	_		_	_	_
gents egals	0	0	0	0	0	0	22,889 3,815	22,889 3,815	22,889 3,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PRO	FIT 95,266	0	0 251,297	357,718	536,577	357,718	205,563	26,704	26,704	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	-47,715																							
Intere Market Housi	ing	713	724	4,504	9,938	18,135	23,773	15,769	4,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 331,015
Affordable Housi																								69,544
Cash Flow Opening Bala	-47,551 anc 0	-713	-252,021	-362,222	-546,514	-375,853	533,633	720,496	731,304	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-400,559
Closing Bala		-48,264	-300,285	-662,507	-1,209,021	-1,584,874	-1,051,241	-330,745	400,559	400,559	400,559	400,559	400,559	400,559	400,559	400,559	400,559	400,559	400,559	400,559	400,559	400,559	400,559	0
CASH FLOW FOR CIL ADDITIONAL P	IROEIT					v -				v -				w				. -						
	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
NCOME As Above INCOME	0	0	0	0	0	0	762,969	762,969	762,969	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
and	141,176																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	0 2,118	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	32,195	0	32,195	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,024 8,049	0	4,024 8,049	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	28,170	0	28,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
duild Cost - BCIS Base	0	0	171,895 -185,153	343,790	515,684	343,790	171,895	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106				ı	8,000	8,000	8,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Johnormals	0	0	4,297 0	8,595 0	12,892 0	8,595 0	4,297 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	18,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	22,889	22,889	22,889	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0	0	0	0	0	3,815 0	3,815 0	3,815 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PRO	ŭ	0	63,477	352,384	536,577	360,384	210,896	26,704	26,704	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation	est	3,589	3,643	4,650	10,005	18,204	23,883	15,960	5,155	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housi Affordable Housi	ing	-,	-,- =		.,		-,	-,		-	-	-		-	-	-		-	-	-		-	-	317,870 69,544
			07.100	057.001	F40 =00	070 -00	500 100	700 000	70/ 100					•	_									
Cash FI Opening Balan	ice 0	-3,589	-67,120	-357,034	-546,582	-378,588	528,190	720,305	731,109	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-387,414
Closing Balan	-239,276	-242,865	-309,985	-667,019	-1,213,601	-1,592,189	-1,064,000	-343,695	387,414	387,414	387,414	387,414	387,414	387,414	387,414	387,414	387,414	387,414	387,414	387,414	387,414	387,414	387,414	0



2011	1	v N	_	D-I	ODV.	014		DEVEL ORMEN	IT COCTO							Diameter for an				ī	Dullat Cont	(0		
COME Av S	ize °	% Number	r e	Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fer		rate			Build Cost BCIS	/m2 1,208		
arket Housing 12	4.5 709	% F		2,500	1,960,875	784		LAND	Land		/unit or m2 19.463	Total	175,171			No dwgs No dwgs under	9	462	4,158		CfSH Energy	0	0.00%	%
									Stamp Duty		10,400	503				No dwgs over 50		138	0		Design	0		
ared Ownership 7-	4.7 99	% 1	1	1,750	105,840	60			Easements etc. Legals Acquisition	on	1.50%	0 2,628						Total	4,158	Į.	Acc & Adpt Water	0		
ordable Rent 7	4.7 219	% 2	2	1,400	197,568	141		PLANNING													Small Sites Site Costs	0 133	0% 11%	
cial Rent 7	4.7 09	% C)	1,180	0	0			Planning Fee			4,158				Stamp duty cal	c - Residual				Oile Costs	1,342	1170	70
nt and Subsidy Shared Own	nership			0	0				Architects QS / PM		4.00% 0.50%					Land payment			175,171					
Affordable R Social Rent	tent			0					Planning Consul Other Profession		1.00% 3.50%													
	1.30 ha 1.30 ha	30 30			2,264,283	986			ON Build Cost - BCI s106 / CIL	S Based	1,342	1,323,027 18,000						Total	503					
es per Quarter 0 t Build Time 3	Quarters	7							Contingency Abnormals		2.50%	33,076 0				Stamp duty cal Land payment 125,000	c - Add Profit	1%	90,000					
sidual Land Value	Whole Site		Per ha GROSS 583,903	j		losing balance =		FINANCE	Fees Interest		6.00%	18,000				250,000 500,000 1,000,000	1% 3% 4%	0%						
emative Use Value ift 0% Plus /ha 250,000		0	50,000 0 250,000		RUN CIL MACE	RO ctrl+l losing balance =	0	SALES	Legal and Valual	tion		0	18,000			above	5%	1% Total	900					
Viability Thresho	old 90,00	0	300,000]	Check on phasing cor				Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	18,000		LIT	% GDV 0.00%		0
Iditional Profit	113,81	£/m2 9 145	5						Misc.			0		1,777,481		Post CIL s106	2,000	£/ Unit (all)	18,000					_
								Developers Pro	ofit Market Housing Affordable House		17.50% 17.50%			343,153 53,096	44027.725	CIL	0	£/m2 Total	18,000					
SIDUAL CASH FLOW FOR INTERE	EST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME TS Started			3	3	3		_	_																
ket Housing red Ownership				0	0	0	653,625 35,280	653,625 35,280	653,625 35,280	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rdable Rent				0	0	0	65,856	65,856	65,856	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ll Rent t and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	754,761	754,761	754,761	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
ENDITURE p Duty	503																							
ments etc.	0 2,628																							
s Acquisition																								
ning Fee tects	4,158 27,482		27,482																					
	3,435		3,435																					
ning Consultants r Professional	6,871 24,047		6,871 24,047																					
	2-1,0-17	_		0010-	4	00.00	4/=	_	_	_	_	_	_	_	_			_	_	_		_	_	
Cost - BCIS Base /CIL		0	147,003 2,000	294,006 4,000	441,009 6,000	294,006 4,000	147,003 2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ingency ormals		0	3,675 0	7,350 0	11,025 0	7,350 0	3,675 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	40.000	U	U	U		J	3	U		J	J	9		Ü	J	U	J	J	9	ū		Ü	3	
nce Fees I and Valuation	18,000 0																							
ts	0	0	0	0	0	0	22,643	22,643	22,643	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ls	0	0	0	0	0	0	3,774	3,774	3,774	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND PRO	OFIT 87,124	0	0 214,513	305,356	458,034	305,356	179,095	26,417	26,417	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
		_																						
Residual Valuation La	175,171 rest	3,934	3,993	7,271	11,960	19,010	23,876	15,599	4,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Hous	ing	0,004	0,000		71,000	.0,0.0	_0,0.0	.0,033	3,000	Ü	•	Ü		•	•	Ĭ		·	•	•		•	-	
Affordable Hous	sing																							
Cash Flow Opening Bal	-262,294 lanc 0	-3,934	-218,506	-312,627	-469,995	-324,366	551,790	712,745	723,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Bala		-266,229	-484,735	-797,362	-1,267,357	-1,591,723	-1,039,932	-327,187	396,250	396,250	396,250	396,250	396,250	396,250	396,250	396,250	396,250	396,250	396,250	396,250	396,250	396,250	396,250	
H FLOW FOR CIL ADDITIONAL F	PROFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
ME As Above																								
INCOME	0	0	0	0	0	0	754,761	754,761	754,761	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
NDITURE	90,000																							
		_	•	•	_	•	^	^	_	•	^	•	_	^	_	•	_	•	•	^	_	^	•	
p Duty ments etc.	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s Acquisition	1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Fee	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
tects	27,482 3,435	0	27,482 3,435	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Consultants	6,871 24,047	0	6,871 24,047	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional						U	0								U							U	U	
Cost - BCIS Base ENTIAL CIL	0	0	147,003 113,819	294,006	441,009	294,006	147,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL s106	_	•		7.050	6,000	6,000	6,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ngency rmals	0	0	3,675 0	7,350 0	11,025 0	7,350 0	3,675 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	18,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	0	0	0	0	0	0	22,643	22,643	22,643	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation	0	0	0	0	0	0	3,774	3,774	3,774	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
l and Valuation its Is		0	0 326,332	0 301,356	0 458,034	0 307,356	183,095	0 26,417	0 26,417	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	_
l and Valuation ts ls	0 DFI1 176,243																							
nce Fees II and Valuation hts Is II II II II II II II II II II II II	_																				1			
al and Valuation outs lis : : ITS BEFORE LAND INT AND PRO CIL calculation	DFI1 176,243																							
and Valuation Is s TS BEFORE LAND INT AND PRO	DFII 176,243	2,644	2,683	7,619	12,253	19,307	24,207	15,996	5,310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation is s s FS BEFORE LAND INT AND PRO IIL calculation	DFII 176,243	2,644	2,683	7,619	12,253	19,307	24,207	15,996	5,310	0	0	0	o	0	0	0	0	0	0	0	0	0	0	
al and Valuation its its its ITS BEFORE LAND INT AND PRO CIL calculation Inter Market Hous	76,243 rest sing sing slow -176,243	2,644	2,683	7,619	12,253	19,307	24,207	15,996 712,349	5,310 723,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0	

	Green 6]																
COME Av Size		6 Number		Price	GDV	GIA		DEVELOPME	NT COSTS							Planning fee ca					Build Cost	/m2		
m2	2	6		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 6				BCIS CfSH	1,208 0	0.00%	%
arket Housing 113.8	3 709	6 4		2,500	1,194,375	478			Land Stamp Duty		16,722	0	100,331			No dwgs under No dwgs over 50	6	462			Energy Design	0		
red Ownership 77.0	99	6 1		1,750	72,765	42			Easements etc. Legals Acquisition	w	1.50%	1,505						Total	-		Acc & Adpt Water	0		
dable Rent 77.0	219	6 1		1,400	135,828	97		PLANNING	Legas Acquisitio		1.30%	1,500	1,300								Small Sites Site Costs	0 133	0% 11%	
al Rent 77.0	09	6 0		1,180	0	0		PLANNING	Planning Fee Architects		4.00%	2,772				Stamp duty cal	lc - Residual		100,331		Site Custs	1,342	1170	ь
t and Subsidy Shared Owners				0					QS / PM		0.50%	34,390 4,299	1			Land payment			100,331					
Affordable Ren Social Rent	it			0					Planning Consul Other Profession		1.00% 3.50%	8,597 30,091												
AREA - Net 0.20		30			1,402,968	616		CONSTRUCT																
E AREA - Gross 0.20) ha	30	/ha						Build Cost - BCI: s106 / CIL	S Based	1,342	827,068 12,000	1					Total	0					
s per Quarter 0		٦							Contingency Abnormals		2.50%	20,677 0				Stamp duty cal Land payment	lc - Add Profit		60,000					
Build Time 3	Quarters				RUN Residual M	IACRO ctrl+r		FINANCE								125,000 250,000	0% 1%							
dual Land Value	Whole Site 100,33		Per ha GROSS 501,657		Clo	sing balance = (0		Fees Interest		6.00%	11,000	1			500,000 1,000,000	3% 4%							
native Use Value	10,00		50,000		RUN CIL MACR	O ctrl+l sing balance = (0		Legal and Valuat	ion		0	11,000			above	5%	0% Total						
Plus /ha 250,000 Viability Threshold	50,00	0	250,000 300,000		Check on phasing d			SALES	Agents		3.0%	42,089				Pre CIL s106	2,000	£/ Unit (all)			LIT	% GDV		7
Viability Threshold	60,00		300,000		corr				Legals		0.5%	7,015	;			Pre CIL S106		Total	12,000		ш	% GDV 0.00%	0	0
tional Profit	54,92	£/m2 0 115]						Misc.			0	49,104	1,101,834		Post CIL s106	2,000		12,000					
								Developers P	rofit Market Housing		17.50%			209,016		CIL	0	£/m2 Total	0 12,000					
									Affordable Hous	sing	17.50%			36,504	40919.9	,								
DUAL CASH FLOW FOR INTERES	T Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
ME S Started			2	2	2								-											
et Housing ed Ownership				0	0	0	398,125 24,255	398,125 24,255	398,125 24,255	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
d Ownersnip lable Rent I Rent				0	0	0	45,276 0	45,276 0	45,276 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Rent and Subsidy INCOME	0	0	0	0	0	0	0 467.656	0 0 467,656	0 467,656	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
NDITURE	U	U	U	J	J	U	401,030	407,000	407,000	J	v	J		v	J	U	J	U	U	U		U	J	
Duty	0																							
nents etc. s Acquisition	0 1,505																							
ng Fee	2,772																							
ects	17,195 2,149		17,195 2,149																					
ng Consultants Professional	4,299 15,046		4,299 15,046																					
Cost - BCIS Base		0	91,896	183,793	275,689	183,793	91,896	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL ngency		0	1,333 2,297	2,667 4,595	4,000 6,892	2,667 4,595	1,333 2,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
mals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	o	0	0	0	0	0	0	
ce Fees and Valuation	11,000 0																							
and valuation	0	0	0	0	0	0	14,030	14,030	14,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s s	0	0	0	0	0	0	2,338	2,338	2,338	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
IS BEFORE LAND INT AND PROFI	53,965	0	134,216	191,054	286,581	191,054	111,895	16,368	16,368	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
teeldeel Webs 2		7																						
esidual Valuation Land Interes	t	2,314	2,349	4,398	7,329	11,738	14,780	9,665	3,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing Affordable Housing																								
Cash Flow	-154,297	-2,314	-136,565	-195,452	-293,911	-202,792	340,981	441,623	448,247	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balan Closing Balance		-156,611	-293,176	-488,628	-782,539	-985,331	-644,351	-202,728	245,519	245,519	245,519	245,519	245,519	245,519	245,519	245,519	245,519	245,519	245,519	245,519	245,519	245,519	245,519	
	-																							_
FLOW FOR CIL ADDITIONAL PR	OFIT Q1	Year 1 Q2	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
ME As Above INCOME	0	0	0	0	0	0	467,656	467,656	467,656	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
NDITURE																								
ADITORE	60,000																							
Duty nents etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Acquisition	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Fee	2,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ncts	17,195 2,149	0	17,195 2,149	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Consultants Professional	4,299 15,046	0	4,299 15,046	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base	0	0	91,896	183,793	275,689	183,793	91,896	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
NTIAL CIL IL s106			54,920	İ	4,000	4,000	4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
gency mals	0	0	2,297 0	4,595 0	6,892 0	4,595 0	2,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
e Fees	11,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s	0	0	0	0	0	0	14,030	14,030	14,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
3	0	0	0	0	0	0	2,338	2,338	2,338	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	113,360	0	187,802	188,388	286,581	192,388	114,562	16,368	16,368	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
S BEFORE LAND INT AND PROFI									1				1											
IL calculation		1,700	1,726	4,569	7,463	11,874	14,938	9,865	3,244	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
IL calculation	3	1,700	1,726	4,569	7,463	11,874	14,938	9,865	3,244	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing	y -113,360	1,700	1,726	4,569 -192,956	7,463	-204,261	14,938 338,156	9,865	3,244 448,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	

SITE NAME Site 10	Green 3							1																
INCOME Av Si		6 Number		Price	GDV	GIA		DEVELOPMEN	NT COSTS							Planning fee ca	alc				Build Cost	/m2		
	m2	3		£/m2		m2		LAND			/unit or m2	Total				Planning app fee No dwgs					BCIS CfSH	1,208	0.00%	6
Market Housing 135	5.0 100%	3		2,500	1,012,500	405			Land Stamp Duty		43,758	0	131,274			No dwgs under No dwgs over 50	3	462			Energy Design	0		
Shared Ownership 135	5.0 0%	0		1,750	0	0			Easements etc. Legals Acquisiti	ion	1.50%	0 1,969						Total			Acc & Adpt Water	0		
Affordable Rent 135	5.0 0%	6 0		1,400	0	0		PLANNING													Small Sites Site Costs	0 133	09 119	
Social Rent 135	5.0 0%	0		1,180	0	0			Planning Fee Architects		4.00%	1,386 22,522				Stamp duty cal Land payment	lc - Residual		131,274			1,342		
Grant and Subsidy Shared Owne Affordable Re				0					QS / PM Planning Consu	ltants	0.50% 1.00%	2,815 5,630												
Social Rent				0	0				Other Professio		3.50%	19,707	52,060											
	15 ha 15 ha	20 20			1,012,500	405		CONSTRUCTI	Build Cost - BC s106 / CIL	IS Based	1,342	6,000	1					Total	0					
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual I	MACRO ctrlar		FINANCE	Contingency Abnormals		2.50%	13,587 0				Stamp duty cal Land payment 125,000 250,000	Ic - Add Profit 0%							
Residual Land Value	Whole Site		Per ha GROSS 875,159			osing balance =	0		Fees Interest		6.00%	8,000				500,000 1,000,000	3% 4%	0%						
Alternative Use Value Uplift 0%	7,500)	50,000		RUN CIL MACE	RO ctrl+l osing balance =	0		Legal and Valua	ition		0	8,000			above	5%							
Plus /ha 250,000 Viability Thresho	37,500)	250,000 300,000		Check on phasing of			SALES	Agents		3.0%	30,375				Pre CIL s106	2.000	£/ Unit (all)			LIT	% GDV		Т
Viability Till Control	40,000	£/m2	300,000			rect			Legals Misc.		0.5%	5,063		791,789		110 012 0100	2,000	Total	6,000			0.00%	(o
Additional Profit	119,913]					Developers Pr					33,430	731,703		Post CIL s106 CIL	2,000		6,000					
								Developers Pr	Market Housing Affordable Hou		17.50% 17.50%			177,188 0	59062.5			Total	6,000					
RESIDUAL CASH FLOW FOR INTERE	ST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started	41	42	1	1	1 1	442	4.5	4 4	4.				4.	44	43		41		45	4-	41		43	44
Market Housing Shared Ownership				0	0	0	337,500 0	337,500 0	337,500 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0	337,500	337,500	0 337,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE							001,000	001,000	557,555															
Stamp Duty Easements etc.	0																							
Legals Acquisition	1,969																							
Planning Fee Architects	1,386 11,261		11,261																					
QS Planning Consultants	1,408 2,815		1,408 2,815																					
Other Professional	9,853		9,853																					
Build Cost - BCIS Base s106/CIL		0	60,385 667	120,769 1,333	181,154 2,000	120,769 1,333	60,385 667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	1,510 0	3,019	4,529 0	3,019	1,510	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	8,000	Ü	Ü	Ü		Ü	Ü	Ü		Ü	0	Ü				Ü		Ü	Ü	0		Ü	Ü	Ü
Legal and Valuation	0																							
Agents Legals	0	0	0	0	0	0	10,125 1,688	10,125 1,688	10,125 1,688	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PRO		0	0 87,898	125,122	187,683	125,122	74,373	11,813	11,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
OGGTO BET GREE EARLO HAT PARE THO	00,002	<u> </u>	01,000	120,122	101,000	120,122	14,010	11,010	11,010															
For Residual Valuation La	131,274	2,519	2,557	3,914	5,850	8,753	10.761	6,975	2,195	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housi Affordable Housi		2,519	2,557	3,914	5,650	6,733	10,761	6,975	2,195	Ü	Ü	0		Ü	U	Ü		0	Ü	0		0	Ü	177,188
Cash Flow	-167,966	-2,519	-90,455	-129,036	-193,532	-133,874	252,366	318,712	323,493	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-177,188
Opening Bala Closing Balar	anc 0	-170,486	-260,941	-389,977	-583,509	-717,384	-465,018	-146,305	177,188	177,188	177,188	177,188	177,188	177,188	177,188	177,188	177,188	177,188	177,188	177,188	177,188	177,188	177,188	0
	,	,			333,333	,		,	,	,	,	,	,	,	,	,	,	,	,	,	,	,	,	-
CASH FLOW FOR CIL ADDITIONAL P	ROFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As Above	0	0	0	0	0	0	337,500	337,500	337,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	45,000																							
Stamp Duty	450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	0 675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS	11,261 1,408	0	11,261 1,408	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	2,815 9,853	0	2,815 9,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	60,385	120,769	181,154	120,769	60,385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		v	119,913	0,, 00	2,000	2,000	2,000	0	0	0	0	0	I 0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,510	3,019	4,529	3,019	1,510	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	8,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	10,125	10,125	10,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0	0	0	0	0	1,688 0	1,688 0	1,688 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PRO	FI1 80,848	0	207,144	123,788	187,683	125,788	75,707	11,813	11,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Intere Market Housi	ing	1,213	1,231	4,357	6,279	9,188	11,213	7,454	2,681	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 144,302
Affordable Housi	ing																							0
Cash Flo Opening Balan	ice 0	-1,213	-208,375	-128,145	-193,961	-134,977	250,581	318,233	323,007	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-144,302
Closing Balan		-82,061	-290,436	-418,581	-612,542	-747,519	-496,938	-178,705	144,302	144,302	144,302	144,302	144,302	144,302	144,302	144,302	144,302	144,302	144,302	144,302	144,302	144,302	144,302	0

SITE NAME Site	11 Green Plot]																
INCOME A	v Size	% Numb	per	Price		GIA		DEVELOPMEN	NT COSTS							Planning fee c				Ī	Build Cost	/m2		
	m2		1	£/m2	2 £	m2		LAND			/unit or m2	Total				Planning app fe No dwgs	dwgs	rate			BCIS CfSH	1,208 0	0.009	%
Market Housing	150.0 10	0%	1	2,500	375,000	150			Land Stamp Duty		49,033	0	49,033			No dwgs under No dwgs over 5	1 0		462 0		Energy Design	0		
Shared Ownership	150.0	0%	0	1,750	0 0	0			Easements etc. Legals Acquisition	n	1.50%	0 736	736					Total	462		Acc & Adpt Water	0		
Affordable Rent	150.0	0%	0	1,400	0 0	0		PLANNING	Logalo / toquiotti		1.50%	100	700								Small Sites Site Costs	0 133	09 119	
Social Rent	150.0	0%	0	1,180	0 0	0		- Examino	Planning Fee Architects		4.00%	462 8,333				Stamp duty ca	lc - Residual		49,033	I	Cito Coolo	1,342		,,,
Grant and Subsidy Shared O Affordable Social Re	e Rent			0	0 0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	1,042 2,083 7,291				Land payment			48,033					
SITE AREA - Net SITE AREA - Gross	0.04 ha 0.05 ha		25 /ha 20 /ha		375,000	150		CONSTRUCTI	Build Cost - BCI	S Based	1,342	201,282						Total	0					
Sales per Quarter 0 Unit Build Time 3									s106 / CIL Contingency Abnormals		2.50%	2,000 5,032 0				Stamp duty ca Land payment 125,000	0%		15,000					
Residual Land Value Alternative Use Value	Whole Si		T Per ha GROSS 35 980,668 50,000		RUN Residual M	osing balance =	0	FINANCE	Fees Interest Legal and Valual	ion	6.00%	3,000	3,000			250,000 500,000 1,000,000 above	1% 3% 4% 5%	0%						
Uplift	5 000 12,	0 500	0 250,000 300,000	<u>.</u>	Check on phasing of	osing balance =	0	SALES	Agents		3.0%	11,250				Pre CIL s106		Total £/ Unit (all)	0	<u> </u> 	LIT	% GDV		7
Additional Profit	47,	£/m2 013 3	113		corr	rect		Developers Pr	Legals Misc.		0.5%	1,875 0		293,418		Post CIL s106 CIL	2,000		2,000	_		0.00%		0
								Developers Pr	Market Housing Affordable Housing	sing	17.50% 17.50%			65,625 0	6562			Total	2,000					
RESIDUAL CASH FLOW FOR INTE	EREST Q1	Yea Q2	r 1 Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started			1	0	0	0	375,000	0	0	0	0	0	0	0	0	0	I 0	0	0	0	0	0	0	0
Market Housing Shared Ownership Affordable Rent				0	0	0	3/5,000 0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0	0 375,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty	0																							
Stamp Duty Easements etc. Legals Acquisition	0 736																							
Planning Fee Architects	462 4,166		4,166																					
QS Planning Consultants	521 1,042		521 1,042																					
Other Professional	3,645		3,645																					
Build Cost - BCIS Base :106/CIL		0	67,094 667	67,094 667	67,094 667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	1,677 0	1,677 0	1,677 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees egal and Valuation	3,000 0																							
Agents	0	0	0	0	0	0	11,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0	0	0	0	0	1,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	PROFIT 13,572	0	78,812	69,438	69,438	0	13,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Ir Market Ho	Land 49,033	939	953	2,150	3,223	4,313	4,378	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 65,625
Affordable Ho	ousing	-939	-79,765	-71,588	-72,661	-4,313	357,497	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-65,625
Opening I	Balanc 0			-214,897	-287,559	-291,872	65,625	65,625	65,625	65,625	65,625	65,625	65,625	65,625	65,625	65,625	65,625	65,625	65,625	65,625	65,625	65,625	65,625	0
CASH FLOW FOR CIL ADDITIONA	L PROFIT Q1	Yea Q2	r 1 Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As Above INCOME	0	0	0	0	0	0	375,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	15,000																							
Stamp Duty Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	225	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	462 4,166	0	0 4,166	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants	521 1,042	0	521 1,042	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	3,645	0	3,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	67,094 47,013	67,094	67,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106	_	_		4.000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0	0	1,677 0	1,677 0	1,677 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	11,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0	0	0	0	0	1,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	PROFIT 28,061	0	125,158	68,771	70,771	0	13,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	nterest	421	427	2,311	3,377	4,489	4,557	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
					1				1								I				1			53,530 0
Market Ho Affordable Ho	ousing																							
Affordable Ho	h Flow -28,061 alance 0		-125,585 -154,068	-71,082 -225,150	-74,149 -299,298	-4,489 -303,788	357,318 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	0 53,530	-53,530 0

ITE NAME	Site 12	Urban 300]																
NCOME	Av Size m2	%	Number 300		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fee		rate			Build Cost BCIS	/m2 1,213		
larket Housing	106.1	70%			2,050		22,289		LAND	Land		/unit or m2 -20,871	Total	-6,261,443			No dwgs No dwgs under	300 50		23,100		CfSH Energy	0	0.00%	•
hared Ownership	79.1	9%			1,435		2,137			Stamp Duty Easements etc.			0				No dwgs over 50			34,500 57,600		Design Acc & Adpt	0		
ffordable Rent	79.1	21%			1,400	6,980,540	4,986			Legals Acquisition	on	1.50%	-93,922	-93,922								Water Small Sites	1 0	0%	6
ocial Rent	79.1	0%			1,180		0		PLANNING	Planning Fee			57,600				Stamp duty cal	lc - Residual				Site Costs	194 1,408	16%	
Frant and Subsidy	Shared Ownersh		, ,		0,100		Š			Architects QS / PM		4.00% 0.50%	1,846,346				Land payment	Tresidua.		-6,261,443			1,400		
rant and Subsidy	Affordable Rent Social Rent	пÞ			0	0				Planning Consul Other Profession		1.00% 3.50%	461,586 1,615,553												
ITE AREA - Net ITE AREA - Gross	7.50 11.54		40 26			55,739,442	29,412		CONSTRUCTI	Build Cost - BCI s106 / CIL	IS Based	1,408	41,416,950 600,000						Total	0					
Sales per Quarter Unit Build Time	0	Quarters]			DUN Desident	44000		FINANCE	Contingency Abnormals		5.00%	2,070,848 2,070,848				Stamp duty cal Land payment 125,000	0%	0%	1,384,615					
		Whole Site		Per ha GROSS		RUN Residual I	osing balance =	0	FINANCE	Fees			19,000				250,000 500,000	1% 3%	0%						
Residual Land Value Alternative Use Value		-6,261,443 1,153,846	3	100,000		RUN CIL MACE				Interest Legal and Valua	tion	6.00%	0	19,000			1,000,000 above	4% 5%	0% 0%						
Jplift Plus /ha Via	20% 0 bility Threshold	230,769 (1,384,615)	20,000 0 120,000		Check on phasing		0	SALES	Agents		3.0%	1,672,183				Pre CIL s106		£/ Unit (all)	0		LIT	% GDV		7
Additional Profit		-8,226,682	£/m2 ! -369	1		cor	rect			Legals Misc.		0.5%	278,697 0		45,985,039		Post CIL s106	2,000		600,000			0.00%	0	4
									Developers Pr	Market Housing Affordable Hou		17.50% 17.50%			7,996,179 1,758,224	32514.6742	CIL 1	0	£/m2 Total	600,000					
RESIDUAL CASH FLOW	FOR INTEREST	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Yea
NITS Started		30	30 4.569,245	30 4.569,245	30 4,569,245	30 4.569,245	30 4.569.245	30 4.569,245	30 4,569,245	30 4.569.245	30 4,569,245	4,569,245	0	0	0	0	0	0	0	0	0	0	0	0	-
farket Housing hared Ownership			306,645	306,645	306,645	306,645	306,645	306,645	306,645	306,645	306,645	306,645	0	0	0	0	0	0	0	0	0	0	0	0	
fordable Rent ocial Rent			698,054 0	698,054 0	698,054	698,054	698,054 0	698,054	698,054 0	698,054 0	698,054	698,054 0	0	0	0	0	0	0	0	0	0	0	0	0	
rant and Subsidy INCOME		0	0 5,573,944	0 5,573,944	0 5,573,944	0	0	0	0	0	0	0	0	0	0	0	0								
KPENDITURE amp Duty asements etc. agals Acquisition		0 0 -93,922																							
Planning Fee		57,600 1,846,346		0																					
S lanning Consultants other Professional		230,793 461,586 1,615,553		0																					
uild Cost - BCIS Base			4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	4,141,695	0	0	0	0	0	0	0	0	0	0	0	0	
106/CIL ontingency bnormals			60,000 207,085 207,085	60,000 207,085 207,085	60,000 207,085 207,085	60,000 207,085 207,085	60,000 207,085 207,085	60,000 207,085 207,085	60,000 207,085 207,085	60,000 207,085 207,085	60,000 207,085 207,085	60,000 207,085 207,085	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	
inance Fees egal and Valuation		19,000																							
gents egals tisc.		0	167,218 27,870	167,218 27,870 0	167,218 27,870	167,218 27,870	167,218 27,870	167,218 27,870	167,218 27,870	167,218 27,870	167,218 27,870	167,218 27,870	0	0	0	0	0	0	0	0	0	0	0	0	
OSTS BEFORE LAND	INT AND PROFIT	4,136,956	4,810,953	4,810,953	4,810,953	4,810,953	4,810,953	4,810,953	4,810,953	4,810,953	4,810,953	4,810,953	0	0	0	0	0	0	0	0	0	0	0	0	
or Residual Valuation	Land	-6,261,443																							
	Interest Profit on Costs Profit on GDV		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7,99 1,75
	Cash Flow Opening Balanc	2,124,487	762,992	762,992	762,992	762,992	762,992	762,992	762,992	762,992	762,992	762,992	0	0	0	0	0	0	0	0	0	0	0	0	-9,75
	Closing Balance	2,124,487	2,887,478	3,650,470	4,413,461	5,176,453	5,939,444	6,702,436	7,465,428	8,228,419	8,991,411	9,754,402	9,754,402	9,754,402	9,754,402	9,754,402	9,754,402	9,754,402	9,754,402	9,754,402	9,754,402	9,754,402	9,754,402	9,754,402	
ASH FLOW FOR CIL A	DDITIONAL PRO	FIT																							
COME	As Above	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Ye
INCOME		0	5,573,944	5,573,944	5,573,944	5,573,944	5,573,944	5,573,944	5,573,944	5,573,944	5,573,944	5,573,944	0	0	0	0	0	0	0	0	0	0	0	0	
XPENDITURE and		1,384,615																							
itamp Duty asements etc. egals Acquisition		0 0 20,769	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	
lanning Fee		57,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rchitects		1,846,346 230,793	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
lanning Consultants		461,586 1,615,553	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ther Professional					0	_	-					0		0					0		0			0	
uild Cost - BCIS Base OTENTIAL CIL	ļ	0 -1,175,240	4,141,695 -1,175,240	4,141,695 -1,175,240	4,141,695 -1,175,240	4,141,695 -1,175,240	4,141,695 -1,175,240	4,141,695 -1,175,240	4,141,695	4,141,695	4,141,695	4,141,695	0	0	0	0	0	0	0	0	0	0	0	0	
ost CIL s106 ontingency		0	60,000 207,085	60,000 207,085	60,000 207,085	0	0	0	0	0	0	0	0	0	0	0	0								
bnormals		0	207,085	207,085	207,085	207,085	207,085	207,085	207,085	207,085	207,085	207,085	0	0	0	0	0	0	0	0	0	0	0	0	

2,795,637 4,733,869 6,672,101 7,435,093 8,198,084 8,961,076 9,724,067 9,724,067 9,724,067 9,724,067 9,724,067 9,724,067 9,724,067 9,724,067 9,724,067 9,724,067 9,724,067 9,724,067

Agents 0 167.218 167.2

Interest Profit on cost Profit on GDV 7,965,844 1,758,224

SITE NAME	Site 13	Urban 40																							
INCOME	Av Size	%	Number		Price	GDV	GIA	 1	DEVELOPMEN	IT COSTS							Planning fee ca	Ic				Build Cost	/m2		
	m2		40		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 40	rate			BCIS CfSH	1,215	0.00%	
Market Housing	106.3	70%	28		2,050	6,102,850	2,977			Land Stamp Duty		-26,895		-1,075,819			No dwgs under No dwgs over 50	40 0	462 138	18,480 0		Energy Design	0		
Shared Ownership	79.4	9%	4		1,435	410,267	286			Easements etc. Legals Acquisition	on	1.50%	-16,137	-16,137					Total	18,480		Acc & Adpt Water	0		
Affordable Rent	79.4	21%	8		1,400	933,940	667		PLANNING													Small Sites Site Costs	0 194	0% 16%	
Social Rent	79.4	0%	0		1,180	0	0			Planning Fee Architects		4.00%	18,480 247,099				Stamp duty call Land payment	c - Residual		-1,075,819	l		1,410		
Grant and Subsidy	Shared Ownershi Affordable Rent	ip			0	0				QS / PM Planning Consul		0.50% 1.00%	61,775												
	Social Rent				0	0				Other Profession	nal	3.50%	216,212	574,452											
SITE AREA - Net	1.00 H		40 34	/ha /ha		7,447,057	3,930			Build Cost - BCI s106 / CIL Contingency	S Based	1,410 5.00%	80,000				Stamp duty cal	c - Add Profit	Total	0					
Sales per Quarter Jnit Build Time	3 (Quarters				RUN Residual M			FINANCE	Abnormals			277,158	6,177,472			Land payment 125,000 250,000	0% 1%	0% 0%	141,176					
Residual Land Value		-1,075,819	-1,075,819	-914,446			osing balance = (0		Fees Interest		6.00%					500,000 1,000,000	3% 4%	0%						
Alternative Use Value Jplift Plus /h:	20% na 0	117,647 23,529 0		100,000 20,000 0		RUN CIL MACR	O ctrl+l osing balance = (SALES	Legal and Valual	tion		0	32,000			above	5%	0% Total	0					
	ability Threshold	141,176		120,000		Check on phasing o				Agents Legals		3.0% 0.5%					Pre CIL s106		E/ Unit (all) Total	80,000		LIT	% GDV 0.00%	0	
Additional Profit		-1,231,374	-414]]	Developers Pro	Misc.			0	260,647	5,952,615		Post CIL s106 CIL	2,000	£/ Unit (all) £/m2	80,000					
									•	Market Housing Affordable House	sing	17.50% 17.50%			1,067,999 235,236	32580.87219			Total	80,000					
RESIDUAL CASH FLOW	W FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
JNITS Started Market Housing	-			5	7	7	7	7 762,856	7 1,067,999	1,067,999	1,067,999	1,067,999	1,067,999	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent					0	0	0	51,283 116,743	71,797 163,440	71,797 163,440	71,797 163,440	71,797	71,797 163,440	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	E	0	0	0	0	0	0	930,882	1,303,235	1,303,235	1,303,235	1,303,235	1,303,235	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.		0																							
egals Acquisition		-16,137 18,480																							
lanning Fee rchitects S		123,549 15,444		123,549 15,444																					
lanning Consultants		30,887		30,887																					
ther Professional		108,106		108,106																					
uild Cost - BCIS Base 106/CIL			0	230,965 3,333	554,316 8,000	877,666 12,667	970,052 14,000	970,052 14,000	970,052 14,000	646,702 9,333	323,351 4,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ontingency bnormals			0	11,548 11,548	27,716 27,716	43,883 43,883	48,503 48,503	48,503 48,503	48,503 48,503	32,335 32,335	16,168 16,168	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees		32,000																							
egal and Valuation		0	^	•	_	^	_	27.000	20.00=	20.00-	20.00=	20.00=	20.00=		^	•		^	•	•	_	_	•	•	
gents egals		0	0	0	0	0	0	27,926 4,654	39,097 6,516	39,097 6,516	39,097 6,516	39,097 6,516	39,097 6,516	0	0	0	0	0	0	0	0	0	0	0	0
ISC. OSTS BEFORE LAND	INT AND PROFIT	312,329	0	535,381	617,747	978,100	1,081,058	1,113,638	1,126,671	766,318	405,966	45,613	45,613	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land	-1,075,819																							
	Interest Market Housing	, ,	0	0	0	5,845	20,604	37,129	40,427	38,385	30,907	17,911	0	0	0	0	0	0	0	0	0	0	0	0	1,067,99
А	Affordable Housing																								235,236
	Cash Flow Opening Balanc	763,490 0	0	-535,381	-617,747	-983,944	-1,101,661	-219,885	136,137	498,532	866,362	1,239,710	1,257,622	0	0	0	0	0	0	0	0	0	0	0	-1,303,23
	Closing Balance	763,490	763,490	228,109	-389,638	-1,373,582	-2,475,243	-2,695,128	-2,558,991	-2,060,459	-1,194,097	45,613	1,303,235	1,303,235	1,303,235	1,303,235	1,303,235	1,303,235	1,303,235	1,303,235	1,303,235	1,303,235	1,303,235	1,303,235	0
CASH FLOW FOR CIL A	ADDITIONAL PROF	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
NCOME INCOME	As Above	0	0	0	0	0	0	930,882	1,303,235	1,303,235	1,303,235	1,303,235	1,303,235	0	0	0	0	0	0	0	0	0	0	0	0
		-	-						, ,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,													
XPENDITURE	ic .									1															
	ie.	141,176																							
and Stamp Duty		141,176 0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
and stamp Duty asements etc.		0																							
and stamp Duty sasements etc. egals Acquisition		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
and stamp Duty assements etc. egals Acquisition Planning Fee wehitects		0 0 2,118 18,480	0	0	0 0	0	0	0	0	0 0	0 0	0	0	0	0	0	0 0	0	0	0	0	0 0	0	0	0
and tamp Duty asements etc. egals Acquisition lanning Fee rchitects S lanning Consultants		0 0 2,118 18,480 123,549 15,444	0 0 0 0 0	0 0 0 123,549 15,444	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0
and tamp Duty asements etc. spals Acquisition lanning Fee rchitects S lanning Consultants ther Professional uild Cost - BCIS Base		0 0 2,118 18,480 123,549 15,444 30,887	0 0 0 0 0 0	0 0 123,549 15,444 30,887	0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0 0	0 0 0 0 0
and stamp Duty assements etc. egglals Acquisition l'anning Fee urchitects IS alraning Consultants bither Professional luilid Cost - BCIS Base OTENTIAL CIL brost CIL s106		0 0 2,118 18,480 123,549 15,444 30,887 108,106	0 0 0 0 0 0 0 0	0 0 123,549 15,444 30,887 108,106	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0
and Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects SS Planning Consultants Dither Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency		0 0 2,118 18,480 123,549 15,444 30,887 108,106	0 0 0 0 0 0 0 0 0	0 0 123,549 15,444 30,887 108,106 230,965 -615,687	0 0 0 0 0 0 0 0 554,316	0 0 0 0 0 0 0 0 877,666	0 0 0 0 0 0 0 0 970,052	0 0 0 0 0 0 0 0 970,052	0 0 0 0 0 0 0 0 970,052	0 0 0 0 0 0 0 0 0 646,702	0 0 0 0 0 0 0 0 323,351	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
and stamp Duty seements etc. egglas Acquisition tlanning Fee vchitects Stamp Stamp Stamp Stamp tlanning Consultants ther Professional total Cost - BCIS Base OTENTIAL CIL cost CIL 106 contingency bnormals inance Fees		0 0 2,118 18,480 123,549 15,444 30,887 108,106	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 123,549 15,444 30,887 108,106 230,965 -615,687	0 0 0 0 0 0 0 0 554,316 -615,687	0 0 0 0 0 0 0 877,666	0 0 0 0 0 0 0 970,052	0 0 0 0 0 0 0 0 970,052 14,000 48,503	0 0 0 0 0 0 0 970,052 14,000 48,503	0 0 0 0 0 0 0 646,702	0 0 0 0 0 0 0 323,351 14,000 16,168	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
and stamp Duty stamp Duty stamp Duty stamp Duty stamp Duty stamp Duty stamp Stamp Stamp stamp Stamp stamp Stamp stamp Stamp stamp Stamp stamp Stamp stamp Stamp stamp Stamp stamp Stamp st		0 0 2,118 18,480 123,549 15,444 30,887 108,106 0 0		0 0 123,549 15,444 30,887 108,106 230,965 -615,687 11,548 11,548	0 0 0 0 0 0 0 554,316 -615,687 27,716	0 0 0 0 0 0 0 0 877,666 10,000 43,883 43,883	0 0 0 0 0 0 0 970,052 14,000 48,503	0 0 0 0 0 0 0 970,052 14,000 48,503 48,503	0 0 0 0 0 0 970,052 14,000 48,503 48,503	0 0 0 0 0 0 0 0 0 46,702 14,000 32,335 32,335	0 0 0 0 0 0 0 323,351 14,000 16,168 16,168	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0
and Itamp Duty assements etc. assements etc. assements etc. assements etc. assements etc. assements etc. assements etc. assements etc. assements etc. assements assem		0 0 2,118 18,480 123,549 15,444 30,887 108,106 0 0 32,000 0		0 0 123,549 15,444 30,887 108,106 230,965 -615,687 11,548 11,548 0	0 0 0 0 0 0 0 554,316 -615,687 27,716 0	0 0 0 0 0 0 0 877,666 10,000 43,883 43,883	0 0 0 0 0 0 0 970,052 14,000 48,503 48,503	0 0 0 0 0 0 0 970,052 14,000 48,503 48,503	0 0 0 0 0 0 970,052 14,000 48,503 48,503	0 0 0 0 0 0 0 646,702 14,000 32,335 32,335	0 0 0 0 0 0 0 323,351 14,000 16,168 16,168	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0				0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
and tamp Duty assements etc. eggsls Acquisition tanning Fee richitects Statements of the Processional united Cost - BCIS Base OTENTIAL CIL cost CIL s106 oningency horomals inance Fees eggl and Valuation gents eggsls liste.		0 0 2.118 18,480 123,549 15,444 30,887 108,106 0 0 32,000 0		0 0 123,549 15,444 30,887 108,106 230,965 -615,687 11,548 11,548 0	0 0 0 0 0 0 0 554,316 -615,687 27,716 27,716	0 0 0 0 0 0 0 877,666 10,000 43,883 43,883	0 0 0 0 0 0 0 970,052 14,000 48,503 48,503	0 0 0 0 0 0 0 0 970,052 14,000 48,503 48,503 0 0	0 0 0 0 0 0 0 970,052 14,000 48,503 48,503 0 0	0 0 0 0 0 0 0 0 646,702 14,000 32,335 32,335 0 0 39,097 6,516	0 0 0 0 0 0 0 0 0 323,351 14,000 16,168 16,168	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0			0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
and Stamp Duty Stamp Duty Lasements etc. eagels Acquisition Planning Fee Vichitects Lasements etc. eagels Acquisition Vichitects Lasements D INT AND PROFIT	0 0 2.118 18,480 123,549 15,444 30,887 108,106 0 0 32,000 0		0 0 123,549 15,444 30,887 108,106 230,965 -615,687 11,548 11,548 0 0 0	0 0 0 0 0 0 0 554,316 -615,687 27,716 27,716 0 0	0 0 0 0 0 0 0 877,666 10,000 43,883 0 0 0 0 975,433	0 0 0 0 0 0 0 970.052 14,000 48,503 48,503 0 0 0 1,081,058	0 0 0 0 0 0 0 970,052 14,000 48,503 48,503 0 0 0 27,926 4,654 0 1,113,638	0 0 0 0 0 0 970,052 14,000 48,503 0 0 0 1,126,671	0 0 0 0 0 0 0 646,702 114,000 32,335 32,335 0 0 770,985	0 0 0 0 0 0 0 323,351 14,000 16,168 16,168 0 0 0 39,097 6,516 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects 2S Planning Consultants Dther Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legals and Valuation Agents Legals Locotts BEFORE LAND For CIL calculation		0 0 2.118 18,480 123,549 15,444 30,887 108,106 0 0 32,000 0		0 0 123,549 15,444 30,887 108,106 220,965 -415,887 11,548 0 0	0 0 0 0 0 0 0 554,316 -615,687 27,716 0 0	0 0 0 0 0 0 0 877,666 10,000 43,883 43,883	0 0 0 0 0 0 0 970,052 14,000 48,503 48,503	0 0 0 0 0 0 0 970,052 14,000 48,503 48,503 0 0 27,926 4,654	0 0 0 0 0 0 0 970,052 14,000 48,503 48,503 0 0	0 0 0 0 0 0 0 144,000 32,335 32,335 0 0 0 39,097 6,516	0 0 0 0 0 0 0 323,351 14,000 16,168 16,168 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0				0 0 0 0 0 0 0 0	
Land Stamp Duty Stamp Duty Casements etc. Legals Acquisition Planning Fee Architects 2S Planning Consultants Dither Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legal	D INT AND PROFIT Interest Market Housing	0 0 2.118 18,480 123,549 15,444 30,887 108,106 0 0 32,000 0		0 0 123,549 15,444 30,887 108,106 230,965 -615,687 11,548 11,548 0 0 0	0 0 0 0 0 0 0 554,316 -615,687 27,716 27,716 0 0	0 0 0 0 0 0 0 877,666 10,000 43,883 0 0 0 0 975,433	0 0 0 0 0 0 0 970.052 14,000 48,503 48,503 0 0 0 1,081,058	0 0 0 0 0 0 0 970,052 14,000 48,503 48,503 0 0 0 27,926 4,654 0 1,113,638	0 0 0 0 0 0 970,052 14,000 48,503 0 0 0 1,126,671	0 0 0 0 0 0 0 646,702 114,000 32,335 32,335 0 0 770,985	0 0 0 0 0 0 0 323,351 14,000 16,168 16,168 0 0 0 39,097 6,516 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0

SITE NAME	Site 14	Urban 25							7																
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	T COSTS							Planning fee ca	alc				Build Cost	/m2		
	m2		25		£/m2		m2		LAND			/unit or m2	Total				Planning app fe No dwgs					BCIS CfSH	1,213	0.00%	6
Market Housing	103.2	70%	18		2,050	3,703,097	1,806			Land Stamp Duty		-25,714	0	-642,861			No dwgs under No dwgs over 5					Energy Design	0		
Shared Ownership	74.3		2		1,435					Easements etc. Legals Acquisiti		1.50%	-9,643	-9,643					Total	11,550		Acc & Adpt Water	0		
Affordable Rent	74.3		5		1,400		390		PLANNING													Small Sites Site Costs	0 194	0% 16%	
Social Rent	74.3		0		1,180		0			Planning Fee Architects		4.00%	11,550 148,388				Stamp duty ca Land payment	lc - Residual		-642,861			1,408		
Grant and Subsidy	Shared Ownersh Affordable Rent				0	0				QS / PM Planning Consu		0.50% 1.00%	18,549 37,097												
	Social Rent				0	0				Other Professio	nal	3.50%	129,840	345,424											
SITE AREA - Net SITE AREA - Gross	0.71 0.84		35 30			4,488,947	2,364			Build Cost - BC	IS Based	1,408							Total	0					
										s106 / CIL Contingency		5.00%	50,000 166,350				Stamp duty ca	lc - Add Profit							
Sales per Quarter Unit Build Time	0	Quarters				RUN Residual I	MACRO atrice		FINANCE	Abnormals			166,350	3,709,707			Land payment 125,000 250,000	0% 1%							
Residual Land Value		Whole Site -642,861	Per ha NET -900.005	Per ha GROSS -765,004			losing balance =	0		Fees Interest		6.00%	23,000				500,000	3% 4%	0%						
Alternative Use Value Uplift	20%	84,034 16,807	-300,003	100,000		RUN CIL MACE	RO ctrl+l losing balance =	0		Legal and Valua	ation	0.00%	0	23,000			above	5%							
Plus /h		100,840		120,000	ı	Check on phasing			SALES	Agents		3.0%	134,668				Pre CIL s106	2,000	£/ Unit (all)	· · · · · · · · · · · · · · · · · · ·		LIT	% GDV		7
VI	lability Threshold		£/m2	120,000			rect			Legals Misc.		0.5%			3,582,740		PIE CIL STOO		Total	50,000		E11	0.00%	()
Additional Profit		-755,149]					Davelanara Bra					137,113	3,302,740		Post CIL s106	2,000		50,000					
									Developers Pro	Market Housing Affordable Hou		17.50% 17.50%			648,042 137,524		CIL	0	£/m2 Total	50,000					
RESIDUAL CASH FLOW	W FOR INTEREST		Year 1				Year 2			, aroruable HOU	Year 3				137,524 Year 4				Year 5				Year 6		
INCOME	III LINEOI	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing				5	5	5	5	5 740,619	740,619	740,619	740,619	740,619	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent					0	0	0	47,970 109,200	47,970 109,200	47,970 109,200	47,970 109,200	47,970 109,200	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	ME	0	0	0	0	0	0	897,789	897,789	897,789	897,789	897,789	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty		0																							
Easements etc. Legals Acquisition		0 -9,643																							
Planning Fee		11,550																							
Architects QS		74,194 9,274 18,549		74,194 9,274 18,549																					
Planning Consultants Other Professional		64,920		64,920																					
Build Cost - BCIS Base s106/CIL	•		0	221,800 3,333	443,601 6.667	665,401 10,000	665,401 10.000	665,401 10.000	443,601 6.667	221,800 3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	11,090 11,090	22,180 22,180	33,270 33,270	33,270 33,270	33,270 33,270	22,180 22,180	11,090	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		23,000	Ü	11,000	22,100	55,275	50,270	00,270	22,100	11,000	Ü		Ü		Ü	Ü	Ü		ŭ	ŭ	· ·		Ü		Ü
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	26,934 4,489	26,934 4,489	26,934 4,489	26,934 4,489	26,934 4,489	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND	D INT AND PROFIT	191,844	0	0 414,251	494,628	741,941	741,941	773,364	526,050	278,736	31,423	31,423	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land Interest	-642,861	0	0	0	6,868	18,100	29,501	28,077	22,922	13,980	1,194	0	0	0	0	0	0	0	0	0	0	0	0	0
A	Market Housing Affordable Housing																								648,042 137,524
	Cash Flow	451,017	0	-414,251	-494,628	-748,809	-760,041	94,925	343,662	596,131	852,387	865,173	0	0	0	0	0	0	0	0	0	0	0	0	-785,566
	Opening Balance Closing Balance	0 451,017	451,017	36,766	-457,861	-1,206,671	-1,966,712	-1,871,787	-1,528,125	-931,994	-79,607	785,566	785,566	785,566	785,566	785,566	785,566	785,566	785,566	785,566	785,566	785,566	785,566	785,566	0
CASH FLOW FOR CIL	ADDITIO**** == -	NEIT.																							
		Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME	As Above ME	0	0	0	0	0	0	897,789	897,789	897,789	897,789	897,789	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		100,840																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 1,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		11,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		74,194 9,274	0	74,194 9,274	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		18,549 64,920	0	18,549 64,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	,	0	0	221,800	443,601	665,401	665,401	665,401	443,601	221,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106				-251,716	-251,716	-251,716 10,000	10,000	10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	11,090 11,090	22,180 22,180	33,270 33,270	33,270 33,270	33,270 33,270	22,180 22,180	11,090 11,090	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		23,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0 26 024	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	0	0	0	0	0	26,934 4,489	26,934 4,489	26,934 4,489	26,934 4,489	26,934 4,489	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND	D INT AND PROFIT	303,840	0	0 159,201	0 236,245	0 490,225	0 741,941	773,364	0 529,384	0 285,403	0 31,423	0 31,423	0	0	0	0 0	0	0	0	0 0	0	0	0	0	0
For CII coloui-i																									
For CIL calculation	Interest Market Housing		4,558	4,626	7,083	10,733	18,248	29,651	28,229	23,126	14,287	1,506	0	0	0	0	0	0	0	0	0	0	0	0	0 626,928
A	Affordable Housing																								137,524
	Cash Flow Opening Balance	-303,840 0	-4,558	-163,827	-243,328	-500,958	-760,189	94,775	340,177	589,260	852,079	864,861	0	0	0	0	0	0	0	0	0	0	0	0	-764,452
	Closing Balance		-308,397	-472,224	-715,552	-1,216,511	-1,976,700	-1,881,925	-1,541,748	-952,488	-100,409	764,452	764,452	764,452	764,452	764,452	764,452	764,452	764,452	764,452	764,452	764,452	764,452	764,452	0

SITE NAME	Site 15	Urban 25 HD]																
INCOME	Av Size m2	%	Number 25		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fer	lc dwgs	rate		Ī	Build Cost BCIS	/m2 1,483		
Market Housing	58.3	70%	18		2,250		1,021		LAND	Land		/unit or m2 -19,963	Total	-499,073			No dwgs No dwgs under	25 25		11,550		CfSH Energy	0	0.00%	6
Shared Ownership	49.0	9%	2		1,575		110			Stamp Duty Easements etc.		10,000	0	400,010			No dwgs over 50	0		11,550		Design Acc & Adpt	0		
Affordable Rent	49.0	21%	5		1,400		257			Legals Acquisition	on	1.50%	-7,486	-7,486			-		1014	11,000		Water Small Sites	1	0%	6
Social Rent	49.0	0%	0		1,180		0		PLANNING	Planning Fee			11,550				Stamp duty cale	- Residual			Ī	Site Costs	74 1,558	5%	
Grant and Subsidy	Shared Ownersh				0					Architects QS / PM		4.00% 0.50%	97,169 12,146				Land payment			-499,073			.,		
,	Affordable Rent Social Rent	-			0					Planning Consul Other Profession		1.00%	24,292 85,023	230,181											
SITE AREA - Net SITE AREA - Gross	0.50 0.59		50 43			2,830,669	1,388			Build Cost - BCI s106 / CIL Contingency	S Based	1,558 5.00%	2,162,940 50,000 108,147				Stamp duty cale	- Add Profit	Total	0	I				
Sales per Quarter Unit Build Time	0	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r	0	FINANCE	Abnormals		-	108,147	2,429,234			Land payment 125,000 250,000 500,000	0% 1% 3%		176,471					
Residual Land Value Alternative Use Value Uplift Plus /ha		-499,073 147,059 29,412 0	-998,145	250,000 50,000 0			osing balance =	0	SALES	Interest Legal and Valua	tion	6.00%	0	10,000			1,000,000 above	4% 5%	0% Total	0					-
Via Additional Profit	ability Threshold	176,471 £ -695,995	/m2 -682	300,000		Check on phasing corr				Agents Legals Misc.		3.0% 0.5%	84,920 14,153 0	99,073	2,261,930		Pre CIL s106 Post CIL s106	2,000		50,000	[[LIT	% GDV 0.00%	0)
									Developers Pro	ofit Market Housing Affordable Hou		17.50% 17.50%			401,953 93,414		CIL	0	£/m2 Total	50,000					
RESIDUAL CASH FLOW	W FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				5	5	5	5	5			_											,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			
Market Housing Shared Ownership					0	0	0	459,375 34,729	459,375 34,729	459,375 34,729	459,375 34,729	459,375 34,729	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	72,030 0	72,030	72,030 0	72,030 0	72,030 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	E	0	0	0	0	0	0 0	0 566,134	0 566,134	0 566,134	0 566,134	0 566,134	0 0	0	0	0	0 0	0 0	0 0	0	0 0	0	0	0 0	0
EXPENDITURE Stamp Duty		0																							
Easements etc. Legals Acquisition		0 -7,486																							
Planning Fee		11,550																							
Architects QS		48,585 6,073		48,585 6,073																					
Planning Consultants Other Professional		12,146 42,512		12,146 42,512																					
Build Cost - BCIS Base			0	144,196	288,392	432,588	432,588	432,588	288,392	144,196	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
106/CIL Contingency			0	3,333 7,210	6,667 14,420	10,000 21,629	10,000 21,629	10,000 21,629	6,667 14,420	3,333 7,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees Legal and Valuation		10,000	0	7,210	14,420	21,629	21,629	21,629	14,420	7,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	16,984	16,984	16,984	16,984	16,984	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	2,831	2,831	2,831	2,831	2,831	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND	INT AND PROFIT	123,379	0	271,264	323,898	485,847	485,847	505,661	343,713	181,764	19,815	19,815	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	-499,073	0	0	0	3,292	10,629	18,076	17,440	14,366	8.816	753	0	0	0	0	0	0	0	0	0	0	0	0	0
Al	Market Housing Affordable Housing		Ü	Ü	0	3,232	10,023	10,070	17,440	14,300	0,010	733	Ů	Ü	Ü			Ü	Ü	0	Ü		Ü	Ü	401,95 93,414
	Cash Flow	375,693	0	-271,264	-323,898	-489,139	-496,476	42,396	204,981	370,005	537,504	545,566	0	0	0	0	0	0	0	0	0	0	0	0	-495,36
	Opening Balance Closing Balance	0 375,693	375,693	104,429	-219,469	-708,608	-1,205,084	-1,162,688	-957,707	-587,703	-50,199	495,367	495,367	495,367		495,367	495,367	495,367	495,367	495,367	495,367	495,367	495,367	495,367	0
CASH FLOW FOR CIL A		Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME INCOME	As Above E	0	0	0	0	0	0	566,134	566,134	566,134	566,134	566,134	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		176,471																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 2,647	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		11,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		48,585 6,073	0	48,585 6,073	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		12,146 42,512	0	12,146 42,512	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0	144,196	288,392	432,588	432,588	432,588	288,392	144,196	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		-		-231,998	-231,998	-231,998 10,000	10,000	10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	l.		0	7,210 7,210	14,420 14,420	21,629 21,629	21,629 21,629	21,629 21,629	14,420 14,420	7,210 7,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency		0	0			1							0	0	0	0	0	0	0	0		1			
Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees		0 10,000	0	0	0	0	0	0	0	0	0	0							U	U	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees		0 10,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents		0 10,000	0	0			0 0	0 16,984 2,831	0 16,984 2,831	0 16,984 2,831			0	0 0	0 0	0 0	0	0 0	-				0		0 0
POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc.	D INT AND PROFIT	0 10,000 0 0 0	0 0	0	0	0	0	0 16,984	0 16,984	0 16,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency Abnormals) INT AND PROFII	0 10,000 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0	0 16,984 2,831 0	0 16,984 2,831 0	0 16,984 2,831 0	0 16,984 2,831 0	0 16,984 2,831 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0
POTENTIAL CIL Post CIL S106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND For CIL calculation	Interest Market Housing	0 10,000 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0	0 16,984 2,831 0	0 16,984 2,831 0	0 16,984 2,831 0	0 16,984 2,831 0	0 16,984 2,831 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0 0
POTENTIAL CIL Post CIL S106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND For CIL calculation	Interest	0 10,000 0 0 0	0 0 0 0	0 0 0 0 0 35,933	0 0 0 0 85,233	0 0 0 253,848	0 0 0 0 485,847	0 16,984 2,831 0 505,661	0 16,984 2,831 0 347,046	0 16,984 2,831 0 188,430	0 16,984 2,831 0 19,815	0 16,984 2,831 0 19,815	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0

INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	IT COSTS					$\overline{}$		Planning fee ca					Build Cost	/m2		
	m2		15		£/m2		m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 15	rate			BCIS CfSH	1,208 0	0.00%	%
arket Housing	104.0	70%	11		2,050	2,238,600	1,092			Land Stamp Duty		-27,003	0	-405,041			No dwgs under No dwgs over 50	15 0	462 138	6,930 0		Energy Design	0		
hared Ownership	81.5	9%	1		1,435		110			Easements etc. Legals Acquisiti	on	1.50%	-6,076	-6,076					Total	6,930		Acc & Adpt Water	0		
ffordable Rent	81.5	21%	3		1,400		257		PLANNING													Small Sites Site Costs	0 193	0% 16%	
ocial Rent	81.5	0%	0		1,180		0			Planning Fee Architects		4.00%	6,930 91,205				Stamp duty calc Land payment	- Residual		-405,041			1,402		
rant and Subsidy	Shared Ownership Affordable Rent Social Rent				0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	11,401 22,801 79,805	212,142											
SITE AREA - Net SITE AREA - Gross	0.43 ha 0.43 ha		35 35	/ha /ha		2,755,901	1,459			ON Build Cost - BCI s106 / CIL Contingency	S Based	1,402 5.00%	2,045,576 30,000 102,279				Stamp duty calc	- Add Profit	Total	0					
Sales per Quarter Unit Build Time				Per ha GROSS		RUN Residual M	ACRO ctrl+r sing balance = 0)	FINANCE	Abnormals Fees			102,279	2,280,134			Land payment 125,000 250,000 500,000	0% 1% 3%	0% 0% 0%	128,571					
Residual Land Value Alternative Use Value Uplift Plus /ha	20% a 0	-405,041 107,143 21,429 0 128,571	-945,096	250,000 50,000 0	1		sing balance = ()	SALES	Interest Legal and Valua	tion	6.00%	0	17,000			1,000,000 above	4% 5%	0% 0% Total	0		l er			=
Via Additional Profit	bility Threshold		/m2 -499	300,000		Check on phasing di COTT			D	Agents Legals Misc.		3.0% 0.5%	82,677 13,780 0	96,457	2,194,615		Pre CIL s106 Post CIL s106 CIL	2,000	£/ Unit (all) Fotal £/ Unit (all)	30,000		шт	% GDV 0.00%	C	D
									Developers Pr	ofit Market Housing Affordable Hou	sing	17.50% 17.50%			391,755 90,528		CIL	0	£/m2 Total	30,000					
RESIDUAL CASH FLOW	FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	(
INCOME UNITS Started				3	4	4	4	447 720	596.960	506 000	596.960	0	0	0	r.	0		0	0	0	0	0	0	0	
Market Housing Shared Ownership Affordable Rent					0 0 0	0 0	0	447,720 31,577 71,883	596,960 42,103 95,844	596,960 42,103 95,844	596,960 42,103 95,844	0	0 0	0	0	0	0	0	0 0	0	0	0	0	0 0 0	
Social Rent Grant and Subsidy					0	0	0	71,883 0 0	95,844 0 0	95,844 0 0	95,844 0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy INCOME		0	0	0	0	0	0	551,180	734,907	734,907	734,907	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		0 0 -6,076																							
Planning Fee		6,930																							
Architects QS Planning Consultants Other Professional		45,603 5,700 11,401 39,902		45,603 5,700 11,401 39,902																					
Build Cost - BCIS Base			0	136,372	318,201	500,030	545,487	363,658	181,829	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL Contingency Abnormals			0 0 0	2,000 6,819 6,819	4,667 15,910 15,910	7,333 25,001 25,001	8,000 27,274 27,274	5,333 18,183 18,183	2,667 9,091 9,091	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	(
Finance Fees Legal and Valuation Agents		17,000 0	0	0	0	0	0	16,535	22,047	22,047	22,047	0	0	0	0	0	0	0	0	0	0	0	0	0	(
Legals Misc.		0	0	0	0	0	0	2,756	3,675	3,675	3,675	0	0	0	0	0	0	0	0	0	0	0	0	0	(
COSTS BEFORE LAND	INT AND PROFIT	120,460	0	254,615	354,687	557,366	608,036	424,648	228,400	25,722	25,722	0	0	0	0	0	0	0	0	0	0	0	0	0	(
For Residual Valuation	Land Interest Market Housing	-405,041	0	0	0	4,871	13,304	22,624	21,066	13,784	3,353	0	0	0	0	0	0	0	0	0	0	0	0	0	391
Af	fordable Housing																								90,
	Opening Balanc	284,581 0 284,581	0 284,581	-254,615 29,966	-354,687 -324,721	-562,237 -886,958	-621,340 -1,508,298	103,907	485,441 -918,950	695,401 -223,549	705,832 482,283	0 482,283	0 482,283	0 482,283	0 482,283	0 482,283	0 482,283	0 482,283	0 482,283	0 482,283	0 482,283	0 482,283	0 482,283	0 482,283	-482
CASH FLOW FOR CIL A	DDITIONAL PROFIT		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	C
INCOME EXPENDITURE Land	!	0 128,571	0	0	0	0	0	551,180	734,907	734,907	734,907	0	0	0	0	0	0	0	0	0	0	0	0	0	(
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc. Legals Acquisition		0 1,929	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee		6,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects QS		45,603 5,700	0	45,603 5,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants Other Professional		11,401 39,902	0	11,401 39,902	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base POTENTIAL CIL Post CIL s106		0	٥	136,372 -272,531	318,201 -272,531	500,030	545,487 8,000	363,658 8,000	181,829 8,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency		0	0	6,819 6,819	15,910 15,910	25,001 25,001	27,274 27,274	18,183 18,183	9,091 9,091	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		17,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals Finance Fees		0	0	0	0	0	0	16,535 2,756	22,047 3,675	22,047 3,675	22,047 3,675	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals Finance Fees Legal and Valuation Agents		0	0	U					0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	
Abnormals Finance Fees Legal and Valuation Agents Legals Misc.	INT AND PROFIT	0 0 257,036	0 0	0 -19,917	0 77,489	0 556,033	0 608,036	0 427,315	233,734	25,722	25,722	0	0	0	0	U	0	0	0	0	0	0	0	0	
Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND	INT AND PROFIT	0	0	-19,917	77,489	556,033	608,036	427,315	233,734	25,722	25,722 3,476	0	0	0	0	0	0	0	0	0	0	0			
Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND For CIL calculation	Interest Market Housing Ifordable Housing	0	0	0																			0	0	383 90,

COME Av Size	%	Number		Price		GIA		DEVELOPMEN	T COSTS							Planning fee ca					Build Cost	/m2		
m2		15		£/m2		m2		LAND			/unit or m2	Total				Planning app fee No dwgs	15				BCIS CfSH	1,483	0.009	%
rket Housing 65.0		11		2,250		683			Land Stamp Duty		-36,760	0				No dwgs under No dwgs over 50	15 0	138	0		Energy Design	0		
ared Ownership 61.0		1		1,575		82			Easements etc. Legals Acquisition	n	1.50%	-8,271						Total	6,930		Acc & Adpt Water	0		
rdable Rent 61.0		3		1,400		192		PLANNING													Small Sites Site Costs	237	09 169	
al Rent 61.0		0		1,180		0			Planning Fee Architects		4.00%	6,930 73,670				Stamp duty cal Land payment	c - Kesidual		-551,398			1,721		
and Subsidy Shared Ownersh Affordable Rent Social Rent				0 0 0	0 0				QS / PM Planning Consulta Other Professiona		0.50% 1.00% 3.50%	9,209 18,417 64,461												
AREA - Net 0.33 AREA - Gross 0.33		45 45			1,934,336	957			Build Cost - BCIS s106 / CIL Contingency	Based	1,721 5.00%	1,647,043 30,000 82,352				Stamp duty cal	c - Add Profit	Total	0					
es per Quarter 0 Build Time 3	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r osing balance =		FINANCE	Abnormals			82,352 16,000				Land payment 125,000 250,000 500,000	0% 1% 3%	0%						
idual Land Value mative Use Value ft 20% Plus /ha 0	-551,398 83,333 16,667 0	-1,654,194			RUN CIL MACR		0		Interest Legal and Valuation	on	6.00%	0				1,000,000 above	4% 5%	0%						
Viability Threshold	100,000	£/m2	300,000]	Check on phasing o	dwgs nos rect			Agents Legals Misc.		3.0% 0.5%	58,030 9,672 0		1,538,467		Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%		0
ditional Profit	-666,631	-977	I						ofit Market Housing Affordable Housi	ing	17.50% 17.50%			268,734 69,774		Post CIL s106 CIL	2,000		30,000 0 30,000					
SIDUAL CASH FLOW FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
ITS Started rket Housing			7	8	0	0	716,625	819,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rket Housing ared Ownership ordable Rent				0	0	0	60,527 125,538	69,174 143,472	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
dable Rent al Rent It and Subsidy				0	0	0	125,538 0 0	143,472 0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	902,690	1,031,646	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENDITURE p Duty ments etc.	0 0																							
ls Acquisition	-8,271 6,930																							
ing Fee lects	36,835 4,604		36,835 4,604																					
ng Consultants Professional	9,209 32,231		9,209 32,231																					
Professional Cost - BCIS Base	UE,EU1	0	256,207	549,014	549,014	292,808	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base CIL ngency		0	256,207 4,667 12,810	549,014 10,000 27,451	549,014 10,000 27,451	292,808 5,333 14,640	0	0 0 0	0 0	0	0 0 0	0	0 0	0	0	0 0 0	0	0	0	0	0 0	0	0	
ngency mals		0	12,810 12,810	27,451 27,451	27,451 27,451	14,640 14,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees and Valuation	16,000 0																							
s	0	0	0	0	0	0	27,081	30,949	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
5	0	0	0	0	0	0	4,513	5,158	ő	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
S BEFORE LAND INT AND PROFIT	97,538	0	369,373	613,916	613,916	327,422	31,594	36,108	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
esidual Valuation Land	-551,398																							
Interest Market Housing	,	0	0	0	7,941	17,269	22,440	9,710	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2
Affordable Housing																								
Cash Flow Opening Balanc	453,860 0	0	-369,373	-613,916	-621,857	-344,691	848,656	985,829	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance		453,860	84,488	-529,428	-1,151,285	-1,495,976	-647,320	338,509	338,509	338,509	338,509	338,509	338,509	338,509	338,509	338,509	338,509	338,509	338,509	338,509	338,509	338,509	338,509	
H FLOW FOR CIL ADDITIONAL PRO	FIT Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
DME As Above INCOME	0	0	0	0	0	0	902,690	1,031,646	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
ENDITURE	100,000																							
p Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nents etc. s Acquisition	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Fee	6,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ects	36,835 4,604	0	36,835 4,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Consultants Professional	9,209 32,231	0	9,209 32,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base	0	0	256,207	549,014	549,014	292,808	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
NTIAL CIL CIL s106		ļ	-666,631	l	14,000	16,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
igency mals	0	0	12,810 12,810	27,451 27,451	27,451 27,451	14,640 14,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees	16,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ts s	0	0	0	0	0	0	27,081 4,513	30,949 5,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND PROFIT	0 207,309	0	0 -301,925	0 603,916	0 617,916	0 338,088	0 31,594	0 36,108	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
				•																				
CIL calculation Interest		3,110	3,156	0	7,733	17,118	22,446	9,717	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing Affordable Housing																								
Cash Flow	-207,309	-3,110	298,769	-603,916	-625,649	-355,207	848,650	985,822	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance	0								l															

SITE NAME	Site 18	Urban 10]																
NCOME	Av Size	%		-	Price			· <u></u>	DEVELOPMEN	NT COSTS						ī	Planning fee c				Ī	Build Cost	/m2		
	m2		10		£/m2	2 £	m2		LAND			/unit or m2					Planning app fe No dwgs	dwgs				BCIS CfSH	1,208 0	0.009	6
Market Housing	97.6	70%	7		2,050	0 1,400,150	683		1	Land Stamp Duty		-18,648		-186,479			No dwgs under No dwgs over 5	10	462			Energy Design	0		
Shared Ownership	70.0	9%	1		1,435	5 90,405	63		1	Easements etc. Legals Acquisiti		1.50%	-2,797						Total			Acc & Adpt Water	0		
Affordable Rent	70.0	21%	2		1,400	0 205,800	147		PLANNING	3			_,	_,								Small Sites Site Costs	133	09	
Social Rent	70.0	0%	0		1,180	0 0	0		LANG	Planning Fee Architects		4.00%	4,620 53,525				Stamp duty ca	ılc - Residual		-186,479	I	Olle Costs	1,342		
Grant and Subsidy	Shared Ownersh Affordable Rent	nip			(0 0			1	QS / PM Planning Consu		0.50% 1.00%	6,691 13,381				Land payment			-100,479					
SITE AREA - Net SITE AREA - Gross	Social Rent 0.31 0.31		32 32			1,696,355			CONSTRUCTION	Other Professio ON Build Cost - BC		3.50% 1,342							Total	0					
Sales per Quarter Unit Build Time	0 3	Quarters						•		s106 / CIL Contingency Abnormals		5.00%	20,000 59,915 59,915				Stamp duty ca Land payment 125,000	alc - Add Profit	0%	93,750	- 				
Residual Land Value Alternative Use Value		Whole Site -186,479 78,125	-596,733	Per ha GROSS -596,733 250,000		RUN Residual	losing balance =	0	FINANCE	Fees Interest Legal and Valua	tion	6.00%	13,000				250,000 500,000 1,000,000 above	1% 3% 4% 5%	0%						
Uplift Plus /ha	20% a 0 bility Threshold	15,625 0 93,750		50,000 0 300,000		Check on phasing	losing balance =	0	SALES	Agents		3.0% 0.5%	50,891				Pre CIL s106		Total £/ Unit (all) Total		<u>l</u>]	LIT	% GDV 0.00%		J
Additional Profit		-281,259	£/m2 -412]		Co	rrect	I	Developers Pro	Legals Misc.			C			l I	Post CIL s106 CIL	2,000	£/ Unit (all) £/m2	20,000			0.00%		<u>. 1</u>
										Market Housing Affordable Hou	sing	17.50% 17.50%			245,026 51,836	_			Total		1				
RESIDUAL CASH FLOW	FUK INTEKEST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started				3	3	4 0	0	420,045	420.045	560.060	0	0	0	0	0	0	0	1 0	0	0	0	0	0	0	0
Market Housing Shared Ownership Affordable Rent					0	0	0	420,045 27,122 61,740	420,045 27,122 61,740	560,060 36,162 82,320	0	0	0	0 0	0	0	0	0 0	0	0	0	0 0	0	0	0
Social Rent					0	0	0	61,740 0	61,740 0 0	82,320 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	!	0	0	0	0	0	0	0 508,907	0 508,907	0 678,542	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty Easements etc.		0 0 2 707																							
Legals Acquisition		-2,797																							
Planning Fee Architects		4,620 26,763		26,763																					
QS Planning Consultants		3,345 6,691		3,345 6,691																					
Other Professional		23,417		23,417																					
Build Cost - BCIS Base s106/CIL			0	119,830 2,000	239,660 4,000	399,433 6,667	279,603 4,667	159,773 2,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	5,991 5,991	11,983 11,983	19,972 19,972	13,980 13,980	7,989 7,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		13,000	v	0,001	11,000	10,072	10,000	7,000	Ü			J	J		Ü	ŭ	Ü		Ü		ŭ		Ü	ŭ	J
Agents		0	0	0	0	0	0	15,267	15,267	20,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	2,545	2,545	3,393	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND	INT AND PROFIT	75,039	0	194,029	267,626	446,043	312,230	196,229	17,812	23,749	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	-186,479																							
	Interest Market Housing Ifordable Housing		0	0	1,239	5,272	12,042	16,906	12,469	5,290	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 245,026 51,836
	Cash Flow Opening Balanc	111,440 0	0	-194,029	-268,865	-451,315	-324,272	295,772	478,626	649,503	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-296,862
	Closing Balance	111,440	111,440	-82,588	-351,453	-802,768	-1,127,039	-831,267	-352,641	296,862	296,862	296,862	296,862	296,862	296,862	296,862	296,862	296,862	296,862	296,862	296,862	296,862	296,862	296,862	0
CASH FLOW FOR CIL A	DDITIONAL PRO	FIT	Year 1				Year 2				Year 3	:			Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		0	0	0	0	0	0	508,907	508,907	678,542	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		93,750																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		4,620	0	0	0	0	0	0	0	0	0	0	n	,	0	0	0	0	0	0	0	0	0	0	0
Architects		26,763	0	26,763	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		3,345 6,691	0	3,345 6,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		23,417	0	23,417	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0	0	119,830 -281,259	239,660	399,433	279,603	159,773	0	0	0	0	0	I 0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	5,991	11,983	6,000 19,972	6,000 13,980	8,000 7,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	5,991	11,983	19,972	13,980	7,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		13,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	15,267	15,267	20,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.		0	0	0	0	0	0	2,545	2,545	3,393	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND	INT AND PROFIT	Ū	0	-89,230	263,626	445,376	0 313,563	201,562	0 17,812	23,749	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation	Interest		2,595	2,634	1,335	5,309	12,070	16,954	12,598	5,421	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Af	Market Housing fordable Housing																								236,154 51,836
	Cash Flow Opening Balance	-172,992 0	-2,595	86,596	-264,961	-450,686	-325,633	290,390	478,497	649,372	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-287,990
	Closing Balance	-172,992	-175,587	-88,990	-353,951	-804,637	-1,130,269	-839,879	-361,383	287,990	287,990	287,990	287,990	287,990	287,990	287,990	287,990	287,990	287,990	287,990	287,990	287,990	287,990	287,990	0

SITE NAME	Site 19	Urban 8																							
NCOME	Av Size m2	%	Numbe		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca		rate		Ī	Build Cost BCIS	/m2 1,208		
Market Housing	98.8	70%		6	2,050	1,133,650	553		LAND	Land		/unit or m2 -22,701		-181,604			No dwgs No dwgs under	8	462			CfSH Energy	0	0.00%	
Shared Ownership	98.8	9%	,	1	1,435	102,029	71			Stamp Duty Easements etc.			0				No dwgs over 5	. 0	138 Total			Design Acc & Adpt	0		
Affordable Rent	98.8	21%		2	1,400	232,260	166		PLANNING	Legals Acquisiti	ion	1.50%	-2,724	-2,724								Water Small Sites Site Costs	1 0 133	0% 11%	
Social Rent	98.8	0%	(0	1,180	0	0		PLANNING	Planning Fee Architects		4.00%	3,696 47,284				Stamp duty ca Land payment	lc - Residual		-181,604		Site Costs	1,342		
Grant and Subsidy	Shared Owners Affordable Rent Social Rent				0 0 0	0				QS / PM Planning Consu Other Professio		0.50% 1.00% 3.50%	5,910 11,821 41,373				Lais payment			101,004					
SITE AREA - Net SITE AREA - Gross	0.18 0.18			5 /ha 5 /ha		1,467,939	790		CONSTRUCTI	Build Cost - BC s106 / CIL	IS Based	1,342	1,060,085 16,000)			Stomp duty on	lo Add Profit	Total	0	ļ ī				
Sales per Quarter Unit Build Time	0 3	Quarters Whole Site	Per ha NFT	Per ha GROSS		RUN Residual	MACRO ctrl+r losing balance =	0	FINANCE	Contingency Abnormals		5.00%	53,004 53,004 9,000	1,182,094			Stamp duty ca Land payment 125,000 250,000 500,000	0% 1% 3%	0%						
Residual Land Value Alternative Use Value Uplift	20%	-181,604 44,444 8,889		3 -1,021,523 250,000 50,000		RUN CIL MACE				Interest Legal and Valua	ation	6.00%	0				1,000,000 above	4% 5%	0%						
Plus /	/ha 0 /iability Threshold	53,333	0/0	300,000		Check on phasing cor	dwgs nos rect]	SALES	Agents Legals		3.0% 0.5%	7,340)	4 450 000		Pre CIL s106	2,000	£/ Unit (all) Total	16,000		LIT	% GDV 0.00%	0	
Additional Profit		-247,688	£/m2 -448	8					Developers Pr	Misc. ofit Market Housing	g	17.50%	0	51,378	1,168,228		Post CIL s106 CIL	2,000		0					
RESIDUAL CASH FLO	OW FOR INTEREST		Year 1				Year 2			Affordable Hou	Year 3				58,500 Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3 2	Q4 2	Q1	Q2 2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				2	0	0 0	0 0	283,413 25,507	283,413 25,507	283,413 25,507	283,413 25,507	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	58,065 0	58,065 0	58,065 0	58,065 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOM	ME	0	0	0	0	0	0	0 366,985	0 366,985	0 366,985	0 366,985	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE				-					-	,,,,,							-							-	
Stamp Duty Easements etc.		0																							
Legals Acquisition		-2,724																							
Planning Fee Architects		3,696 23,642		23,642																					
QS Planning Consultants Other Professional		2,955 5,910 20,687		2,955 5,910 20,687																					
Build Cost - BCIS Base s106/CIL	•		0	88,340 1,333	176,681 2,667	265,021 4,000	265,021 4,000	176,681 2,667	88,340 1,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	4,417 4,417	8,834 8,834	13,251 13,251	13,251 13,251	8,834 8,834	4,417 4,417	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		9,000																							
Agents Legals		0	0	0	0	0	0	11,010 1,835	11,010 1,835	11,010 1,835	11,010 1,835	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ID INT AND PROFI	63,166	0	0 151,702	197,016	295,523	295,523	209,860	111,352	12,844	12,844	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land Interest Market Housing Affordable Housing	-181,604	0	0	499	3,462	7,946	12,499	10,329	6,650	1,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0 198,389 58,500
	Cash Flow	118,438	0	-151,702	-197,515	-298,985	-303,470	144,626	245,303	347,491	352,703	0	0	0	0	0	0	0	0	0	0	0	0	0	-256,889
	Opening Balance Closing Balance		118,438	-33,264	-230,779	-529,764	-833,234	-688,608	-443,304	-95,814	256,889	256,889	256,889	256,889	256,889	256,889	256,889	256,889	256,889	256,889	256,889	256,889	256,889	256,889	0
CASH FLOW FOR CIL	. ADDITIONAL PRO	DFIT	Year	1			Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOL		0	0	0	0	0	0	366,985	366,985	366,985	366,985	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		53,333																							
Stamp Duty Easements etc. Legals Acquisition		0 0 800	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects		3,696 23,642	0	0 23,642	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		2,955 5,910	0	2,955 5,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		20,687	0	20,687	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0	0	88,340 -123,844	176,681 -123,844	265,021	265,021	176,681	88,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	4,417	8,834	4,000 13,251	4,000 13,251	4,000 8,834	4,000 4,417	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	4,417 4,417	8,834 8,834	13,251 13,251	13,251 13,251	8,834 8,834	4,417 4,417	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		9,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.		0	0	0 0 0	0	0	0	11,010 1,835 0	11,010 1,835 0	11,010 1,835 0	11,010 1,835 0	0 0 0	0	0 0	0	0	0	0	0	0	0 0	0 0	0	0 0 0	0 0 0
COSTS BEFORE LAN	ID INT AND PROFI	120,024	0	26,525	70,505	295,523	0 295,523	0 211,193	0 114,019	12,844	0 12,844	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation	Interest		1,800	1,827	2,253	3,344	7,827	12,377	10,226	6,585	1,372	0	0	0	0	0	0	0	0	0	0	0	0	0	0 202,825
	Market Housing Affordable Housing																								202,825 58,500
	Cash Flow Opening Balance	0	-1,800	-28,352	-72,758	-298,867	-303,350	143,414	242,740	347,555	352,769	0	0	0	0	0	0	0	0	0	0	0	0	0	-261,326
l	Closing Balance		-121,824	-150,176	-222,934	-521,801	-825,152	-681,738	-438,998	-91,443	261,326	261,326	261,326	261,326	261,326	261,326	261,326	261,326	261,326	261,326	261,326	261,326	261,326	261,326	0

March Marc	COME Av Size	%	Number		Price		GIA		DEVELOPMEN	IT COSTS							Planning fee ca					Build Cost	/m2		
March Marc	m2		8		£/m2		m2			Lord			Total	050.000				8					1,483	0.009	%
March Marc										Stamp Duty		-32,285							138	0		Design	0		
The column Column											1	1.50%							Total	3,090	ı	Water	1	09	96
March Marc							0			Planning Fee			3.696				Stamp duty ca	lc - Residual							
This can be a										Architects			38,321							-258,283			.,		
March Marc	Affordable Rent Social Rent		35	/ha	0	0	520			Planning Consulta Other Professiona		1.00%	9,580												
Martin M	AREA - Gross 0.23					1,040,030	320			Build Cost - BCIS s106 / CIL Contingency	Based		16,000 42,820					lc - Add Profit	Total						
Control Cont	Build Time 3	Whole Site							FINANCE								125,000 250,000 500,000	1% 3%	0%						
Part Part	native Use Value t 20%	57,143 11,429	-1,129,987	250,000 50,000							on	6.00%	0	9,000					0%						_
Marie Mari		£		300,000						Legals			5,228		831,389				Total			LIT			0
Column										Market Housing	ng								£/m2	0					
The control of the co	SIDUAL CASH FLOW FOR INTEREST			Q3	Q4	Q1			Q4	Q1			Q4	Q1		Q3	Q4	Q1			Q4	Q1		Q3	
SCHOOL 1 2 3 3 3 3 3 3 3 3 3	TS Started ket Housing			4	0																				
STATE OF THE PARTY	ed Ownership dable Rent				0	0	0	36,855 76,440	36,855 76,440	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
March	al Rent t and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
THE TIME IN THE TI	NDITURE D Duty	0	0	0	0	0	0	522,795	522,795	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
STATE OF STA	Is Acquisition	-3,874																							
Second S		19,161																							
THE CASE NAME AND ASSOCIATION		4,790		4,790																					
STATES ST	Cost - BCIS Base																								
THE PROPERTY OF THE PROPERTY O	ngency rmals		0	7,137	14,273	14,273	7,137	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
THE COLVE MAN OF ACT OF																									
Processed Marketon Process	its Is																								
Marie Mari			0	202,783	319,344	319,344					0	0			0		0	0	0	0			0		
All All	Interest	-258,283	0	0	0	4,737	9,598	12,137	4,752	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Company Stands Comp																									3
ME AS ASSOCIATION OF THE PROPERTY OF THE PROPE	Opening Balance	0																							-1
Marcin M	H FLOW FOR CIL ADDITIONAL PRO			Q3	Q4	Q1			Q4	Q1			Q4	Q1		Q3	Q4	Q1			Q4	Q1		Q3	
9	OME As Above INCOME	0			0	0	0		522,795	0			0	0			0	0			0				
memers exc. 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		68,571																							
pring Fee 1,1,161 0 19,161 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Intercental Market Housing Affords 18,786	ning Fee	19,161	0	19,161	0	0	0	0	0	0		0	0	0	0		0		0		0	0	-	0	
Cost- BCIS Base 0 0 142,732 285,464 142,732 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		4,790	0	4,790	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
STIAL CIL STIA											0	0						0	0						
ngency 0 0 7,137 14,273 14,273 7,137 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ENTIAL CIL	·	ا ٽ		250,404						0	0						0	0						
and Valuation 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ngency					14,273	7,137	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	0	
Is a 0 0 0 0 0 0 15,884 15,884 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0											0	0				-		1	0	-			-		
0	ts	0	0	0	0	0	0	15,684	15,684	0			0	0	0	0	0	0		0	0	0	0	0	
Interest 1,881 1,909 0 4,601 9,500 12,118 4,732 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	i.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Housing Cash Flow -125,407 -1,881 134,570 -314,010 -326,611 -174,505 492,379 499,765 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Interest		1,881	1,909	0	4,601	9,500	12,118	4,732	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance 0																									

COME Av Size		Number		Price		GIA		DEVELOPMEN	NT COSTS							Planning fee ca	alc				7	Build Cost	/m2		
m2		5		£/m2				LAND			/unit or m2	Total				Planning app fer No dwgs	5			rate		BCIS CfSH	1,208 0	0.00	1%
ket Housing 87.0		5		2,050					Land Stamp Duty		-8,946	0				No dwgs under No dwgs over 50	5	138	3 0		D	Energy Design	0		
ed Ownership 87.0		0		1,435					Easements etc. Legals Acquisition	on	1.50%	-671						Total	2,310	Total	0	Acc & Adpt Water	0		
lable Rent 87.0		0		1,400				PLANNING														Small Sites Site Costs	0 133	0 11	1%
I Rent 87.0		0		1,180					Planning Fee Architects		4.00%	2,310 26,084				Stamp duty cal Land payment	lc - Residual		-44,731		1		1,342		
t and Subsidy Shared Owners Affordable Rent Social Rent				0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	6,521													
E AREA - Net 0.16 E AREA - Gross 0.16		32 32			891,750	435			ON Build Cost - BCI: s106 / CIL Contingency	S Based	1,342 5.00%	10,000				Stamp duty cal	a Add Profit	Total	I 0	Total	<u> </u>				
s per Quarter 0 Build Time 3	Quarters Whole Site	2 NET	Per ha GROSS		RUN Residual		_	FINANCE	Abnormals		O.∪∪.∞	29,186 29,186 7,000	652,090			Stamp duty cal Land payment 125,000 250,000 500,000	0% 1% 3%	0%		0% 0% 0%	5				
idual Land Value mative Use Value it 20%	-44,731 39,063 7,813	-286,279	-286,279 250,000 50,000		RUN CIL MACE	RO ctrl+l losing balance =	0	241 50	Fees Interest Legal and Valuat	tion	6.00%	7,000				1,000,000 above	3% 4% 5%	0% 0%		0%	D.				
Plus /ha 0 Viability Threshold	1	E/m2	300,000		Check on phasing cor	dwgs nos rect		SALES	Agents Legals Misc.		3.0% 0.5%			705,897		Pre CIL s106		£/ Unit (all) Total	10,000		_	LIT	% GDV 0.00%		0
litional Profit	-69,462							Developers Pr			17.50% 17.50%			156,056		Post CIL s106 CIL	2,000	£/m2	0		o				
SIDUAL CASH FLOW FOR INTEREST	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3		Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Year 5 Q2	Q4	Q1	Year 6 Q2	Q3	
DME 'S Started			1	2	2			-== 700																	
ket Housing red Ownership				0	0	0	178,350	356,700	356,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rdable Rent al Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
t and Subsidy INCOME	0	0	0	0 0	0	0	0 178,350	0 356,700	0 356,700	0	0	0 0	0	0 0	0 0	0	0 0	0 0	0	-	0 0	0	0	0	
ENDITURE np Duty ements etc.	0																								
s Acquisition	-671																								
ning Fee tects	2,310 13,042		13,042																						
ing Consultants	1,630 3,260		1,630 3,260																						
ng Consultants Professional	3,260 11,412		3,260 11,412																						
Cost - BCIS Base		0	38,915 667	116,744 2,000	194,573 3,333	155,658 2,667	77,829 1,333	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	
VCIL ingency ormals		0	1,946 1,946	5,837 5,837	9,729 9,729	7,783 7,783	1,333 3,891 3,891	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	7.000	U	1,946	5,837	9,729	7,783	3,891	U	U	U	U	U	U	U	U	U	U	U	U	0	U	U	U	U	
nce Fees I and Valuation	7,000 0																								
nts	0	0	0	0	0	0	5,351 892	10,701 1,784	10,701 1,784	0	0	0	0	0	0	0	0	0	0		0	0	0	0	
als :. STS BEFORE LAND INT AND PROFIT			0			472 201											0						0		
IS BEFORE LAND IN I AND FROM	37,983	0	72,817	130,418	217,363	173,891	93,188	12,485	12,485	0	0	0	0	0	0	0	U	0	0	U	0	0	U	0	
Residual Valuation Land	-44,731	_		***						_	_	_		_	_	_			_	_				_	
Interest Market Housing		0	0	991	2,962	6,267	8,969	7,827	2,781	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Housing	2.749	^	70.047	**** 400	200 225	120.450	70 400	200 200	244 425	^	^	^		^	_	^	_	^	^	_	2		^	^	
Cash Flow Opening Balance		0	-72,817	-131,409	-220,325	-180,158	76,193	336,389	341,435	0	0	0	0	0	0	0	0	0	0		0	0	0	0	
Closing Balance	6,748	6,748	-66,069	-197,478	-417,803	-597,961	-521,768	-185,379	156,056	156,056	156,056	156,056	156,056	156,056	156,056	156,056	156,056	156,056	156,056	56,056	156,056	156,056	156,056	156,056	
H FLOW FOR CIL ADDITIONAL PRO	OFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	i Q3	Year 5	Q4	Q1	Year 6 Q2	Q3	
DME As Above INCOME	0	0	0	0	0	0	178,350	356,700	356,700	0	0	0	0	0	0	0	0	0	0		0	0	0	0	
ENDITURE	-	-		-	-			V,-	0.00,000	-		-	-	-	-	-	-		-					-	
i	46,875																								
p Duty ments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	
s Acquisition	703	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Fee tects	2,310 13,042	0	0 13,042	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Consultants	1,630 3,260	0	1,630 3,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional	11,412	0	11,412	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	
Cost - BCIS Base ENTIAL CIL	0	0	38,915 -69,462	116,744	194,573	155,658	77,829	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	
CIL s106 ngency	0	0	1,946	5,837	2,000 9,729	4,000 7,783	4,000 3,891	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	
rmals	0	0	1,946	5,837	9,729	7,783	3,891	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees and Valuation	7,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	
ıts	0	0	0	0	0	0	5,351	10,701	10,701	0	0	0	0	0	0	0	0	0	0		0	0	0	0	
s	0	0	0	0	0	0	892 0	1,784 0	1,784 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND PROFIT	86,232	0	2,688	128,418	216,030	175,224	95,854	12,485	12,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL calculation Interest Market Housing		1,293	1,313	1,373	3,320	6,610	9,338	8,240	3,201	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Housing Cash Flow	-86,232	-1,293	-4,001	-129,791	-219,350	-181,834	73,158	335,975	341,015	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
Opening Balance	0			-221,317	-440,667	-622,501	-549,343	-213,367	127,648	127,648	127,648	127,648	127,648	127,648	127,648	127,648	127,648	127,648	127,648		127,648	127,648	127,648		

SITE NAME Site 22	Urban 3							7																
INCOME Av Size		Number		Price	GDV	GIA		DEVELOPMEN	T COSTS							Planning fee ca	de				Build Cost	/m2	I	
INCOME AV SIZE		Number 3		£/m2				LAND	II CUSIS		/unit or m2	Total				Planning fee ca Planning app fee No dwgs		rate			BCIS CfSH	/m2 1,208 0	0.00%	1
Market Housing 121.	.3 100%	3		2,050	746,200	364		LAND	Land Stamp Duty		-11,383	0	-34,149			No dwgs under No dwgs over 50	3	462 138	1,386		Energy Design	0	0.00%	,
Shared Ownership 121.	.3 0%	0		1,435	0	0			Easements etc. Legals Acquisition	n	1.50%	-512						Total	1,386		Acc & Adpt Water	0		
Affordable Rent 121.	.3 0%	0		1,400	0	0		PLANNING	5												Small Sites Site Costs	0	0% 11%	
Social Rent 121.	.3 0%	0		1,180	0	0			Planning Fee Architects		4.00%	1,386 21,732				Stamp duty cal Land payment	c - Residual		-34,149			1,342		
Grant and Subsidy Shared Owner Affordable Rer Social Rent				0 0 0	0				QS / PM Planning Consult Other Profession		0.50% 1.00% 3.50%	2,716 5,433 19,015												
	09 ha 09 ha	32 32			746,200	364		CONSTRUCTI	ON Build Cost - BCIS s106 / CIL	S Based	1,342	488,444 6,000						Total	0					
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual I	MACRO atrice		FINANCE	Contingency Abnormals		5.00%	24,422 24,422				Stamp duty cal Land payment 125,000 250,000	c - Add Profit 0% 1%	0% 0%	28,125					
Residual Land Value	Whole Site -34,149		Per ha GROSS -364,255			osing balance =	0		Fees Interest		6.00%	6,000				500,000	3% 4%	0%						
Alternative Use Value Uplift 20%	23,438 4,688		250,000 50,000		RUN CIL MACE	O ctrl+l osing balance =	0		Legal and Valuati	ion		0	6,000			above	5%	0% Total	0					
Plus /ha 0 Viability Threshole	0 Id 28,125		300,000	1	Check on phasing of	dwgs nos		SALES	Agents		3.0%	22,386				Pre CIL s106	2,000	£/ Unit (all)			LIT	% GDV		T
Additional Profit	-43,298	£/m2 -119			cor	rect			Legals Misc.		0.5%	3,731 0		591,027		Post CIL s106	2,000	£/ Unit (all)	6,000			0.00%	C	<u>)</u>
								Developers Pr	ofit Market Housing Affordable Housi		17.50% 17.50%			130,585 0		CIL	0	£/m2 Total	6, 000					
RESIDUAL CASH FLOW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started			1	1	1		040.700	040 700	040 700			•			•					•		•	•	
Market Housing Shared Ownership Affordable Rent				0 0 0	0 0	0	248,733 0 0	248,733 0 0	248,733 0 0	0 0 0	0	0	0 0	0	0 0 0	0 0 0	0 0	0	0	0 0	0 0	0 0 0	0	0 0 0
Social Rent Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	248,733	248,733	248,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.	0																							
Legals Acquisition Planning Fee	-512 1,386																							
Architects QS	10,866 1,358		10,866 1,358																					
Planning Consultants Other Professional	2,716 9,508		2,716 9,508																					
Build Cost - BCIS Base		0	54,272	108,543	162,815	108,543	54,272	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	667 2,714	1,333 5,427	2,000 8,141	1,333 5,427	667 2,714	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,714	5,427	8,141	5,427	2,714	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	6,000																							
Agents Legals	0	0	0	0	0	0	7,462 1,244	7,462 1,244	7,462 1,244	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROF		0	0 84,813	120,731	181,096	120,731	69,071	8,706	8,706	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land Interest Market Housing	st ng	0	0	1,230	3,059	5,822	7,720	5,141	1,617	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 130,585
Affordable Housing	2,827	0	-84,813	-121,961	-184,155	-126,552	171,942	234,887	238,410	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-130,585
Opening Balan Closing Baland	nc 0	2,827	-81,986	-203,947	-388,102	-514,655	-342,712	-107,825	130,585	130,585	130,585	130,585	130,585	130,585	130,585	130,585	130,585	130,585	130,585	130,585	130,585	130,585	130,585	0
		•			•																			
CASH FLOW FOR CIL ADDITIONAL PR	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As Above INCOME	0	0	0	0	0	0	248,733	248,733	248,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	28,125																							
Stamp Duty Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	422	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	1,386 10,866	0	0 10,866	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants	1,358 2,716	0	1,358 2,716	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	9,508	0	9,508	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	54,272 -43,298	108,543	162,815	108,543	54,272	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	2,714	5,427	2,000 8,141	2,000 5,427	2,000 2,714	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,714	5,427	8,141	5,427	2,714	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	6,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	0				1	0	7,462	7,462	7,462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation Agents	0	0	0	0	0				4 244		0													^
Finance Fees Legal and Valuation Agents Legals Misc.	0 0 0	0	0	0	0	0	1,244 0	1,244 0	1,244 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation Agents Legals	0 0 0	0	0	0		0	1,244	1,244			0 0								0 0				0	
Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND INT AND PROF	0 0 0 0 0 	0 0 0	0 0 40,848	0 0 119,398	0 0 181,096	0 0 121,398	1,244 0 70,404	1,244 0 8,706	0 8,706	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0
Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND INT AND PROF	0 0 0 0 FTI 60,381	0	0	0	0	0	1,244 0	1,244 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0
Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND INT AND PROF For CIL calculation Interes Market Housin	0 0 0 0 60,381	0 0 0	0 0 40,848	0 0 119,398	0 0 181,096	0 0 121,398	1,244 0 70,404	1,244 0 8,706	0 8,706	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0 0	0 0 0

INCOME	Site 23 Av Size	%	Number	,	Price			1	DEVELOPMEN	NT COSTS					1		Planning fee ca					Build Cost	/m2		
	m2		1		£/m:				LAND			/unit or m2	Total				Planning app fer No dwgs		rate			BCIS CfSH	1,208	0.00	%
Market Housing	135.0	100%	1		2,05		135			Land Stamp Duty		-12,703	0	-12,703			No dwgs under No dwgs over 50	1 0		0		Energy Design	0		
Shared Ownership	135.0	0%	0		1,43					Easements etc. Legals Acquisition	on	1.50%	-191						Total	462		Acc & Adpt Water	0		
Affordable Rent	135.0	0%	0		1,40				PLANNING	Diseasing Fee			400				C	la Basidasi				Small Sites Site Costs	133	11	% %
Social Rent Grant and Subsidy	135.0 Shared Ownersh	0% nin	0		1,18					Planning Fee Architects QS / PM		4.00% 0.50%					Stamp duty cal Land payment	ic - Kesidual		-12,703			1,342	J	
SITE AREA - Net	Affordable Rent Social Rent		20	ho		0 0			CONSTRUCTI	Planning Consul Other Profession		1.00% 3.50%	2,013	3											
SITE AREA - Gross	0.03		30 30			276,750	135]	CONSTRUCTI	Build Cost - BCI: s106 / CIL Contingency	S Based	1,342 5.00%	2,000 9,058) }			Stamp duty cal	lc - Add Profit	Total	10,000					
Sales per Quarter Unit Build Time	0 3	Quarters Whole Site		Per ha GROSS	ı	RUN Residual	MACRO ctrl+r losing balance =	0	FINANCE	Abnormals			9,058 2,000				Land payment 125,000 250,000 500,000	0% 1% 3%	0% 0%	.,,					
Residual Land Value Alternative Use Value Uplift Plus /		-12,703 8,333 1,667 0	-381,090	250,000 50,000 0			losing balance =	0	SALES	Interest Legal and Valuat	tion	6.00%	C				1,000,000 above	4% 5%	0% Total			l er	ev opv		-
Additional Profit	iability Threshold	10,000 -15,355	£/m2 -114	300,000		Check on phasing cor	rect			Agents Legals Misc.		3.0% 0.5%			218,638		Pre CIL s106	2,000		2,000		П	% GDV 0.00%		0
									Developers Pr	Market Housing Affordable Hous	sing	17.50% 17.50%			48,431 0		CIL	0	Total						
INCOME UNITS Started	W FOR INTEREST	Q1	Year 1 Q2	Q3 1	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
Market Housing Shared Ownership Affordable Rent					0 0 0	0	0	276,750 0	0	0	0	0 0 0	0 0 0	0 0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy					0 0 0	0 0	0	0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0	0 0 0	0 0 0	0	0	0	0 0	0 0 0	0	0
Grant and Subsidy INCON	IE	0	0	0	0	0	0	276,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		0 0 -191																							
Planning Fee		462																							
Architects QS		4,025 503		4,025 503																					
Planning Consultants Other Professional		1,006 3,522		1,006 3,522																					
Build Cost - BCIS Base s106/CIL			0	60,385 667	60,385 667	60,385 667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals Finance Fees		2,000	0	3,019 3,019	3,019 3,019	3,019 3,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	8,303 1,384	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	D INT AND PROFIT	11,329	0	0 76,147	67,090	67,090	0	9,686	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land Interest	-12,703	0	0	1,122	2,145	3,183	3,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Market Housing Affordable Housing Cash Flow	1,374	0	-76,147	-68,211	-69,234	-3,183	263,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	48,43 0 -48,43
	Opening Balance Closing Balance	0 1,374	1,374	-74,772	-142,984	-212,218	-215,401	48,431	48,431	48,431	48,431	48,431	48,431	48,431	48,431	48,431	48,431	48,431	48,431	48,431	48,431	48,431	48,431	48,431	0
CASH FLOW FOR CIL	ADDITIONAL PROI		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
NCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
EXPENDITURE Land	IE.	10,000	0	0	0	0	0	276,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc. Legals Acquisition		0 0 150	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0
Planning Fee Architects QS		462 4,025 503	0 0 0	0 4,025 503	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0	0 0
Planning Consultants Other Professional		1,006 3,522	0	1,006 3,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	60,385	60,385	60,385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		_		-15,355		2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	3,019 3,019	3,019 3,019	3,019 3,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	8,303	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LANI	D INT AND POOR	0 0 21 669	0	0 0 60,125	0 0 66,423	0 0 68,423	0 0	1,384 0 9,686	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0
For CIL calculation	Interest	21,009	325	330	1,237	2,252	3,312	3,361	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Market Housing Affordable Housing Cash Flow	-21,669	-325	-60,455	-67,660	-70,675	-3,312	263,702	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	39,60 0
	Opening Balance Closing Balance	0	-325	-82,449	-150,109	-220,783	-3,312	39,607	39,607	39,607	39,607	39,607	39,607	39,607	39,607	39,607	39,607	39,607	39,607	39,607	39,607	39,607	39,607	39,607	-39,60

SITE NAME	Site 24 PR	25 25							1																
INCOME	Av Size	%	Number		Price	e GDV	GIA	 I	DEVELOPMEN	NT COSTS							Planning fee ca	alc			1	Build Cost	/m2	1	
	m2	,,	25		£/m2				LAND	000.0		/unit or m2	Total				Planning app fee No dwgs)		BCIS CfSH	1,483	0.00%	%
Market Housing	58.0	70%	18		1,750	1,776,250	1,015	ĺ		Land Stamp Duty		-36,882	0	-922,062			No dwgs under No dwgs over 50	25	462			Energy Design	0	1	
Shared Ownership	52.6	0%	0		0					Easements etc. Legals Acquisition		1.50%	0 -13,831	-13,831					Total	11,550		Acc & Adpt Water	0		
Affordable Rent	52.6	30%	8		1,400				PLANNING												7	Small Sites Site Costs	74		
Social Rent	52.6	0%	0		0					Planning Fee Architects QS / PM		4.00%	11,550 98,620				Stamp duty call Land payment	.c - Residual		-922,062			1,558		
Affo	ared Ownership fordable Rent icial Rent				0	0)	ĺ		Planning Consul Other Profession		0.50% 1.00% 3.50%	12,328 24,655 86,293												
SITE AREA - Net	0.45 ha		55	/ha	Ü	2,328,550		ĺ	CONSTRUCTION			0.00%	00,200	200,440											
SITE AREA - Gross	0.51 ha		50	/ha				ł		Build Cost - BCI: s106 / CIL	S Based	1,558	2,195,916 50,000				L		Total	0					
Sales per Quarter	0									Contingency Abnormals		5.00%	109,796 109,796				Stamp duty cale Land payment			151,515					
Unit Build Time		arters				RUN Residual I			FINANCE	_							125,000 250,000	0% 1%	0%	6					
Residual Land Value Alternative Use Value	,	Whole Site F -922,062 126,263	Per ha NET F -2,028,536	-1,825,683 250,000		RUN CIL MACE	Closing balance =	U		Fees Interest Legal and Valuat	ation	6.00%	15,000				500,000 1,000,000 above	3% 4% 5%	0%	6					
Uplift Plus /ha	20%	25,253		50,000			Closing balance =	0	SALES	Legal and valual	ion		Ü	15,000			above	576	Total						
	y Threshold	151,515		300,000	l	Check on phasing o	dwgs nos			Agents Legals		3.0% 0.5%	69,857 11,643				Pre CIL s106		£/ Unit (all) Total	50,000]	LIT	% GDV 0.00%		0
Additional Profit		£/r -1,108,610	m2 -1,092						<u> </u>	Misc.			0		1,859,560		Post CIL s106	2,000			_				
									Developers Pro	rofit Market Housing	š	17.50%			310,844		CIL	0	£/m2 Total	0					
										Affordable Hous	_	17.50%			96,653										
RESIDUAL CASH FLOW FOR	R INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started				5	10	10		255.050	740.500	740 500											^				
Market Housing Shared Ownership Affordable Rent					0 0 0	0 0	0 0 0	355,250 0 110,460	710,500 0 220,920	710,500 0 220,920	0 0 0	0 0 0	0 0 0	0 0	0	0	0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0
Social Rent Grant and Subsidy					0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	465,710	931,420	931,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty		0												ı											
Easements etc. Legals Acquisition		0 -13,831												ı											
Planning Fee Architects		11,550 49,310		49,310										l											
QS Planning Consultants		49,310 6,164 12,328		49,310 6,164 12,328										l											
Other Professional		43,146		43,146										ı											
Build Cost - BCIS Base s106/CIL			0	146,394 3,333	439,183 10,000	731,972 16,667	585,578 13,333	292,789 6,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	7,320 7,320	21,959 21,959	36,599 36,599	29,279 29,279	14,639 14,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		15,000												ı											
Legal and Valuation		0	0		_	0	0	13.971	27.943	07.040	•		_		•	•			•						
Agents Legals Misc.		0	0	0	0	0	0	2,329	4,657	27,943 4,657	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT A	AND PROFIT	123,667	0	275,315	493,102	821,836	657,469	345,034	32,600	32,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	-922,062												l											
	Interest irket Housing		0	0	0	0	11,878	21,918	20,437	7,261	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 310,844
1	able Housing																								96,653
Ope	ening Balanc	798,395	0	-275,315	-493,102	-821,836	-669,347	98,758	878,384	891,559	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-407,496
Clo	osing Balance	798,395	798,395	523,080	29,978	-791,858	-1,461,204	-1,362,447	-484,063	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	407,496	0
CASH FLOW FOR CIL ADDIT	TIONAL PROFIT	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME As	Above	0	0	0	0	0	0	465,710	931,420	931,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Land		151,515		_	_		_		_		_	_	_							_	_		_		
Stamp Duty Easements etc.		0 0 2 273	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition Planning Fee		2,273	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		11,550 49,310 6,164	0	49,310 6,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		12,328 43,146	0	12,328 43,146	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	146,394	439,183	731,972	585,578	292,789	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106				-1,108,610		10,000	20,000	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	7,320 7,320	21,959 21,959	36,599 36,599	29,279 29,279	14,639 14,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		15,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	13,971	0 27,943	0 27,943	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.		0	0	0	0	0	0	13,971 2,329 0	27,943 4,657 0	27,943 4,657 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT A	AND PROFIT	291,286	0	-836,629	483,102	815,169	664,135	358,368	32,600	32,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation														l											
Mar	Interest irket Housing		4,369	4,435	0	0	11,426	21,559	20,273	7,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 322,110
	able Housing				J	1				1			,					1				1			96,653
					1								1	· · · · · · · · · · · · · · · · · · ·											
Open	Cash Flow ning Balance	-291,286 0 -291,286	-4,369 -295,655	832,194 536,539	-483,102 53,437	-815,169 -761,732	-675,561 -1,437,294	85,783 -1,351,511	878,548 -472,963	891,726 418,763	0 418,763	0 418,763	0 418,763	0 418,763	0 418,763	0 418,763	0 418,763	0 418,763	0 418,763	0 418,763	0 418,763	0 418,763	0 418,763	0 418,763	-418,763 0

INCOME	Av Size	%	Number		Price			1	DEVELOPMEN	IT COSTS							Planning fee ca					Build Cost	/m2		
	m2		12		£/m2				LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 12				BCIS CfSH	1,350 0	0.009	%
farket Housing	112.0	70%	8		2,530				1	Land Stamp Duty		-1,011	0	-12,126			No dwgs under No dwgs over 50	12 0	138	5,544 0		Energy Design	0		
hared Ownership	93.0	9%	1		1,771					Easements etc. Legals Acquisition	on	1.50%	-182						Total	5,544		Acc & Adpt Water	0		
ffordable Rent	93.0	21%	3		1,400				PLANNING													Small Sites Site Costs	0 149		
ocial Rent	93.0	0%	0		1,180					Planning Fee Architects		4.00%	5,544 79,383				Stamp duty call Land payment	- Residual		-12,126			1,500		
,	Shared Ownership Affordable Rent Social Rent	Þ			(0 0			1	QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	9,923 19,846 69,460	i											
ITE AREA - Net	0.48 h 0.48 h		25 25	/ha /ha		2,886,207	1,276		1	ON Build Cost - BCI s106 / CIL Contingency	S Based	1,500 2.50%	1,912,762 24,000 47,819	1			Stamp duty cal	- Add Profit	Total	0					
ales per Quarter nit Build Time	3 0	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual	MACRO ctrl+r losing balance =	0	FINANCE	Abnormals Fees			22,000				Land payment 125,000 250,000 500,000	0% 1% 3%	0% 0% 0%	144,000					
esidual Land Value Iternative Use Value plift Plus /ha	0% 250,000	-12,126 24,000 0 120,000	-25,263	-25,263 50,000 0 250,000		RUN CIL MACE	RO ctrl+l losing balance =	0	SALES	Interest Legal and Valual	tion	6.00%	0	22,000			1,000,000 above	4% 5%	0% 0% Total	0					
Viabi	lity Threshold	144,000 £ -148,395	/m2 -158	300,000		Check on phasing cor	dwgs nos rect]		Agents Legals Misc.		3.0% 0.5%	86,586 14,431 0		2,279,447		Pre CIL s106 Post CIL s106		£/ Unit (all) Total £/ Unit (all)	24,000		LIT	% GDV 0.00%		0
		,							Developers Pr	ofit Market Housing Affordable Hous		17.50% 17.50%			416,539 88,547		CIL	0		0 24,000					
RESIDUAL CASH FLOW F	OR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
JNITS Started Market Housing Shared Ownership				4	0	0 0	0	793,408 59,293	793,408 59,293	793,408 59,293	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Offordable Rent Social Rent					0	0 0	0	59,293 109,368 0	59,293 109,368 0	59,293 109,368 0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0
rant and Subsidy		0	0	0	0	0	0	962,069	962,069	0 962,069	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
XPENDITURE		•	•	•	•		•	_02,000	302,000	-02,000	•				<u> </u>		ĭ	•	•	•			•		
Stamp Duty Easements etc.		0																							
egals Acquisition		-182																							
lanning Fee rchitects		5,544 39,692		39,692																					
S anning Consultants ther Professional		4,961 9,923 34,730		4,961 9,923 34,730																					
uild Cost - BCIS Base			0	212,529	425,058	637,587	425,058	212,529	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
06/CIL ntingency normals			0 0 0	2,667 5,313 0	5,333 10,626 0	8,000 15,940 0	5,333 10,626 0	2,667 5,313 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0
nance Fees gal and Valuation		22,000 0																							
ents		0	0	0	0	0	0	28,862	28,862	28,862	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gals sc. ISTS BEFORE LAND IN	T AND PROFIT	0	0	0 0 309,815	0 441,018	0 661,527	0 441,018	4,810 254,181	4,810 33,672	4,810 33,672	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
r Residual Valuation	Land Interest	-12,126	1,568	1,592	6,263	12,972	23,089	30,051	19,884	6,256	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Market Housing rdable Housing		1,000	1,002	0,200	12,012	20,000	00,001	10,004	0,200	Ü	Ü	Ü		Ü	Ü		Ü	Ü	· ·	Ü		Ü		416,53 88,54
	Cash Flow	-104,542	-1,568	-311,407	-447,281	-674,499	-464,108	677,837	908,513	922,141	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-505,0
	Opening Balanc Closing Balance	0 -104,542	-106,110	-417,517	-864,798	-1,539,297	-2,003,404	-1,325,568	-417,055	505,086	505,086	505,086	505,086	505,086	505,086	505,086	505,086	505,086	505,086	505,086	505,086	505,086	505,086	505,086	0
ASH FLOW FOR CIL AD	DITIONAL PROF		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
ICOME INCOME	As Above	Q1	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 962,069	Q4 962,069	Q1 962,069	Q2 0	Q3	Q4	Q1	Q2 0	Q3 0	Q4	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 0	Q4
XPENDITURE		0	U	U	U	U	U	302,009	302,009	302,009	U	0	0	0		U	0	U	U	U	U		U	J	0
and		144,000																							
tamp Duty asements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gals Acquisition		2,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
anning Fee chitects		5,544 39,692	0	0 39,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
S anning Consultants		4,961 9,923	0	4,961 9,923	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ner Professional		34,730	0	34,730	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ild Cost - BCIS Base OTENTIAL CIL		0	0	212,529 -148,395	425,058	637,587	425,058	212,529	0	0	0	0	0	I 0	0	0	0	0	0	0	0	0	0	0	0
st CIL s106 ntingency		0	0	5,313	10,626	8,000 15,940	8,000 10,626	8,000 5,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
normals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ance Fees gal and Valuation		22,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gents		0	0	0	0	0	0	28,862 4.810	28,862 4.810	28,862 4.810	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gals isc. DSTS BEFORE LAND IN	T AND PROFIT	0 0 263.010	0	0 0 158,753	0 0 435,685	0 0 661,527	0 0 443,685	4,810 0 259,515	4,810 0 33,672	4,810 0 33,672	0	0 0	0	0	0	0 0	0	0	0	0	0	0	0	0 0	0
	AND PROFIL	200,010	<u> </u>	150,733	403,000	001,321	445,000	200,010	33,012	50,012	<u> </u>	J	J											0	
	Interest Market Housing rdable Housing		3,945	4,004	6,446	13,078	23,197	30,200	20,115	6,490	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 400,68 88,54
Г	Cash Flow	-263,010	-3,945	-162,758	-442,130	-674,605	-466,881	672,354	908,282	921,906	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-489,2
0	pening Balance	0	2,0-10	. 32,100	-971 9/2	3, 4,000	.00,001	,	300,202	32.,000		Ŭ				~	ĭ		~	~	-	I		_	-00,Z

Appendix 12 – Appraisals – Older People's Housing

The pages in this appendix are not numbered.





Sheltered 30% v1 Cover



Older People's

Sheltered 30% v1 Site make up

Total Cost 1 **NET Area** Density erage Unit Size Developed Rate Number Units Density £/m2 Units/ha m2 m2 m2/ha 63 3,750 7,500 1,766.40 Sheltered 60 0.50 120.00 6,624,000

Locality een/ Brown lternative Use

Green

Paddock

0.500



	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	21	50.00	1,050.00	20%	1,472	1,854,720
	2	21	75.00	1,575.00	20%	1,472	2,782,080
Terrace	2	0		0.00			C
	3	0		0.00			C
Semi	2	0		0.00			C
	3	0		0.00			C
Det	3	0		0.00			C
	4	0		0.00			C
	5	0		0.00			C
Flat 1 High*	1	0		0.00	10%		C
Flat 2 High*	2	0		0.00	10%		C
Flat 3 High*	3	0		0.00	10%		C
Affordable							
Flat	1	9	50.00	450.00	20%	1,472	794,880
	2	9	75.00	675.00	20%	1,472	1,192,320
Terrace	2	0		0.00		0	C
	3	0		0.00		0	C
Semi	2	0		0.00		0	C
	3	0		0.00		0	C
Det	3	0		0.00		0	C
	4	0		0.00		0	C
	5	0		0.00		0	
Flat 1 High*	1	0		0.00	10%		С
Flat 2 High*	2	0		0.00			
Flat 3 High*	3	0		0.00	10%	0	C

	Area	Gross	
4,500.00		Net	
1,260.00	_		
1,890.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
540.00			
810.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			

30%

Sheltered 30% v1 For Apps

			Site 1 Sheltered	Site 2 Sheltered	Site 3 Sheltered	Site 4 Sheltered	Site 5 Sheltered	Site 6 Sheltered	Site 7 Sheltered	Site 8 Sheltered	Site 9 Sheltered	Site 10 Sheltered	Site 11 Sheltered	Site 12 Sheltered	Site 13 Sheltered	Site 14 Sheltered	Site 15 Sheltered	Site 16 Sheltered	Site 17 Sheltered	Site 18 Sheltered	Site 19 Sheltered	Site 20 Sheltered	Site 21 Sheltered	Site 22 Sheltered	Site 23 Sheltered	Site 24 Sheltered	Site 25 Sheltered
	Green/brown fie Use Locality	eld	Green Paddock 30%	Green Paddock 0%	Green Paddock 5%	Green Paddock 10%	Green Paddock 15%	Green Paddock 20%	Green Paddock 25%	Green Paddock 30%	Green Paddock 35%	Green Paddock 40%	Green Paddock 45%	Green Paddock 50%	Brown Industrial Base	Brown Industrial 0%	Brown Industrial 5%	Brown Industrial 10%	Brown Industrial 15%	Brown Industrial 20%	Brown Industrial 25%	Brown Industrial 30%	Brown Industrial 35%	Brown Industrial 40%	Brown Industrial 45%	Brown Industrial 50%	Brown Industrial 50%
Site Area Units	Gross Net	ha ha	0.50 0.50 60																								
Average Unit	Size	m2	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50
Mix	Intermediate to I Affordable Rent Social Rent		30.00%	0.00% 0.00% 0.00%	0.00% 5.00% 0.00%	0.00% 10.00% 0.00%	0.00% 15.00% 0.00%	0.00% 20.00% 0.00%	0.00% 25.00% 0.00%	0.00% 30.00% 0.00%	0.00% 35.00% 0.00%	0.00% 40.00% 0.00%	0.00% 45.00% 0.00%	0.00% 50.00%	0.00% 30.00% 0.00%	0.00% 0.00% 0.00%	0.00% 5.00% 0.00%	0.00% 10.00% 0.00%	0.00% 15.00% 0.00%	0.00% 20.00% 0.00%	0.00% 25.00% 0.00%	0.00% 30.00% 0.00%	0.00% 35.00% 0.00%	0.00% 40.00% 0.00%	0.00% 45.00% 0.00%	0.00% 50.00% 0.00%	0.00% 50.00% 0.00%
Price	Market Intermediate to I Affordable Rent Social Rent		2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230	2,850 1,995 1,590 1,230
Grant and Su	bsi Intermediate to I Affordable Rent Social Rent																										
Sales per Qua Unit Build Tin			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative U Up Lift % Additional Up		£/ha % £/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	100,000 20%												
Easements et Legals / Acqu		£ % land	1.5%	0 1.5%																							
Planning Fee	<50 >50	£/unit £/unit	462 138																								
Architects QS / PM Planning Con Other Profess		% % %	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%
BCIS Over Extra		£/m2 %	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766	1,766
Energy Design Acc & Adpt Water Small Sites		£/m2 £/m2 £/m2 £/m2	3.00 15.0 1	3 0 15.0 1																							
Site Costs Pre CIL s106 Post CIL s106		% £/Unit £/Unit	10.0% 500 500																								
LIT Contingency Abnormals		£/m2 % % % £/site	2.50%	0.00 0.00% 2.50%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%	0.00 0.00% 5.00% 5.00%										
FINANCE	Fees Interest Legal and Valuati	£ % ion £	52,000 6.00%	66,000 6.00%	64,000 6.00%	62,000 6.00%	59,000 6.00%	57,000 6.00%	55,000 6.00%	52,000 6.00%	50,000 6.00%	48,000 6.00%	46,000 6.00%	43,000 6.00%	52,000 6.00%	65,000 6.00%	63,000 6.00%	61,000 6.00%	58,000 6.00%	56,000 6.00%	54,000 6.00%	52,000 6.00%	49,000 6.00%	47,000 6.00%	45,000 6.00%	38,000 6.00%	38,000 6.00%
SALES	Agents Legals Misc.	% % £	3.00% 0.50%	3.00% 0.50% 0																							
Developers P	rof % Market DV % Affordable DV		17.50% 6.00%																								



Mathematical Math	E NAME Site 2	Sheltered							_																
The column Column									DEVELOPMEN	NT COSTS									rate						
Column									LAND	Land				-400 386			No dwgs	60		22 100		Over Extra	0	0.00%	%
Column							3,730			Stamp Duty		-0,323	0						138	1,380	o l	Design	0		
Column C	ared Ownership 62.5	0%	0)	1,995	0	0				on	1.50%							Total	24,480	1		15 1		
The content of the	rdable Rent 62.5	0%	0)	1,590	0	0		PLANNING														0 177		
Martin	cial Rent 62.5	0%	0)	1,230	0	0					4 00%						c - Residual		.499 386	Į '				
Column										QS / PM		0.50%	37,858				Cario payment			-433,000					
Control Cont														705,923											
Control Cont	E AREA - Net 0.50	ha	120	0 /ha		10.687.500	3,750		CONSTRUCTI	ON															
Control Cont		ha	120				,			Build Cost - BCI	S Based	1,962							Total	0	1				
Mary Mary			1							Contingency		2.50%	183,941					c - Add Profit			I				
Column		Quarters]							Abnormals			0	7,571,591				0%	0%	125,000	1				
Column		Whole Site	Per ha NET	Per ha GROSS					FINANCE	Fees			66,000												
The column	sidual Land Value	-499,386	-998,773	3 -998,773						Interest	No.	6.00%					1,000,000	4%	0%						
The column The	ift 0%	0		0				0		Legal and valual	tion		U	66,000			above	5%		0	,				
Part						Check on phasing c	lwas nos		SALES	Agents		3.0%	320.625				Pre CIL s106	500	£/ Unit (all)		ī	LIT	% GDV		7
Column C	,				. 1					Legals			53,438		0.040.700					30,000	1	Ľ.		(0
Part	ditional Profit			9									0	374,063	8,210,700		Post CIL s106		£/ Unit (all)	30,000	-T				
The column The									Developers Pr	% Market DV					1,870,313		CIL	0		0 30,000	,				
Column C	SIDUAL CASH FLOW FOR INTEREST	,	Year 1	1			Year 2			% Affordable DV		6.00%			Year 4				Year 5				Year 6		
Tright					Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1			
SCHOOL STATE OF THE STATE OF TH	TS Started			10						800 625	900 00=	800 67E	900.00=	800 635	900 005	ളവ ഔട	900.00=	800 eac	900 005						
STATE OF THE PARTY	red Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
Table Part	al Rent				0	0							0				0		-	-	0			0	
STATE OF THE PROPERTY OF THE P	t and Subsidy	0	0	0				-	0 890,625	_	-	-		-			-	0 890,625	0 890,625	0					
STATE OF THE PROPERTY OF THE P							-	,.==	,		,		,-	.,			,		-,						
Part	p Duty																								
1940 19																									
THE STATE OF THE S		24.480																							
Second S		151,432																							
Com-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1		37,858		37,858																					
CALL MATERIAL PROPERTY CATALOUS AND SAME AND SAM		132,503		132,503																					
Property Property																			-						
The control of the co	tingency		0	10,219	20,438	30,657	30,657	30,657	30,657	20,438	10,219	0	0	0	0	0	0	0	0	0	0	0	0	0	
Part	ormais		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
12 A S																									
THE STATE ALGORING AL		0	0	0	0	0	0	26.719	26.719	26.719	26.719	26.719	26.719	26.719	26.719	26.719	26.719	26.719	26.719	0	0	0	0	0	
The Service Mark Notice 1	ıls			0																					
Normal N		423,711	0	Ū	841,288	1,261,932	1,261,932	1,293,104	1,293,104	872,460	451,816	31,172	31,172	31,172	31,172	31,172	31,172	31,172	31,172	0	0	0	0	0	_
Particular Par																									
Prist of Case Prist of Case		-499,386	0	0	10.285	23.059	42.334	61.898	68.863	75.934	76.800	71.370	59.549	47.550	35.372	23.010	10.464	0	0	0	0	0	0	0	
Contribute Table	Profit on Costs		Ü	Ü	10,200	20,000	42,004	01,000	00,000	70,004	70,000	11,010	00,040	47,000	00,072	20,010	10,404		Ü	Ü			Ü	Ü	- 1
Company Comp																									
March Marc			0	-761,366	-851,573	-1,284,991	-1,304,266	-464,377	-471,342	-57,768	362,009	788,083	799,904	811,903	824,082	836,443	848,989	859,453	859,453	0	0	0	0	0	-
ME AN Alsono AN Alsono AN		75,675	75,675	-685,690	-1,537,263	-2,822,254	-4,126,520	-4,590,896	-5,062,239	-5,120,007	-4,757,998	-3,969,915	-3,170,010	-2,358,107	-1,534,026	-697,583	151,406	1,010,859	1,870,313	1,870,313	1,870,313	1,870,313	1,870,313	1,870,313	
ME AS DANN GI Q2 Q3 Q4 Q1 Q4 Q4 Q4 Q4 Q4 Q4 Q4 Q4 Q4 Q4 Q4 Q4 Q4	H FLOW FOR CIL ADDITIONAL PRO	DEIT	Year 1	1			Year 2				Year 3				Year 4				Year 5				Year 6		
BROWNE 195.000					Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1			Q4	Q1		Q3	Q4	Q1		Q3	
195,000 196, 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0	0	0	0	0	0	890,625	890,625	890,625	890,625	890,625	890,625	890,625	890,625	890,625	890,625	890,625	890,625	0	0	0	0	0	
Transfer etc. 0		125,000																							
Transfer etc. 0	np Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Fee 24,480 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			0	0	0	0	
neces 151,432 0 151,432 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																			-	-					
18,929 0 18,929 0 18,929 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		151,432	0	151,432	0									0			0	0	0	0	0				
Professional 132,503 0 132,503 0 0 132,503 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ning Consultants								-										0	0					
ENTIAL CIL									0									0	0	0					
Dits 106 nggncy 0 0 10,219 20,438 5,000 5,000 5,000 5,000 5,000 5,000 0 0 0			0											0	0	0	0	0	0	0	0	0	0	0	
ngency 0 0 10,219 20,438 30,657 30,657 30,657 30,657 20,438 10,219 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	CIL s106				•	5,000	5,000	5,000	5,000	5,000	5,000	0	0					0	0	0					
ce Fees 66,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ngency					30,657	30,657	30,657	30,657	20,438	10,219	0					0			0	0				
and Valuation 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															-			_	-	-		-			
S 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																									
S 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ts	0	0	0	0	0	0	26,719	26,719	26,719	26,719	26,719	26,719	26,719	26,719	26,719	26,719	26,719	26,719	0	0	0	0	0	
TS BEFORE LAND INT AND PROFIT -6,192,387 0 1,427,801 1,506,057 1,930,034 1,930,034 1,961,206 1,961,206 1,962,228 1,123,251 699,274 699,274 31,172 31,172 31,172 31,172 31,172 31,172 31,172 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0	0	0	0	0		4,453	4,453	4,453	4,453	4,453	4,453	4,453	4,453	4,453	4,453	4,453	4,453	0	0	0	0	0	
Interest 0 0 0 0 0 9,023 25,217 41,654 52,053 56,323 54,298 52,242 40,134 27,844 15,370 2,709 0 0 0 0 0 0 0 0 Profit on cost Profit on CDV Cash Flow 6,192,387 0 -1,427,801 -1,566,057 -1,930,034 -1,079,604 -1,095,798 -693,258 -284,679 135,028 137,053 807,211 819,319 831,609 844,083 856,745 859,453 0 0 0 0 0	ls		-	Ū	ŭ	Ů	1,930,034	Ū	0	Ů				_			-	ū		-					_
Interest 0 0 0 0 0 9,023 25,217 41,654 52,053 56,323 54,298 52,242 40,134 27,844 15,370 2,709 0 0 0 0 0 0 0 0 Profit on cost Profit on CDV Cash Flow 6,192,387 0 -1,427,801 -1,506,057 -1,930,034 -1,079,604 -1,095,798 -693,258 -284,679 135,028 137,053 807,211 819,319 831,609 844,083 856,745 859,453 0 0 0 0 0	ds .				1																	1			
Profit on cost Profit on GDV Cash Flow 6,192,387 0 -1,427,801 -1,506,057 -1,930,034 -1,079,604 -1,095,798 -693,258 -284,679 135,028 137,053 807,211 819,319 831,609 844,083 856,745 859,453 0 0 0 0 0 0	als :: STS BEFORE LAND INT AND PROFIT				- 1					1				l											
Cash Flow 6,192,387 0 -1,427,801 -1,506,057 -1,930,034 -1,039,604 -1,095,798 -693,258 -284,679 135,028 137,053 807,211 819,319 831,609 844,083 856,745 859,453 0 0 0 0 0	isTS BEFORE LAND INT AND PROFIT		0	0	0	0	0	9.023	25.217	41 654	52.053	56.323	54 298	52.242	40.134	27 844	15.370	2.709	0	0	0	O	0	0	
	Is TS BEFORE LAND INT AND PROFIT CIL calculation Interest Profit on cost		0	0	0	0	0	9,023	25,217	41,654	52,053	56,323	54,298	52,242	40,134	27,844	15,370	2,709	0	0	0	0	0	0	1
	Is:		-				-					-							-						-1



	Sheltered																							
ICOME Av Size m2	%	Number 60		Price £/m2	GDV £	GIA m2		DEVELOPMEN	IT COSTS					7		Planning fee ca Planning app fee		rate	7		Build Cost BCIS	/m2 1,766		
		57		2,850	10 153 125	3 563		LAND	Land		/unit or m2 -10.363	Total	-621,804			No dwgs	60 50		23,100		Over Extra	0	0.00%	6
		5/				3,563			Stamp Duty		-10,363	0	-021,804			No dwgs under No dwgs over 50		138	1,380		Energy Design	0		
ared Ownership 62.5	0%	0		1,995	0	0			Easements etc. Legals Acquisition		1.50%	-9,327	-9,327					Total	24,480		Acc & Adpt Water	15		
ordable Rent 62.5	5%	3		1,590	298,125	188			Loguio Atoquiotti		1.50%	0,027	0,021								Small Sites	0	0%	
cial Rent 62.5	0%	0		1,230	0	0		PLANNING	Planning Fee			24,480				Stamp duty cal	c - Residual				Site Costs	177 1,962	10%	ь
ant and Subsidy Shared Ownersh	nin.			0	0				Architects QS / PM		4.00% 0.50%	302,864 37,858				Land payment			-621,804					
Affordable Rent	пÞ			0	0				Planning Consul		1.00%	75,716												
Social Rent				0	0				Other Profession	nal	3.50%	265,006	705,923											
TE AREA - Net 0.50 TE AREA - Gross 0.50		120 120			10,451,250	3,750		CONSTRUCTION	ON Build Cost - BCI	C Bassal	1,962	7,357,650						Total	0					
TIE AREA - Gross 0.50	na	120	/na						s106 / CIL	S Based		30,000						I Otal	U					
ales per Quarter 0									Contingency Abnormals		2.50%	183,941 0	7,571,591			Stamp duty cal Land payment	c - Add Profit		125.000					
	Quarters								Turiorrido			ŭ	7,071,001			125,000	0%		120,000					
	Whole Site	Per ha NET	Per ha GROSS		RUN Residual M Clo	sing balance =	0	FINANCE	Fees			64,000				250,000 500,000	1% 3%							
esidual Land Value Iternative Use Value	-621,804 25,000	-1,243,607	-1,243,607 50,000		RUN CIL MACR	Omelul			Interest Legal and Valual	tion	6.00%	0	64,000			1,000,000 above	4% 5%	0% 0%						
plift 0%	0		0			osing balance =	0		Legal and valua	uon		0	64,000			above	376	Total	0					
Plus /ha 200,000 Viability Threshold	100,000 125,000		200,000 250,000		Check on phasing d	lune noe		SALES	Agents		3.0%	313,538				Pre CIL s106	500	£/ Unit (all)			LIT	% GDV		Т
Viability Till esiloid			230,000		corr				Legals		0.5%					T TO CIE 3 TOO		Total	30,000			0.00%	C	0
dditional Profit	-266,179	£/m2 -75	1						Misc.			0	365,794	8,076,178		Post CIL s106	500	£/ Unit (all)	30,000					
		-	1					Developers Pr								CIL	0	£/m2	0					
									% Market DV % Affordable D\	/	17.50% 6.00%			1,776,797 17,888				Total	30,000					
ESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
OME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	_
ITS Started			10	10	10	10	10	10							A/		****							
rket Housing ared Ownership				0	0	0	846,094 0	846,094 0	846,094	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	0	0	0	0	0	
ordable Rent				0	0	0	49,688	49,688	49,688	49,688 0	49,688	49,688 0	0	0	0	0	0	0	0	0	0	0	0	
cial Rent ant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	895,781	895,781	895,781	895,781	895,781	895,781	846,094	846,094	846,094	846,094	846,094	846,094	0	0	0	0	0	_
PENDITURE	•																							
np Duty ements etc.	0																							
als Acquisition	-9,327																							
ning Fee	24,480																							
itects	151,432 18,929		151,432																					
ning Consultants	37,858		18,929 37,858																					
r Professional	132,503		132,503																					
d Cost - BCIS Base		0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	
6/CIL tingency		0	1,667 10,219	3,333 20,438	5,000 30,657	5,000 30,657	5,000 30,657	5,000 30,657	3,333 20,438	1,667 10,219	0	0	0	0	0	0	0	0	0	0	0	0	0	
normals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ance Fees	64,000																							
al and Valuation	0																							
nts	0	0	0	0	0	0	26,873	26,873	26,873	26,873	26,873	26,873	25,383	25,383	25,383	25,383	25,383	25,383	0	0	0	0	0	
als c.	0	0	0	0	0	0	4,479	4,479	4,479	4,479	4,479	4,479	4,230	4,230	4,230	4,230	4,230	4,230	0	0	0	0	0	
STS BEFORE LAND INT AND PROFIT	419,875	0	761,366	841,288	1,261,932	1,261,932	1,293,284	1,293,284	872,640	451,996	31,352	31,352	29,613	29,613	29,613	29,613	29,613	29,613	0	0	0	0	0	
Residual Valuation Land Interest	-621,804	0	0	8,392	21,137	40,383	59,917	66,779	73,743	74,502	68,963	57,031	44,920	33,346	21,599	9,676	0	0	0	0	0	0	0	
Profit on Costs		Ü	Ü	0,502	21,137	40,303	33,311	00,773	15,145	14,502	00,303	37,031	44,320	33,340	21,555	3,070		0	0	0		· ·	Ü	
Profit on GDV																								
Cash Flow	201,929	0	-761,366	-849,679	-1,283,069	-1,302,315	-457,420	-464,282	-50,602	369,283	795,466	807,398	771,561	783,134	794,881	806,804	816,480	816,480	0	0	0	0	0	
Opening Balance Closing Balance	0 201,929	201,929	-559,437	-1,409,116	-2,692,185	-3,994,499	-4,451,920	-4,916,202	-4,966,804	-4,597,521	-3,802,055	-2,994,657	-2,223,096	-1,439,962	-645,081	161,723	978,204	1,794,684	1,794,684	1,794,684	1,794,684	1,794,684	1,794,684	
SH FLOW FOR CIL ADDITIONAL PRO	FIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME As Above								-				-												
INCOME	0	0	0	0	0	0	895,781	895,781	895,781	895,781	895,781	895,781	846,094	846,094	846,094	846,094	846,094	846,094	0	0	0	0	0	
ENDITURE	125,000																							
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	0	0	
np Duty ements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
lls Acquisition	1,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
itects	151,432 18,929	0	151,432 18,929	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Consultants	37,858	0	37,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional	132,503	0	132,503	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base	0	0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL CIL s106	-6,345,833		607,965	607,965	607,965 5,000	607,965 5,000	607,965 5,000	607,965 5,000	607,965 5,000	607,965 5,000	607,965 0	607,965 0	0	0	0	0	0	0	0	0	0	0	0	
ngency	0	0	10,219 0	20,438	30,657 0	30,657	30,657	30,657	20,438	10,219	0	0	0	0	0	0	0	0	0	0	0	0	0	
rmals		0					0	0	0	0	0		-			-	U							
nce Fees I and Valuation	64,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nts Is	0	0	0	0	0	0	26,873 4,479	26,873 4,479	26,873 4,479	26,873 4,479	26,873 4,479	26,873 4,479	25,383 4,230	25,383 4,230	25,383 4,230	25,383 4,230	25,383 4,230	25,383 4,230	0	0	0	0	0	
i.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND PROFIT	-5,789,756	0	1,367,664	1,445,920	1,869,897	1,869,897	1,901,250	1,901,250	1,482,272	1,063,295	639,318	639,318	29,613	29,613	29,613	29,613	29,613	29,613	0	0	0	0	0	_
CIL calculation		0	0	0	0	0	11,454	26,708	42,191	51,621	54,908	51,885	48,816	37,301	25,613	13,750	1,709	0	0	0	0	0	0	
Interest		•	ŭ	ŭ		v	,	_0,.00	2,.51	J-1,0E-1	54,000	21,000	.5,0.0	,001	_0,073	.0,.30	1,100	•	•	Ü		•		
Profit on cost									1															
Profit on cost	5,789,756 0	0	-1,367,664	-1,445,920	-1,869,897	-1,869,897	-1,016,923	-1,032,176	-628,682	-219,135	201,555	204,579	767,664	779,179	790,867	802,730	814,771	816,480	0	0	0	0	0	



								,																
SITE NAME Site 4																								
	Size % m2	Number 60		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fee	dwgs	rate			Build Cost BCIS	/m2 1,766		
farket Housing	62.5 90%	54		2,850	9,618,750	3,375		LAND	Land		/unit or m2 -12,404	Total	-744,221			No dwgs No dwgs under	60 50		23,100		Over Extra Energy	0	0.00%	•
	62.5 0%	0		1,995	0				Stamp Duty Easements etc.			0				No dwgs over 50			1,380 24,480		Design Acc & Adpt	0 15		
•	62.5 10%	6		1,590		375			Legals Acquisition	on	1.50%	-11,163	-11,163							•	Water Small Sites	1	0%	6
	62.5 0%	0		1,230				PLANNING	Planning Fee			24.480				Stamp duty cal	lc - Paeidual			ī	Site Costs	177 1,962	10%	
		0							Architects		4.00%	302,864				Land payment	ic - Residual		-744,221			1,902		
ant and Subsidy Shared Ow Affordable	Rent			0	0				QS / PM Planning Consul		0.50% 1.00%	37,858 75,716	i											
Social Ren				0					Other Profession	nal	3.50%	265,006	705,923											
	0.50 ha 0.50 ha	120 120			10,215,000	3,750		CONSTRUCTION	DN Build Cost - BCI	IS Based	1,962	7,357,650	1					Total	0					
									s106 / CIL Contingency		2.50%	30,000 183,941				Stamp duty cal	lc - Add Profit			ī				
ales per Quarter 0 Init Build Time 3	Quarters								Abnormals			0	7,571,591			Land payment 125,000	0%	0%	125,000					
	Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r losing balance =	0	FINANCE	Fees			62,000				250,000 500,000	1% 3%							
lesidual Land Value	-744,221 25,000	-1,488,441			RUN CIL MACE		-		Interest	tion	6.00%	0				1,000,000	4% 5%	0%						
Jplift 0%	0		0			losing balance =	0		Legal and Valual	uon			62,000			above	376	Total	0					
Plus /ha 200,00 Viability Thresi			200,000 250,000		Check on phasing			SALES	Agents		3.0%	306,450				Pre CIL s106		£/ Unit (all)		Ī	LIT	% GDV		T
		£/m2			cor	rect			Legals Misc.		0.5%	51,075 0		7,941,655				Total	30,000	l		0.00%	0	<u>1</u>
dditional Profit	-336,970	-100						Developers Pr	ofit						- I	Post CIL s106 CIL	500 0		30,000					
									% Market DV % Affordable D\	v	17.50% 6.00%			1,683,281 35,775		OIL .		Total	30,000	l				
RESIDUAL CASH FLOW FOR INTER	REST	Year 1				Year 2			oradale Di	Year 3				35,775 Year 4				Year 5				Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NITS Started			10	10	10	10	10	10			***				***		****							
Market Housing Shared Ownership				0	0	0	801,563 0	801,563 0	0	801,563 0	0	801,563 0	0	801,563 0	0	801,563 0	0	801,563 0	0	0	0	0	0	0
offordable Rent Social Rent				0	0	0	99,375 0	99,375 0	99,375 0	99,375 0	99,375 0	99,375 0	0	0	0	0	0	0	0	0	0	0	0	0
Frant and Subsidy INCOME	0	0	0	0	0	0	900,938	0 900,938	900,938	0 900,938	0 900,938	0 900,938	0 801,563	0 801,563	0 801,563	0 801,563	0 801,563	0 801,563	0	0	0	0	0	0
XPENDITURE																								
Stamp Duty Easements etc.	0																							
egals Acquisition	-11,163																							
lanning Fee	24,480																							
architects QS	151,432 18,929		151,432 18,929																					
lanning Consultants hther Professional	37,858 132,503		37,858 132,503																					
uild Cost - BCIS Base		0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0
106/CIL contingency		0	1,667 10,219	3,333 20,438	5,000 30,657	5,000 30,657	5,000 30,657	5,000 30,657	3,333 20,438	1,667 10,219	0	0	0	0	0	0	0	0	0	0	0	0	0	0
bnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees	62,000																							
egal and Valuation	0																							
Agents .egals	0	0	0	0	0	0	27,028 4,505	27,028 4,505	27,028 4,505	27,028 4,505	27,028 4,505	27,028 4,505	24,047 4,008	24,047 4,008	24,047 4,008	24,047 4,008	24,047 4,008	24,047 4,008	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PR	ROFIT 416,038	0	0 761,366	841,288	1,261,932	1,261,932	1,293,465	1,293,465	872,821	452,177	31,533	31,533	28,055	28,055	28,055	28,055	28,055	28,055	0	0	0	0	0	0
	-744,221 erest	0	0	6,498	19,215	38,432	57,937	64,694	71,552	72,204	66,556	54,513	42,290	31,321	20,188	8,889	0	0	0	0	0	0	0	0
Profit on C	Costs	Ü	Ü	0,400	10,210	50,452	01,001	01,001	71,002	72,204	00,000	04,010	42,200	01,021	20,100	0,000			Ü	Ü		Ü	Ü	1,683,281 35,775
Cash Flow		0	-761,366	-847,786	-1,281,146	-1,300,364	-450,464	-457,221	-43,436	376,557	802,849	814,892	731,218	742,187	753,319	764,619	773,508	773,508	0	0	0	0	0	-1,719,056
Opening B	alanc 0																							
Closing Ba	alance 328,182	328,182	-433,183	-1,280,969	-2,562,115	-3,862,479	-4,312,943	-4,770,165	-4,813,600	-4,437,043	-3,634,194	-2,819,303	-2,088,084	-1,345,898	-592,579	172,041	945,548	1,719,056	1,719,056	1,719,056	1,719,056	1,719,056	1,719,056	0
CASH FLOW FOR CIL ADDITIONAL		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
NCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	900,938	900,938	900,938	900,938	900,938	900,938	801,563	801,563	801,563	801,563	801,563	801,563	0	0	0	0	0	0
EXPENDITURE and	125,000																							
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egals Acquisition	1,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
lanning Fee rchitects	24,480 151,432	0	0 151,432	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants	18,929 37,858	0	18,929 37,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	132,503	0	132,503	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
build Cost - BCIS Base	0	0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0
OTENTIAL CIL ost CIL s106	-12,897,937		1,256,097	1,256,097	1,256,097 5,000	1,256,097 5,000	1,256,097 5,000	1,256,097 5,000	1,256,097 5,000	1,256,097 5,000	1,256,097 0	1,256,097 0	0	0	0	0	0	0	0	0	0	0	0	0
ontingency bnormals	0	0	10,219 0	20,438 0	30,657 0	30,657 0	30,657 0	30,657 0	20,438 0	10,219 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
nance Fees	62,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation	0	0	0	0	0	0	0	0	ő	ō	0	0	ő	0	0	0	o	0	0	0	0	0	0	0
gents	0	0	0	0	0	0	27,028	27,028	27,028	27,028	27,028	27,028	24,047	24,047	24,047	24,047	24,047	24,047	0	0	0	0	0	0
egals lisc.	0	0	0	0	0	0	4,505 0	4,505 0	4,505 0	4,505 0	4,505 0	4,505 0	4,008 0	4,008 0	4,008 0	4,008 0	4,008 0	4,008	0	0	0	0	0	0
STS BEFORE LAND INT AND PR	OFIT -12,343,860	0	2,015,796	2,094,051	2,518,028	2,518,028	2,549,561	2,549,561	2,130,584	1,711,607	1,287,629	1,287,629	28,055	28,055	28,055	28,055	28,055	28,055	0	0	0	0	0	0
or CIL calculation																								
	erest cost	0	0	0	0	0	0	0	1,489	19,956	32,416	38,702	45,083	34,157	23,067	11,810	385	0	0	0	0	0	0	0 1,485,215
Profit on 0																								35,775
Cash Opening Rai		0	-2,015,796	-2,094,051	-2,518,028	-2,518,028	-1,648,624	-1,648,624	-1,231,136	-830,626	-419,108	-425,394	728,424	739,351	750,441	761,698	773,123	773,508	0	0	0	0	0	-1,520,990
Opening Bala Closing Bala		12,343,860	10,328,064	8,234,013	5,715,985	3,197,956	1,549,332	-99,291	-1,330,427	-2,161,053	-2,580,161	-3,005,555	-2,277,130	-1,537,780	-787,339	-25,641	747,482	1,520,990	1,520,990	1,520,990	1,520,990	1,520,990	1,520,990	0



ITE NAME	Site 5 Si	heltered]																
ICOME	Av Size	%	Number		Price		GIA		DEVELOPMEN	NT COSTS							Planning fee ca					Build Cost	/m2		
	m2		60		£/m2	£	m2		LAND			/unit or m2					Planning app fe No dwgs	60				BCIS Over Extra	1,766	0.00%	6
rket Housing	62.5	85%	51		2,850		3,188			Land Stamp Duty		-14,428	0	-865,653			No dwgs under No dwgs over 50	50 10	138	1,380		Energy Design	3		
ared Ownership	62.5	0%	0		1,995	0	0			Easements etc. Legals Acquisition	on	1.50%	-12,985	-12,985					Total	24,480	l	Acc & Adpt Water	15 1		
ordable Rent	62.5	15%	9		1,590	894,375	563		PLANNING													Small Sites Site Costs	0 177	0% 10%	
cial Rent	62.5	0%	0		1,230	0	0			Planning Fee Architects		4.00%	24,480 302,864				Stamp duty cal Land payment	lc - Residual		-865.653			1,962		
	Shared Ownership Affordable Rent				0					QS / PM Planning Consul	tants	0.50% 1.00%	37,858												
	Social Rent				0					Other Profession		3.50%		705,923											
TE AREA - Net	0.50 ha		120			9,978,750	3,750		CONSTRUCTI																
TE AREA - Gross	0.50 ha	1	120	/ha						Build Cost - BCI s106 / CIL	S Based	1,962	30,000						Total	0	! -				
les per Quarter	0									Contingency Abnormals		2.50%	183,941 0	7,571,591			Stamp duty cal Land payment	lc - Add Profit		125,000					
it Build Time	3 Q	uarters				RUN Residual N	MACRO ctrl+r		FINANCE								125,000 250,000	0% 1%							
sidual Land Value				Per ha GROSS -1,731,305			osing balance =	0		Fees Interest		6.00%	59,000				500,000 1,000,000	3% 4%	0%						
ernative Use Value	00/	25,000	1,101,000	50,000		RUN CIL MACR		•		Legal and Valual	tion	0.0070	0	59,000			above	5%	0%						
	0% 200,000	100,000		200,000			osing balance =	0	SALES										Total	U					_
Viabilit	ity Threshold	125,000		250,000		Check on phasing d				Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%	0	0
Iditional Profit		-658,847	/m2 -207		•					Misc.			0	349,256	7,807,133		Post CIL s106	500	£/ Unit (all)	30,000	I				_
			- 1						Developers Pr	rofit % Market DV		17.50%			1,589,766		CIL	0		0 30,000					
										% Affordable D\	/	6.00%			53,663				Total	30,000	ı				
ESIDUAL CASH FLOW FO	OR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	—
OME TS Started	-			10	10	10	10	10	10																
ket Housing red Ownership					0	0	0	757,031 0	757,031 0	0	757,031 0	0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	0	0	0	0	0	
rdable Rent ial Rent					0	0	0	149,063 0	149,063 0	149,063 0	149,063 0	149,063 0	149,063 0	0	0	0	0	0	0	0	0	0	0	0	
nt and Subsidy INCOME		0	0	0	0	0	0	906,094	906,094	906,094	906,094	906,094	906,094	0 757,031	0 757,031	0 757,031	0 757,031	0 757,031	0 757,031	0	0	0	0	0	
ENDITURE															-										
np Duty ements etc.		0																							
Is Acquisition		-12,985																							
ning Fee		24,480																							
itects		151,432 18,929		151,432 18,929																					
ning Consultants er Professional		37,858 132,503		37,858 132,503																					
f Cost - BCIS Base		y	0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	
6/CIL tingency			0	1,667 10,219	3,333 20,438	5,000 30,657	5,000 30,657	5,000 30,657	5,000 30,657	3,333 20,438	1,667 10,219	0	0	0	0	0	0	0	0	0	0	0	0	0	
ormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees		59,000																							
al and Valuation		0																							
nts als		0	0	0	0	0	0	27,183 4,530	27,183 4,530	27,183 4,530	27,183 4,530	27,183 4,530	27,183 4,530	22,711 3,785	22,711 3,785	22,711 3,785	22,711 3,785	22,711 3,785	22,711 3,785	0	0	0	0	0	
TS BEFORE LAND INT	T AND PROFIT	411,217	0	761,366	841,288	1,261,932	1,261,932	1,293,645	1,293,645	873,001	452,357	31,713	31,713	26,496	26,496	26,496	26,496	26,496	26,496	0	0	0	0	0	_
Residual Valuation	Land Interest	-865,653	0	0	4,604	17,292	36,481	55,957	62,609	69,362	69,906	64,148	51,995	39,659	29,296	18,778	8,101	0	0	0	0	0	0	0	
	Profit on Costs Profit on GDV		0	Ü	4,004	17,232	30,401	30,307	02,003	03,302	03,300	04,140	31,333	39,009	20,230	10,770	0,101			Ü			Ü	Ü	
		454.400		704 000	045 000	4 070 004	4 000 440	440.500	450 404	20.200	202 024	040 000	200 005	000 070	704 000	744 750	700 404	700 505	700 505		•			•	
Op	Cash Flow Opening Balanc	454,436	0	-761,366	-845,892	-1,279,224	-1,298,413	-443,508	-450,161	-36,269	383,831	810,232	822,385	690,876	701,239	711,758	722,434	730,535	730,535	0	0	0	0	0	
Cli	Closing Balance	454,436	454,436	-306,930	-1,152,822	-2,432,046	-3,730,458	-4,173,967	-4,624,127	-4,660,397	-4,276,566	-3,466,334	-2,643,949	-1,953,073	-1,251,834	-540,076	182,358	912,893	1,643,428	1,643,428	1,643,428	1,643,428	1,643,428	1,643,428	_
H FLOW FOR CIL ADDI	DITIONAL PROFI	т	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
OME As	as Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME		0	0	0	0	0	0	906,094	906,094	906,094	906,094	906,094	906,094	757,031	757,031	757,031	757,031	757,031	757,031	0	0	0	0	0	_
ENDITURE		125,000																							
p Duty	Г	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ments etc.		0 1,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ls Acquisition							U	U								Û	0						0		
ning Fee itects		24,480 151,432	0	0 151,432	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Consultants		18,929 37,858	0	18,929 37,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional		132,503	0	132,503	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base ENTIAL CIL		0 -5,536,456	0	408,758 487,761	817,517 487,761	1,226,275 487,761	1,226,275 487,761	1,226,275 487,761	1,226,275 487,761	817,517 487,761	408,758 487,761	0 487,761	0 487,761	0	0	0	0	0	0	0	0	0	0	0	
CIL s106		0	0			5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	
ngency rmals		0	0	10,219 0	20,438 0	30,657 0	30,657 0	30,657 0	30,657 0	20,438 0	10,219 0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ice Fees		59,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
its Is		0	0	0	0	0	0	27,183 4,530	27,183 4,530	27,183 4,530	27,183 4,530	27,183 4,530	27,183 4,530	22,711 3,785	22,711 3,785	22,711 3,785	22,711 3,785	22,711 3,785	22,711 3,785	0	0	0	0	0	
	T AND PROFIT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT	AND PROFIT	-4,965,379	0	1,247,460	1,325,716	1,749,693	1,749,693	1,781,406	1,781,406	1,362,429	943,451	519,474	519,474	26,496	26,496	26,496	26,496	26,496	26,496	0	0	0	0	0	
CIL calculation				0	0	0	0	16,308	29,682	43,257	50,751	52,072	47,054	41,961	31,632	21,149	10,508	0	0	0	0	0	0	0	
	Interest Profit on cost		0	· ·																					
			0	Ü																					
F	Profit on cost Profit on GDV	4,985,379	0	-1,247,460	-1,325,716	-1,749,693	-1,749,693	-891,620	-904,994	-499,592	-88,109	334,547	339,565	688,574	698,903	709,387	720,027	730,535	730,535	0	0	0	0	0	1



COME Av Siz	ze %	Number	r	Price	GDV	GIA		DEVELOPMEN	NT COSTS							Planning fee ca	alc			1	Build Cost	/m2		
	n2	60		£/m2		m2			000.0							Planning app fee	dwgs				BCIS	1,766		.,
ket Housing 62	2.5 80%	48	в	2,850	8,550,000	3,000			Land		/unit or m2 -16,468	Total	-988,070			No dwgs No dwgs under	60 50	462	23,100		Over Extra Energy	3	0.00%	6
ed Ownership 62	2.5 0%	(D D	1,995	. 0	0			Stamp Duty Easements etc.			0				No dwgs over 50	10	138 Total	1,380 24,480		Design Acc & Adpt	0 15		
dable Rent 62	2.5 20%	12	2	1,590	1,192,500	750			Legals Acquisition	on	1.50%	-14,821	-14,821						•		Water Small Sites	1	0%	%
						730		PLANNING													Site Costs	177	10%	
I Rent 62	2.5 0%	()	1,230	0	0			Planning Fee Architects		4.00%	24,480 302,864				Stamp duty cal Land payment	lc - Residual		-988,070	ļ		1,962		
t and Subsidy Shared Owne Affordable Re				0					QS / PM Planning Consu	Itants	0.50% 1.00%	37,858 75,716												
Social Rent				0					Other Profession		3.50%	265,006	705,923											
	50 ha	120			9,742,500	3,750		CONSTRUCTI																
AREA - Gross 0.5	50 ha	120	0 /ha	1					Build Cost - BCI s106 / CIL	S Based	1,962	30,000						Total	0					
s per Quarter 0		1							Contingency Abnormals		2.50%	183,941 0	7,571,591			Stamp duty cal Land payment	lc - Add Profit		125.000					
Build Time 3	Quarters				RUN Residual M	IACRO ctrl+r		FINANCE								125,000 250,000	0% 1%							
	Whole Site		Per ha GROSS	<u>.</u>		sing balance =	0		Fees			57,000				500,000	3%	0%						
dual Land Value native Use Value	-988,070 25,000	, , , , ,	0 -1,976,140 50,000		RUN CIL MACR				Interest Legal and Valua	tion	6.00%	0	57,000			1,000,000 above	4% 5%	0%						
t 0% Plus /ha 200,000	100,000		200,000		Clo	sing balance =	0	SALES										Total	0					
Viability Threshol	ld 125,000		250,000		Check on phasing d				Agents		3.0%	292,275				Pre CIL s106		£/ Unit (all)	20.000	ľ	LIT	% GDV		
		£/m2	_		corre	ect			Legals Misc.		0.5%	48,713 0	340,988	7,672,611				Total	30,000	ı		0.00%		וע
tional Profit	-856,350	-285	<u>i</u>					Developers Pr	rofit							Post CIL s106 CIL	500 0	£/ Unit (all) £/m2	30,000					
									% Market DV % Affordable D	/	17.50% 6.00%			1,496,250 71,550				Total	30,000					
DUAL CASH FLOW FOR INTERES	ST	Year 1	1			Year 2				Year 3				Year 4				Year 5				Year 6		
ME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
S Started et Housing			10	10 0	10	10 0	10 712,500	10 712,500	712,500	712,500	712,500	712,500	712,500	712,500	712,500	712,500	712,500	712,500						
red Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
dable Rent Il Rent				0	0	0	198,750	198,750	198,750	198,750 0	198,750	198,750	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME	0	0	0	0	0	0	0 911,250	0 911,250	0 911,250	0 911,250	0 911,250	0 911,250	0 712,500	712,500	712,500	0 712,500	712,500	0 712,500	0	0	0	0	0	_
NDITURE			<u>-</u>								-	-						-			1			_
p Duty ments etc.	0																				1			
s Acquisition	-14,821																				1			
ing Fee	24,480																				1			
tects	151,432 18,929		151,432 18,929																		1			
ing Consultants	37,858 132,503		37,858 132,503																		1			
Professional	132,303	_			4 000 0	4.000	4 000 4	4.000		400	_	0	_	_	_	_		_	_	_		_	_	
Cost - BCIS Base /CIL		0	408,758 1,667	817,517 3,333	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	817,517 3,333	408,758 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	
ngency rmals		0	10,219 0	20,438 0	30,657 0	30,657 0	30,657 0	30,657 0	20,438 0	10,219 0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees	57,000																							
I and Valuation	0																				1			
ts	0	0	0	0	0	0	27,338	27,338	27,338	27,338	27,338	27,338	21,375	21,375	21,375	21,375	21,375	21,375	0	0	0	0	0	
s	0	0	0	0	0	0	4,556	4,556	4,556	4,556	4,556	4,556	3,563	3,563	3,563	3,563	3,563	3,563	0	0	0	0	0	
TS BEFORE LAND INT AND PROF	FIT 407,381	0	761,366	841,288	1,261,932	1,261,932	1,293,826	1,293,826	873,182	452,538	31,894	31,894	24,938	24,938	24,938	24,938	24,938	24,938	0	0	0	0	0	
Residual Valuation Lar	nd -988,070	1																		ŀ				
Intere Profit on Cos	est	0	0	2,710	15,370	34,530	53,977	60,525	67,171	67,608	61,741	49,477	37,029	27,271	17,367	7,314	0	0	0	0	0	0	0	
Profit on GD																								
Cash Flow	580,689	0	-761,366	-843,998	-1,277,302	-1,296,462	-436,552	-443,100	-29,103	391,104	817,615	829,879	650,534	660,292	670,196	680,249	687,563	687,563	0	0	0	0	0	
Opening Balar Closing Balan		580,689	-180,676	-1,024,674	-2,301,976	-3,598,438	-4,034,990	-4,478,090	-4,507,193	-4,116,089	-3,298,474	-2,468,595	-1,818,061	-1,157,770	-487,574	192,675	880,237	1,567,800	1,567,800	1,567,800	1,567,800	1,567,800	1,567,800	
12.00				,,,,,,	,		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,								,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,						_
FLOW FOR CIL ADDITIONAL PR	ROFIT Q1	Year 1	1 Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	
ME As Above INCOME	0	0	0	0	0	0	911,250	911,250	911,250	911,250	911,250	911,250	712,500	712,500	712,500	712,500	712,500	712,500	0	0	0	0	0	_
NDITURE								-				•				-								
	125,000																				1			
Duty ments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ments etc. s Acquisition	1,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ects	151,432 18,929	0	151,432 18,929	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Consultants Professional	37,858 132,503	0	37,858 132,503	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		0				1 226 275		1 226 275			0	0	0	0	0	-	_	0	0	0	0	0	0	
Cost - BCIS Base NTIAL CIL	0 -5,131,824	U	408,758 427,547	817,517 427,547	1,226,275 427,547	1,226,275 427,547	1,226,275 427,547	1,226,275 427,547	817,517 427,547	408,758 427,547	427,547	427,547	-		-	U	"							
CIL s106	0	0	10,219	20,438	5,000 30,657	5,000 30,657	5,000 30,657	5,000 30,657	5,000 20,438	5,000 10,219	0	0	0	0	0	0	0	0	0	0	0	0	0	
ngency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	57,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rmals ce Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rmals ce Fees		0	0	0	0	0	27,338 4,556	27,338 4,556	27,338 4,556	27,338 4,556	27,338 4,556	27,338 4,556	21,375 3,563	21,375 3,563	21,375 3,563	21,375 3,563	21,375 3,563	21,375 3,563	0	0	0	0	0	
ngency rmals ice Fees and Valuation ts s	0		0	1,265,502	0	0	0	1,721,373	0	0 883,419	0 459,441	0 459,441	0 24,938	0 24,938	0 24,938	0 24,938	0 24,938	0 24,938	0	0	0	0	0	_
mals ce Fees and Valuation ss s	0	0	1,187,246	1,265,502	1,689,479	1,689,479	1,721,373															U		
rmals ce Fees and Valuation	0	-	1,187,246	1,265,502	1,689,479	1,689,479	1,721,373	.,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,															
rmals ce Fees and Valuation ts s	0 0 FII -4,582,748	-	1,187,246	1,265,502		1,689,479					50.648			28.787	18.905	8.876	0	0	0		0	0		
mals ze Fees and Valuation s S S S S L Calculation Intere Profit on co	0 0 FTI -4,582,748	0			0		18,734	31,167	43,787	50,311		44,630	38,523	28,787	18,905	8,876	0			0			0	
ce Fees and Valuation ts s S FE BEFORE LAND INT AND PROF	0 0 FITI -4,582,748	0												28,787 658,775	18,905 668,657	8,876 678,687	0 687,563							



ICOME Av																								
	v Size % m2	Number 60		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee ca Planning app fer		rate			Build Cost BCIS	/m2 1,766		
and and the contract						- 1		LAND	Lead		/unit or m2	Total	4 440 407			No dwgs	60		22.422		Over Extra	0	0.00%	
	62.5 75%	45		2,850		2,813			Land Stamp Duty		-18,508	0	-1,110,487			No dwgs under No dwgs over 50	50 10	138	1,380		Energy Design	0		
ared Ownership	62.5 0%	0		1,995	0	0			Easements etc. Legals Acquisition	n	1.50%	-16,657	-16,657					Total	24,480	1	Acc & Adpt Water	15 1		
ordable Rent	62.5 25%	15		1,590	1,490,625	938		PLANNING													Small Sites Site Costs	0 177	0% 10%	
cial Rent	62.5 0%	0		1,230	0	0			Planning Fee Architects		4.00%	24,480 302,864				Stamp duty cal	c - Residual		-1,110,487	I		1,962		
ant and Subsidy Shared O				0					QS / PM		0.50%	37,858				Land payment			-1,110,487					
Affordable Social Re				0					Planning Consult Other Profession		1.00% 3.50%	75,716 265,006	705,923											
E AREA - Net	0.50 ha	120	/ha		9,506,250	3,750		CONSTRUCTION	ON															
	0.50 ha	120	/ha						Build Cost - BCIS s106 / CIL	S Based	1,962	7,357,650 30.000						Total	0	l				
									Contingency		2.50%	183,941				Stamp duty cal	c - Add Profit							
lles per Quarter 0 nit Build Time 3	Quarters								Abnormals			0	7,571,591			Land payment 125,000	0%	0%	125,000					
	Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r osing balance = (FINANCE	Fees			55,000				250,000 500,000	1% 3%	0% 0%						
esidual Land Value ternative Use Value	-1,110,487 25,000	-2,220,974	-2,220,974 50,000		RUN CIL MACR				Interest Legal and Valuat	ion	6.00%	0	55,000			1,000,000 above	4% 5%	0% 0%						
lift 0%	6 0		0			sing balance = (0		Legal allu valuat	ion		Ü	33,000			above	3,6	Total	0					
Plus /ha 200,0			200,000 250,000		Check on phasing of	lwgs nos		SALES	Agents		3.0%	285,188				Pre CIL s106	500	£/ Unit (all)		Ī	LIT	% GDV		Ī
		E/m2			corr	ect			Legals Misc.		0.5%	47,531 0	332,719	7,538,089				Total	30,000			0.00%	0	1
Iditional Profit	-1,053,854												302,118	7,550,003		Post CIL s106	500		30,000	Ī				
									% Market DV		17.50%			1,402,734		CIL	0	£/m2 Total	30,000					
							l		% Affordable DV		6.00%			89,438										
IDUAL CASH FLOW FOR INTE	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME TS Started			10	10	10	10	10	10																
ket Housing red Ownership				0	0	0	667,969 0	667,969 0	667,969 0	667,969 0	667,969 0	667,969 0	667,969 0	667,969 0	667,969 0	667,969 0	667,969 0	667,969 0	0	0	0	0	0	
rdable Rent ial Rent				0	0	0	248,438	248,438 0	248,438 0	248,438 0	248,438 0	248,438	0	0	0	0	0	0	0	0	0	0	0	
nt and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	916,406	916,406	916,406	916,406	916,406	916,406	667,969	667,969	667,969	667,969	667,969	667,969	0	0	0	0	0	
ENDITURE np Duty	0																							
ements etc.	0 -16,657																							
ning Fee itects	24,480 151,432		151,432																					
ning Consultants	18,929 37,858		18,929 37,858																					
er Professional	132,503		132,503																					
d Cost - BCIS Base		0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	
06/CIL ntingency		0	1,667 10,219	3,333 20,438	5,000 30,657	5,000 30,657	5,000 30,657	5,000 30,657	3,333 20,438	1,667 10,219	0	0	0	0	0	0	0	0	0	0	0	0	0	
ormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nance Fees gal and Valuation	55,000 0																							
ents pals	0	0	0	0	0	0	27,492 4,582	27,492 4,582	27,492 4,582	27,492 4,582	27,492 4,582	27,492 4,582	20,039 3,340	20,039 3,340	20,039 3,340	20,039 3,340	20,039 3,340	20,039 3,340	0	0	0	0	0	
C. STS BEFORE LAND INT AND P	PROFIT 403,544	0	0 761,366	841,288	1,261,932	1,261,932	1,294,006	1,294,006	873,362	452,718	32,074	32,074	23,379	23,379	23,379	23,379	23,379	23,379	0	0	0			
TO BEI ONE EARD INT AND I																				U		0	0	
TO DET ONE EARD HAT ARD T																						0	0	
Residual Valuation	Land -1,110,487	0	0	916	12 449	32 579	51 996	59 440	64 091	65 210	50 224	46 959	24 399	25 246	15 956	6.526	0	0	-		0	-		
Residual Valuation In	nterest Costs	0	0	816	13,448	32,579	51,996	58,440	64,981	65,310	59,334	46,959	34,399	25,246	15,956	6,526	0	0	0	0	0	0	0	1,4
Residual Valuation In Profit on Profit on	nterest Costs n GDV																		0	0		0	0	1,
Residual Valuation In Profit on Profit on Cash Flow	nterest Costs n GDV	0	-761,366	-842,104	13,448	32,579	51,996	-436,040	64,981 -21,937	65,310 398,378	59,334 824,998	46,959 837,373	34,399 610,191	25,246	15,956 628,634	6,526	0 644,590	0 644,590	-		0	-		1,
Residual Valuation In Profit on Profit on	nterest Costs n GDV w 706,943 Balanc 0																		0	0	0	0	0	
Residual Valuation In Profit on Profit on Cash Flor Opening E Closing B	nterest Costs n GDV w 706,943 Balanc 0 3alance 706,943	0	-761,366	-842,104	-1,275,380	-1,294,510	-429,596	-436,040	-21,937	398,378	824,998	837,373	610,191	619,344	628,634	638,064	644,590	644,590	0	0	0	0	0	1,4 8 -1,
Residual Valuation In Profit on Profit on Profit on Profit on Profit on Opening to Closing B	nterest Costs n GDV ww 706,943 Balanc 0 Ralance 706,943 ML PROFIT Q1	0 706,943	-761,366	-842,104 -896,527	-1,275,380	-1,294,510 -3,466,417	-429,596 -3,896,013	-436,040 -4,332,053	-21,937 -4,353,990 Q1	398,378 -3,955,612 Year 3	824,998	837,373	610,191 -1,683,050 Q1	619,344 -1,063,706 Year 4	628,634 -435,072	638,064 202,992 Q4	644,590 847,582 Q1	644,590 1,492,172 Year 5	0 0 1,492,172	0	0	0 0 1,492,172	0 0 1,492,172	
Residual Valuation In Profit on Profit on Cash Flow Opening E Closing B	nterest Costs n GDV ww 706,943 Balanc 0 Ralance 706,943 ML PROFIT Q1	0 706,943 Year 1	-761,366 -54,423	-842,104 -896,527	-1,275,380 -2,171,907	-1,294,510 -3,466,417 Year 2	-429,596 -3,896,013	-436,040 -4,332,053	-21,937 -4,353,990	398,378 -3,955,612 Year 3	824,998 -3,130,614	837,373 -2,293,241	610,191	619,344 -1,063,706 Year 4	628,634 -435,072	638,064 202,992	644,590 847,582	644,590 1,492,172 Year 5	0 0 1,492,172	0 0 1,492,172	0 1,492,172	0 0 1,492,172 Year 6	0 0 1,492,172	1,4
Residual Valuation In Profit on Profit on Profit on Profit on Profit on Profit on Opening to Closing B H FLOW FOR CIL ADDITIONAL ME AS Above INCOME	Costs Cost	0 706,943 Year 1	-761,366 -54,423	-842,104 -896,527	-1,275,380 -2,171,907	-1,294,510 -3,466,417 Year 2	-429,596 -3,896,013	-436,040 -4,332,053	-21,937 -4,353,990 Q1	398,378 -3,955,612 Year 3	824,998 -3,130,614	837,373 -2,293,241	610,191 -1,683,050 Q1	619,344 -1,063,706 Year 4	628,634 -435,072	638,064 202,992 Q4	644,590 847,582 Q1	644,590 1,492,172 Year 5	0 0 1,492,172	0 0 1,492,172	0 1,492,172	0 0 1,492,172 Year 6 Q2	0 0 1,492,172	-1,
Residual Valuation In Profit on Profit on Profit on Cash Flow Opening t Closing B SH FLOW FOR CIL ADDITIONAL DME As Above INCOME	meterest Costs God To GDV 706,943 Balanc 0 Balanca 706,943 LL PROFIT C1 9 0 125,000	0 706,943 Year 1 Q2	-761,366 -54,423 Q3	-842,104 -896,527 Q4	-1,275,380 -2,171,907	-1,294,510 -3,466,417 Year 2 Q2	-429,596 -3,896,013 Q3 916,406	-436,040 -4,332,053 Q4 916,406	-21,937 -4,353,990 Q1 916,406	398,378 -3,955,612 Year 3 Q2 916,406	824,998 -3,130,614 Q3 916,406	837,373 -2,293,241 Q4 916,406	610,191 -1,683,050 Q1 667,969	619,344 -1,063,706 Year 4 Q2 667,969	628,634 -435,072 Q3 667,969	638,064 202,992 Q4 667,969	644,590 847,582 Q1 667,969	644,590 1,492,172 Year 5 Q2 667,969	0 0 1,492,172 Q3	0 1,492,172 Q4	0 1,492,172 Q1 0	0 1,492,172 Year 6 Q2	0 0 1,492,172 Q3	
tesidual Valuation In Profit on Pro	Costs	0 706,943 Year 1 Q2 0	-761,366 -54,423 Q3 0	-842,104 -896,527 Q4 0	-1,275,380 -2,171,907 Q1 0	-1,294,510 -3,466,417 Year 2	-429,596 -3,896,013 Q3 916,406 0	-436,040 -4,332,053 Q4 916,406	-21,937 -4,353,990 Q1 916,406	398,378 -3,955,612 Year 3 Q2 916,406	824,998 -3,130,614 Q3 916,406	837,373 -2,293,241 Q4 916,406	610,191 -1,683,050 Q1	619,344 -1,063,706 Year 4	628,634 -435,072 Q3 667,969	638,064 202,992 Q4 667,969	644,590 847,582 Q1 667,969	644,590 1,492,172 Year 5 Q2 667,969	0 0 1,492,172 Q3 0	0 1,492,172 Q4 0	0 1,492,172	0 1,492,172 Year 6 Q2 0	0 0 1,492,172 Q3 0	
Residual Valuation In Profit on Profit on Cash Flow Opening t Closing B H FLOW FOR CIL ADDITIONAL DME As Above INCOME INC	merest Costs (Costs (Co	0 706,943 Year 1 Q2 0	-761,366 -54,423 0 0	-842,104 -896,527 Q4 0	-1,275,380 -2,171,907	-1,294,510 -3,466,417 Year 2 Q2 0	-429,596 -3,896,013 Q3 916,406	-436,040 -4,332,053 Q4 916,406	-21,937 -4,353,990 Q1 916,406	398,378 -3,955,612 Year 3 Q2 916,406	824,998 -3,130,614 Q3 916,406	837,373 -2,293,241 Q4 916,406	610,191 -1,683,050 Q1 667,969	619,344 -1,063,706 Year 4 Q2 667,969	628,634 -435,072 Q3 667,969	638,064 202,992 Q4 667,969	644,590 847,582 Q1 667,969	644,590 1,492,172 Year 5 Q2 667,969	0 0 1,492,172 Q3 0	0 0 1,492,172 Q4 0	0 1,492,172 Q1 0	0 1,492,172 Year 6 Q2 0	0 0 1,492,172 Q3 0	
Residual Valuation In Profit on Pro	Costs	0 706,943 Year 1 Q2 0	-761,366 -54,423 Q3 0	-842,104 -896,527 Q4 0	-1,275,380 -2,171,907 Q1 0	-1,294,510 -3,466,417 Year 2 Q2 0	-429,596 -3,896,013 Q3 916,406 0	-436,040 -4,332,053 Q4 916,406	-21,937 -4,353,990 Q1 916,406	398,378 -3,955,612 Year 3 Q2 916,406	824,998 -3,130,614 Q3 916,406	837,373 -2,293,241 Q4 916,406	610,191 -1,683,050 Q1 667,969	619,344 -1,063,706 Year 4 Q2 667,969	628,634 -435,072 Q3 667,969	638,064 202,992 Q4 667,969	644,590 847,582 Q1 667,969	644,590 1,492,172 Year 5 Q2 667,969	0 0 1,492,172 Q3 0	0 1,492,172 Q4 0	0 1,492,172 Q1 0	0 1,492,172 Year 6 Q2 0	0 0 1,492,172 Q3 0	
Residual Valuation In Profit on Prof	merest Costs Costs GDV w 706,943 Balanc 0 3atinot 706,943 L PROFIT a 0 125,000 0 0 1,875 24,480 151,432 18,929	0 706,943 Year 1 Q2 0 0 0 0	-761,366 -54,423 0 0 0 0 0 0 151,432 18,929	-842,104 -896,527 Q4 0 0 0 0	-1,275,380 -2,171,907 Q1 0 0 0 0	-1,294,510 -3,466,417 Year 2 Q2 0 0 0 0 0	-429,596 -3,896,013 Q3 916,406	-436,040 -4,332,053 Q4 916,406	-21,937 -4,353,990 Q1 916,406	398,378 -3,955,612 Year 3 Q2 916,406	824,998 -3,130,614 Q3 916,406	837,373 -2,293,241 Q4 916,406	G10,191 -1,683,050 Q1 G67,969	619,344 -1,063,706 Year 4 Q2 667,969	628,634 -435,072 Q3 667,969	G38,064 202,992 Q4 G67,969	644,590 847,582 Q1 667,969	644,590 1,492,172 Year 5 Q2 667,969	0 0 1,492,172 Q3 0	0 1,492,172 Q4 0	0 1,492,172	0 1,492,172 Year 6 Q2 0	0 0 1,492,172 Q3 0	
Residual Valuation In Profit on Pro	merest Costs (Costs (Co	0 706,943 Year 1 Q2 0	-761,366 -54,423 Q3 0	-842,104 -896,527 Q4 0 0	-1.275,380 -2.171,907 Q1 0 0 0 0 0 0 0	-1,294,510 -3,466,417 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0	-429,596 -3,896,013 Q3 916,406 0 0 0 0 0	-436,040 -4,332,053 Q4 916,406	-21,937 -4,353,990 Q1 916,406	398,378 -3,955,612 Year 3 Q2 916,406	824,998 -3,130,614 Q3 916,406 0 0 0 0 0 0	837,373 -2,293,241 Q4 916,406 0 0 0 0	610,191 -1,683,050 Q1 G67,969	619,344 -1,063,706 Year 4 Q2 667,969	628,634 -435,072 Q3 667,969	G38,064 202,992 Q4 G67,969	G44,590 847,582 Q1 G67,969	644,590 1,492,172 Year 5 Q2 667,969	0 0 1,492,172 Q3 0 0	0 1,492,172 Q4 0	0 1,492,172 Q1 0	0 1,492,172 Year 6 Q2 0	0 0 1,492,172 Q3 0	
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Residual Valuation In Profit on Pro	merest Costs Costs GoDV w 706,943 Balanc 0 3aiance 706,943 L PROFIT 0 125,000 0 0 1,875 24,480 151,432 18,929 37,858 132,503 0 -4,727,136 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 706,943 Year 1 Q2 0 0 0 0 0 0 0 0 0	-761,366 -54,423 0 0 0 0 0 151,432 18,929 37,858 132,503 408,758 0 0 0 1,127,027	-842.104 -896,527 Q4 0 0 0 0 0 0 0 0 817,517 367,328 0 0 0 1,205,283	-1,275,380 -2,171,907 Q1 0 0 0 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 1,629,260	-1,294,510 -3,466,417 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 0 1,629,260	-429,596 -3,896,013 Q3 916,406 0 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 27,492 4,582 0 1,661,334	-436,040 -4.332,053 Q4 -916,406 0 0 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 27,492 4,582 0 1,661,334	-21,937 -4,353,990 Q1 916,406 0 0 0 0 0 0 817,517 367,328 5,000 20,438 0 0 0 1,242,357	398,378 -3,955,612 Year 3 Q2 916,406 0 0 0 0 0 408,758 367,328 5,000 10,219 0 0 27,492 4,582 0 823,380	824,998 -3,130,614 Q3 916,406 0 0 0 0 0 0 0 0 27,492 4,582 0 399,402	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	610,191 -1,683,050 Q1 667,969 0 0 0 0 0 0 0 0 0 20,039 3,340 0 23,379	619,344 -1,063,706 Year 4 Q2 667,969 0 0 0 0 0 0 0 0 20,039 3,340 0 23,379	G28,634 -435,072 Q3 -667,969 0 0 0 0 0 0 0 0 20,039 3,344 0 23,379	G38,064 202,992 Q4 667,969 0 0 0 0 0 0 0 20,039 3,340 0 23,379	644,590 847,582 Q1 667,969 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	044,590 1,492,172 Year 5 Q2 667,969 0 0 0 0 0 0 0 0 0 20,039 3,340 0 23,379	0 0 1,492,172 Q3 0 0 0 0 0 0 0 0 0 0 0	0 1,492,172 Q4 0 0 0 0 0 0 0 0 0 0 0	0 1,492,172	0 1,492,172 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,492,172 Q3 0 0 0 0 0 0 0 0 0 0 0	-1,
Residual Valuation In Profit on Pro	merest Costs Costs GoDV w 706,943 Balanc 0 3alance 706,943 L PROFIT 0 125,000 0 0 1,875 24,480 151,432 18,929 37,858 132,503 0 -4,727,136 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 706,943 Year 1 Q2 0 0	-761,366 -54,423 Q3 0 0 0 0 151,432 18,929 37,859 132,503 408,738 367,328 0 0 0 0 0 0 0	-842,104 -896,527 Q4 0 0 0 0 0 0 817,517 367,328 0 0 0 0 0	-1,275,380 -2,171,907 Q1 0 0 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,294,510 -3,466,417 Year 2 Q2 0 0 0 0 0 0 0 1,226,275 387,328 5,000 30,657 0 0 0 0 0 0 0 0 0 0 0 0 0	-429,596 -3,896,013 916,406 0 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 27,492 4,582	-436,040 -4,332,053 Q4 -916,406 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 27,492 4,582 0	-21,937 -4,353,990 Q1 916,406 0 0 0 0 0 0 817,517 367,328 5,000 20,438 0 0 27,492 4,582 0	398,378 -3,955,612 Year 3 Q2 916,406 0 0 0 0 408,758 367,328 5,000 10,219 0 0 27,492 4,582	824,998 -3,130,614 Q3 -916,406 0 0 0 0 0 0 0 0 0 0 0 0 27,492 4,582	837,373 -2,293,241 Q4 916,406 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	610,191 -1,683,050 Q1 -667,969 0 0 0 0 0 0 0 0 0 0 20,039 3,340	619,344 -1,063,706 Year 4 Q2 667,969 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	628,634 -435,072 Q3 667,969 0 0 0 0 0 0 0 0 0 20,039 3,340 0	638,064 202,992 Q4 667,969 0 0 0 0 0 0 0 0 0 0 0 0 0	644,590 847,582 Q1 667,969 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	644,590 1,492,172 Year 5 O2 667,969 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,492,172 Q3 0 0 0 0 0 0 0 0 0 0	0 1,492,172 Q4 0 0 0 0 0 0 0 0 0 0	0 1.492,172	0 1,492,172 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,492,172 Q3 0 0 0 0 0 0 0 0 0 0	-1,
Residual Valuation In Profit on Pro	merest Costs Costs GoDV w 706,943 Balanc 0 3alance 706,943 L PROFIT 0 125,000 0 0 1,875 24,480 151,432 18,929 37,858 132,503 0 -4,727,136 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 706,943 Year 1 Q2 0 0 0 0 0 0 0 0 0	-761,366 -54,423 0 0 0 0 0 151,432 18,929 37,858 132,503 408,758 0 0 0 1,127,027	-842.104 -896,527 Q4 0 0 0 0 0 0 0 0 817,517 367,328 0 0 0 1,205,283	-1,275,380 -2,171,907 Q1 0 0 0 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 1,629,260	-1,294,510 -3,466,417 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 0 1,629,260	-429,596 -3,896,013 Q3 916,406 0 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 27,492 4,582 0 1,661,334	-436,040 -4.332,053 Q4 -916,406 0 0 0 0 0 0 0 1,226,275 367,328 5,000 30,657 0 0 27,492 4,582 0 1,661,334	-21,937 -4,353,990 Q1 916,406 0 0 0 0 0 0 817,517 367,328 5,000 20,438 0 0 0 1,242,357	398,378 -3,955,612 Year 3 Q2 916,406 0 0 0 0 0 408,758 367,328 5,000 10,219 0 0 27,492 4,582 0 823,380	824,998 -3,130,614 Q3 916,406 0 0 0 0 0 0 0 0 27,492 4,582 0 399,402	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	610,191 -1,683,050 Q1 667,969 0 0 0 0 0 0 0 0 0 20,039 3,340 0 23,379	619,344 -1,063,706 Year 4 Q2 667,969 0 0 0 0 0 0 0 0 20,039 3,340 0 23,379	G28,634 -435,072 Q3 -667,969 0 0 0 0 0 0 0 0 20,039 3,344 0 23,379	G38,064 202,992 Q4 667,969 0 0 0 0 0 0 0 20,039 3,340 0 23,379	644,590 847,582 Q1 667,969 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	044,590 1,492,172 Year 5 Q2 667,969 0 0 0 0 0 0 0 0 0 20,039 3,340 0 23,379	0 0 1,492,172 Q3 0 0 0 0 0 0 0 0 0 0 0	0 1,492,172 Q4 0 0 0 0 0 0 0 0 0 0 0	0 1,492,172	0 1,492,172 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,492,172 Q3 0 0 0 0 0 0 0 0 0 0 0	1,4 { -1,



0045		Nousban		Deles	ODV	014		DEVEL OBME	UT COSTS							Diameter for a	-1-			ı	Dullat Cont	(0		
COME Av Size m2	%	Number 60		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fe		rate			Build Cost BCIS	/m2 1,766		
arket Housing 62.5	70%	42		2,850	7,481,250	2,625		LAND	Land		/unit or m2 -20.550		-1,232,981			No dwgs No dwgs under	60		23,100		Over Extra Energy	0	0.00	0%
						2,023			Stamp Duty		-20,550	0	-1,232,301			No dwgs over 5		138	1,380		Design	0		
red Ownership 62.5	0%	0)	1,995	0	0			Easements etc. Legals Acquisition		1.50%	-18,495	-18,495					Total	24,480	l	Acc & Adpt Water	15 1		
rdable Rent 62.5	30%	18		1,590	1,788,750	1,125		DI ANNINO													Small Sites	0		0%
al Rent 62.5	0%	0)	1,230	0	0		PLANNING	Planning Fee			24,480				Stamp duty ca	lc - Residual	_			Site Costs	177 1,962	109	J%
nt and Subsidy Shared Ownersh	nip			0	0				Architects QS / PM		4.00% 0.50%					Land payment			-1,232,981					
Affordable Rent				0	0				Planning Consu		1.00%	75,716												
Social Rent				0	0				Other Profession	nal	3.50%	265,006	705,923											
E AREA - Net 0.50 E AREA - Gross 0.50		120 120			9,270,000	3,750		CONSTRUCTI	ON Build Cost - BCI	IS Rasad	1,962	7,357,650						Total	0					
L ANEA - 01033 0.30	na .	120	/114						s106 / CIL	io baseu		30,000						Total	0					
es per Quarter 0									Contingency Abnormals		2.50%	183,941 0	7,571,591			Stamp duty ca Land payment	Ic - Add Profit		125,000					
t Build Time 3	Quarters				RUN Residual M	MACRO ctrlur		FINANCE								125,000 250,000	0% 1%							
	Whole Site		Per ha GROSS			sing balance =	0	1	Fees			52,000				500,000	3%	0%						
rnative Use Value	-1,232,981 25,000		-2,465,961 50,000		RUN CIL MACR	O ctrl+l			Interest Legal and Valua	tion	6.00%	0	52,000			1,000,000 above	4% 5%	0% 0%						
ift 0%	0		0			osing balance =	0											Total	0					
Plus /ha 200,000 Viability Threshold	100,000 125,000		200,000 250,000		Check on phasing of	lwgs nos		SALES	Agents		3.0%	278,100				Pre CIL s106	500	£/ Unit (all)		Ī	LIT	% GDV		\neg
•					corr				Legals		0.5%	46,350		7 400 400				Total	30,000			0.00%		0
ditional Profit	-1,250,370	£/m2 -476						L	Misc.			0	324,450	7,402,489		Post CIL s106	500	£/ Unit (all)	30,000	Ī				
			_					Developers Pr	rofit % Market DV		17.50%			1,309,219		CIL	0	£/m2 Total	0 30,000					
									% Affordable D	V	6.00%			107,325		·		·						
SIDUAL CASH FLOW FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
DME TS Started			10	10	10	10	10	10																
ket Housing			10	0	0	0	623,438	623,438		623,438		623,438		623,438		623,438		623,438						
red Ownership rdable Rent				0	0	0	0 298,125	0 298,125	0 298,125	0 298,125	0 298,125	0 298,125	0	0	0	0	0	0	0	0	0	0	0	
ial Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nt and Subsidy INCOME	0	0	0	0	0	0	921,563	921,563	921,563	921,563	921,563	921,563	623,438	623,438	623,438	623,438	623,438	623,438	0	0	0	0	0	
ENDITURE																								
np Duty	0																							
ements etc. als Acquisition	0 -18,495																							
	24,480																							
ning Fee nitects	151,432		151,432																					
ning Consultants	18,929 37,858		18,929 37,858																					
er Professional	132,503		132,503																					
d Cost - BCIS Base		0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	
6/CIL htingency		0	1,667 10,219	3,333 20,438	5,000 30,657	5,000 30,657	5,000 30,657	5,000 30,657	3,333 20,438	1,667 10,219	0	0	0	0	0	0	0	0	0	0	0	0	0	
ormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ince Fees	52,000																							
al and Valuation	0																							
ints	0	0	0	0	0	0	27,647	27,647	27,647	27,647	27,647	27,647	18,703	18,703	18,703	18,703	18,703	18,703	0	0	0	0	0	
als	0	0	0	0	0	0	4,608	4,608	4,608	4,608	4,608	4,608	3,117	3,117	3,117	3,117	3,117	3,117	0	0	0	0	0	
STS BEFORE LAND INT AND PROFIT	398,707	0	761,366	841,288	1,261,932	1,261,932	1,294,187	1,294,187	873,543	452,899	32,255	32,255	21,820	21,820	21,820	21,820	21,820	21,820	0	0	0	0	0	
Residual Valuation Land Interest	-1,232,981	0	0	0	11,526	30,628	50,016	56,356	62,790	63,012	56,927	44,441	31,768	23,221	14,545	5,739	0	0	0	0	0	0	0	
Profit on Costs		o	Ü	Ü	11,520	30,020	30,010	30,330	02,730	03,012	30,327	44,441	31,700	20,221	14,545	3,733		0	Ü	0		Ü		
Profit on GDV																								
Cash Flow Opening Balanc	834,274 0	0	-761,366	-841,288	-1,273,458	-1,292,559	-422,640	-428,980	-14,770	405,652	832,381	844,867	569,849	578,397	587,073	595,879	601,617	601,617	0	0	0	0	0	
Closing Balance	834,274	834,274	72,908	-768,380	-2,041,837	-3,334,397	-3,757,037	-4,186,016	-4,200,787	-3,795,135	-2,962,754	-2,117,887	-1,548,038	-969,642	-382,569	213,309	814,927	1,416,544	1,416,544	1,416,544	1,416,544	1,416,544	1,416,544	ļ
SH FLOW FOR CIL ADDITIONAL PRO	FIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME As Above INCOME	0	0	0	0	0	0	921,563	921,563	921,563	921,563	921,563	921,563	623,438	623,438	623,438	623,438	623,438	623,438	0	0	0	0	0	
	•		<u> </u>	-		<u> </u>	-21,000	-2.,500	22.,000	-2.,000	-2.,000	-2.,000		,	-20,100	320,400	220,430	-20,100		<u> </u>		•		
ENDITURE I	125,000																							
np Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
lls Acquisition	1,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Fee itects	24,480 151,432	0	0 151,432	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	18,929	0	18,929	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Consultants r Professional	37,858 132,503	0	37,858 132,503	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
						4 000 0		4 000								-	-							
Cost - BCIS Base ENTIAL CIL	0 -4,322,448	0	408,758 307,208	817,517 307,208	1,226,275 307,208	1,226,275 307,208	1,226,275 307,208	1,226,275 307,208	817,517 307,208	408,758 307,208	0 307,208	0 307,208	0	0	0	U	0	0	0	0	0	0	0	
CIL s106		0			5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	
ngency rmals	0	0	10,219 0	20,438 0	30,657 0	30,657 0	30,657 0	30,657 0	20,438 0	10,219 0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ice Fees	52,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
I and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nts	0	0	0	0	0	0	27,647	27,647	27,647	27,647	27,647	27,647	18,703	18,703	18,703	18,703	18,703	18,703	0	0	0	0	0	
ls	0	0	0	0	0	0	4,608	4,608	4,608	4,608	4,608	4,608	3,117	3,117	3,117	3,117	3,117	3,117	0	0	0	0	0	
: STS BEFORE LAND INT AND PROFIT	-	0	1,066,907	1,145,162	v	1,569,140	1,601,394	1,601,394	1,182,417	763,440	339,462	339,462	21,820	21,820	21,820	21,820	21,820	21,820	0	0	0	0	0	
			<u> </u>					· <u></u>							· <u></u>				· <u></u>					_
CIL calculation		_	_				00 == -			, a				~~~				_	_	_		_	_	
Interest		0	0	0	0	43	23,580	34,131	44,841	49,426	47,796	39,781	31,647	23,097	14,419	5,611	0	0	0	0	0	0	0	
Profit on cost					1																1			
Profit on cost Profit on GDV																								
	3,778,371 0	0	-1,066,907	-1,145,162	-1,569,140	-1,569,182	-703,412	-713,963	-305,696	108,696	534,304	542,319	569,971	578,520	587,198	596,006	601,617	601,617	0	0	0	0	0	



SITE NAME Site 14	Sheltered]																
NCOME Av Siz		% Number 60		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca		rate			Build Cost BCIS	/m2 1,766		
								LAND			/unit or m2					No dwgs	60				Over Extra	0	0.00%	6
rket Housing 62.				2,850		3,750		1	Land Stamp Duty		-17,727	0				No dwgs under No dwgs over 50	50 10	138	23,100 1,380		Energy Design	0		
ared Ownership 62.		% 0		1,995		0			Easements etc. Legals Acquisition	on	1.50%	-15,954						Total	24,480	-	Acc & Adpt Water	15 1		
ordable Rent 62.	2.5 09	% 0		1,590	0	0		PLANNING													Small Sites Site Costs	0 177	0% 10%	
cial Rent 62.	2.5 09	% 0		1,230	0	0			Planning Fee Architects		4.00%	24,480 324,937				Stamp duty cal Land payment	c - Residual		-1,063,600			1,962		
ant and Subsidy Shared Owner				0					QS / PM		0.50%	40,617				Land payment			-1,000,000					
Affordable Ren Social Rent	ent			0					Planning Consul Other Profession		1.00% 3.50%													
ΓE AREA - Net 0.5	50 ha	120	/ha		10,687,500	3,750		CONSTRUCTION	ON															
	50 ha	120			-,,	,,			Build Cost - BCI	S Based	1,962							Total	0	1				
		_							s106 / CIL Contingency		5.00%					Stamp duty cal	c - Add Profit			I				
les per Quarter 0 it Build Time 3	Quarters								Abnormals			367,883	8,123,415			Land payment 125,000	0%		60,000					
	Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r osing balance =		FINANCE	Fees			65,000				250,000 500,000	1% 3%							
esidual Land Value ternative Use Value	-1,063,60 50,00		-2,127,200 100,000		RUN CIL MACR	O ctrlal			Interest Legal and Valuat	tion	6.00%	0	65,000			1,000,000 above	4% 5%	0% 0%						
olift 20%	10,00		20,000			sing balance =		041.50	Logarano valoa				00,000				0,0	Total	0					
Plus /ha 0 Viability Threshol		-	120,000		Check on phasing of	lwgs nos		SALES	Agents		3.0%					Pre CIL s106		£/ Unit (all)			LIT	% GDV		T
		£/m2			corr	ect			Legals Misc.		0.5%	53,438 0		8,238,511				Total	30,000	l		0.00%	0	٥
dditional Profit	-897,73	7 -239	i													Post CIL s106	500		30,000	Ī				
								Developers Pro	ofit % Market DV % Affordable D\	,	17.50% 6.00%			1,870,313		CIL	0	£/m2 Total	30,000					
SIDUAL CASH FLOW FOR INTERES	ST	Year 1				Year 2				Year 3				Year 4	•			Year 5				Year 6		
OME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
TS Started ket Housing			10	10	10	10	10 890,625	10 890,625	890,625	890,625	890,625	890.625	890,625	890,625	890.625	890.625	890.625	890.625						
red Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rdable Rent ial Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nt and Subsidy INCOME	0	0	0	0	0	0	0 890,625	0 890,625	0 890,625	0 890,625	0 890,625	0 890,625	0 890,625	0 890,625	0 890,625	0 890,625	0 890,625	0 890,625	0	0	0	0	0	_
ENDITURE																								
np Duty ements etc.	0																							
als Acquisition	-15,954																							
ning Fee	24,480																							
nitects	162,468 20,309		162,468 20,309																					
ning Consultants	40,617 142,160		40,617 142,160																					
r Professional	142,100																							
d Cost - BCIS Base 6/CIL		0	408,758 1,667	817,517 3,333	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	817,517 3,333	408,758 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	
ntingency normals		0	20,438 20,438	40,876 40,876	61,314 61,314	61,314 61,314	61,314 61,314	61,314 61,314	40,876 40,876	20,438 20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
	65,000	-	,	,	,	-,	,		10,010	,	-	-		-	-	-	-	-	-	-		-	-	
ance Fees gal and Valuation	0																							
ents	0	0	0	0	0	0	26,719	26,719	26,719	26,719	26,719	26,719	26,719	26,719	26,719	26,719	26,719	26,719	0	0	0	0	0	
gals cc.	0	0	0	0	0	0	4,453	4,453	4,453	4,453	4,453	4,453	4,453	4,453	4,453	4,453	4,453	4,453	0	0	0	0	0	
STS BEFORE LAND INT AND PROF	FIT 439,080	0	816,855	902,602	1,353,903	1,353,903	1,385,074	1,385,074	933,774	482,473	31,172	31,172	31,172	31,172	31,172	31,172	31,172	31,172	0	0	0	0	0	
Residual Valuation Lan	nd -1,063,600	.																						
Interes	est	0	0	2,885	16,467	37,023	57,887	66,172	74,581	76,347	71,370	59,549	47,550	35,372	23,010	10,464	0	0	0	0	0	0	0	
Profit on Cost Profit on GD																								1,
Cash Flow	624,520	0	-816,855	-905,487	-1,370,370	-1,390,925	-552,336	-560,621	-117,730	331,805	788,083	799,904	811,903	824,082	836,443	848,989	859,453	859,453	0	0	0	0	0	-1,
Opening Balan Closing Balan		624,520	-192,334	-1,097,821	-2,468,191	-3,859,116	-4,411,452	-4,972,074	-5,089,803	-4,757,998	-3,969,915	-3,170,010	-2,358,107	-1,534,026	-697,583	151,406	1,010,859	1,870,313	1,870,313	1,870,313	1,870,313	1,870,313	1,870,313	
Closing Balan	icq 024,320	024,320	-132,334	-1,037,021	-2,400,131	-5,059,110	-4,411,402	-4,312,014	-5,009,005	-4,757,330	-3,303,313	-5,170,010	-2,000,107	-1,354,020	-037,303	131,400	1,010,003	1,070,313	1,070,313	1,070,313	1,070,313	1,070,313	1,070,010	
SH FLOW FOR CIL ADDITIONAL PR	ROFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME As Above INCOME	0	0	0	0	0	0	890,625	890,625	890,625	890,625	890,625	890,625	890,625	890,625	890,625	890,625	890,625	890,625	0	0	0	0	0	
PENDITURE																								
i	60,000	4																						
np Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ements etc. als Acquisition	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
itects	162,468 20,309	0	162,468 20,309	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	40,617	0	40,617	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	142,160	0	142,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional	0	0	408,758 -89,774	817,517 -89,774	1,226,275 -89,774	1,226,275 -89,774	1,226,275 -89,774	1,226,275 -89,774	817,517 -89,774	408,758 -89,774	0 -89,774	0 -89,774	0	0	0	0	0	0	0	0	0	0	0	
Professional Cost - BCIS Base		0	20,438	40,876	5,000 61,314	5,000 61,314	5,000 61,314	5,000 61,314	5,000 40,876	5,000 20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional Cost - BCIS Base ENTIAL CIL CIL s106	^	0	20,438 20,438	40,876 40,876	61,314 61,314	61,314 61,314	61,314 61,314	61,314 61,314	40,876 40,876	20,438 20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional Cost - BCIS Base ENTIAL CIL CIL s106 ngency	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional Cost - BCIS Base ENTIAL CIL CIL s106 ngency rmals		0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
r Professional Cost - BCIS Base ENTIAL CIL CUL s106 ingency ormals	0	0	0				26,719	26,719	26,719	26,719 4,453	26,719 4,453	26,719	26,719	26,719	26,719	26,719	26,719	26,719 4,453	0	0	0	0	0	
r Professional Cost - BCIS Base ENTAL CIL CIL st06 ingency rmals noe Fees and Valuation	0 65,000 0	0	0	0	0	0		4 450				4,453	4,453	4,453	4,453	4,453	4,453							
ining Consultants or Professional Lost - BCIS Base ENTIAL CIL CIL s 106 ingency rrmals and Valuation tts is .	0 65,000 0 0	0 0 0	0 0 0	0	0	0	4,453 0	4,453 0	4,453 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
r Professional Cost - BCIS Base ENTIAL Cit Cit s106 regency rmals coc Fees and Valuation ts is	0 65,000 0 0	0 0	0	0	0	0	4,453						0 31,172	0 31,172	31,172	31,172	0 31,172							_
ining Consultants or Professional I Cost - BCIS Base ENTIAL CIL CIL s106 ingency mais Ince Fees II and Valuation ots its	0 65,000 0 0	0 0 0	0 0 0	0	0	0	4,453 0	0	0	0	0	0					_	0	0	0	0	0	0	
r Professional Cost - BCIS Base ENTIAL CIL CIL st06 Ingency Immals Ince Fees Index Valuation Its Its Its Its Its Its Its Its Its It	0 65,000 0 0 0 0 0 515,934	0 0 0	0 0 0	0	0	0	4,453 0	0	0	0	0	0					_	0	0	0	0	0	0	
ning Consultants in Professional I of Cost - BCIS Base ENTIAL CIL CIL s106 ingency ormals ince Fees I and Valuation oits its EFFORE LAND INT AND PROFITS BEFORE LAND INT AND PROFITS BEFORE LAND INT AND PROFITS CIL calculation	0 65,000 0 0 0 0 515,934	0 0 0 0	0 0 0 725,414	0 0 809,495	0 0 1,264,129	0 0 1,264,129	4,453 0 1,295,301	0 1,295,301	0 845,667	0 396,032	-58,602	-58,602	31,172	31,172	31,172	31,172	31,172	0 31,172	0	0	0	0	0	1
r Professional I Cost - BCIS Base ENTIAL CIL CIL s106 ingency symals nco Fees and Valuation ats ES TS BEFORE LAND INT AND PROF CIL calculation Interes Profit on cost	0 65,000 0 0 0 0 515,934	0 0 0 0	0 0 0 725,414	0 0 809,495	0 0 1,264,129	0 0 1,264,129	4,453 0 1,295,301	0 1,295,301	0 845,667	0 396,032	-58,602	-58,602	31,172	31,172	31,172	31,172	31,172	0 31,172	0	0	0	0	0	-1,



	Site 15 Shelter						1		·																
COME	Av Size m2	%	Number 60		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee ca Planning app fer	dwgs				Build Cost BCIS	/m2 1,766		
arket Housing	62.5	95%	57		2,850	10,153,125	3,563			Land		/unit or m2 -19,767	Total	-1,186,017			No dwgs No dwgs under	60 50	462			Over Extra Energy	0	0.00%)
ared Ownership	62.5	0%	0		1,995	0	0			Stamp Duty Easements etc.			0				No dwgs over 50	10	138 Total	1,380 24,480		Design Acc & Adpt	0 15		
fordable Rent	62.5	5%	3		1,590	298,125	188			Legals Acquisition	on	1.50%	-17,790	-17,790			-			,		Water Small Sites	1	0%	6
cial Rent	62.5	0%	0		1,230		0		PLANNING	Planning Fee			24.480				Stamp duty cal	lc - Residual				Site Costs	177 1,962	10%	
	ed Ownership	070	ŭ		0		ŭ			Architects QS / PM		4.00% 0.50%					Land payment	- Trooladai		-1,186,017			1,502		
Afford	dable Rent				0	0				Planning Consul		1.00%	81,234	755 507											
	al Rent				0					Other Profession	al	3.50%	284,320	755,587											
E AREA - Net E AREA - Gross	0.50 ha 0.50 ha		120 120	/ha /ha		10,451,250	3,750			Build Cost - BCI s106 / CIL	S Based	1,962	30,000						Total	0					
es per Quarter t Build Time	0 3 Quarter	'S				RUN Residual N	MACRO - Heli -			Contingency Abnormals		5.00%	367,883 367,883	8,123,415			Stamp duty cal Land payment 125,000 250,000	0%							
			Per ha NET P				sing balance =			Fees			63,000				500,000	3%	0%						
rnative Use Value		186,017 50,000	-2,372,034	100,000		RUN CIL MACR				Interest Legal and Valuat	ion	6.00%	0	63,000			1,000,000 above	4% 5%	0%						
	20%	10,000		20,000		Clo	sing balance =	0	SALES										Total	0					
Viability T	Threshold	60,000		120,000		Check on phasing d				Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%	0	آه
itional Profit	-1,	£/n 081,880	-304			00.1				Misc.		0.070	0	365,794	8,103,989		Post CIL s106 CIL	500	£/ Unit (all)	30,000			0.30%		1
										% Market DV % Affordable DV	,	17.50% 6.00%			1,776,797 17,888		CIL		Total	30,000					
DUAL CASH FLOW FOR I		21	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
ME 'S Started				10	10	10	10	10	10																
at Housing ad Ownership					0	0	0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	846,094 0	0	0	0	0	0	
able Rent					0	0	0	49,688 0	49,688	49,688 0	49,688 0	49,688 0	49,688 0	0	0	0	0	0	0	0	0	0	0	0	
Rent and Subsidy		0	•	•	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME		0	0	0	0	0	0	895,781	895,781	895,781	895,781	895,781	895,781	846,094	846,094	846,094	846,094	846,094	846,094	0	0	0	0	0	_
NDITURE Duty		0																							
ents etc. Acquisition		0 ,790																							
ng Fee		,480																							
cts	162	,468 ,309		162,468 20,309																					
g Consultants	40.	617		40,617																					
Professional	142	,160		142,160																					
Cost - BCIS Base CIL			0	408,758 1,667	817,517 3,333	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	817,517 3,333	408,758 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	
gency mals			0	20,438 20,438	40,876 40,876	61,314 61,314	61,314 61,314	61,314 61,314	61,314 61,314	40,876 40,876	20,438 20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
te Fees	en en	,000	-		. 5,010	21,014	2.,0.4	,	2.,014	30,010	_0,-00	·	Ü		Ü	·	· ·		·	•	Ü	•	•	v	
and Valuation		0																							
s		0	0	0	0	0	0	26,873	26,873	26,873	26,873	26,873	26,873	25,383	25,383	25,383	25,383	25,383	25,383	0	0	0	0	0	
		0	0	0	0	0	0	4,479	4,479	4,479	4,479	4,479	4,479	4,230	4,230	4,230	4,230	4,230	4,230	0	0	0	0	0	
S BEFORE LAND INT AN	ID PROFIT 435	,243	0	816,855	902,602	1,353,903	1,353,903	1,385,255	1,385,255	933,954	482,653	31,352	31,352	29,613	29,613	29,613	29,613	29,613	29,613	0	0	0	0	0	
esidual Valuation	Land -1,18	16,017																							
	Interest t on Costs		0	0	991	14,545	35,072	55,906	64,087	72,391	74,049	68,963	57,031	44,920	33,346	21,599	9,676	0	0	0	0	0	0	0	1
	fit on GDV																								
Cash),774	0	-816,855	-903,593	-1,368,448	-1,388,974	-545,380	-553,561	-110,563	339,079	795,466	807,398	771,561	783,134	794,881	806,804	816,480	816,480	0	0	0	0	0	-
		0),774	750,774	-66,081	-969,674	-2,338,121	-3,727,096	-4,272,476	-4,826,036	-4,936,600	-4,597,521	-3,802,055	-2,994,657	-2,223,096	-1,439,962	-645,081	161,723	978,204	1,794,684	1,794,684	1,794,684	1,794,684	1,794,684	1,794,684	
FLOW FOR CIL ADDITIO	(21	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
ME As Ab INCOME		0	0	0	0	0	0	895,781	895,781	895,781	895,781	895,781	895,781	846,094	846,094	846,094	846,094	846,094	846,094	0	0	0	0	0	_
IDITURE	60	,000																							
Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Duty ents etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Acquisition		00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
g Fee cts	162	,480 2,468	0	0 162,468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
g Consultants	40	309 617	0	20,309 40,617	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rofessional		,160	0	142,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ost - BCIS Base		0	0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0 -108 188	0 -108 188	0	0	0	0	0	0	0	0	0	0	0	
NTIAL CIL IL s106				-108,188	-108,188	-108,188 5,000	-108,188 5,000	-108,188 5,000	-108,188 5,000	-108,188 5,000	-108,188 5,000	-108,188 0	-108,188 0	0	0	0	0	0	0	0	0	0	0	0	
ency nals		0	0	20,438 20,438	40,876 40,876	61,314 61,314	61,314 61,314	61,314 61,314	61,314 61,314	40,876 40,876	20,438 20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
e Fees	63	.000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
e Fees and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		0	0	0	0	0	0	26,873 4 479	26,873 4.479	26,873 4.479	26,873 4 479	26,873 4 479	26,873 4.479	25,383 4 230	25,383 4 230	25,383 4.230	25,383 4 230	25,383 4 230	25,383 4 230	0	0	0	0	0	
S BEFORE LAND INT AN		0	0	0 0 707,000	0 0 791,080	0 0 1,245,715	0 0 1,245,715	4,479 0 1,277,067	4,479 0 1,277,067	4,479 0 827,433	4,479 0 377,799	4,479 0 -76,836	4,479 0 -76,836	4,230 0 29,613	4,230 0 29,613	4,230 0 29,613	4,230 0 29,613	4,230 0 29,613	4,230 0 29,613	0	0 0	0 0	0	0 0	
	,,,,			,	,		,	. ,,,,,,	. ,	, =	, ,	-,	-,,-	-,		.,	.,	.,	-,	-	-		-	-	
L calculation	Interest		7,709	7,825	18,547	30,691	49,838	69,271	76,029	82,889	83,107	76,584	63,143	49,501	37,997	26,319	14,467	2,437	0	0	0	0	0	0	
	ofit on cost fit on GDV																								1
FIO																									
	Cash Flow -513	3,934	-7,709	-714,825	-809,627	-1,276,406	-1,295,552	-450,556	-457,315	-14,540	434,876	896,033	909,474	766,979	778,484	790,161	802,014	814,044	816,480	0	0	0	0	0	-1



INCOME																									
	Av Size	%	Number		Price		GIA		DEVELOPMEN	IT COSTS							Planning fee ca					Build Cost	/m2		
	m2		60		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fee No dwgs	dwgs 60	rate			BCIS Over Extra	1,766 0	0.00%	
arket Housing	62.5	90%	54		2,850	9,618,750	3,375			Land Stamp Duty		-21,822	0	-1,309,323			No dwgs under No dwgs over 50	50	462	23,100 1,380		Energy Design	3		
nared Ownership	62.5	0%	0		1,995	0	0			Easements etc. Legals Acquisition	n	1.50%	-19,640	-19,640					Total	24,480		Acc & Adpt Water	15		
fordable Rent	62.5	10%	6		1,590	596,250	375		PLANNING	Legais Acquisitio		1.3076	-13,040	-13,040								Small Sites Site Costs	0 177	0% 10%	
ocial Rent	62.5	0%	0		1,230	0	0		PLANNING	Planning Fee Architects		4.00%	24,480 324,937				Stamp duty cal	c - Residual		-1,309,323	Į	Site Custs	1,962	10%	
	Shared Ownershi	р			0					QS / PM		0.50%	40,617				Land payment			-1,309,323					
	Affordable Rent Social Rent				0					Planning Consul Other Profession		1.00% 3.50%	81,234 284,320	755,587											
ITE AREA - Net	0.50 h	na	120	/ha		10,215,000	3,750		CONSTRUCTION																
TE AREA - Gross	0.50 h	na	120	/ha						Build Cost - BCI: s106 / CIL	S Based	1,962	7,357,650 30,000						Total	0					
ales per Quarter	0									Contingency Abnormals		5.00%	367,883 367,883	8,123,415			Stamp duty call Land payment	c - Add Profit	<u> </u>	60,000					
Init Build Time		Quarters				RUN Residual M	IACPO etrler		FINANCE	Abronnas			007,000	0,120,410			125,000 250,000	0% 1%		00,000					
				Per ha GROSS			sing balance =	0	THAIL	Fees			61,000				500,000	3%	0%						
esidual Land Value Iternative Use Value		-1,309,323 50,000	-2,618,647	-2,618,647 100,000		RUN CIL MACRO				Interest Legal and Valuat	ion	6.00%	0	61,000			1,000,000 above	4% 5%	0%						
plift Plus /ha	20% 0	10,000 0		20,000		Clo	sing balance =		SALES										Total	0					
Viabil	ility Threshold	60,000		120,000		Check on phasing di				Agents Legals		3.0% 0.5%	306,450 51,075				Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%	0	
dditional Profit		£/ -1,266,022	m2 -375					ı		Misc.			0	357,525	7,968,564		Post CIL s106		£/ Unit (all)	30,000	·			,	
uditional Front		1,200,022	0.0						Developers Pro	ofit % Market DV		17.50%			1,683,281		CIL	0		0					
										% Affordable DV	,	6.00%			35,775				Total	30,000					
SIDUAL CASH FLOW F	FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
COME IITS Started			-	10	10	10	10	10	10																
ket Housing				10	0	0 0	0	801,563 0	801,563 0	801,563 0	801,563 0	801,563 0	801,563 0	801,563 0	801,563 0	801,563 0	801,563	801,563 0	801,563 0	0	0	0	0	0	
nared Ownership fordable Rent					0	0	0	99,375	99,375	99,375	99,375	99,375	99,375	0	0	0	0	0	0	0	0	0	0	0	
cial Rent ant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME		0	0	0	0	0	0	900,938	900,938	900,938	900,938	900,938	900,938	801,563	801,563	801,563	801,563	801,563	801,563	0	0	0	0	0	
PENDITURE mp Duty		0																							
ements etc. als Acquisition		0 -19,640																							
nning Fee		24,480																							
hitects		162,468 20,309		162,468 20,309																					
nning Consultants		40,617		40,617																					
ner Professional		142,160		142,160																					
ild Cost - BCIS Base 06/CIL			0	408,758 1,667	817,517 3,333	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	817,517 3,333	408,758 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	
ontingency onormals			0	20,438 20,438	40,876 40,876	61,314 61,314	61,314 61,314	61,314 61,314	61,314 61,314	40,876 40,876	20,438 20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
nance Fees		61,000																							
gal and Valuation		0																							
gents gals		0	0	0	0	0	0	27,028 4,505	27,028 4,505	27,028 4,505	27,028 4,505	27,028 4,505	27,028 4,505	24,047 4,008	24,047 4,008	24,047 4,008	24,047 4,008	24,047 4,008	24,047 4,008	0	0	0	0	0	
isc. OSTS BEFORE LAND IN	IT AND PROFIT		0	0 816.855	902,602	1.353.903	1,353,903	1.385.435	1,385,435		482.834	31.533	31,533	28.055	28.055	28.055	28.055	28.055	28.055	0	0	0	0		
																								0	
																					-	-		0	
or Residual Valuation	Land	-1,309,323																							
	Interest Profit on Costs	-1,309,323	0	0	0	12,623	33,121	53,926	62,002	70,200	71,751	66,556	54,513	42,290	31,321	20,188	8,889	0	0	0	0	0	0	0	1,68
į	Interest Profit on Costs Profit on GDV																				0	0	0	0	1,6
i c	Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc	-1,309,323 877,930 0	0	-816,855	-902,602	12,623	33,121	53,926	62,002	70,200	71,751	66,556 802,849	54,513 814,892	42,290 731,218	31,321 742,187	20,188	8,889 764,619	773,508	773,508	0					1,6
i c	Interest Profit on Costs Profit on GDV Cash Flow	877,930																			0	0	0	0	1,6 3
i c	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930	0 877,930 Year 1	-816,855 61,075	-902,602 -841,527	-1,366,525 -2,208,052	-1,387,023 -3,595,075 Year 2	-538,424 -4,133,499	-546,500 -4,679,999	-103,397 -4,783,396	346,353 -4,437,043 Year 3	802,849 -3,634,194	814,892 -2,819,303	731,218 -2,088,084	742,187 -1,345,898 Year 4	753,319 -592,579	764,619 172,041	773,508 945,548	773,508 1,719,056 Year 5	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6	0 1,719,056	1,6 3: -1,7
SH FLOW FOR CIL ADE	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 IT	0 877,930 Year 1 Q2	-816,855 61,075	-902,602 -841,527	-1,366,525 -2,208,052	-1,387,023 -3,595,075 Year 2	-538,424 -4,133,499	-546,500 -4,679,999	-103,397 -4,783,396	346,353 -4,437,043 Year 3	802,849 -3,634,194	814,892 -2,819,303	731,218 -2,088,084	742,187 -1,345,898 Year 4 Q2	753,319 -592,579	764,619 172,041	773,508 945,548	773,508 1,719,056 Year 5	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6	0 0 1,719,056	1,6 3 -1,7
SH FLOW FOR CIL ADD	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930	0 877,930 Year 1	-816,855 61,075	-902,602 -841,527	-1,366,525 -2,208,052	-1,387,023 -3,595,075 Year 2	-538,424 -4,133,499	-546,500 -4,679,999	-103,397 -4,783,396	346,353 -4,437,043 Year 3	802,849 -3,634,194	814,892 -2,819,303	731,218 -2,088,084	742,187 -1,345,898 Year 4	753,319 -592,579	764,619 172,041	773,508 945,548	773,508 1,719,056 Year 5	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6	0 1,719,056	
SH FLOW FOR CIL ADE	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 IT	0 877,930 Year 1 Q2	-816,855 61,075	-902,602 -841,527	-1,366,525 -2,208,052	-1,387,023 -3,595,075 Year 2	-538,424 -4,133,499	-546,500 -4,679,999	-103,397 -4,783,396	346,353 -4,437,043 Year 3	802,849 -3,634,194	814,892 -2,819,303	731,218 -2,088,084	742,187 -1,345,898 Year 4 Q2	753,319 -592,579	764,619 172,041	773,508 945,548	773,508 1,719,056 Year 5	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6	0 0 1,719,056	
SH FLOW FOR CIL ADE OME A INCOME PENDITURE	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 iT Q1	0 877,930 Year 1 Q2	-816,855 61,075	-902,602 -841,527	-1,366,525 -2,208,052	-1,387,023 -3,595,075 Year 2	-538,424 -4,133,499	-546,500 -4,679,999	-103,397 -4,783,396	346,353 -4,437,043 Year 3	802,849 -3,634,194	814,892 -2,819,303 Q4 900,938	731,218 -2,088,084	742,187 -1,345,898 Year 4 Q2	753,319 -592,579	764,619 172,041	773,508 945,548	773,508 1,719,056 Year 5	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6	0 0 1,719,056	
SH FLOW FOR CIL ADD OME INCOME TO 1 TO	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 117 Q1 0	0 877,930 Year 1 Q2	-816,855 61,075 Q3	-902,602 -841,527 Q4	-1,366,525 -2,208,052 Q1	-1,387,023 -3,595,075 Year 2 Q2	-538,424 -4,133,499 Q3 900,938	-546,500 -4,679,999 Q4 900,938	-103,397 -4,783,396 Q1 900,938	346,353 -4,437,043 Year 3 Q2 900,938	802,849 -3,634,194 -03 -03 -00,938	814,892 -2,819,303 Q4 900,938	731,218 -2,088,084 Q1 801,563	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563	764,619 172,041 Q4 801,563	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563	0 1,719,056 Q3	0 0 1,719,056 Q4 0	0 0 1,719,056 Q1	0 1,719,056 Year 6 Q2 0	0 0 1,719,056	
SH FLOW FOR CIL ADD OME INCOME VENDITURE d mp Duty ements etc. als Acquisition	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 0 877,930 17 0 10 60,000 0 900	0 877,930 Year 1 O2 0	-816,855 61,075 Q3 0	-902,602 -841,527 Q4 0	-1,366,525 -2,208,052 Q1 0	-1,387,023 -3,595,075 Year 2 Q2	-538,424 -4,133,499 Q3 900,938	-546,500 -4,679,999 Q4 900,938	-103,397 -4,783,396 Q1 900,938	346,353 -4,437,043 Year 3 Q2 900,938	802,849 -3,634,194 Q3 900,938	814,892 -2,819,303 Q4 900,938	731,218 -2,088,084 -2,088,084 -2,088,084 -2,088,084 -2,088,084	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563	764,619 172,041 Q4 801,563	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563	0 1,719,056 Q3 0	0 0 1,719,056 0 0	0 0 1,719,056	0 1,719,056 Year 6 Q2 0	0 0 1,719,056 Q3 0	
SH FLOW FOR CIL ADD OME INCOME SENDITURE 1 10 10 10 10 10 10 10 10 10	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 17 Q1 0 60,000 0 900 24,480 162,468	0 877,930 Year 1 Q2 0	-816,855 61,075 Q3 0	-902,602 -841,527 Q4 0 0	-1,366,525 -2,208,052 Q1 0 0 0 0 0 0	-1,387,023 -3,595,075 Year 2 Q2	-538,424 -4,133,499 Q3 900,938	-546,500 -4,679,999	-103,397 -4,783,396 -41,783,39	346,353 -4,437,043 Year 3 Q2 900,938	802,849 -3,634,194 -23 -900,938 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	814,892 -2,819,303 Q4 900,938	731,218 -2,088,084 -21 801,563 -0 0 0 0	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563	784,619 172,041 Q4 801,563	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563	0 1,719,056 Q3 0	0 0 1,719,056 Q4 0 0 0 0	0 0,1,719,056	0 1,719,056 Year 6 Q2 0	0 0 1,719,056	
INCOME INCOME INCOME INCOME INCOME INCOME INCOME INCOME INCOME INCOME INCOME INCOME INCOME INCOME INCOME INCOME	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 117 Q1 0 60,000 0 0 900 24,480 162,468 20,309 40,617	0 877,930 Year 1 Q2 0	-816,855 61,075 Q3 0 0 0 0 0 0 0 0 0 0,0 0,0 0,0 0,0 0,0	-902,602 -841,527 Q4 0 0 0 0 0 0 0	-1,366,525 -2,206,052 Q1 0 0 0 0 0 0 0 0	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0	-538,424 -4,133,499 Q3 900,938 0 0 0 0 0 0	-546,500 -4,679,999 -4,679,999 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	-103,397 -4,783,396 C1 900,938 0 0 0 0 0	346,353 -4,437,043 Year 3 Q2 900,338 0 0 0 0 0	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 0	814,892 -2,819,303 Q4 900,938 0 0 0 0	731,218 -2,088,084 -2,	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563	764,619 172,041 Q4 801,563	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563	0 1,719,056 Q3 0	0 0 1,719,056 Q4 0 0 0 0	0 0 1,719,056	0 1,719,056 Year 6 Q2 0	0 0 1,719,056	
H FLOW FOR CIL ADD ME A INCOME ENDITURE ENDITURE Sp Duty ments etc. Sh Acquisition ning Fee stects ring Consultants r Professional	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 177 Q1 0 60,000 0 900 24,480 162,488 20,309 40,617 142,160	0 877,930 Year 1 Q2 0 0 0 0 0 0 0	-816,855 61,975 Q3 0 0 0 0 0 162,468 20,3617 142,160	-902,602 -841,527 Q4 0 0 0 0 0 0 0 0	-1,366,525 -2,208,052 -2,208,052 -0 0 0 0 0 0 0 0 0	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 0	-538,424 -4,133,499 Q3 900,938 0 0 0 0 0	-546,500 -4,679,999 Q4 900,938	-103,397 -4,783,396 Q1 900,938 0 0 0 0 0 0	346,363 -4,437,043 Year 3 Q2 900,938	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 0 0	814,892 -2,819,303 Q4 900,938 0 0 0 0 0	731,218 -2.088,084 Q1 801,563	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563	764,619 172,041 Q4 801,563	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563	0 1,719,056 Q3 0	0 0 1,719,056 0 0 0 0 0 0	0 0 1,719,056	0 1,719,056 Year 6 Q2 0	0 0 1,719,056	
H FLOW FOR CIL ADD INCOME A INCOME ENDITURE Up Duty pup Duty pup Lity	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 117 Q1 0 60,000 0 0 900 24,480 162,468 20,309 40,617	0 877,930 Year 1 Q2 0	-816,855 61,075 Q3 0 0 0 0 0 0 0 0 0 0,0 0,0 0,0 0,0 0,0	-902,602 -841,527 Q4 0 0 0 0 0 0 0	-1,366,525 -2,208,052 Q1 0 0 0 0 0 0 1,26,275 -126,602	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 0 0 0 1,226,275 -126,602	-538,424 -4,133,499 Q3 900,938 0 0 0 0 1,226,275 -126,602	-546,500 -4,679,999 Q4 900,938 0 0 0 0 0 1,226,275 -126,602	-103,397 -4,783,396 Q1 900,938 0 0 0 0 0 817,517 -126,602	346,353 -4,437,043 Year 3 Q2 900,938 0 0 0 0 0 408,758 -126,602	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 -126,602	814,892 -2,819,303 Q4 900,938 0 0 0 0 0 0 0 0 0	731,218 -2,088,064 Q1 -801,563 0 0 0 0 0 0	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563	784,619 172,041 Q4 801,563	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563	0 1,719,056	0 0 1,719.056	0 0 1,719,056	0 1.719,056 Year 6 Q2 0 0 0 0 0 0	0 0 1,719,056	
H FLOW FOR CIL ADD INCOME IN	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 177 Q1 0 60,000 0 900 24,480 162,488 20,309 40,617 142,160	0 877,930 Year 1 Q2 0 0 0 0 0 0 0	-816,855 61,075 Q3 0 0 0 0 0 162,468 20,309 40,617 142,160 408,758	-902,602 -841,527 Q4 0 0 0 0 0 0 0 0 0	-1,366,525 -2,208,052 Q1 0 0 0 0 0 1,226,275	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 0 0 1,226,275	-538,424 -4,133,499 Q3 900,938 0 0 0 0 1,226,275	-546,500 -4,679,999 Q4 900,938	-103,397 -4,783,396 Q1 900,338 0 0 0 0 0 0 817,517	346,353 -4,437,043 Year 3 Q2 900,938	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 0	814,892 -2,819,303 	731,218 -2.088,084 Q1 801,563	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563	764,619 172,041 Q4 801,563	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563	0 1,719,056 Q3 0	0 0 1,719,056 0 0 0 0 0 0	0 0 1,719,056	0 1,719,056 Year 6 Q2 0	0 0 1,719,056	
H FLOW FOR CIL ADD ME INCOME ENDITURE In p Duty In p	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 17 0 10 60,000 0 900 24,480 162,468 20,309 44,2160 0	0 877,930 Year 1 Q2 0 0 0 0 0 0 0	-816,855 61,075 0 0 0 0 0 0 162,468 20,309 40,617 142,160 408,758	-902,602 -841,527 Q4 0 0 0 0 0 0 817,517 -126,602	-1,366,525 -2,206,052 Q1 0 0 0 0 0 1,26,275 -126,602 5,000	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 0 0 1,226,275 -126,602 5,000	-538,424 -4,133,499 G3 900,938 0 0 0 0 1,226,275 -126,602	-546,500 -4,679,999 -4,679,999 -4,679,999 -4,679,999 -6,679,999 -6,679,999 -6,679,999 -6,679,999 -6,679,999 -6,679,999	-103,397 -4,783,396 Q1 900,938 0 0 0 0 0 817,517 -126,602 5,000	346,353 -4,437,043 -4,437,043 -4,437,043 -4,437,043 -4,437,043 -0 0 0 0 0 0 408,758 -126,050 5,000	802,849 -3,634,194	814,892 -2,819,303 Q4 900,938 0 0 0 0 0 0 0 0 0	731,218 -2,088,084 Q1 801,563	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563	764,619 172,041 Q4 801,563	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563	0 1,719,056	0 0 1,719,056 0 0 0 0 0 0 0	0 0 1,719,056	0 1,719,056 Year 6 Q2 0	0 0 1,719,056	
H FLOW FOR CIL ADD ME A INCOME ENDITURE In p Duty ments etc. Is Acquisition ning Fee itects a Security of the Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 ingency meals	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 117 Q1 0 60,000 0 0 0 900 24,480 162,468 20,369 142,160 0	0 877,930 Year 1 Q2 0 0 0 0 0 0 0	-816,855 61,075 0 0 0 0 0 0 162,468 20,309 40,617 142,160 20,309 40,518	-902,602 -841,527 Q4 0 0 0 0 0 0 0 817,517 -126,602 40,876 0 0	-1,366,525 -2,208,062 Q1 0 0 0 0 0 1,226,275 -1,26,602 5,000 61,314 0 0	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314	-538,424 -4,133,499 Q3 900,938 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 0 0	-546,500 -4,679,999 Q4 900,938 0 0 0 0 0 1,226,275 -1,26,602 5,000 61,314 61,314	-103,397 -4,783,396 -4,783,396 -4,783,396 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	346,353 -4,437,043 Year 3 Q2 900,938 0 0 0 0 0 0 408,758 -126,602 5,000 20,438 20,438	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	814,892 -2,819,303 Q4 900,938 0 0 0 0 0 0 0 0 0 0 0 0 0	731,218 -2.088,084 Q1 801,563 0 0 0 0 0 0 0 0 0	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563 0 0 0 0 0 0 0 0 0 0	764,619 172,041 Q4 801,563	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6 O2 0 0 0 0 0 0	0 0 1,719,056	
The FLOW FOR CIL ADD ME INCOME INCOME ENDITURE In p Duty In p	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 1T 0 60,000 0 0 900 24,480 162,489 40,617 142,160 0 0 0	0 877,930 Year 1 Q2 0 0 0 0 0 0 0 0	-816,855 61,075 0 0 0 0 0 0 162,468 20,309 40,617 142,160 408,758 -126,602 20,438 20,438	-902,602 -841,527 Q4 0 0 0 0 0 0 0 0 0 817,517 -126,602 40,876 40,876 0 0	-1,366,525 -2,208,052 Q1 0 0 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 0 0	-1,387,023 -3,595,075 Year 2 0 0 0 0 0 0 0 0 0 0 0 0 0	-538,424 -4,133,499 Q3 900,938 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 0 0	-546,500 -4,679,999 Q4 900,938 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 0 0	-103,397 -4,783,396 Q1 900,938 0 0 0 0 0 0 817,517 -126,602 5,000 40,876 40,876	346,353 -4,437,043 Year 3 Q2 900,938 0 0 0 0 0 0 408,758 -126,602 5,000 20,438 0 0	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 -126,602 0 0 0 0 0	814,892 -2,819,303 Q4 900,938 0 0 0 0 0 0 0 0 0 0 0 0 0	731,218 -2,088,064 Q1 -801,563 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563	784,619 172,041 Q4 801,563	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6 Q2 0	0 0 1,719,056	
H FLOW FOR CIL ADD ME INCOME INCOME	Interest Profit on Costs Profit on GDV Cash Flow Opening Balance Closing Balance	877,930 0 877,930 17 0 10 60,000 0 0 900 24,480 162,469 40,617 142,160 0 0 0	0 877,930 Year 1 Q2 0 0 0 0 0 0 0 0 0 0	-816,855 61,075 0 0 0 0 0 0 162,468 20,309 40,617 142,160 20,438 20,438 0 0 0	-902,602 -841,527 Q4 0 0 0 0 0 0 0 0 0 817,517 -126,602 40,876 40,876 0 0 0	-1,366,525 -2,208,052 Q1 0 0 0 0 0 0 0 0 1,226,275 -128,602 5,000 61,314 61,314 0 0	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 0 0 0 0 0	-538,424 -4,133,499 Q3 900,938 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 0 0 27,028 4,505	-546,500 -4,679,999 Q4 900,938 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 0 0 27,028 4,506	-103,397 -4,783,396 Q1 900,938 0 0 0 0 0 0 0 817,517 -128,602 5,000 40,876 40,876 0 0 27,028 4,505	346,353 -4,437,043 Year 3 Q2 900,938 0 0 0 0 0 0 0 0 0 0 0 0 0	02,849 -3,634,194 Q3 990,938 0 0 0 0 0 -126,602 0 0 27,028 4,505	814,892 -2,819,303 Q4 990,338 0 0 0 0 0 0 0 0 0 0 0 0 0	731,218 -2,088,084 Q1 -801,563 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	742,187 -1,345,898 Year 4 Q2 801,563 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	753,319 -592,579 Q3 801,563 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	764,619 172,041 Q4 801,563 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	773,508 945,548 Q1 801,563	773,508 1,719,056 Year 5 Q2 801,563 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,719,056	0 0 1,719.056	0 0 1,719,056	0 1.719,056 Year 6 Q2 0 0 0 0 0 0 0 0 0	0 0 1,719,056	
INCOME INCOME	Profit on Costs Profit on Costs Profit on Costs Profit on Costs Profit on Costs Costs Profit on Costs Costs Profit on Costs Costs Palance Closing Balance Closing Balance	877,930 0 877,930 17 0 10 60,000 0 900 24,480 162,468 20,309 142,160 0	0 877,930 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-902,602 -841,527 Q4 0 0 0 0 0 0 0 817,517 -126,802 40,876 0 0 0 0	-1,366,525 -2,208,052 Q1 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 0 0	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 0 0	-538,424 -4,133,499 Q3 900,938 0 0 0 0 0 1,226,275 -126,602 5,1314 0 0 27,028	-546,500 -4,679,999 Q4 -900,938 0 0 0 0 0 1,226,275 -126,602 -1,26,602 -1,314 -1,314 -1,314 -1,314 -1,314 -1,314 -1,314	-103,397 -4,783,396 -4,783,396 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	346,353 -4,437,043 Year 3 Q2 900,338 0 0 0 0 0 408,758 -126,602 5,000 20,438 0 0 27,028	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 0 0 0 0 0 27,028	814,892 -2,819,303 Q4 900,938 0 0 0 0 0 0 0 0 0 0 0 0 0	731,218 -2,088,084 Q1 -801,563 0 0 0 0 0 0 0 0 24,047	742,187 -1,345,898 Year 4 Q2 801,563	753,319 -592,579 Q3 801,563 0 0 0 0 0 0 0 0 24,047	764,619 172,041 Q4 801,563 0 0 0 0 0 0 0 0 0 24,047	773,508 945,548 Q1 801,563 0 0 0 0 0 0 0 0 24,047	773,508 1,719,056 Year 5 Q2 801,563 0 0 0 0 0 0 0 0 0 24,047	0 1,719,056	0 0 1,719,056 0 0 0 0 0 0 0 0 0	0 0 1,719,056	0 1,719,056 Year 6 Q2 0 0 0 0 0 0 0 0	0 0 1,719,056	
SH FLOW FOR CIL ADD OME INCOME INCO	Profit on Costs Profit on Costs Profit on Costs Profit on Costs Profit on Costs Costs Profit on Costs Costs Profit on Costs Costs Palance Closing Balance Closing Balance	877,930 0 877,930 17 0 10 60,000 0 900 24,480 162,468 20,309 142,160 0	0 877,930 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0	-816,855 61,975 Q3 0 0 0 0 162,468 20,396 142,160 408,758 420,438 20,438 20,438 0 0 0 0 0 0 0 0 0 0 0	-902,602 -841,527 Q4 0 0 0 0 0 0 0 817,517 -126,607 40,876 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,366,525 -2,208,052 -2,208,052 -2,208,052 -2,208,052 -2,208,052 -0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 61,314 0 0 0 0 0	-538,424 -4,133,499 Q3 900,938 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 0 0 0 27,028 4,505	-546,500 -4,679,999 -4,679,999 -4,679,999 -4,679,999 -0,00 -0,00 -0,00 -0,00 -1,226,275 -126,602 -5,000 -61,314 -61,31	-103,397 -4,783,396 Q1 900,938 0 0 0 0 0 0 17,517 -126,602 5,000 40,876 40,876 0 0 27,028 4,505	346,353 -4,437,043 Year 3 Q2 900,938 0 0 0 0 0 408,758 -126,602 20,438 20,438 0 0 27,028 4,505	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 0 128,602 0 0 0 27,028 4,505	814,892 -2,819,303 Q4 900,938 0 0 0 0 0 0 0 0 0 0 0 0 0	731,218 -2.088,084 Q1 801,563 0 0 0 0 0 0 0 0 24,047 4,008	742,187 -1,345,898 Year 4 Q2 801,563 0 0 0 0 0 0 0 0 0 0 0 24,047 4,008	753,319 -592,579 Q3 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008	764,619 172,041 Q4 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008	773,508 945,548 Q1 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008	773,508 1,719,056 Year 5 Q2 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6 Q2 0 0 0 0 0 0 0 0 0	0 0 1,719,056	
SH FLOW FOR CIL ADD OME INCOME INCOME ENDITURE In p Duty ements etc. Is Acquisition ning Fee itilitiets ning Consultants If Professional If Cost - BCIS Base FENTIAL CIL CIL s106 tingency ormals and Valuation nits Is and Valuation nits Is and Valuation Ints Is and Valuation	Profit on Costs Profit on Costs Profit on Costs Profit on Costs Profit on Costs Costs Profit on Costs Costs Profit on Costs Costs Palance Closing Balance Closing Balance	877,930 0 877,930 17 0 10 60,000 0 900 24,480 162,468 20,309 142,160 0	0 877,930 Year 1 Q2 0 0 0 0 0 0 0 0 0	-816,855 61,075 0 0 0 0 0 0 162,468 20,309 40,617 142,160 408,758 -126,602 0 0 0 0 688,586	-902,602 -841,527 Q4 0 0 0 0 0 0 0 0 817,517 -126,602 40,876 0 0 0 7772,666	-1,366,525 -2,208,052 Q1 0 0 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 0 0 0 1,227,300	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 0 0 0 1,227,300	-538,424 -4,133,499 Q3 900,938 0 0 0 0 0 0 1,262,275 -126,602 5,000 61,314 0 0 0 27,028 4,505 0 1,258,833	-546,500 -4,679,999 Q4 900,938 0 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 0 0 0 27,028 4,505 0 1,258,833	-103,397 -4,783,396 Q1 900,938 0 0 0 0 0 0 17,517 -126,602 5,000 40,876 40,876 0 0 27,028 4,505	346,353 -4,437,043 Year 3 Q2 900,938 0 0 0 0 0 0 0 0 0 0 0 0 27,028 4,505 0 359,565	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 -126,602 0 0 27,028 4,505 0 -95,069	814,892 -2,819,303 Q4 900,938 0 0 0 0 0 -126,602 0 0 27,028 4,505 0 -95,969	731,218 -2.088,084 Q1 801,563 0 0 0 0 0 0 0 0 24,047 4,008	742,187 -1,345,898 Year 4 Q2 801,563 0 0 0 0 0 0 0 0 0 0 0 0 0 24,047 4,008 0 28,055	753,319 -592,579 Q3 801,563 0 0 0 0 0 0 0 0 24,047 4,008 0 28,055	784,619 172,041 Q4 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008 0 28,055	773,508 945,548 Q1 801,563 0 0 0 0 0 0 0 0 24,047 4,008 0 28,055	773,508 1,719,056 Year 5 Q2 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6 Q2 0 0 0 0 0 0 0 0 0	0 1,719,056	1.63
SH FLOW FOR CIL ADD OME INCOME PENDITURE d mp Duty ements etc. als Acquisition noing Fee initiects are Professional d Cost - BCIS Base TENTIAL CIL t CIL s106 timpency ormals ance Fees al and Valuation ints als c. STS BEFORE LAND IN: CIL calculation	Interest Profit or Cests Profit or Cests Profit or GDV Cash Flow Opening Balanc Closing Balance IDITIONAL PROFI As Above IT AND PROFIT Interest Profit or cost	877,930 0 877,930 17 0 10 60,000 0 900 24,480 162,468 20,309 142,160 0	0 877,930 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0	-816,855 61,975 Q3 0 0 0 0 162,468 20,396 142,160 408,758 420,438 20,438 20,438 0 0 0 0 0 0 0 0 0 0 0	-902,602 -841,527 Q4 0 0 0 0 0 0 0 817,517 -126,607 40,876 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,366,525 -2,208,052 -2,208,052 -2,208,052 -2,208,052 -2,208,052 -0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 61,314 0 0 0 0 0	-538,424 -4,133,499 Q3 900,938 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 0 0 0 27,028 4,505	-546,500 -4,679,999 -4,679,999 -4,679,999 -4,679,999 -0,00 -0,00 -0,00 -0,00 -1,226,275 -126,602 -5,000 -61,314 -61,31	-103,397 -4,783,396 Q1 900,938 0 0 0 0 0 0 817,517 -126,602 5,000 40,876 40,876 0 0 27,028 4,505 0 809,199	346,353 -4,437,043 Year 3 Q2 900,938 0 0 0 0 0 408,758 -126,602 20,438 20,438 0 0 27,028 4,505	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 0 128,602 0 0 0 27,028 4,505	814,892 -2,819,303 Q4 900,938 0 0 0 0 0 0 0 0 0 0 0 0 0	731,218 -2,088,064 O1 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008 0 28,055	742,187 -1,345,898 Year 4 Q2 801,563 0 0 0 0 0 0 0 0 0 0 0 24,047 4,008	753,319 -592,579 Q3 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008	764,619 172,041 Q4 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008	773,508 945,548 Q1 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008	773,508 1,719,056 Year 5 Q2 801,563 0 0 0 0 0 0 0 0 0 0 0 24,047 4,008 0 0 28,055	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6 Q2 0 0 0 0 0 0 0 0 0 0	0 0 1,719,056	1,6
SH FLOW FOR CIL ADD OME INCOME PENDITURE d mp Duty ements etc. als Acquisition noing Fee initiects are Professional d Cost - BCIS Base TENTIAL CIL t CIL s106 timpency ormals ance Fees al and Valuation ints als c. STS BEFORE LAND IN: CIL calculation	Interest Profit on Costs Profit on Costs Profit on Costs Profit on GDV Cash Flow Opening Balanca Closing Balan	877,930 0 877,930 17 0 10 60,000 0 900 24,480 162,468 20,309 142,160 0	0 877,930 Year 1 Q2 0 0 0 0 0 0 0 0 0	-816,855 61,075 0 0 0 0 0 0 162,468 20,309 40,617 142,160 408,758 -126,602 0 0 0 0 688,586	-902,602 -841,527 Q4 0 0 0 0 0 0 0 0 817,517 -126,602 40,876 0 0 0 7772,666	-1,366,525 -2,208,052 Q1 0 0 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 61,314 0 0 0 1,227,300	-1,387,023 -3,595,075 Year 2 Q2 0 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 0 0 0 1,227,300	-538,424 -4,133,499 Q3 900,938 0 0 0 0 0 0 1,262,275 -126,602 5,000 61,314 0 0 0 27,028 4,505 0 1,258,833	-546,500 -4,679,999 Q4 900,938 0 0 0 0 0 0 0 1,226,275 -126,602 5,000 61,314 0 0 0 27,028 4,505 0 1,258,833	-103,397 -4,783,396 Q1 900,938 0 0 0 0 0 0 817,517 -126,602 5,000 40,876 40,876 0 0 27,028 4,505 0 809,199	346,353 -4,437,043 Year 3 Q2 900,938 0 0 0 0 0 0 0 0 0 0 0 0 27,028 4,505 0 359,565	802,849 -3,634,194 Q3 900,938 0 0 0 0 0 -126,602 0 0 27,028 4,505 0 -95,069	814,892 -2,819,303 Q4 900,938 0 0 0 0 0 -126,602 0 0 27,028 4,505 0 -95,969	731,218 -2,088,064 O1 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008 0 28,055	742,187 -1,345,898 Year 4 Q2 801,563 0 0 0 0 0 0 0 0 0 0 0 0 0 24,047 4,008 0 28,055	753,319 -592,579 Q3 801,563 0 0 0 0 0 0 0 0 24,047 4,008 0 28,055	784,619 172,041 Q4 801,563 0 0 0 0 0 0 0 0 0 24,047 4,008 0 28,055	773,508 945,548 Q1 801,563 0 0 0 0 0 0 0 0 24,047 4,008 0 28,055	773,508 1,719,056 Year 5 Q2 801,563 0 0 0 0 0 0 0 0 0 0 0 24,047 4,008 0 0 28,055	0 1,719,056	0 0 1,719,056	0 0 1,719,056	0 1,719,056 Year 6 Q2 0 0 0 0 0 0 0 0 0 0	0 1,719,056	1,6 3



SITE NAME	Site 17																								
NCOME	Av Size m2	%	Number 60		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fe		rate			Build Cost BCIS	/m2 1,766		
larket Housing	62.5	85%	51		2,850	9,084,375	3,188		LAND	Land		/unit or m2 -23,877	Total	-1,432,621			No dwgs No dwgs under	60 50		23,100		Over Extra Energy	0	0.00%	ı
nared Ownership	62.5	0%	0		1.995		0			Stamp Duty Easements etc.			0				No dwgs over 50	10	138 Total	1,380 24,480		Design Acc & Adpt	0		
fordable Rent	62.5	15%	9		1,590		563			Legals Acquisition	on	1.50%		-21,489			-					Water Small Sites	1	0%	ń
cial Rent	62.5	0%	0		1,230		0.00		PLANNING	Planning Fee			24.480				Stamp duty ca	la Basidual				Site Costs	177 1,962	10%	
			0				Ů			Architects		4.00%	324,937				Land payment	ic - Residual		-1,432,621			1,902		
ant and Subsidy	Shared Ownersh Affordable Rent	nip			0	0				QS / PM Planning Consul		0.50% 1.00%													
	Social Rent				0	0				Other Profession	nal	3.50%	284,320	755,587											
E AREA - Net E AREA - Gross	0.50 0.50		120 120	/ha /ha		9,978,750	3,750		CONSTRUCTION	ON Build Cost - BCI	S Based	1,962	7,357,650						Total	0					
										s106 / CIL Contingency		5.00%	30,000 367,883				Stamp duty cal	lc - Add Profit							
s per Quarter Build Time	0	Quarters								Abnormals			367,883				Land payment 125,000	0%	0%	60,000					
Build Time			Decks NET	D L- 0D000		RUN Residual N		•	FINANCE	F			50.000				250,000	1%	0%						
dual Land Value		-1,432,621	-2,865,243	-2,865,243			osing balance =	0		Fees Interest		6.00%	58,000				500,000 1,000,000	3% 4%	0%						
native Use Value	20%	50,000 10,000		100,000 20,000		RUN CIL MACR	O ctrl+l osing balance =	0		Legal and Valual	tion		0	58,000			above	5%	0% Total	0					
Plus /ł Vi	/ha 0 /iability Threshold	60,000		120,000	İ	Check on phasing of	twas nos		SALES	Agents		3.0%	299,363				Pre CIL s106	500	£/ Unit (all)			LIT	% GDV		Т
	,		E/m2	,		corr				Legals Misc.		0.5%			7 022 140				Total	30,000			0.00%	0	1
tional Profit		-1,199,574	-376										0	349,256	7,832,148		Post CIL s106	500		30,000					
									Developers Pr	% Market DV		17.50%			1,589,766		CIL	0	£/m2 Total	30,000					
										% Affordable D\		6.00%			53,663										
	OW FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	_
ME Started				10	10	10	10	10	10																
t Housing d Ownership					0	0	0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	757,031 0	0	0	0	0	0	
ble Rent Rent					0	0	0	149,063 0	149,063 0	149,063 0	149,063 0	149,063 0	149,063 0	0	0	0	0	0	0	0	0	0	0	0	
nd Subsidy INCOM	MF	0	0	0	0	0	0	906,094	906,094	906,094	906,094	906,094	906,094	0 757,031	0 757,031	0 757,031	0 757,031	0 757,031	0 757,031	0	0	0	0	0	
IDITURE		<u> </u>						500,004	500,054	555,554	555,557	300,004	550,554	707,007	101,001	101,001	101,001	101,001	101,001						_
Duty		0																							
ents etc. Acquisition		0 -21,489																							
ng Fee		24,480																							
ects		162,468 20,309		162,468 20,309																					
ng Consultants		40,617		40,617																		1			
Professional		142,160	_	142,160								_	_	_	_		_	_	_	_	_				
Cost - BCIS Base CIL	9		0	408,758 1,667	817,517 3,333	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	817,517 3,333	408,758 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	
gency mals			0	20,438 20,438	40,876 40,876	61,314 61,314	61,314 61,314	61,314 61,314	61,314 61,314	40,876 40,876	20,438 20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees		58,000																							
and Valuation		0																							
s		0	0	0	0	0	0	27,183 4,530	27,183 4,530	27,183 4,530	27,183 4,530	27,183 4,530	27,183 4,530	22,711 3,785	22,711 3,785	22,711 3,785	22,711 3,785	22,711 3,785	22,711 3,785	0	0	0	0	0	
	ID INT AND PROFIT	426 544	0	0 816,855	902,602	1,353,903	1,353,903	1,385,616	1,385,616	934,315	483.014	31,713	31,713	26,496	26.496	26.496	26,496	26,496	26.496	0	0	0	0	0	
S DEI ONE EARE	ID INT AND TROTT	420,344	-	010,033	302,002	1,333,303	1,333,303	1,303,010	1,303,010	334,313	403,014	31,713	31,713	20,430	20,430	20,430	20,430	20,430	20,400						
tesidual Valuation		-1,432,621																							
	Interest Profit on Costs		0	0	0	10,701	31,170	51,946	59,918	68,009	69,453	64,148	51,995	39,659	29,296	18,778	8,101	0	0	0	0	0	0	0	
	Profit on GDV																								
	Cash Flow Opening Balanc	1,006,077	0	-816,855	-902,602	-1,364,603	-1,385,072	-531,468	-539,440	-96,231	353,627	810,232	822,385	690,876	701,239	711,758	722,434	730,535	730,535	0	0	0	0	0	
	Closing Balance	1,006,077	1,006,077	189,222	-713,379	-2,077,982	-3,463,055	-3,994,523	-4,533,962	-4,630,193	-4,276,566	-3,466,334	-2,643,949	-1,953,073	-1,251,834	-540,076	182,358	912,893	1,643,428	1,643,428	1,643,428	1,643,428	1,643,428	1,643,428	
ELOW EOR CIL	L ADDITIONAL PRO	EIT	Voor 1				Year 2				Year 3				Year 4				Veer E				Year 6		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Q2	Q3	
ME INCOM	As Above ME	0	0	0	0	0	0	906,094	906,094	906,094	906,094	906,094	906,094	757,031	757,031	757,031	757,031	757,031	757,031	0	0	0	0	0	
NDITURE																									
		60,000																							
Duty ents etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Acquisition		900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
g Fee		24,480 162,468	0	0 162.468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
cts		20,309	0	20,309	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
g Consultants Professional		40,617 142,160	0	40,617 142,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ost - BCIS Base	9	0	0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	
NTIAL CIL IL s106		-5,560,037	i	436,046	436,046	436,046 5,000	436,046 5,000	436,046 5,000	436,046 5,000	436,046 5,000	436,046 5,000	436,046 0	436,046 0	0	0	0	0	0	0	0	0	0	0	0	
		0	0	20,438 20,438	40,876 40,876	61,314 61,314	61,314	61,314	61,314	40,876 40,876	20,438 20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
gency							61,314	61,314	61,314						-	-	-								
gency nals		58,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
gency mals se Fees	ļ	0	0	0	0	0	0	27,183	27,183	27,183	27,183	27,183	27,183	22,711	22,711	22,711	22,711	22,711	22,711	0	0	0	0	0	
gency mals se Fees and Valuation		U	0	0	0	0	0	4,530 0	4,530 0	4,530 0	4,530 0	4,530 0	4,530 0	3,785 0	3,785 0	3,785 0	3,785 0	3,785 0	3,785 0	0	0	0	0	0	
gency mals ce Fees and Valuation		0	0			-	ŭ		1,821,662	1,372,028	922,394	467,760	467,760	26,496	26,496	26,496	26,496	26,496	26,496	0					_
egency mals ce Fees and Valuation s	ID INT AND PROFIT	0	0 0	1,251,234	1,335,315	1,789,949	1,789,949	1,821,662	1,021,002	1,372,020	022,004	401,100	,	-,					20,400	U	0	0	0	0	_
gency mals se Fees and Valuation s s	ID INT AND PROFIT	0		1,251,234	1,335,315	1,789,949	1,789,949	1,821,862	1,021,002	1,372,020	022,004	401,100	,						20,100		0	0	0	U	
egency mals ce Fees and Valuation s	Interest	0		1,251,234	1,335,315	1,789,949	1,789,949	1,821,662	30,715	44,909	52,572	53,605	47,834	41,976	31,648	21,164	10,524	0	0	0	0	0	0	0	
gency mals se Fees and Valuation s		0	0													21,164	10,524	0							
gency mals se Fees and Valuation s s	Interest Profit on cost	0	0													21,164	10,524 720,011	0 730,535							-1



	Sheltered					1		DEVE:	T.005-0							n				ī	Date: 0		1	
NCOME Av Size		Number 60		Price £/m2				DEVELOPMEN	T COSTS							Planning fee ca Planning app fe		rate			Build Cost BCIS	/m2 1,766		
Market Housing 62.5	5 80%	48		2,850	8,550,000	3,000		LAND	Land		/unit or m2 -25,948		-1,556,904			No dwgs No dwgs under	60 50		23,100		Over Extra Energy	0	0.009	6
Shared Ownership 62.5		. 0		1.995					Stamp Duty Easements etc.		.,	0				No dwgs over 50			1,380		Design Acc & Adpt	0		
									Legals Acquisiti	on	1.50%							Total	24,460	1	Water	1		
Affordable Rent 62.5		12		1,590		750		PLANNING												-	Small Sites Site Costs	0 177	09 109	
Social Rent 62.5	5 0%	0		1,230	0	0			Planning Fee Architects		4.00%	24,480 324,937				Stamp duty cal Land payment	lc - Residual		-1,556,904			1,962]	
Grant and Subsidy Shared Owners Affordable Ren				0					QS / PM Planning Consul	tante	0.50% 1.00%													
Social Rent	ıı			0					Other Profession		3.50%													
SITE AREA - Net 0.50 SITE AREA - Gross 0.50		120 120			9,742,500	3,750		CONSTRUCTION	DN Build Cost - BCI	C Boood	1.062	7.357.650						Total						
SITE AREA - Gross U.Su) na	120	/na					1	s106 / CIL	S Based	1,962	30,000						I otal	U] T				
Sales per Quarter 0		1							Contingency Abnormals		5.00%	367,883 367,883				Stamp duty cal Land payment			60,000					
Unit Build Time 3	Quarters				RUN Residual			FINANCE								125,000 250,000	0% 1%	0%						
Residual Land Value	-1,556,904		-3,113,809	1	С	losing balance =	0		Fees Interest		6.00%	56,000				500,000 1,000,000	3% 4%							
Alternative Use Value Uplift 20%	50,000 10,000	1	100,000 20,000		RUN CIL MAC	RO ctrl+l losing balance =	0		Legal and Valua	tion		0	56,000			above	5%							
Plus /ha 0	0	1	0	i				SALES								D 011 100				I T	li see	** 00**		7
Viability Threshold	60,000		120,000		Check on phasing	dwgs nos rect			Agents Legals		3.0% 0.5%	48,713				Pre CIL s106	500	£/ Unit (all) Total	30,000		LIT	% GDV 0.00%		0
Additional Profit	-1,395,010	£/m2 -465	1						Misc.			0	340,988	7,695,732	l	Post CIL s106	500	£/ Unit (all)	30,000	Ī				
			_					Developers Pro	ofit % Market DV		17.50%			1,496,250	Ī	CIL	0	£/m2 Total	0 30,000					
									% Affordable D	/	6.00%			71,550	l									
RESIDUAL CASH FLOW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started			10	10	10	10	10	10																
Market Housing Shared Ownership				0	0	0	712,500 0	712,500 0	712,500 0	712,500 0	712,500 0	712,500 0	712,500 0	712,500 0	712,500 0	712,500 0	712,500 0	712,500 0	0	0	0	0	0	0
Affordable Rent				0	0	0	198,750	198,750	198,750	198,750	198,750	198,750	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	911,250	911,250	911,250	911,250	911,250	911,250	712,500	712,500	712,500	712,500	712,500	712,500	0	0	0	0	0	0
EXPENDITURE Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-23,354																							
Planning Fee Architects	24,480 162,468		162,468																					
QS Planning Consultants	20,309 40,617		20,309 40,617																					
Other Professional	142,160		142,160																					
Build Cost - BCIS Base		0	408,758 1,667	817,517 3,333	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	817,517 3,333	408,758 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	20,438	40,876	61,314	61,314	61,314	61,314	40,876	20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	20,438	40,876	61,314	61,314	61,314	61,314	40,876	20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	56,000 0																							
Agents	0	0	0	0	0	0	27,338	27,338	27,338	27,338	27,338	27,338	21,375	21,375	21,375	21,375	21,375	21,375	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,556	4,556	4,556	4,556	4,556	4,556	3,563	3,563	3,563	3,563	3,563	3,563	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROFI	1 422,680	0	0 816,855	902,602	1,353,903	1,353,903	1,385,796	1,385,796	934,495	483,195	31,894	31,894	24,938	24,938	24,938	24,938	24,938	24,938	0	0	0	0	0	0
		-																						
For Residual Valuation Land Interest	-1,556,904	0	0	0	8,778	29,219	49,966	57,833	65,819	67,155	61,741	49,477	37,029	27,271	17,367	7,314	0	0	0	0	0	0	0	0
Profit on Costs Profit on GDV	S					-, -		,,,,,	,.	.,	.,			,										1,496,250 71,550
			040.055	202 222	4 202 004	4 202 424	504.540	500.070	00.004	202.004	047.045	200 070	050 504	200 200	670.400	000 040	007.500	207.500	•	•		•		
Cash Flow Opening Balan		0	-816,855	-902,602	-1,362,681	-1,383,121	-524,512	-532,379	-89,064	360,901	817,615	829,879	650,534	660,292	670,196	680,249	687,563	687,563	0	0	0	0	0	-1,567,800
Closing Balanc	1,134,224	1,134,224	317,370	-585,232	-1,947,913	-3,331,034	-3,855,546	-4,387,925	-4,476,990	-4,116,089	-3,298,474	-2,468,595	-1,818,061	-1,157,770	-487,574	192,675	880,238	1,567,800	1,567,800	1,567,800	1,567,800	1,567,800	1,567,800	0
CASH FLOW FOR CIL ADDITIONAL PRO	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	911,250	911,250	911,250	911,250	911,250	911,250	712,500	712,500	712,500	712,500	712,500	712,500	0	0	0	0	0	0
EXPENDITURE Land	60,000																							
	0	0	0	0	0	0	0	0		0	0	0	0		0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	24,480 162,468	0	0 162,468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	20,309	0	20,309 40,617	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	142,160	0	142,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106	-5,231,891		383,688	383,688	383,688 5,000	383,688 5,000	383,688 5,000	383,688 5,000	383,688 5,000	383,688 5,000	383,688 0	383,688 0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	20,438	40,876	61,314	61,314	61,314	61,314	40,876	20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	20,438	40,876	61,314	61,314	61,314	61,314	40,876	20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	56,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	27,338	27,338	27,338	27,338	27,338	27,338	21,375	21,375	21,375	21,375	21,375	21,375	0	0	0	0	0	0
	0	0	0	0	0	0	4,556	4,556	4,556	4,556	4,556	4,556	3,563	3,563	3,563	3,563	3,563	3,563	0	0	0	0	0	0
Legals Misc.	Ü	0	1,198,876		1,737,591	1,737,591	1,769,484	1,769,484	Ů	870,216	415,582	415,582	24,938	24,938	24,938	24,938	24,938	24,938	0	0	0	0	0	0
Misc.					1																1			
Misc. COSTS BEFORE LAND INT AND PROFI																								
Misc. COSTS BEFORE LAND INT AND PROFI	t	0	0	0	0	0	18,481	31,632	44,980	51,783	51,944	45,289	38,533	28,798	18,916	8,886	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROFI For CIL calculation Interest Profit on cost	t	0	0	0	0	0	18,481	31,632	44,980	51,783	51,944	45,289	38,533	28,798	18,916	8,886	0	0	0	0	0	0	0	1,389,829
Misc. COSTS BEFORE LAND INT AND PROFI For CIL calculation Interest Profit on cost Profit on GDV	t /	-									-		-											1,389,829 71,550
Misc. COSTS BEFORE LAND INT AND PROFI For CIL calculation Interest Profit on GDV Cash Flow Opening Balance	t / / / 4,724,958	0	-1,198,876	-1,282,956	-1,737,591	-1,737,591	-876,715	-889,866	-453,580	-10,749	443,724	450,379	649,030	658,765	668,646	678,676	687,563	687,563	0	0	0	0	0	1,389,829 71,550 -1,461,379
Also. COSTS BEFORE LAND INT AND PROFI For CIL calculation Interess Profit on cost Profit on GDV Cash Flow	t / / / 4,724,958	-									-		-											1,389,829 71,550



SITE NAME Site 19	Sheltered]																
NCOME Av Size		% Number 60		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fer		rate			Build Cost BCIS	/m2 1,766		
						- 1		LAND			/unit or m2	Total				No dwgs	60				Over Extra	0	0.00%	,
arket Housing 62.5				2,850		2,813			Land Stamp Duty		-28,020	0				No dwgs under No dwgs over 50	50 10	138	23,100 1,380		Energy Design	0		
ared Ownership 62.5	.5 0%	6 0		1,995	0	0			Easements etc. Legals Acquisition	on	1.50%	-25,218						Total	24,480		Acc & Adpt Water	15		
ordable Rent 62.5	.5 25%	6 15		1,590	1,490,625	938		1	51				,								Small Sites	0	0%	
cial Rent 62.5	.5 0%	6 0		1,230	0	0		PLANNING	Planning Fee			24,480				Stamp duty cal	c - Residual			I	Site Costs	177 1,962	10%	
ant and Subsidy Shared Owners	rehin			0	0				Architects QS / PM		4.00% 0.50%					Land payment			-1,681,187					
Affordable Ren Social Rent				0	0			1	Planning Consult Other Profession		1.00%	81,234												
								1		idi	3.30 %	204,320	755,507											
	i0 ha i0 ha	120 120			9,506,250	3,750			Build Cost - BCI	S Based	1,962	7,357,650 30.000						Total	0					
ales per Quarter 0		٦							s106 / CIL Contingency Abnormals		5.00%	367,883 367,883				Stamp duty call	c - Add Profit		60,000					
Init Build Time 3	Quarters	_			RUN Residual N	MACRO ctrl+r		FINANCE	, and made			001,000	0,120,410			125,000 250,000	0% 1%		00,000					
tesidual Land Value	-1,681,187		Per ha GROSS -3,362,375	; 	Ck	osing balance = (0		Fees Interest		6.00%	54,000				500,000 1,000,000	3% 4%	0%						
Iternative Use Value	50,000	0	100,000		RUN CIL MACR		•		Legal and Valuat	tion		0	54,000			above	5%	0%						
Jplift 20% Plus /ha 0	10,000	0	20,000	_		osing balance = (U	SALES										Total	٥] T	-			7
Viability Threshold	60,000		120,000	1	Check on phasing o				Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%	0	,
Additional Profit	-1,586,479	£/m2 9 -564	1						Misc.			0	332,719	7,559,316		Post CIL s106	500	£/ Unit (all)	30,000	ī				•
additional Front	1,000,410	004						Developers Pro			17.500/			1 402 724		CIL	0	£/m2	0					
									% Market DV % Affordable DV	/	17.50% 6.00%			1,402,734 89,438				Total	30,000	I				
ESIDUAL CASH FLOW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
NCOME INITS Started		-	10	10	10	10	10	10			-													
larket Housing			10	0	0	0	667,969	667,969		667,969		667,969		667,969	667,969	667,969		667,969						
Shared Ownership offordable Rent				0	0	0	0 248,438	0 248,438	0 248,438	0 248,438	0 248,438	0 248,438	0	0	0	0	0	0	0	0	0	0	0	
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Frant and Subsidy INCOME	0	0	0	0	0	0	0 916,406	0 916,406	0 916,406	0 916,406	0 916,406	0 916,406	0 667,969	0 667,969	0 667,969	0 667,969	0 667,969	0 667,969	0	0	0	0	0	
XPENDITURE																								-
amp Duty	0																							
asements etc. gals Acquisition	0 -25,218																							
lanning Fee rchitects	24,480 162,468		162,468																					
S	20,309		20,309																					
anning Consultants ther Professional	40,617 142,160		40,617 142,160																					
uild Cost - BCIS Base		•	408,758	817,517	1.226.275	1,226,275	1,226,275	1.226.275	817.517	408,758	•	0	_	•	•	_	_	0	0	0	_	•	^	
uild Cost - BCIS Base 106/CIL		0	1,667	3,333	5,000	1,226,275 5,000	1,226,275 5,000	1,226,275 5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency		0	20,438	40,876	61,314	61,314	61,314	61,314	40,876	20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
bnormals		0	20,438	40,876	61,314	61,314	61,314	61,314	40,876	20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees Legal and Valuation	54,000 0																							
Agents Legals	0	0	0	0	0	0	27,492 4,582	27,492 4,582	27,492 4,582	27,492 4,582	27,492 4,582	27,492 4,582	20,039 3,340	20,039 3,340	20,039 3,340	20,039 3,340	20,039 3,340	20,039 3,340	0	0	0	0	0	
Misc. COSTS BEFORE LAND INT AND PROFI	17 418,816	0	0 816,855	902,602	1,353,903	1,353,903	1,385,977	1,385,977	934,676	483.375	32.074	32.074	23,379	23.379	23,379	23,379	23,379	23.379	0	0	0	0	0	
						,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,	7																•
For Residual Valuation Land	-1,681,187	<u> </u>																						
Interes		0	0	0	6,856	27,268	47,985	55,749	63,628	64,857	59,334	46,959	34,399	25,246	15,956	6,526	0	0	0	0	0	0	0	
Profit on Costs Profit on GDV																								1,4
Cash Flow	1,262,371	0	-816,855	-902,602	-1,360,759	-1,381,170	-517,556	-525,319	-81,898	368,174	824,998	837,373	610,191	619,344	628,634	638,064	644,590	644,590	0	0	0	0	0	-1,
Opening Balan	nc 0																							.,
Closing Balanc	ce 1,262,371	1,262,371	445,517	-457,085	-1,817,843	-3,199,014	-3,716,569	-4,241,888	-4,323,786	-3,955,612	-3,130,614	-2,293,241	-1,683,050	-1,063,706	-435,072	202,992	847,582	1,492,172	1,492,172	1,492,172	1,492,172	1,492,172	1,492,172	
CASH FLOW FOR CIL ADDITIONAL PRO	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
NCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME	0	0	0	0	0	0	916,406	916,406	916,406	916,406	916,406	916,406	667,969	667,969	667,969	667,969	667,969	667,969	0	0	0	0	0	
EXPENDITURE	00.000																							
and	60,000	I .																						
tamp Duty asements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
asements etc. egals Acquisition	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
lanning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rchitects	162,468	0	162,468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
RS lanning Consultants	20,309 40,617	0	20,309 40,617	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	142,160	0	142,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
uild Cost - BCIS Base	0	0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	
OTENTIAL OIL	-5,050,556		346,408	346,408	346,408 5,000	346,408 5,000	346,408 5,000	346,408 5,000	346,408 5,000	346,408 5,000	346,408 0	346,408 0	0	0	0	0	0	0	0	0	0	0	0	
	0	0	20,438	40,876	61,314	61,314	61,314	61,314	40,876	20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
ost CIL s106 ontingency	0	0	20,438	40,876	61,314	61,314	61,314	61,314	40,876	20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
ost CIL s106 ontingency		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ost CIL s106 ontingency onormals nance Fees	54,000	U																						
ost CIL s106 ontingency bnormals inance Fees	0		0	0	0	0	27,492 4,582	27,492 4,582	27,492 4,582	27,492 4,582	27,492 4,582	27,492 4,582	20,039 3,340	20,039 3,340	20,039 3,340	20,039 3,340	20,039 3,340	20,039 3,340	0	0	0	0	0	
OTENTIAL CIL cost CIL s106 onlingency bnormals inance Fees ggal and Valuation gents annols		0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ost Cil. a 106 ontingency onormals nance Fees agal and Valuation gents agais isc.	0 0 0	0	0	0			1,732,384	1,732,384	1,282,750	833,116	378,482	378,482	23,379	23,379	23,379	23,379	23,379	23,379	0	0	0			
ost CIL s106 ontingency bnormals inance Fees agal and Valuation	0 0 0	0		1,245,676	1,700,310	1,700,310	1,102,001	1,102,004			0,0,402								•			0	0	
ost Cil. 1016 ontingency bnormals inance Fees agal and Valuation gents agals isc. OSTS BEFORE LAND INT AND PROFI	0 0 0	0	0		1,700,310	1,700,310	1,102,007	1,102,004			010,102											0	0	
ust Cit. s106 onthingency onormals nance Fees gal and Valuation pents gats SSC. DSTS BEFORE LAND INT AND PROFI or Cit. calculation	0 0 0 0 -4,545,622	0	0		1,700,310	1,700,310	18,934	31,458	44,169	50,327	49,833	42,511	35,080	25,937	16,658	7,239	0	0	0	0	0	0	0	
at Cit. s106 intingency normals nance Fees gal and Valuation gents gals sc. SSTS BEFORE LAND INT AND PROFI or Cit. calculation Interess Profit on coss	0 0 0 0 -4,545,622	0	1,161,596	1,245,676						50,327				25,937	16,658	7,239	0							
at Cit. st 106 nitringency normals ance Fees pal and Valuation ents pals c. STS BEFORE LAND INT AND PROFI CIt. calculation Interess Profit on cost Profit on GDV	0 0 0 0 -4,545,622	0 0 0	0 1,161,596	1,245,676	0	0	18,934	31,458	44,169	-	49,833	42,511	35,080					0	0	0	0	0	0	
at CIL st 06 inlingency normals iance Fees gal and Valuation ents ents ents soc. SSTS BEFORE LAND INT AND PROFI r CIL calculation Interess Profit on coss	0 0 0 0 -4,545,622	0	1,161,596	1,245,676						50,327 32,963				25,937 618,653	16,658 627,932	7,239 637,351	0 644,590							

COME	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	IT COSTS							Planning fee ca					Build Cost	/m2		
	m2		60		£/m2		m2		LAND			/unit or m2	Total				Planning app fer No dwgs	60				BCIS Over Extra	1,766 0	0.00%	%
ket Housing	62.5	70%	42		2,850		2,625			Land Stamp Duty		-30,091	0	-1,805,470			No dwgs under No dwgs over 50	50 10	138	23,100 1,380		Energy Design	3		
ared Ownership	62.5	0%	0		1,995	0	0			Easements etc. Legals Acquisition	on	1.50%	-27,082	-27,082					Total	24,480	l	Acc & Adpt Water	15 1		
ordable Rent	62.5	30%	18		1,590	1,788,750	1,125		PLANNING													Small Sites Site Costs	0 177	0% 10%	
al Rent	62.5	0%	0		1,230	0	0			Planning Fee Architects		4.00%	24,480 324,937				Stamp duty call Land payment	c - Residual		-1,805,470			1,962		
	Shared Ownershi Affordable Rent Social Rent	ip			0 0 0	0 0 0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	40,617 81,234 284,320	755,587					_						
E AREA - Net E AREA - Gross	0.50 h 0.50 h		120 120			9,270,000	3,750		CONSTRUCTION	Build Cost - BCI: s106 / CIL	S Based	1,962	7,357,650 30,000						Total	0					
es per Quarter t Build Time	0	Quarters Whole Site	Decks NET	Per ha GROSS		RUN Residual N	IACRO ctrl+r		FINANCE	Contingency Abnormals		5.00%	367,883 367,883 52,000	8,123,415			Stamp duty cal Land payment 125,000 250,000 500,000	0% 1% 3%	0% 0% 0%	60,000					
rnative Use Value fft Plus /ha	20%	-1,805,470 50,000 10,000		-3,610,941 100,000 20,000		RUN CIL MACR			SALES	Interest Legal and Valuat	tion	6.00%	0	52,000			1,000,000 above	4% 5%	0%	0					
Viab	bility Threshold		:/m2	120,000		Check on phasing d	-		DALLO	Agents Legals Misc.		3.0% 0.5%	278,100 46,350 0	324,450	7,422,900		Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%	0	0
ditional Profit		-2,003,583	-763						Developers Pro	ofit % Market DV % Affordable DV	/	17.50% 6.00%			1,309,219 107,325		Post CIL s106 CIL	500		30,000 0 30,000					
SIDUAL CASH FLOW	FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
TS Started ket Housing				10	10	10	10 0	10 623,438	10 623,438	623,438	623,438	623,438	623,438	623,438	623,438	623,438	623,438	623,438	623,438						
red Ownership ordable Rent					0	0	0	0 298,125	0 298,125	0 298,125	0 298,125	0 298,125	0 298,125	0	0	0	0	0	0	0	0	0	0	0	
l Rent					0	0	0	298,125 0 0	298,125 0 0	298,125	298,125 0	298,125	298,125 0 0	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME		0	0	0	0	0	0	921,563	921,563	921,563	921,563	921,563	921,563	623,438	0 623,438	623,438	623,438	0 623,438	623,438	0	0	0	0	0	_
NDITURE																									
Duty nents etc. s Acquisition		0 0 -27,082																							
ing Fee ects		24,480 162.468		162,468																					
		20,309		20,309																					
ng Consultants Professional		40,617 142,160		40,617 142,160																					
Cost - BCIS Base			0	408,758	817,517	1,226,275	1,226,275	1,226,275	1,226,275	817,517	408,758	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL ngency mals			0 0 0	1,667 20,438 20,438	3,333 40,876 40,876	5,000 61,314 61,314	5,000 61,314 61,314	5,000 61,314 61,314	5,000 61,314 61,314	3,333 40,876 40,876	1,667 20,438 20,438	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	
nce Fees		52,000																							
and Valuation		0	_	_		_	_										,				_		_	_	
ts s		0	0	0	0	0	0	27,647 4,608	27,647 4,608	27,647 4,608	27,647 4,608	27,647 4,608	27,647 4,608	18,703 3,117	18,703 3,117	18,703 3,117	18,703 3,117	18,703 3,117	18,703 3,117	0	0	0	0	0	
S BEFORE LAND I	NT AND PROFIT	414,952	0	0 816,855	902,602	1,353,903	1,353,903	1,386,157	1,386,157	934,856	483,556	32,255	32,255	21,820	21,820	21,820	21,820	21,820	21,820	0	0	0	0	0	_
esidual Valuation	Land Interest	-1,805,470	0	0	0	4,934	25,317	46,005	53,664	61,438	62,559	56,927	44,441	31,768	23,221	14,545	5,739	0	0	n	0	0	0	0	
	Profit on Costs Profit on GDV		v	Ü	ŭ	-7,004	20,017	-0,000	33,004	31,438	52,509	50,021	-4,441	51,100	,661	·+,JHU	3,139	Ü	Ü	Ü	v		ū	0	1.
I		4 200 540		040.055	000 000	4 050 007	4 070 040	540.000	540.050	74 700	275 440	000 004	044.007	500.040	F70 007	507.070	505.070	204 247	CO4 C47	•	•		•	•	
	Cash Flow Opening Balanc	1,390,519 0	0	-816,855	-902,602	-1,358,837	-1,379,219	-510,600	-518,259	-74,732	375,448	832,381	844,867	569,849	578,397	587,073	595,879	601,617	601,617	0	0	0	0	0	-1
	Closing Balance	1,390,519	1,390,519	573,664	-328,937	-1,687,774	-3,066,993	-3,577,593	-4,095,851	-4,170,583	-3,795,135	-2,962,754	-2,117,887	-1,548,038	-969,642	-382,569	213,309	814,927	1,416,544	1,416,544	1,416,544	1,416,544	1,416,544	1,416,544	_
FLOW FOR CIL AD	DDITIONAL PROF		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME		0	0	0	0	0	0	921,563	921,563	921,563	921,563	921,563	921,563	623,438	623,438	623,438	623,438	623,438	623,438	0	0	0	0	0	
NDITURE		60,000																							
Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nents etc. Acquisition		900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Fee		24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ects		162,468	0	162,468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Consultants		20,309 40,617	0	20,309 40,617	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional		142,160	0	142,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base NTIAL CIL		0	0	408,758 -200,358	817,517 -200,358	1,226,275 -200,358	1,226,275 -200,358	1,226,275 -200,358	1,226,275 -200,358	817,517 -200,358	408,758 -200,358	0 -200,358	0 -200,358	0	0	0	0	0	0	0	0	0	0	0	
CIL s106 gency		0	0	20.438	40,876	5,000 61,314	5,000 61,314	5,000 61,314	5,000 61,314	5,000 40,876	5,000 20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
mals		0	0	20,438	40,876	61,314	61,314	61,314	61,314	40,876	20,438	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees		52,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		0	0	0	0	0	0	27,647 4,608	27,647 4,608	27,647 4,608	27,647 4,608	27,647 4,608	27,647 4,608	18,703 3,117	18,703 3,117	18,703 3,117	18,703 3,117	18,703 3,117	18,703 3,117	0	0	0	0	0	
S S	NT AND DECE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
•	N I AND PROFIT	502,934	0	614,830	698,910	1,153,544	1,153,544	1,185,799	1,185,799	736,165	286,531	-168,104	-168,104	21,820	21,820	21,820	21,820	21,820	21,820	0	0	0	U	0	_
3																									
S BEFORE LAND II	Interest		7,544	7,657	16,994	27,733	45,452	63,437	68,352	73,341	71,660	63,210	47,813	32,185	23,644	14,974	6,174	0	0	0	0	0	0	0	
S BEFORE LAND I	Interest Profit on cost Profit on GDV		7,544	7,657	16,994	27,733	45,452	63,437	68,352	73,341	71,660	63,210	47,813	32,185	23,644	14,974	6,174	0	0	0	0	0	0	0	1
IS S FS BEFORE LAND II CIL calculation	Profit on cost	-502,934 0	7,544	7,657	16,994 -715,905	27,733	45,452	63,437	-332,589	73,341 112,057	71,660 563,372	63,210	47,813 1,041,853	32,185	23,644	14,974 586,643	6,174 595,443	601,617	601,617	0	0	0	0	0	

Extracare 30% v1 Cover



Older People's

Extracare 30% v1 Site make up

1 **NET Area** Density erage Unit Size Developed **Total Cost** Rate Number Units Density £/m2 Units/ha m2 m2 m2/ha 71 4,260 8,520 2,026.70 Extracare 60 0.50 120.00 8,633,742

Locality een/ Brown Iternative Use

Paddock

Green

30%

0.00 0.00 0.00 0.00



	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	25	65.00	1,625.00	30%	1,559	3,293,388
	2	17	80.00	1,360.00	30%	1,559	2,756,312
Terrace	2	0		0.00			0
	3	0		0.00			0
Semi	2	0		0.00			0
	3	0		0.00			0
Det	3	0		0.00			0
	4	0		0.00			0
	5	0		0.00			0
Flat 1 High*	1	0		0.00	10%		0
Flat 2 High*	2	0		0.00	10%		0
Flat 3 High*	3	0		0.00	10%		0
Affordable							
Flat	1	11	65.00	715.00	30%	1,559	1,449,091
	2	7	80.00	560.00	30%	1,559	1,134,952
Terrace	2	0		0.00		0	0
	3	0		0.00		0	0
Semi	2	0		0.00		0	0
	3	0		0.00		0	0
Det	3	0		0.00		0	0
	4	0		0.00		0	0
	5	0		0.00		0	0
Flat 1 High*	1	0		0.00	10%	0	0
Flat 2 High*	2	0		0.00	10%	0	0
Flat 3 High*	3	0		0.00	10%	0	0

	Area	Gross	0.500
5,538.00		Net	0.500
2,112.50			
1,768.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
929.50			
728.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			

Extracare 30% v1 For Apps

			Site 1 Extracare	Site 2 Extracare	Site 3 Extracare	Site 4 Extracare	Site 5 Extracare	Site 6 Extracare	Site 7 Extracare	Site 8 Extracare	Site 9 Extracare	Site 10 Extracare	Site 11 Extracare	Site 12 Extracare	Site 13 Extracare	Site 14 Extracare	Site 15 Extracare	Site 16 Extracare	Site 17 Extracare	Site 18 Extracare	Site 19 Extracare	Site 20 Extracare	Site 21 Extracare	Site 22 Extracare	Site 23 Extracare	Site 24 Extracare	Site 25 Extracare
	Green/brown f Use Locality	ield	Green Paddock 30%	Green Paddock 0%	Green Paddock 5%	Green Paddock 10%	Green Paddock 15%	Green Paddock 20%	Green Paddock 25%	Green Paddock 30%	Green Paddock 35%	Green Paddock 40%	Green Paddock 45%	Green Paddock 50%	Brown Industrial Base	Brown Industrial 0%	Brown Industrial 5%	Brown Industrial 10%	Brown Industrial 15%	Brown Industrial 20%	Brown Industrial 25%	Brown Industrial 30%	Brown Industrial 35%	Brown Industrial 40%	Brown Industrial 45%	Brown Industrial 50%	Brown Industrial 50%
Site Area Units	Gross Net	ha ha	0.50 0.50 60																								
Average Unit	Size	m2	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00
Mix	Intermediate to Affordable Rent Social Rent		30.00%	0.00% 0.00% 0.00%	0.00% 5.00% 0.00%	0.00% 10.00% 0.00%	0.00% 15.00% 0.00%	0.00% 20.00% 0.00%	0.00% 25.00% 0.00%	0.00% 30.00% 0.00%	0.00% 35.00% 0.00%	0.00% 40.00% 0.00%	0.00% 45.00% 0.00%	0.00% 50.00% 0.00%	0.00% 30.00% 0.00%	0.00% 0.00% 0.00%	0.00% 5.00% 0.00%	0.00% 10.00% 0.00%	0.00% 15.00% 0.00%	0.00% 20.00% 0.00%	0.00% 25.00% 0.00%	0.00% 30.00% 0.00%	0.00% 35.00% 0.00%	0.00% 40.00% 0.00%	0.00% 45.00% 0.00%	0.00% 50.00% 0.00%	0.00% 50.00% 0.00%
Price	Market Intermediate to Affordable Rent Social Rent		3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230	3,000 2,100 1,590 1,230
Grant and Sul	Affordable Rent Social Rent																										
Sales per Qua Unit Build Tim			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Us Up Lift % Additional Up		£/ha % £/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	100,000 20%	100,000											
Easements etc Legals / Acqui		£ % land	0 1.5%																								
Planning Fee	<50 >50	£/unit £/unit	462 138																								
Architects QS / PM Planning Cons Other Profess		% % %	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%	4.00% 0.50% 1.00% 3.50%
BCIS Over Extra		£/m2 %	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027	2,027
Energy Design Acc & Adpt Water		£/m2 £/m2 £/m2 £/m2	1	0 0 0.0 1																							
Small Sites Site Costs Pre CIL s106 Post CIL s106		% £/Unit £/Unit £/m2	10.0% 500 500	10.0% 500 500 0.00																							
LIT Contingency Abnormals		% % % £/site	2.50%	0.00% 2.50%	0.00% 5.00% 5.00%																						
FINANCE	Fees Interest Legal and Valua	£ % ition £	61,000 6.00%	78,000 6.00%	75,000 6.00%	72,000 6.00%	70,000 6.00%	67,000 6.00%	64,000 6.00%	61,000 6.00%	58,000 6.00%	55,000 6.00%	52,000 6.00%	50,000 6.00%	60,000 6.00%	77,000 6.00%	74,000 6.00%	71,000 6.00%	68,000 6.00%	66,000 6.00%	63,000 6.00%	60,000 6.00%	57,000 6.00%	54,000 6.00%	51,000 6.00%	49,000 6.00%	49,000 6.00%
SALES	Agents Legals Misc.	% % £	3.00% 0.50%	3.00% 0.50% 0																							
Developers Pr	of % Market DV % Affordable D	v	17.50% 6.00%																								

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
		Extracare																								
Green/brown		Green	Brown																							
Us		Paddock	Industrial																							
Site Are Gross Net Units	ha ha	0.50 0.50 60																								
Mix Market	,	70.00%	100.00%	95.00%	90.00%	85.00%	80.00%	75.00%	70.00%	65.00%	60.00%	55.00%	50.00%	70.00%	100.00%	95.00%	90.00%	85.00%	80.00%	75.00%	70.00%	65.00%	60.00%	55.00%	50.00%	50.00%
Intermediate t		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Affordable Re		30.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	35.00%	40.00%	45.00%	50.00%	30.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	35.00%	40.00%	45.00%	50.00%	50.00%
Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	e £/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	£ site	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Uplift	£/ha	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	£ site	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Viability Threshold	£/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
	£ site	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000
Residua Gross Net	£/ha £/ha £ site	-4,592,496 -4,592,496 -2,296,248	-2,649,876 -2,649,876 -1,324,938	-2,969,322 -2,969,322 -1,484,661	-3,293,193 -3,293,193 -1,646,596	-3,619,496 -3,619,496 -1,809,748	-3,943,829 -3,943,829 -1,971,915	-4,268,162 -4,268,162 -2,134,081	-4,592,496 -4,592,496 -2,296,248	-4,916,829 -4,916,829 -2,458,414	-5,243,346 -5,243,346 -2,621,673	-5,572,645 -5,572,645 -2,786,323	-5,903,915 -5,903,915 -2,951,957	-6,078,131 -6,078,131 -3,039,065	-4,122,624 -4,122,624 -2,061,312	-4,446,709 -4,446,709 -2,223,355	-4,770,795 -4,770,795 -2,385,397	-5,094,880 -5,094,880 -2,547,440	-5,420,935 -5,420,935 -2,710,468	-5,749,082 -5,749,082 -2,874,541	-6,078,131 -6,078,131 -3,039,065	-6,407,179 -6,407,179 -3,203,590	-6,736,228 -6,736,228 -3,368,114	-7,065,276 -7,065,276 -3,532,638	-7,396,295 -7,396,295 -3,698,147	-7,396,295 -7,396,295 -3,698,147
Additional Profit	£ site	-2,376,534	-836,113	-1,083,821	-1,331,528	-1,580,392	-1,828,975	-2,077,560	-2,326,145	-2,820,572	-3,053,899	-3,287,226	-3,521,647	-3,304,801	-1,907,740	-2,140,035	-2,372,330	-2,298,836	-2,838,412	-3,071,607	-3,304,801	-3,537,996	-3,771,190	-4,004,385	-4,238,666	-4,238,666
	£/m2	-796	-196	-268	-347	-436	-536	-650	-779	-1,018	-1,194	-1,402	-1,652	-1,107	-447	-528	-618	-634	-832	-960	-1,107	-1,276	-1,474	-1,707	-1,988	-1,988



	Extracare															- · ·				т	- · · ·			
COME Av Si	ize m2	% Numbe	or 60	Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fe		rate			Build Cost BCIS	/m2 2,027		
rket Housing 7	1.1 100	% 6	10	3,000	12,792,857	4,264		LAND	Land		/unit or m2 -22,082		-1.324.938			No dwgs No dwgs under	60 50		23,100		Over Extra Energy	0	0.009	%
	0.8 0	0/	0	2,100					Stamp Duty Easements etc.		, , ,	0				No dwgs over 50			1,380 24,480		Design Acc & Adot	0		
			-						Legals Acquisiti	on	1.50%							Total	24,460	1	Water	1		
rdable Rent 70	0.8 0	%	0	1,590	0	0		PLANNING												_	Small Sites Site Costs	203	109	
ial Rent 70	0.8 0	%	0	1,230	0	0			Planning Fee Architects		4.00%	24,480 391,148				Stamp duty cal Land payment	lc - Residual		-1,324,938			2,230		
nt and Subsidy Shared Own Affordable R				0					QS / PM Planning Consu	Itants	0.50% 1.00%													
Social Rent	OII.			0					Other Professio		3.50%													
	.50 ha	12			12,792,857	4,264		CONSTRUCTIO																
E AREA - Gross 0.	50 ha	12	10 /ha						Build Cost - BC s106 / CIL	IS Based	2,230	9,510,935						Total	0	1				
es per Quarter 0		7							Contingency Abnormals		2.50%	237,773				Stamp duty cal Land payment	lc - Add Profit		125,000					
t Build Time 3	Quarters				DIM Decident	44000			Abilomas				3,770,700			125,000	0%		123,000					
	Whole Site		Per ha GROSS	<u>.</u>	RUN Residual !	osing balance =		FINANCE	Fees			78,000				250,000 500,000	1% 3%	0%						
sidual Land Value Imative Use Value	-1,324,9 3 25,00		'6 -2,649,876 50,000	1	RUN CIL MACE	O ctrl+l			Interest Legal and Valua	tion	6.00%		78,000			1,000,000 above	4% 5%							
ift 0% Plus /ha 200.000		0	200.000			osing balance =	0	SALES										Total	0					
Viability Thresho			250,000	•	Check on phasing				Agents		3.0%					Pre CIL s106		£/ Unit (all)		Ī	LIT	% GDV		٦
		£/m2			cor	rect			Legals Misc.		0.5%	63,964		9,864,210				Total	30,000	1		0.00%		0
litional Profit	-836,11	13 -19	16					Developers Pro	ofia						·	Post CIL s106 CIL	500 0		30,000	Ī				
									% Market DV	,	17.50%			2,238,750		CIL		Total	30,000					
							ı		% Affordable D		6.00%													
IDUAL CASH FLOW FOR INTERE	Q1	Year Q2	1 Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME 'S Started			10	10	10	10	10	10																
et Housing ed Ownership				0	0	0	1,066,071	1,066,071	1,066,071	1,066,071 0	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071 0	1,066,071	1,066,071	0	0	0	0	0	
rdable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ll Rent t and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	0	0	0	0	0	_
NDITURE D Duty	0																							
nents etc.	0																							
s Acquisition	-19,874																							
ing Fee ects	24,480 195,574		195,574																					
	24,447 48,894		24,447 48,894																					
ning Consultants r Professional	171,127		171,127																					
I Cost - BCIS Base		0	528,385	1,056,771	1,585,156	1,585,156	1,585,156	1,585,156	1,056,771	528,385	0	0	0	0	0	0	0	0	0	0	0	0	0	
S/CIL tingency		0	1,667 13,210	3,333 26,419	5,000 39,629	5,000 39,629	5,000 39,629	5,000 39,629	3,333 26,419	1,667 13,210	0	0	0	0	0	0	0	0	0	0	0	0	0	
ormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees	78,000																							
I and Valuation	0																							
nts ils	0	0	0	0	0	0	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	0	0	0	0	0	
TS BEFORE LAND INT AND PRO		0	983,303	1,086,523	1,629,785	1,629,785	1.667.097	1,667,097	1,123,836	580.574	37,313	37,313	37,313	37.313	37,313	37,313	37,313	37.313	0	0	0	0	0	
TO BET ONE EARD INT AND I NO	322,040	-	303,303	1,000,323	1,023,763	1,023,763	1,007,037	1,007,037	1,123,030	300,374	37,313	31,313	37,313	37,313	37,313	37,313	37,313	37,313	-	-				
Residual Valuation La	-1,324,938																							
Inter Profit on Co		0	0	2,715	19,054	43,786	68,890	78,939	89,138	91,342	85,429	71,279	56,917	42,340	27,543	12,525	0	0	0	0	0	0	0	
Profit on GI																								
Cash Flow	802,290	0	-983,303	-1,089,238	-1,648,838	-1,673,571	-669,916	-679,964	-146,902	394,156	943,330	957,480	971,842	986,419	1,001,216	1,016,234	1,028,759	1,028,759	0	0	0	0	0	-
Opening Bala Closing Bala		802,290	-181,013	-1,270,251	-2,919,090	-4,592,661	-5,262,577	-5,942,541	-6,089,443	-5,695,288	-4,751,958	-3,794,479	-2,822,637	-1,836,217	-835,002	181,232	1,209,991	2,238,750	2,238,750	2,238,750	2,238,750	2,238,750	2,238,750	
<u> </u>	•																							
H FLOW FOR CIL ADDITIONAL P	ROFIT Q1	Year Q2	1 Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	
OME As Above	-																							
INCOME	0	0	0	0	0	0	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	0	0	0	0	0	_
NDITURE	125,000																							
p Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s Acquisition	1,875	0	0	0	0	Ú	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	U	0	
ing Fee tects	24,480 195,574	0	0 195,574	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Consultants	24,447 48,894	0	24,447 48,894	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional	171,127	0	171,127	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base	0	0	528,385	1,056,771	1,585,156	1,585,156	1,585,156	1,585,156	1,056,771	528,385	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL CIL s106	-8,325,204		748,909	748,909	748,909 5,000	748,909 5,000	748,909 5,000	748,909 5,000	748,909 5,000	748,909 5,000	748,909 0	748,909 0	0	0	0	0	0	0	0	0	0	0	0	
ngency	0	0	13,210 0	26,419 0	39,629	39,629	39,629	39,629	26,419	13,210	0	0	0	0	0	0	0	0	0	0	0	0	0	
rmals														-	-				-	-		-		
ce Fees and Valuation	78,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ts	0	0	0	0	0	0	31,982	31,982	31,982	31,982	31,982	31,982	31,982	31,982	31,982	31,982	31,982	31,982	0	0	0	0	0	
s s	0	0	0	0	0	0	5,330	5,330	5,330	5,330	5,330	5,330	5,330	5,330	5,330	5,330	5,330	5,330	0	0	0	0	0	
TS BEFORE LAND INT AND PRO	0 FIT -7,655,807	0	0 1,730,546	0 1,832,099	0 2,378,694	0 2,378,694	0 2,416,006	0 2,416,006	0 1,874,411	0 1,332,817	0 786,222	0 786,222	0 37,313	0 37,313	0 37,313	0 37,313	0 37,313	0 37,313	0	0	0	0	0	_
CIL calculation	oet	0	0	•		0	0.002	20.262	E4 000	63,957	68,918	65,754	62,543	48.049	33,339	18,407	2 252	0	0	0	_	0	0	
Profit on co	ost	U	U	0	0	U	9,963	30,362	51,066	03,30/	91,918	00,754	02,043	46,049	33,339	18,40/	3,252	U	U	U	0	U	U	
Profit on GI	υV																							
Cash FI Opening Balan		0	-1,730,546	-1,832,099	-2,378,694	-2,378,694	-1,359,898	-1,380,297	-859,406	-330,702	210,932	214,096	966,216	980,710	995,420	1,010,352	1,025,507	1,028,759	0	0	0	0	0	-
Cash Fl Opening Balan Closing Balan	nce 0			-1,832,099 4,093,162	-2,378,694 1,714,468	-2,378,694 -664,226	-1,359,898 -2,024,124	-1,380,297 -3,404,421	-859,406 -4,263,827	-330,702 -4,594,529	210,932 -4,383,597	214,096 -4,169,502	966,216 -3,203,285	980,710	995,420	1,010,352 -216,804	1,025,507 808,703	1,028,759 1,837,462	0 1,837,462	0 1,837,462	0 1,837,462	0 1,837,462	0 1,837,462	



TE NAME Site 3	Extracare]															
ICOME Av Size		Number		Price	GDV	GIA		DEVELOPMEN	NT COSTS							Planning fee ca					Build Cost	/m2	
m:	2	60		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 60	rate			BCIS Over Extra	2,027	0.00%
arket Housing 71.	1 95%	57		3,000	12,153,214	4,051			Land Stamp Duty		-24,744	0	-1,484,661			No dwgs under No dwgs over 50	50 10	462 138	23,100 1,380		Energy Design	0	
ared Ownership 70.	8 0%	0		2,100	0	0			Easements etc. Legals Acquisition	20	1.50%	0 -22,270						Total	24,480		Acc & Adpt Water	0	
ordable Rent 70.	8 5%	3		1,590	337,875	213		PLANNING	51												Small Sites Site Costs	0 203	0% 10%
ial Rent 70.	B 0%	0		1,230	0	0		LANG	Planning Fee Architects		4.00%	24,480 391.083				Stamp duty cal Land payment	lc - Residual		-1,484,661		One Costs	2,230	10%
nt and Subsidy Shared Owner				0					QS / PM		0.50%	48,885				Lario payment			-1,404,001				
Affordable Rer Social Rent	nt.			0					Planning Consul Other Profession		1.00% 3.50%	97,771 342,198	904,417										
	0 ha	120	/ha		12,491,089	4,264		CONSTRUCTI															
E AREA - Gross 0.5	0 ha	120	/ha						Build Cost - BCI: s106 / CIL	S Based	2,230	9,509,342 30,000						Total	0				
es per Quarter 0									Contingency Abnormals		2.50%	237,734 0				Stamp duty cal Land payment	lc - Add Profit		125,000				
it Build Time 3	Quarters				RUN Residual M	MACRO ctrl+r		FINANCE								125,000 250,000	0% 1%	0% 0%					
sidual Land Value	-1,484,661	Per ha NET P			Clo	osing balance =	0		Fees Interest		6.00%	75,000				500,000 1,000,000	3% 4%	0% 0%					
rmative Use Value lift 0%	25,000 0		50,000		RUN CIL MACR	O ctrl+l osing balance =	0		Legal and Valuat	tion		0	75,000			above	5%	0% Total	0				
Plus /ha 200,000 Viability Threshole	100,000		200,000 250,000	ĺ	Check on phasing d			SALES	Agents		3.0%	374,733				Pre CIL s106	E00	£/ Unit (all)			шт	% GDV	
Viability Threshold			230,000		corr				Legals		0.5%	62,455				FIE CIL STOD		Total	30,000		LII	0.00%	0
itional Profit	-1,083,821	2/m2 -268							Misc.			0	437,188	9,686,749		Post CIL s106	500	£/ Unit (all)	30,000				
								Developers Pr	% Market DV % Affordable DV	/	17.50% 6.00%			2,126,813 20,273		CIL	0	£/m2 Total	30,000				
SIDUAL CASH FLOW FOR INTERES		Year 1			-	Year 2				Year 3				Year 4				Year 5			-	Year 6	
DME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
rs Started set Housing			10	0	0	0	1,012,768	1,012,768		1,012,768	1,012,768	1,012,768		1,012,768	1,012,768	1,012,768		1,012,768			_		
red Ownership rdable Rent				0	0	0	0 56,313	0 56,313	0 56,313	0 56,313	0 56,313	0 56,313	0	0	0	0	0	0	0	0	0	0	0
ll Rent t and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,069,080	1,069,080	1,069,080	1,069,080	1,069,080	1,069,080	1,012,768	1,012,768	1,012,768	1,012,768	1,012,768	1,012,768	0	0	0	0	0
ENDITURE p Duty	0																						
ments etc. s Acquisition	0 -22,270																						
ing Fee	24,480																						
tects	195,542 24,443		195,542 24,443																				
ing Consultants Professional	48,885 171,099		48,885 171,099																				
Cost - BCIS Base	,000	0	528,297	1,056,594	1,584,890	1.584.890	1.584.890	1,584,890	1,056,594	528,297	0	n	0	0	0	0	0	0	0	n	0	0	0
/CIL		0	1,667	3,333	5,000	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0
ingency irmals		0	13,207 0	26,415 0	39,622 0	39,622 0	39,622 0	39,622 0	26,415 0	13, <u>2</u> 07 0	0	0	0	0	0	0	0	0	0	0	0	0	0
ice Fees	75,000																						
and Valuation	0																						
its Is	0	0	0	0	0	0	32,072 5,345	32,072 5,345	32,072 5,345	32,072 5,345	32,072 5,345	32,072 5,345	30,383 5,064	30,383 5,064	30,383 5,064	30,383 5,064	30,383 5,064	30,383 5,064	0	0	0	0	0
TS BEFORE LAND INT AND PROF	11 517,178	0	0 983,139	1,086,342	1,629,513	1,629,513	1,666,930	1,666,930	1,123,760	580,589	37,418	37,418	35,447	35,447	35,447	35,447	35,447	35,447	0	0	0	0	0
Residual Valuation Land	-1,484,661	0	0	235	16,533	41,224	66,285	76,247	86,359	88,474	82,474	68,236	53,785	39,932	25,871	11,599		0	0	0	0	0	0
Profit on Cost	s	Ü	v	200		-1,224	50,200	10,241	50,558	30,474	02,414	JU,2J0	55,765	00,00E	23,011	11,000		Ü	Ü	Ü		Ü	
Profit on GD\	967,483	0	-983,139	-1,086,577	-1,646,046	-1,670,737	-664,135	-674,097	-141.038	400,017	949,189	963,426	923.536	937,389	951,450	965,722	977,321	977,321	0	0	0	0	0
Opening Balar	ic 0								,,,,,														0
Closing Baland	967,483	967,483	-15,657	-1,102,233	-2,748,279	-4,419,016	-5,083,151	-5,757,249	-5,898,286	-5,498,269	-4,549,081	-3,585,654	-2,662,118	-1,724,729	-773,279	192,443	1,169,764	2,147,085	2,147,085	2,147,085	2,147,085	2,147,085	2,147,085
H FLOW FOR CIL ADDITIONAL PR		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6	
ME As Above INCOME	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 1,069,080	Q4 1,069,080	Q1 1,069,080	Q2 1,069,080	Q3 1,069,080	Q4 1,069,080	Q1 1,012,768	Q2 1,012,768	Q3 1,012,768	Q4 1,012,768	Q1 1,012,768	Q2 1,012,768	Q3 0	Q4 0	Q1 0	Q2 0	Q3 0
NDITURE				v			.,505,000	.,003,000	.,000,000	.,003,000	.,000,000	.,503,000	.,012,100	.,0.2,100	.,012,700	.,012,100	.,512,700	.,012,100				•	
MOTORE	125,000																						
p Duty ments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s Acquisition	1,875	0	0	0	0	0	0	0	o	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ing Fee	24,480 195,542	0	0 195,542	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	24,443 48.885	0	24,443 48.885	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ng Consultants Professional	48,885 171,099	0	48,885 171,099	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cost - BCIS Base	0	0	528,297	1,056,594	1,584,890	1,584,890	1,584,890	1,584,890	1,056,594	528,297	0	0	0	0	0	0	0	0	0	0	0	0	0
NTIAL CIL CIL s106	-7,839,062		675,524	675,524	675,524 5,000	675,524 5,000	675,524 5,000	675,524 5,000	675,524 5,000	675,524 5,000	675,524 0	675,524 0	0	0	0	0	0	0	0	0	0	0	0
gency mals	0	0	13,207 0	26,415 0	39,622 0	39,622	39,622 0	39,622 0	26,415 0	13,207 0	0	0	0	0	0	0	0	0	0	0	0	0	0
ce Fees	75,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
and Valuation	0	0	0	0	0	0	0	0	ő	0	ō	0	o o	0	0	0	0	0	0	0	o	0	0
	0	0	0	0	0	0	32,072	32,072	32,072	32,072	32,072	32,072	30,383	30,383	30,383	30,383	30,383	30,383	0	0	0	0	0
	0	0	0	0	0	0	5,345 0	5,345 0	5,345	5,345 0	5,345	5,345 0	5,064	5,064	5,064	5,064	5,064	5,064	0	0	0	0	0
s	-7,172,738	0	1,656,997	1,758,532	2,305,037	2,305,037	2,342,454	2,342,454	1,800,950	1,259,446	712,942	712,942	35,447	35,447	35,447	35,447	35,447	35,447	0	0	0	0	0
s					i				1				I								1		
S																							
S		0	0	0	0	0	12,793	32,085	51,667	63,420	67,227	62,894	58,495	44,712	30,723	16,524	2,112	0	0	0	0	0	0
S S BEFORE LAND INT AND PROF CIL calculation Interes	t	0	0	0	0	0	12,793	32,085	51,667	63,420	67,227	62,894	58,495	44,712	30,723	16,524	2,112	0	0	0	0	0	0
Profit on cos	v 7,172,738	0	0 -1,656,997	-1,758,532	-2,305,037	-2,305,037	12,793	32,085	51,667 -783,537	63,420	67,227 288,911	62,894	58,495 918,826	932,609	30,723 946,598	16,524 960,797	2,112 975,209	977,321	0	0	0	0	0

SITE NAME	Site 4	Extracare							1																
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	T COSTS							Planning fee ca	alc				Build Cost	/m2		
	m2	,-	60		£/m2		m2		LAND			/unit or m2	Total				Planning app fe		rate			BCIS Over Extra	2,027	0.00%	
Market Housing	71.1	90%	54		3,000	11,513,571	3,838			Land Stamp Duty		-27,443	0	-1,646,596			No dwgs under No dwgs over 50	50	462 138	23,100 1,380		Energy Design	0		
Shared Ownership	70.8	0%	0	1	2,100	0	0			Easements etc. Legals Acquisition	on	1.50%	-24,699						Total	24,480		Acc & Adpt Water	0		
Affordable Rent	70.8	10%	6		1,590	675,750	425		PLANNING													Small Sites Site Costs	0 203	0% 10%	
Social Rent	70.8	0%	0	1	1,230	0	0			Planning Fee Architects		4.00%	24,480 391,018				Stamp duty cal Land payment	lc - Residual		-1,646,596			2,230		
Grant and Subsidy	Shared Ownersi Affordable Rent				0	0				QS / PM Planning Consu		0.50% 1.00%	48,877 97,754												
	Social Rent				0	0				Other Profession	nal	3.50%	342,140	904,270											
SITE AREA - Net SITE AREA - Gross	0.50 0.50		120 120			12,189,321	4,263			Build Cost - BCI s106 / CIL	S Based	2,230	9,507,749 30,000 237,694				Stamp duty cal	lo Add Drofia	Total	0					
Sales per Quarter Unit Build Time	0	Quarters								Contingency Abnormals		2.30%	237,094				Land payment 125,000	0%	0%	125,000					
	-	Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r osing balance =	0	FINANCE	Fees			72,000				250,000 500,000	1% 3%	0% 0%						
Residual Land Value Alternative Use Value		-1,646,596 25,000	-3,293,193			RUN CIL MACR				Interest Legal and Valua	tion	6.00%	0				1,000,000 above	4% 5%							
Uplift Plus /h	0% na 200,000	100,000		200,000			osing balance =	0	SALES										Total	0					
	ability Threshold	125,000		250,000		Check on phasing o				Agents Legals		3.0% 0.5%	365,680 60,947				Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%	0	
Additional Profit		-1,331,528	£/m2	1	'					Misc.			0		9,507,043		Post CIL s106	500		30,000					
		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,								% Market DV % Affordable D	<i>y</i>	17.50% 6.00%			2,014,875 40,545		CIL	0		0 30,000					
RESIDUAL CASH FLOV	W FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				10	0 0	0	0 0	959,464 0	959,464 0	959,464 0	959,464 0	959,464 0	959,464 0	959,464 0	959,464 0	959,464 0	959,464 0	959,464 0	959,464 0	0	0		0	0	0
Affordable Rent					0	0	0	112,625 0	112,625 0	112,625 0	112,625 0	112,625 0	112,625 0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy INCOM	F	0	0	0	0	0	0	1,072,089	0 0 1,072,089	0 0 1,072,089	0 0 1,072,089	0 0 1,072,089	1,072,089	0 0 959,464	0 0 959.464	0 0 959,464	0 0 959,464	0 0 959.464	0 0 959.464	0	0	0	0	0	0
EXPENDITURE	lle.	U	U	U	U	U	U	1,072,089	1,072,089	1,072,089	1,072,089	1,072,089	1,012,089	539,464	3J3,464	339,464	2 32,464	339,464 339,464	339,464 3	U	U	U	U	U	U
Stamp Duty		0																							
Easements etc. Legals Acquisition		-24,699																							
Planning Fee Architects		24,480 195,509		195,509																					
QS		24,439		24,439																					
Planning Consultants Other Professional		48,877 171,070		48,877 171,070																					
Build Cost - BCIS Base			0	528,208	1,056,417	1,584,625	1,584,625	1,584,625	1,584,625	1,056,417	528,208	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency			0	1,667 13,205	3,333 26,410	5,000 39,616	5,000 39,616	5,000 39,616	5,000 39,616	3,333 26,410	1,667 13,205	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		72,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	U	0	0	0	U	0	0
Finance Fees Legal and Valuation		0																							
Agents		0	0	0	0	0	0	32,163 5,360	32,163 5,360	32,163 5,360	32,163 5,360	32,163 5,360	32,163 5,360	28,784 4,797	28,784 4,797	28,784 4,797	28,784 4,797	28,784 4,797	28,784 4,797	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND	NINT AND DROES		0	982,975	1,086,160	1,629,240	1,629,240	1,666,764	1,666,764	1,123,683	580,603	37,523	37,523	33,581	33,581	33,581	33,581	33,581	33,581	0	0	0	0	0	0
COSTS BEFORE LAND	JINI AND PROFII	311,070		902,973	1,000,100	1,029,240	1,629,240	1,000,704	1,000,704	1,123,003	360,003	31,323	31,323	33,361	33,361	33,361	33,361	33,361	33,361			-		U	
For Residual Valuation		-1,646,596		•	•	44.040	20.000	go ee :	70.555	00.570	05.007	70.540	CF 455	50.050	27.50.	24.400	40.077	_	•	•	•	_	•		_
	Interest Profit on Costs Profit on GDV		U	0	0	14,013	38,662	63,681	73,556	83,579	85,607	79,519	65,193	50,652	37,524	24,199	10,673	0	U	0	0	0	U	U	0 2,014,875
	Cash Flow	1,134,920	0	-982,975	-1,086,160	-1,643,254	-1,667,902	-658,355	-668,230	-135,173	405,879	955,047	969,373	875,231	888,359	901,684	915,210	925,883	925,883	0	0	0	0	0	40,545 -2,055,420
	Opening Balance	0																							-2,055,420 0
	Closing Balance	1,134,920	1,134,920	151,945	-934,215	-2,577,469	-4,245,371	-4,903,726	-5,571,956	-5,707,129	-5,301,250	-4,346,203	-3,376,830	-2,501,599	-1,613,240	-711,556	203,654	1,129,537	2,055,420	2,055,420	2,055,420	2,055,420	2,055,420	2,055,420	U
CASH FLOW FOR CIL	ADDITIONAL PRO		Year 1		04	01	Year 2	02	04	04	Year 3		04	01	Year 4	02	04	04	Year 5	02	04	04	Year 6	0.3	04
INCOME	As Above	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 1,072,089	Q4 1,072,089	Q1 1,072,089	Q2 1,072,089	Q3 1,072,089	Q4 1,072,089	Q1 959,464	Q2 959,464	Q3 959,464	Q4 959,464	Q1 959,464	Q2 959,464	Q3 0	Q4 0	Q1 0	Q2 0	Q3 0	Q4 0
EXPENDITURE	lle.	U	U	U	U	U	U	1,012,089	1,012,009	1,012,059	1,012,069	1,012,059	1,012,089	J3,404	JJJ,404	JJ3,484	e33,404	JJ7,404	JJ3,464	U	U		U	J	U
Land		125,000																							
Stamp Duty Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		1,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		24,480 195,509	0	0 195,509	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants		24,439	0	24,439	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		48,877 171,070	0	48,877 171,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	528,208	1,056,417	1,584,625	1,584,625	1,584,625	1,584,625	1,056,417	528,208	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		-7,352,977	_	602,145	602,145	602,145 5,000	5,000	5,000	5,000	602,145 5,000	5,000	602,145 0	602,145 0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	13,205 0	26,410 0	39,616 0	39,616 0	39,616 0	39,616 0	26,410 0	13,205 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		72,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	0	0	0	0	0	32,163 5,360	32,163 5,360	32,163 5,360	32,163 5,360	32,163 5,360	32,163 5,360	28,784 4,797	28,784 4,797	28,784 4,797	28,784 4,797	28,784 4,797	28,784 4,797	0	0	0	0	0	0
Misc. COSTS BEFORE LAND	O INT AND PROFIT	-6,689,727	0	0 1,583,453	0 1,684,972	0 2,231,385	0 2,231,385	0 2,268,908	0 2,268,908	0 1,727,495	0 1,186,081	0 639,668	0 639,668	0 33,581	0 33,581	0 33,581	0 33,581	0 33,581	0 33,581	0	0	0	0	0	0
For CIL calculation	Interest		0	0	0	0	0	15,622	33,809	52,268	62,883	65,536	60,033	54,447	41,376	28,108	14,641	973	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								1,745,395 40,545
	Cash Flow		0	-1,583,453	-1,684,972	-2,231,385	-2,231,385	-1,212,441	-1,230,628	-707,674	-176,875	366,885	372,388	871,436	884,507	897,775	911,242	924,910	925,883	0	0	0	0	0	-1,785,940
	Opening Balance Closing Balance	0 6,689,727	6,689,727	5,106,274	3,421,302	1,189,917	-1,041,469	-2,253,910	-3,484,538	-4,192,211	-4,369,087	-4,002,201	-3,629,813	-2,758,377	-1,873,870	-976,095	-64,853	860,057	1,785,940	1,785,940	1,785,940	1,785,940	1,785,940	1,785,940	0

ICOME Av Size m2	%	Number 60		Price £/m2	GDV	GIA		DEVELOPMEN	IT COSTS							Planning fee ca					Build Cost BCIS	/m2 2,027		
arket Housing 71.1	85%	51		3,000	£ 10,873,929	m2 3,625		LAND	Land		/unit or m2 -30,162		-1,809,748			Planning app fer No dwgs No dwgs under	dwgs 60 50	rate 462	23,100		Over Extra Energy	0	0.00%	6
nared Ownership 70.8		0		2,100	0	3,023			Stamp Duty Easements etc.		-50,102	0				No dwgs over 50		138 Total	1,380 24,480		Design Acc & Adpt	0		
ordable Rent 70.8	15%	9		1,590		638			Legals Acquisition	on	1.50%	-27,146	-27,146					Total	24,400	1	Water Small Sites	1	0%	w
ial Rent 70.8		0		1,230	1,013,623	636		PLANNING	Planning Fee			24,480				Stamp duty cal	la Basidasi			T	Site Costs	203 2,230	10%	
		Ü							Architects		4.00%	390,952				Land payment	ic - Nesiduai		-1,809,748			2,230		
t and Subsidy Shared Ownersh Affordable Rent Social Rent				0 0	0 0 0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	97,738												
E AREA - Net 0.50 E AREA - Gross 0.50		120 120			11,887,554	4,262		CONSTRUCTION	Build Cost - BCI s106 / CIL Contingency	S Based	2,230 2.50%	30,000				Stamp duty cal	lc - Add Profit	Total	0] ī				
s per Quarter 0 Build Time 3	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	ACRO ctrl+r sing balance = 0		FINANCE	Abnormals Fees			70,000				Land payment 125,000 250,000 500,000	0% 1% 3%	0% 0% 0%	125,000					
dual Land Value native Use Value t 0% Plus /ha 200,000	-1,809,748 25,000 0 100,000	-3,619,496	-3,619,496 50,000 0 200,000		RUN CIL MACRO	O ctrl+l sing balance = (SALES	Interest Legal and Valual	tion	6.00%	0	70,000			1,000,000 above	4% 5%	0% 0% Total	0					
Viability Threshold	125,000	:/m2 -436	250,000	[Check on phasing di			ONEEO .	Agents Legals Misc.		3.0% 0.5%			9,327,102		Pre CIL s106		£/ Unit (all) Total £/ Unit (all)	30,000	-	LIT	% GDV 0.00%	0	0
RIONAL PLONE	=1,300,332	*430						Developers Pro	ofit % Market DV % Affordable DV	/	17.50% 6.00%			1,902,938 60,818		CIL	0		30,000 30,000					
SIDUAL CASH FLOW FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	_
TS Started ket Housing			10	0	10 0	0	10 906,161	10 906,161	906,161	906,161	906,161	906,161		906,161	906,161	906,161	906,161	906,161						
ed Ownership dable Rent				0	0	0	0 168,938	0 168,938	0 168,938	0 168,938	0 168,938	0 168,938	0	0	0	0	0	0	0	0	0	0	0	
Rent and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	1,075,098	1,075,098	1,075,098	1,075,098	1,075,098	1,075,098	906,161	906,161	906,161	906,161	906,161	906,161	0	0	0	0	0	_
Duty nents etc.	0																							
Acquisition	-27,146																							
ng Fee ects	24,480 195,476		195,476																					
ng Consultants	24,435 48,869		24,435 48,869																					
Professional	171,042		171,042																					
Cost - BCIS Base CIL		0	528,120 1,667	1,056,240 3,333	1,584,359 5,000	1,584,359 5,000	1,584,359 5,000	1,584,359 5,000	1,056,240 3,333	528,120 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	
ongency rmals		0	13,203	26,406 0	39,609 0	39,609	39,609 0	39,609 0	26,406 0	13,203	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees and Valuation	70,000 0																							
ts	0	0	0	0	0	0	32,253	32,253	32,253	32,253	32,253	32,253	27,185	27,185	27,185	27,185	27,185	27,185	0	0	0	0	0	
S	0	0	0	0	0	0	5,375	5,375	5,375	5,375	5,375	5,375	4,531	4,531	4,531	4,531	4,531	4,531	0	0	0	0	0	
S BEFORE LAND INT AND PROFIT	507,155	0	982,811	1,085,979	1,628,968	1,628,968	1,666,597	1,666,597	1,123,607	580,618	37,628	37,628	31,716	31,716	31,716	31,716	31,716	31,716	0	0	0	0	0	_
Interest	-1,809,748	0	0	0	11,493	36,100	61,076	70,865	80,800	82,740	76,563	62,150	47,520	35,116	22,526	9,747	0	0	0	0	0	0	0	
Profit on Costs Profit on GDV																								
Cash Flow	1,302,593	0	-982,811	-1,085,979	-1,640,461	-1,665,068	-652,574	-662,363	-129,309	411,741	960,906	975,320	826,925	839,329	851,919	864,698	874,445	874,445	0	0	0	0	0	-
Opening Balance Closing Balance	0 1,302,593	1,302,593	319,782	-766,197	-2,406,658	-4,071,726	-4,724,300	-5,386,663	-5,515,972	-5,104,232	-4,143,325	-3,168,005	-2,341,080	-1,501,752	-649,833	214,865	1,089,310	1,963,755	1,963,755	1,963,755	1,963,755	1,963,755	1,963,755	
FLOW FOR CIL ADDITIONAL PRO	FIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
ME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME	0	0	0	0	0	0	1,075,098	1,075,098	1,075,098	1,075,098	1,075,098	1,075,098	906,161	906,161	906,161	906,161	906,161	906,161	0	0	0	0	0	_
NDITURE	125,000																							
Duty nents etc. Acquisition	0 0 1,875	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	
ing Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ects	195,476 24,435	0	195,476 24,435	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Consultants Professional	48,869 171,042	0	48,869 171,042	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base	0	0	528,120	1,056,240	1,584,359	1,584,359	1,584,359	1,584,359	1,056,240	528,120	0	0	0	0	0	0	0	0	0	0	0	0	0	
NTIAL CIL IL s106	-6,866,835	İ	528,644	528,644	528,644 5,000	528,644 5,000	528,644 5,000	528,644 5,000	528,644 5,000	528,644 5,000	528,644 0	528,644 0	0	0	0	0	0	0	0	0	0	0	0	
gency	0	0	13,203 0	26,406 0	39,609	39,609	39,609	39,609	26,406 0	13,203	0	0	0	0	0	0	0	0	0	0	0	0	0	
te Fees	70,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation	0	0	0	0	0	0	0	0	o	0	0	0	0	0	0	ō	0	0	0	0	0	0	0	
s	0	0	0	0	0	0	32,253 5,375	32,253 5,375	32,253 5,375	32,253 5,375	32,253 5,375	32,253 5,375	27,185 4,531	27,185 4,531	27,185 4,531	27,185 4,531	27,185 4,531	27,185 4,531	0	0	0	0	0	
S REFORE I AND INT AND PROFIT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
S BEFORE LAND INT AND PROFIT	-6,205,658	0	1,509,788	1,611,290	2,157,612	2,157,612	2,195,241	2,195,241	1,653,918	1,112,595	566,273	566,273	31,716	31,716	31,716	31,716	31,716	31,716	0	0	0	0	0	_
		n	n	n	n	0	18 460	35 520	52 874	62 340	63.847	57 172	50 308	38 037	25 401	12 756	n	0	n	n	n	n	n	
Interest Profit on cost		0	0	0	0	0	18,460	35,539	52,874	62,349	63,847	57,172	50,398	38,037	25,491	12,756	0	0	0	0	0	0	0	
	6,205,658	0		-1,611,290	-2,157,612	-2,157,612	18,460	35,539	52,874 -631,694	-99,847	63,847	57,172 451,653	50,398 824,048	38,037 836,408	25,491 848,954	12,756 861,689	0 874,445	0 874,445	0	0	0	0	0	

SITE NAME	Site 6	Extracare							1																
INCOME	Av Size	%	Number	r	Price	GDV	GIA		DEVELOPMEN	T COSTS							Planning fee ca	ılc			Ī	Build Cost	/m2		
	m2		60		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fe					BCIS Over Extra	2,027	0.00%	
Market Housing	71.1	80%	48	3	3,000	10,234,286	3,411			Land Stamp Duty		-32,865	0	-1,971,915			No dwgs under No dwgs over 50	50	462			Energy Design	0		
Shared Ownership	70.8	0%	0)	2,100	0	0			Easements etc. Legals Acquisition	on	1.50%	-29,579						Total	24,480	!	Acc & Adpt Water	0		
Affordable Rent	70.8	20%	12	2	1,590	1,351,500	850		PLANNING													Small Sites Site Costs	0 203	0% 10%	
Social Rent	70.8	0%	0)	1,230	0	0			Planning Fee Architects		4.00%	24,480 390,887				Stamp duty cal Land payment	c - Residual		-1,971,915			2,230		
Grant and Subsidy	Shared Ownersl Affordable Rent				0	0				QS / PM Planning Consul	Itants	0.50% 1.00%	48,861 97,722												
	Social Rent				0	0				Other Profession	nal	3.50%	342,026	903,976											
SITE AREA - Net SITE AREA - Gross	0.50 0.50		120 120			11,585,786	4,261			Build Cost - BCI s106 / CIL	S Based	2,230	9,504,562						Total	0					
Sales per Quarter Unit Build Time	0	Quarters								Contingency Abnormals		2.50%	237,614 0				Stamp duty cal Land payment 125,000	c - Add Profit	0%	125,000					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r osing balance =	0	FINANCE	Fees			67,000				250,000 500,000	1% 3%							
Residual Land Value Alternative Use Value		-1,971,915 25,000	-3,943,829	-3,943,829 50,000		RUN CIL MACR	O ctrl+l			Interest Legal and Valual	tion	6.00%	0	67,000			1,000,000 above	4% 5%							
Uplift Plus /h	0% na 200,000	100,000		200,000		Ck	osing balance =	0	SALES										Total	0					
Via	ability Threshold	125,000		250,000		Check on phasing o				Agents Legals		3.0% 0.5%	347,574 57,929				Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%	0	
Additional Profit		-1,828,975	£/m2 -536	1	'					Misc.			0		9,147,162		Post CIL s106	500		30,000	[-	
		,,,,,,,,,,		_						% Market DV % Affordable DV	,	17.50% 6.00%			1,791,000 81,090		CIL	0		30,000					
RESIDUAL CASH FLOW	W FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing				10	0	10	0	10 852,857	10 852,857	852,857	852,857		852,857		852,857	852,857	852,857	852,857	852,857						
Shared Ownership Affordable Rent					0	0	0	0 225,250	0 225,250	0 225,250	0 225,250	0 225,250	0 225,250	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	E	0	0	0	0	0	0	1,078,107	1,078,107	1,078,107	1,078,107	1,078,107	1,078,107	852,857	852,857	852,857	852,857	852,857	852,857	0	0	0	0	0	0
EXPENDITURE Stamp Duty		0																							
Easements etc. Legals Acquisition		0 -29,579																							
Planning Fee		24,480																							
Architects QS		195,444 24,430		195,444 24,430																					
Planning Consultants Other Professional		48,861 171,013		48,861 171,013																					
Build Cost - BCIS Base			0	528,031	1,056,062	1,584,094	1,584,094	1,584,094	1,584,094	1,056,062	528,031	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency			0	1,667 13,201	3,333 26,402	5,000 39,602	5,000 39,602	5,000 39,602	5,000 39,602	3,333 26,402	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		67,000 0																							
			0	0	0	0	0	22 242	22 242	22 242	22 242	22 242	22 242	25 506	25 596	25 506	25 500	25 500	25 596	0	0		0	0	0
Agents Legals		0	0	0	0	0	0	32,343 5,391	32,343 5,391	32,343 5,391	32,343 5,391	32,343 5,391	32,343 5,391	25,586 4,264	25,586 4,264	25,586 4,264	25,586 4,264	25,586 4,264	25,586 4,264	0	0	0	0	0	0
Misc. COSTS BEFORE LAND	INT AND PROFIT	501,649	0	982,647	1,085,797	1,628,696	1,628,696	1,666,430	1,666,430	1,123,531	580,632	37,734	37,734	29,850	29,850	29,850	29,850	29,850	29,850	0	0	0	0	0	0
For Books 1977		4 6=-	i																						
For Residual Valuation	Interest	-1,971,915	0	0	0	8,973	33,538	58,471	68,173	78,021	79,872	73,608	59,107	44,388	32,708	20,854	8,822	0	0	0	0	0	0	0	0
	Profit on Costs Profit on GDV																								1,791,000 81,090
	Cash Flow	1,470,265	0	-982,647	-1,085,797	-1,637,669	-1,662,234	-646,794	-656,496	-123,445	417,602	966,765	981,267	778,619	790,299	802,153	814,185	823,007	823,007	0	0	0	0	0	-1,872,090
	Opening Balance Closing Balance	0 1,470,265	1,470,265	487,619	-598,179	-2,235,847	-3,898,081	-4,544,875	-5,201,371	-5,324,815	-4,907,213	-3,940,448	-2,959,181	-2,180,562	-1,390,263	-588,110	226,076	1,049,083	1,872,090	1,872,090	1,872,090	1,872,090	1,872,090	1,872,090	0
CACH ELON ESS S.	ADDITIONAL	EIT					v. c				v -				v				v -				v		
CASH FLOW FOR CIL A		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME	As Above	0	0	0	0	0	0	1,078,107	1,078,107	1,078,107	1,078,107	1,078,107	1,078,107	852,857	852,857	852,857	852,857	852,857	852,857	0	0	0	0	0	0
EXPENDITURE		125,000																							
Land Stome Duty			•	•			•		•		0				•		•		•	•			•		
Stamp Duty Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		1,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		24,480 195,444	0	0 195,444	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		24,430 48,861	0	24,430 48,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		171,013	0	171,013	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0 -6,380,750	0	528,031 455,177	1,056,062 455,177	1,584,094 455,177	1,584,094 455,177	1,584,094 455,177	1,584,094 455,177	1,056,062 455,177	528,031 455,177	0 455,177	0 455,177	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	13,201	26,402	5,000 39,602	5,000 39,602	5,000 39,602	5,000 39,602	5,000 26,402	5,000 13,201	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		67,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0	0	0	0	0	32,343	32,343	32,343	32,343	32,343	32,343	25,586	25,586	25,586	25,586	25,586	25,586	0	0	0	0	0	0
Agents Legals Misc		0	0	0	0	0	0	5,391 0	5,391 0	5,391 0	5,391 0	5,391 0	5,391 0	4,264 0	4,264 0	4,264 0	4,264	4,264 0	4,264 0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND	INT AND PROFIT	-5,722,647	0	0 1,436,157	0 1,537,641	2,083,873	0 2,083,873	2,121,607	2,121,607	1,580,375	1,039,143	0 492,911	0 492,911	29,850	0 29,850	0 29,850	0 29,850	29,850	29,850	0	0	0	0	0	0 0
For CIL calculation	Interest		0	0	0	0	0	21,283	37,255	53,467	61,803	62,145	54,299	46,336	34,686	22,861	10,859	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								1,653,147 81,090
	Cash Flow		0	-1,436,157	-1,537,641	-2,083,873	-2,083,873	-1,064,784	-1,080,755	-555,735	-22,839	523,051	530,897	776,671	788,321	800,146	812,148	823,007	823,007	0	0	0	0	0	-1,734,237
	Opening Balance Closing Balance	0 5,722,647	5,722,647	4,286,489	2,748,848	664,974	-1,418,899	-2,483,683	-3,564,438	-4,120,173	-4,143,011	-3,619,961	-3,089,064	-2,312,393	-1,524,072	-723,926	88,223	911,230	1,734,237	1,734,237	1,734,237	1,734,237	1,734,237	1,734,237	0



COME Av Size m2	Extracare																							
		Number 60		Price £/m2		GIA m2	, !	DEVELOPMEN	IT COSTS							Planning fee cal Planning app fer	lc dwgs	rate	\neg		Build Cost BCIS	/m2 2,027		
								LAND			/unit or m2	Total				No dwgs	60				Over Extra	0	0.009	1%
rket Housing 71.1	75%	45		3,000	9,594,643	3,198			Land Stamp Duty		-35,568	0	-2,134,081			No dwgs under No dwgs over 50	50 10	462 138	23,100 1,380		Energy Design	0		
red Ownership 70.8	0%	0		2,100	0	0			Easements etc. Legals Acquisition	nn	1.50%	-32,011	-32,011		l			Total	24,480		Acc & Adpt Water	0		
dable Rent 70.8	25%	15		1,590	1,689,375	1,063			Legala Acquiatio		1.50%	-32,011	-32,011								Small Sites	0		1%
cial Rent 70.8	0%	0		1,230	0	0		PLANNING	Planning Fee			24,480			1	Stamp duty cale	c - Residual				Site Costs	203 2,230	105	1%
nt and Subsidy Shared Ownersh	hin			0					Architects QS / PM		4.00% 0.50%	390,822 48,853				Land payment			-2,134,081	•				
Affordable Rent				0	0				Planning Consult		1.00%	97,705												
Social Rent				0	0				Other Profession	al	3.50%	341,969	903,829											
E AREA - Net 0.50		120			11,284,018	4,261		CONSTRUCTIO																
E AREA - Gross 0.50	ha	120	/ha				ļ		Build Cost - BCIS s106 / CIL	3 Based	2,230	9,502,969 30,000			I			Total	0					
es per Quarter 0									Contingency Abnormals		2.50%	237,574	9,770,544			Stamp duty calc Land payment	c - Add Profit		125,000					
	Quarters						ļ		Abhomids			U	9,770,344			125,000	0%	0%	125,000					
	Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	MACRO ctrl+r osing balance = 0		FINANCE	Fees			64,000				250,000 500,000	1% 3%	0% 0%						
sidual Land Value ernative Use Value	-2,134,081 25,000	-4,268,162	-4,268,162 50,000	1	RUN CIL MACRO		ļ		Interest	tion	6.00%	0	64,000			1,000,000 above	4% 5%	0% 0%						
lift 0%	0		0			osing balance = (0		Legal and Valuat	Juli		U	64,000			above	3%	Total	0					
Plus /ha 200,000 Viability Threshold	100,000 125,000		200,000 250,000	į į	Check on phasing di	dune noe		SALES	Agents		3.0%	338,521			1	Pre CIL s106	500 8	£/ Unit (all)		ſ	IIT 9	% GDV		_
Viability Threshold			230,000	ľ	corre				Legals		0.5%	56,420				T TO CIL 3 TOO		Total	30,000			0.00%		0
ditional Profit	-2,077,560	£/m2 -650	i				l		Misc.			0	394,941	8,967,221	1	Post CIL s106	500	£/ Unit (all)	30,000					
anona i i on	2,011,000	000					ŗ	Developers Pro		-	-					CIL	0	£/m2	0					
							ļ		% Market DV % Affordable DV	/	17.50% 6.00%			1,679,063 101,363	l			Total	30,000					
IDUAL CASH FLOW FOR INTEREST	r	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		_
DME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
TS Started			10	10	10	10	10	10																
ket Housing red Ownership				0	0	0	799,554 0	799,554 0	799,554 0	799,554 0	799,554 0	799,554 0	799,554 0	799,554 0	799,554 0	799,554 0	799,554 0	799,554 0	0	0	0	0	0	
dable Rent				0	0	0	281,563	281,563	281,563 0	281,563 0	281,563 0	281,563	0	0	0	0	0	0	0	0	0	0	0	
al Rent nt and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	1,081,116	1,081,116	1,081,116	1,081,116	1,081,116	1,081,116	799,554	799,554	799,554	799,554	799,554	799,554	0	0	0	0	0	_
NDITURE					ĺ			l													ı			
p Duty ments etc.	0							l													ı			
s Acquisition	-32,011							l													ı			
ing Fee	24,480							l													ı			
tects	195,411 24,426		195,411 24,426		ĺ																ı			
ning Consultants	48,853		48,853		ĺ			l													ı			
r Professional	170,985		170,985		ĺ			l													ı			
Cost - BCIS Base		0	527,943	1,055,885	1,583,828	1,583,828	1,583,828	1,583,828	1,055,885	527,943	0	0	0	0	0	0	0	0	0	0	0	0	0	
/CIL ingency		0	1,667 13,199	3,333 26,397	5,000 39,596	5,000 39,596	5,000 39,596	5,000 39,596	3,333 26,397	1,667 13,199	0	0	0	0	0	0	0	0	0	0	0	0	0	
ormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees	64,000				ĺ			ļ													ı			
and Valuation	0				ĺ			ļ													ı			
nts als	0	0	0	0	0	0	32,433 5,406	32,433 5,406	32,433 5,406	32,433 5,406	32,433 5,406	32,433 5,406	23,987 3,998	23,987 3,998	23,987 3,998	23,987 3,998	23,987 3,998	23,987 3,998	0	0	0	0	0	
			0																					
TS BEFORE LAND INT AND PROFIT	496,143	0	982,482	1,085,616	1,628,424	1,628,424	1,666,263	1,666,263	1,123,455	580,647	37,839	37,839	27,984	27,984	27,984	27,984	27,984	27,984	0	0	0	0	0	
Residual Valuation Land	-2,134,081				ĺ																ı			
Interest		0	0	0	6,452	30,976	55,867	65,482	75,241	77,005	70,653	56,064	41,255	30,301	19,182	7,896	0	0	0	0	0	0	0	
Profit on Costs Profit on GDV								l													ı			
					1				1															
	1,637,938																							
Cash Flow Opening Balanc	0	0	-982,482	-1,085,616	-1,634,876	-1,659,399	-641,013	-650,629	-117,580	423,464	972,624	987,213	730,314	741,269	752,388	763,673	771,569	771,569	0	0	0	0	0	
	0	0 1,637,938	-982,482 655,456	-1,085,616 -430,160	-1,634,876 -2,065,037	-1,659,399 -3,724,436	-641,013 -4,365,450	-650,629 -5,016,078	-117,580 -5,133,658	423,464 -4,710,194	972,624 -3,737,570	987,213 -2,750,357		741,269 -1,278,774	752,388 -526,387	763,673 237,287	771,569 1,008,856		0 1,780,425	0 1,780,425	0 1,780,425	0 1,780,425	0 1,780,425	
Opening Balance Closing Balance	0 1,637,938	1,637,938	655,456			-3,724,436	-4,365,450			-4,710,194	-3,737,570			-1,278,774				1,780,425				1,780,425		
Opening Balance Closing Balance	0 1,637,938		655,456				-4,365,450				-3,737,570													
Opening Balanc Closing Balance H FLOW FOR CIL ADDITIONAL PRO ME As Above	0 1,637,938 DFIT	1,637,938 Year 1	655,456 Q3	-430,160 Q4	-2,065,037 Q1	-3,724,436 Year 2	-4,365,450 Q3	-5,016,078 Q4	-5,133,658 Q1	-4,710,194 Year 3	-3,737,570 Q3	-2,750,357 Q4	-2,020,043 Q1	-1,278,774 Year 4	-526,387 Q3	237,287 Q4	1,008,856 Q1	1,780,425 Year 5	1,780,425 Q3	1,780,425 Q4	1,780,425 Q1	1,780,425 Year 6 Q2	1,780,425 Q3	
Opening Balanc Closing Balanca H FLOW FOR CIL ADDITIONAL PROI ME As Above INCOME	0 1,637,938	1,637,938 Year 1	655,456	-430,160	-2,065,037	-3,724,436 Year 2	-4,365,450	-5,016,078	-5,133,658	-4,710,194 Year 3	-3,737,570	-2,750,357	-2,020,043	-1,278,774 Year 4	-526,387	237,287	1,008,856	1,780,425 Year 5	1,780,425	1,780,425	1,780,425	1,780,425 Year 6	1,780,425	
Opening Balanc Closing Balance H FLOW FOR CIL ADDITIONAL PRO ME As Above	0 1,637,938 DFIT	1,637,938 Year 1	655,456 Q3	-430,160 Q4	-2,065,037 Q1	-3,724,436 Year 2	-4,365,450 Q3	-5,016,078 Q4	-5,133,658 Q1	-4,710,194 Year 3	-3,737,570 Q3	-2,750,357 Q4	-2,020,043 Q1	-1,278,774 Year 4	-526,387 Q3	237,287 Q4	1,008,856 Q1	1,780,425 Year 5	1,780,425 Q3	1,780,425 Q4	1,780,425 Q1	1,780,425 Year 6 Q2	1,780,425 Q3	
Opening Balanc Closing Balance H FLOW FOR CIL ADDITIONAL PRO IME As Above INCOME	0 1,637,938 DFIT Q1 0	1,637,938 Year 1 Q2 0	Q3 0	-430,160	-2,065,037 Q1 0	-3,724,436 Year 2 Q2 0	-4,365,450 Q3 1,081,116	-5,016,078 Q4 1,081,116	-5,133,658 Q1 1,081,116	-4,710,194 Year 3 Q2 1,081,116	-3,737,570 Q3 1,081,116	-2,750,357 Q4 1,081,116	-2,020,043 Q1 799,554	-1,278,774 Year 4 Q2 799,554	-526,387 Q3 799,554	Q4 799,554	1,008,856 Q1 799,554	1,780,425 Year 5 O2 799,554	1,780,425 Q3	1,780,425	1,780,425	1,780,425 Year 6 Q2 0	1,780,425 Q3	
Opening Balance Closing Balance H FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME INCOME P Duty ments etc.	0 1,637,938 DFIT Q1 0 125,000 0 0	1,637,938 Year 1 Q2 0	Q3 Q3	-430,160 Q4 Q4 0	-2,065,037	-3,724,436 Year 2	-4,365,450 Q3	-5,016,078 Q4 1,081,116	-5,133,658 Q1 1,081,116	-4,710,194 Year 3 Q2 1,081,116	-3,737,570 Q3 1,081,116	-2.750,357 Q4 1,081,116	-2,020,043 Q1 799,554	-1,278,774 Year 4 Q2 799,554	-526,387 Q3 799,554 0 0	Q4 799,554 0 0	1,008,856 Q1 799,554	1,780,425 Year 5 Q2 799,554	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0	1,780,425	1,780,425 Year 6 Q2 0	1,780,425 Q3 0	
Opening Balance Closing Balance H FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME INCOME P Duty ments etc.	0 1,637,938 DFIT Q1 0 125,000 0	1,637,938 Year 1 Q2 0	Q3 0	-430,160 Q4 Q	-2,065,037 Q1 0	-3,724,436 Year 2 Q2 0	-4,365,450 Q3 1,081,116	-5,016,078 Q4 1,081,116	-5,133,658 Q1 1,081,116	-4,710,194 Year 3 Q2 1,081,116	-3,737,570 Q3 1,081,116	-2,750,357 Q4 1,081,116	-2,020,043 Q1 799,554	-1,278,774 Year 4 Q2 799,554	-526,387 Q3 799,554	Q4 799,554	1,008,856 Q1 799,554	1,780,425 Year 5 Q2 799,554	1,780,425 Q3 0	1,780,425	1,780,425 Q1 0	1,780,425 Year 6 Q2 0	1,780,425 Q3 0	
Opening Balanc Closing Balance H FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME ENDITURE p Duty ments etc. s Acquisition ing Fee	0 1,637,938 DFIT	1,637,938 Year 1 Q2 0 0 0 0 0 0	0 0 0 0	-430,160 Q4 0 0 0 0 0 0 0	-2,065,037	-3,724,436 Year 2 Q2 0 0 0 0 0 0	-4,365,450 Q3 1,081,116	-5,016,078 Q4 1,081,116 0 0 0	-5,133,658 O1 1,081,116 0 0 0	-4,710,194 Year 3 Q2 1,081,116 0 0 0	-3,737,570 Q3 1,081,116 0 0 0	-2,750,357 Q4 1,081,116 0 0 0	-2,020,043 Q1 799,554	-1,278,774 Year 4 Q2 799,554 0 0 0	-526,387 Q3 799,554	237,287 Q4 799,554	0 0 0 0	1,780,425 Year 5 Q2 799,554 0 0 0	0 0 0 0	1,780,425	0 0 0 0	1,780,425 Year 6 Q2 0 0 0 0 0 0	0 0 0 0	
Opening Balanc Closing Balance I FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME NDTURE Duty nents etc. Acquisition ing Fee	0 1,637,938 DFIT Q1 0 125,000 0 0 1,875 24,480 195,411 24,426	1,637,938 Year 1 Q2 0 0 0 0	0 0 0 0 0 0 0 195,411 24,426	-430,160 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,065,037 Q1 0 0 0 0	-3,724,436 Year 2 Q2 0	-4,365,450 Q3 1,081,116	-5,016,078 Q4 1,081,116	-5,133,658 Q1 1,081,116	-4,710,194 Year 3 Q2 1,081,116 0 0 0	-3,737,570 Q3 1,081,116	-2,750,357 Q4 1,081,116 0 0 0	-2,020,043 Q1 799,554 0 0	-1,278,774 Year 4 Q2 799,554 0 0 0	-526,387 Q3 799,554 0 0	237,287 Q4 799,554 0 0	1,008,856 Q1 799,554	1,780,425 Year 5 Q2 799,554	1,780,425 Q3 0	0 0 0 0	0 0 0	1,780,425 Year 6 Q2 0 0 0	0 0 0 0	
Opening Balanc Closing Balance I FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME NDITURE Duty Duty A locularition Ing Fee ects Ing Consultants	0 1,637,938 DFIT Q1 0 125,000 0 0 1,875 24,480 195,411 24,426 48,853	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 195,411 24,426 48,853	-430,160	-2,065,037	-3,724,436 Year 2 Q2 0 0 0 0 0 0	-4,365,450 Q3 1,081,116 0 0 0 0 0	-5,016,078 Q4 1,081,116 0 0 0 0	-5,133,658 Q1 1,081,116	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 0	-3,737,570 Q3 1,081,116 0 0 0 0 0	-2,750,357 Q4 1,081,116 0 0 0 0 0	-2,020,043 Q1 799,554 0 0 0 0	-1,278,774 Year 4 Q2 799,554 0 0 0 0 0 0	-526,387 Q3 799,554	237,287 Q4 799,554 0 0 0 0	0 0 0 0 0	1,780,425 Year 5 Q2 799,554 0 0 0 0 0 0 0	1,780,425	1,780,425	0 0 0 0 0 0 0	1,780,425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	
Opening Balanc Closing Balance H FLOW FOR CIL ADDITIONAL PRO INCOME INCOME ENDITURE D Duty ments etc. s Acquisition ing Fee tects ing Consultants Professional	0 1,637,938 DFIT Q1 0 125,000 0 0 1,875 24,480 195,411 24,426 48,853 170,995	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 195,411 24,426 48,853 170,995	-430.160 Q4 Q4 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	-2,065,037	3,724,436 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,365,450 Q3 1,081,116 0 0 0 0 0 0	-5,016,078 Q4 1,081,116 0 0 0 0 0	-5.133,658 Q1 1,081,116	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 0	3,737,570 Q3 1,081,116 0 0 0 0 0 0	-2,750,357 Q4 1,081,116 0 0 0 0 0 0	-2,020,043 Q1 799,554	-1,278,774 Year 4 Q2 799,554	-526,387 Q3 799,554 0 0 0 0 0 0	237,287 Q4 799,554 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425 Year S Q2 799,554	0 0 0 0 0 0 0 0	1,780.425	0 0 0 0 0 0 0	1,780,425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	
Opening Balanc Closing Balance I FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME NDITURE D Duty nents etc. s Acquisition ing Fee ects ing Consultants Professional Cost - BCIS Base	DFIT 01 0 125,000 0 0 1,877,5 24,480 195,411 24,426 48,853 170,985 0 0	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 195,411 24,426 48,853 170,985	-430,160 Q4 0 0 0 0 0 0 1,055,885	-2,065,037	-3,724,436 Year 2 Q2 0 0 1,583,828	-4,365,450 Q3 1,081,116 0 0 0 0 0 1,583,828	-5,016,078 Q4 1,081,116 0 0 0 0 0 1,583,828	-5,133,658 Q1 1,081,116 0 0 0 0 1,055,885	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 527,943	-3,737,570 Q3 1,081,116 0 0 0 0 0 0	-2,750,357 Q4 1,081,116 0 0 0 0 0 0	-2,020,043 Q1 799,554	-1,278,774 Year 4 Q2 799,554 0 0 0 0 0 0	-526,387 Q3 799,554	237,287 Q4 799,554 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425 Year 5 Q2 799,554 0 0 0 0 0 0 0	1,780,425	1,780,425	0 0 0 0 0 0 0	1,780,425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	
Opening Balanc Closing Balance FLOW FOR CIL ADDITIONAL PROF ME As Above INCOME Duty Sents etc. Acquisition ng Fee cts ng Consultants Professional Cost - BCIS Base NTIAL CIL Ill. stolo	DFIT C1 0 125,000 0 1,875,2480 195,411 24,426 48,853 170,985 0 -5,694,608	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 195,411 24,426 48,853 170,985 527,943 381,705	-430,160 Q4 Q4 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	-2,065,037 Q1 0 0 0 0 0 0 1,583,828 381,705 5,000	-3,724,436 Year 2 0 0 0 1,583,828 881,705 5,000	-4,365,450 Q3 1,081,116 0 0 0 0 0 1,583,828 381,705 5,000	-5,016,078 Q4 1,081,116 0 0 0 0 0 1,583,828 381,705	-5,133,658 Q1 1,081,116 0 0 0 0 0 1,065,885 381,706 5,000	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 527,943 381,705 5,000	-3,737,570 Q3 1,081,116	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 381,705 0	-2.020.043 Q1 799,554	-1,278,774 Year 4 Q2 799,554 0 0 0 0 0 0 0 0	-526,387 Q3 799,554	237,267 Q4 799,554 0 0 0 0 0 0 0 0	1,008,856 Q1 799,554	1,780,425 Year 5 Q2 799,554	1,780,425 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425	1,780.425	1,780,425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	
Opening Balanc Closing Balance I FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME NOTURE 1 Duty nents etc. 1 Acquisition ng Fee ects ng Consultants Professional Cost - BCIS Base NTIAL CIL IL s106 gency	DFIT 01 0 125,000 0 0 1,877,5 24,480 195,411 24,426 48,853 170,985 0 0	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 195,411 24,426 48,853 170,985	-430,160 Q4 0 0 0 0 0 0 1,055,885	-2,065,037 Q1 0 0 0 0 0 0 1,583,828 381,705	-3,724,436 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 1,583,828 381,705	-4,365,450 Q3 1,081,116 0 0 0 0 0 1,583,828 381,705	-5,016,078 Q4 1,081,116 0 0 0 0 0 1,583,828 381,705	-5.133,658 Q1 1,081,116 0 0 0 0 1,055,885	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 527,943 381,705	3,737,570 Q3 1,081,116 0 0 0 0 0 0 0 381,705	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 0 381,705	-2,020,043 Q1 799,554	-1.278,774 Year 4 Q2 799,554	-526,387 Q3 799,554 0 0 0 0 0 0	237,287 Q4 799,584	1,008.856 Q1 799,554	1,780,425 Year 5 Q2 799,554	0 0 0 0 0 0 0 0	1,780.425	0 0 0 0 0 0 0 0	1.780.425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	
Opening Balanc Closing Balance I FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME INCOME INDITURE Duty ments etc. s Acquisition ing Fee ects ing Consultants Professional Cost - BCIS Base INTIAL CIL CIL CIL 5106 igency mals	0 1,637,938 DFIT C1 0 0 125,000 0 0 1,875 24,480 195,411 70,985 0 0 -5,894,608 0 0 0	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 195,411 24,426 48,853 170,985 527,943 381,705	-430,160 Q4 0 0 0 0 0 0 0 1,055,885 381,705 26,397 0	-2,065,037 Q1 0 0 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0	-3,724,436 Year 2 Q2 0 0 1,583,828 381,705 5,000 33,596 0	-4,365,450 Q3 1,081,116 0 0 0 0 0 1,583,828 381,705 5,000 0 39,596 0	-5,016,078 Q4 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 0 39,596 0	-5.133,658 Q1 1,081,116 0 0 0 0 0 1,055,885 381,705 5,000 26,397 0	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 0 527,943 381,705 5,000 13,199 0	-3,737,570 Q3 1,081,116 0 0 0 0 0 0 0 381,705 0 0 0	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 0 381,705 0 0 0	-2,020,043 O1 799,554	-1,278,774 Year 4 C2 799,554 0 0 0 0 0 0 0 0 0	-526,387 Q3 799,554	237,287 Q4 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,008,856 Q1 799,554	1,780,425 Year 5 Q2 799,554	1,780,425 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780.425	1,780.425	1,780,425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	
Opening Balanc Closing Balance H FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME INCOME INCOME	0 1,637,938 DFIT C1 0 0 125,000 0 0 1,875 24,480 195,410 24,426 48,853 170,985 0 0 -5,894,608 0 0	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 195,411 24,426 48,853 170,985 527,943 381,705	-430,160 Q4 0 0 0 0 0 0 0 0 0 1,055,885 381,705 26,397	-2,065,037 Q1 0 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596	-3,724,436 Year 2 Q2 0 0 1,583,828 381,706 5,000 39,596	-4,365,450 Q3 1,081,116 0 0 0 0 0 1,583,828 381,705 5,000 39,596	-5,016,078 Q4 1,081,116 0 0 0 0 0 1,583,828 381,705 5,000 39,596	-5.133,658 Q1 1,081,116 0 0 0 0 0 1,055,885 381,705 5,000 26,397	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 0 527,943 381,705 5,000 13,199	-3,737,570 Q3 1,081,116 0 0 0 0 0 0 0 381,705 0 0	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 0 381,705 0 0	-2,020,043 Q1 799,554	-1,278,774 Year 4 Q2 799,554 0 0 0 0 0 0 0 0	-526,387 Q3 799,554 0 0 0 0 0 0 0 0 0 0	237,287 Q4 799,554 0 0 0 0 0 0 0 0 0 0 0 0	1,008.856 Q1 799,554 0 0 0 0 0 0 0 0 0 0	1,780,425 Year 5 Q2 799,554	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780.425	0 0 0 0 0 0 0 0 0 0 0 0 0	1.780.425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	
Opening Balanc Closing Balance I FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME NOTITURE D Duty ments etc. s Acquisition ing Fee ects ing Consultants Professional Cost - BCIS Base NTTAL CIL Cil. s106 ingency mals ce Fees and Valuation	0 1,837,938 DFIT Q1 0 125,000 0 0 1,875 24,480 195,417 24,426 48,853 170,985 0 0 5,594,608 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 195,411 24,426 48,853 170,985 527,943 381,705 13,199 0	-430,160 Q4 Q4 Q Q Q Q Q Q Q	-2,065,037 Q1 0 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0	-3,724,436 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,365,450 Q3 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0	-5,016,078 Q4 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0	-5.133,658 Q1 1,081,116 0 0 0 0 0 0 1,055,885 5,000 26,397 0 0 0	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 0 527,943 381,705 5,000 13,199 0 0 0	3,737,570 Q3 1,081,116 0 0 0 0 0 0 0 381,705 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 0 381,705 0 0 0 0 0	-2,020,043 Q1 799,554	-1.278,774 Year 4 Q2 799,554	-526,387 Q3 799,554	237,287	1,008.856 Q1 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425 Year 5 Q2 799,554	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780.425	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1.780.425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	
Opening Balance Closing Balance I FLOW FOR CIL ADDITIONAL PROFE INCOME INCOME Duty Income Inc	0 1,837,938 DFIT C1 0 125,000 0 1,875 24,480 195,411 24,426 48,853 170,985 0 0 -5,894,608 0 0 0 0	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 195,411 24,426 48,853 170,985 527,943 381,705	-430,160 Q4 0 0 0 0 0 0 0 0 0 1,055,885 381,705 26,397 0 0 0 0 0	-2,065,037 Q1 0 0 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0 0 0 0 0 0 0 0 0 0 0	3,724,436 Year 2 Q2 0 0 1,583,828 381,705 5,000 39,596 0	-4,365,450 Q3 1,081,116 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0	-5,016,078 Q4 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0 32,433 5,406	-5.133,658 Q1 1,081,116 0 0 0 0 0 0 1,055,885 381,705 5,000 26,397 0 0 0 32,433 5,406	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 0 0 527,943 381,705 5,000 13,199 0 0 0 0 0 0 0 32,433 5,406	-3,737,570 Q3 1,081,116 0 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406	-2,020,043 Q1 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,278,774 Year 4 Q2 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0	-526,387 O3 799,554 0 0 0 0 0 0 0 0 0 23,967 3,998	237,287 Q4 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,008.856 Q1 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425 Year 5 Q2 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780.425	1,780.425 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	1.780.425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Opening Balanc Closing Balance H FLOW FOR CIL ADDITIONAL PROFILE INCOME	DFIT C1 0 125,000 0 1,875,500 0 0 1,875,500 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 195,411 24,426 48,853 170,985 527,943 381,705	-430,160 Q4 0 0 0 0 0 0 1,055,895 381,705 26,397 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,065,037 Q1 0 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,724,436 Year 2 0 0 0 0 0 0 0 1,583,828 381,706 5,000 39,996 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,365,450 Q3 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 0 0 32,433 5,406 0	-5,016,078 Q4 1,081,116 0 0 0 0 0 1,583,828 381,705 0 0 0 32,433 5,406 0	-5,133,658 Q1 1,081,116 0 0 0 0 0 1,055,885 381,706 5,000 26,397 0 0 32,433 5,406 0	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 527,943 381,705 5,000 13,199 0 0 32,433 5,406 0	-3,737,570 Q3 1,081,116 0 0 0 0 0 0 331,705 0 0 0 0 32,433 5,406	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406	-2,020,043 Q1 799,554 0 0 0 0 0 0 0 0 23,987 3,998	-1,278,774 Year 4 Q2 799,554 0 0 0 0 0 0 0 0 0 23,987 3,998 0	-526,387 Q3 799,554 0 0 0 0 0 0 0 0 23,967 3,998	237,267 Q4 799,554 0 0 0 0 0 0 0 0 23,967 3,966 0	1,008,856 Q1 799,554 0 0 0 0 0 0 0 0 23,987 3,998 0	1,780,425 Year 5 02 799,554	1,780,425 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425 0	1,780.425	1,780,425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Opening Balanc Closing Balance H FLOW FOR CIL ADDITIONAL PRO IME As Above INCOME	DFIT C1 0 125,000 0 1,875,500 0 0 1,875,500 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 195,411 24,426 48,953 170,985 527,943 381,705 0 0 0	-430,160 Q4 0 0 0 0 0 0 1,055,895 381,705 26,397 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,065,037 Q1 0 0 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,724,436 Year 2 0 0 0 0 0 0 0 1,583,828 381,706 5,000 39,996 0 0 0	-4,365,450 Q3 1,081,116 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 32,433	-5,016,078 Q4 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0 32,433 5,406	-5.133,658 Q1 1,081,116 0 0 0 0 0 0 1,055,885 381,705 5,000 26,397 0 0 0 32,433 5,406	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 0 0 527,943 381,705 5,000 13,199 0 0 0 0 0 0 0 32,433 5,406	-3,737,570 Q3 1,081,116 0 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406	-2,020,043 Q1 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,278,774 Year 4 Q2 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0	-526,387 O3 799,554 0 0 0 0 0 0 0 0 0 23,967 3,998	237,287 Q4 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,008.856 Q1 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425 Year 5 Q2 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780.425	1,780.425 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Opening Balanc Closing Balance I FLOW FOR CIL ADDITIONAL PROFIT ME As Above INCOME NOTITURE D Duty nents etc. s Acquisition ing Fee ects ing Consultants Professional Cost - BCIS Base NTIAL CIL Lill: s106 igency mals be Fees and Valuation s s	DFIT C1 0 125,000 0 1,875,500 0 0 1,875,500 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 195,411 24,426 48,953 170,985 527,943 381,705 0 0 0	-430,160 Q4 0 0 0 0 0 0 1,055,895 381,705 26,397 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,065,037 Q1 0 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,724,436 Year 2 0 0 0 0 0 0 0 1,583,828 381,706 5,000 39,996 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,365,450 Q3 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 0 0 32,433 5,406 0	-5,016,078 Q4 1,081,116 0 0 0 0 0 1,583,828 381,705 0 0 0 32,433 5,406 0	-5,133,658 Q1 1,081,116 0 0 0 0 0 1,055,885 381,706 5,000 26,397 0 0 32,433 5,406 0	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 527,943 381,705 5,000 13,199 0 0 32,433 5,406 0	-3,737,570 Q3 1,081,116 0 0 0 0 0 0 331,705 0 0 0 0 32,433 5,406	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406	-2,020,043 Q1 799,554 0 0 0 0 0 0 0 0 23,987 3,998	-1,278,774 Year 4 Q2 799,554 0 0 0 0 0 0 0 0 0 23,987 3,998 0	-526,387 Q3 799,554 0 0 0 0 0 0 0 0 23,967 3,998	237,267 Q4 799,554 0 0 0 0 0 0 0 0 23,967 3,966 0	1,008,856 Q1 799,554 0 0 0 0 0 0 0 0 23,987 3,998 0	1,780,425 Year 5 Q2 799,554 0 0 0 0 0 0 0 0 23,987 3,988	1,780,425 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425 0	1,780.425	1,780,425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Opening Balance Closing Balance I FLOW FOR CIL ADDITIONAL PROFIT ME As Above INCOME NDITURE D Duty Inents etc. s Acquisition Ing Fee ects Ing Consultants Professional Cost - BCIS Base INTIAL CIL Clil Clil s 106 Ingency Income Interest IL calculation Interest Interest	0 1,637,938 DFIT C1 0 125,000 125,000 1,875 24,426 48,853 170,985 0 0 -5,894,608 0 0 0 1,5,894,608	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 195,411 24,426 48,953 170,985 527,943 381,705 0 0 0	-430,160 Q4 0 0 0 0 0 0 1,055,895 381,705 26,397 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,065,037 Q1 0 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,724,436 Year 2 0 0 0 0 0 0 0 1,583,828 381,706 5,000 39,996 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,365,450 Q3 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 0 0 32,433 5,406 0	-5,016,078 Q4 1,081,116 0 0 0 0 0 1,583,828 381,705 0 0 0 32,433 5,406 0	-5,133,658 Q1 1,081,116 0 0 0 0 0 1,055,885 381,706 5,000 26,397 0 0 32,433 5,406 0	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 527,943 381,705 5,000 13,199 0 0 32,433 5,406 0	-3,737,570 Q3 1,081,116 0 0 0 0 0 0 331,705 0 0 0 0 32,433 5,406	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406	-2,020,043 Q1 799,554 0 0 0 0 0 0 0 0 23,987 3,998	-1,278,774 Year 4 Q2 799,554 0 0 0 0 0 0 0 0 0 23,987 3,998 0	-526,387 Q3 799,554 0 0 0 0 0 0 0 0 23,967 3,998	237,267 Q4 799,554 0 0 0 0 0 0 0 0 23,967 3,966 0	1,008,856 Q1 799,554 0 0 0 0 0 0 0 0 23,987 3,998 0	1,780,425 Year 5 Q2 799,554 0 0 0 0 0 0 0 0 23,987 3,988	1,780,425 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780,425 0	1,780.425	1,780,425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Opening Balanc Closing Balance I FLOW FOR CIL ADDITIONAL PROI ME As Above INCOME NOTITURE D Duty nents etc. 6 Acquisition ing Fee ects Ing Consultants Professional Cost - BCIS Base INTIAL CIL ILL stoe igency mals ce Fees and Valuation S S S BEFORE LAND INT AND PROFIT IL calculation	0 1,637,938 DFIT C1 0 125,000 0 1,875 24,480 195,411 24,426 48,853 170,985 0 0 -5,894,608 0 0 0 1 -5,239,578	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 195,411 24,426 48,853 170,985 527,943 381,705 0 0 0 0 1,362,520	-430,160 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,065,037 Q1 0 0 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0 0 1 0 0 0 0 0 1 0 0	-3,724,436 Year 2 Q2 0 0 0 0 0 0 0 0 0 1,583,828 381,706 5,000 39,596 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,365,450 Q3 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 2,047,968	-5,016,078 Q4 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 39,566 0 0 0 2,047,968	-5.133,658 Q1 1,081,116 0 0 0 0 0 0 1,055,885 381,705 5,000 26,397 0 0 0 1,556,826	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 0 527,943 381,705 5,000 13,199 0 0 32,433 5,406 0 965,885	3,737,570 Q3 1,081,116 0 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406 0 419,544	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406 0 419,544	2,020,043 Q1 799,554 0 0 0 0 0 0 0 0 0 0 23,987 3,998 0 27,984	-1.278,774 Year 4 Q2 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0	-526,387 O3 799,554 0 0 0 0 0 0 0 0 0 0 23,987 3,998 0 27,984	237,287 Q4 799,554 0 0 0 0 0 0 0 0 0 0 23,987 3,998 0 0 27,984	1,008.856 Q1 799,554 0 0 0 0 0 0 0 0 0 0 0 0 23,987 3,998 0 27,984	1,780,425 Year 5 Q2 799,554 0 0 0 0 0 0 0 0 0 0 0 0 23,987 3,998 0 27,984	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780.425	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1.780.425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Opening Balanc Closing Balance I FLOW FOR CIL ADDITIONAL PROVI ME As Above INCOME NOITURE 1 Duty nents etc. 1 Acquisition ng Fee ects 10 Cost - BCIS Base NTIAL CIL 11L s106 igency mals 20 Fees and Valuation S S BEFORE LAND INT AND PROFIT IIL calculation Interest Profit on cost	0 1,637,938 DFIT C1 0 0 125,000 0 0 1,875 24,480 195,411 70,995 0 0 -5,894,608 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,637,938 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 195,411 24,426 48,853 170,985 527,943 381,705 0 0 0 0 1,362,520	-430,160 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,065,037 Q1 0 0 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 0 0 1 0 0 0 0 0 1 1 1	-3,724,436 Year 2 Q2 0 0 0 0 0 0 0 0 0 1,583,828 381,706 5,000 39,596 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,365,450 Q3 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 39,596 0 0 2,047,968	-5,016,078 Q4 1,081,116 0 0 0 0 0 0 1,583,828 381,705 5,000 39,566 0 0 0 2,047,968	-5.133,658 Q1 1,081,116 0 0 0 0 0 0 1,055,885 381,705 5,000 26,397 0 0 0 1,556,826	-4,710,194 Year 3 Q2 1,081,116 0 0 0 0 0 0 527,943 381,705 5,000 13,199 0 0 32,433 5,406 0 965,885	3,737,570 Q3 1,081,116 0 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406 0 419,544	-2,750.357 Q4 1,081,116 0 0 0 0 0 0 0 381,705 0 0 0 32,433 5,406 0 419,544	2,020,043 Q1 799,554 0 0 0 0 0 0 0 0 0 0 23,987 3,998 0 27,984	-1.278,774 Year 4 Q2 799,554 0 0 0 0 0 0 0 0 0 0 0 0 0	-526,387 O3 799,554 0 0 0 0 0 0 0 0 0 0 23,987 3,998 0 27,984	237,287 Q4 799,554 0 0 0 0 0 0 0 0 0 0 23,987 3,998 0 0 27,984	1,008.856 Q1 799,554 0 0 0 0 0 0 0 0 0 0 0 0 23,987 3,998 0 27,984	1,780,425 Year 5 Q2 799,554 0 0 0 0 0 0 0 0 0 0 0 0 23,987 3,998 0 27,984	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,780.425	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1.780.425 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	

SITE NAME	Site 8 Ex	xtracare							1																
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	NT COSTS						i	Planning fee ca	alc			7	Build Cost	/m2	1	
	m2		60		£/m2		m2		LAND			/unit or m2	Total				Planning app fe					BCIS Over Extra	2,027	0.00	%
Market Housing	71.1	70%	42		3,000	8,955,000	2,985			Land Stamp Duty		-38,271	0	-2,296,248			No dwgs under No dwgs over 50	50	462			Energy Design	0		
Shared Ownership	70.8	0%	0		2,100	0	0			Easements etc. Legals Acquisiti	on	1.50%	-34,444	-34,444					Total	24,480		Acc & Adpt Water	0		
Affordable Rent	70.8	30%	18		1,590	2,027,250	1,275		PLANNING												_	Small Sites Site Costs	0 203	109	
Social Rent	70.8	0%	0		1,230	0	0			Planning Fee Architects		4.00%	24,480 390,756				Stamp duty cal Land payment	lc - Residual		-2,296,248	8		2,230		
Grant and Subsidy	Shared Ownership Affordable Rent				0					QS / PM Planning Consu	Itants	0.50% 1.00%	48,845 97,689												
	Social Rent				0	0				Other Professio	nal	3.50%	341,912	903,682											
SITE AREA - Net SITE AREA - Gross	0.50 ha 0.50 ha		120 120			10,982,250	4,260		CONSTRUCTI	Build Cost - BC s106 / CIL	IS Based	2,230	9,501,376 30,000				Stown duty as	lo Add Drofis	Total	0					
Sales per Quarter Unit Build Time	0 3 Q	uarters				RUN Residual N	MACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	237,534 0	9,768,911			Stamp duty cal Land payment 125,000 250,000	0% 1%) 				
Residual Land Value		Whole Site -2,296,248	Per ha NET -4,592,496	Per ha GROSS -4,592,496	1	Ck	osing balance =	0		Fees Interest		6.00%	61,000				500,000 1,000,000	3% 4%							
Alternative Use Value Uplift	0%	25,000 0		50,000 0	•	RUN CIL MACR	tO ctrl+l osing balance =			Legal and Valua	tion		0	61,000			above	5%	0% Total						
Plus /h	ability Threshold	100,000 125,000		200,000 250,000		Check on phasing of	dwgs nos		SALES	Agents		3.0%	329,468				Pre CIL s106	500	£/ Unit (all)		- T	LIT	% GDV		П
,			£/m2			cori	rect			Legals Misc.		0.5%	54,911 0	384,379	8,787,280				Total	30,000	<u> </u>		0.00%		0
Additional Profit		-2,326,145	-779						Developers Pr						1	•	Post CIL s106 CIL	500 0		30,000					
										% Market DV % Affordable D	v	17.50% 6.00%			1,567,125 121,635				Total	30,000					
RESIDUAL CASH FLOV	W FOR INTEREST	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started		ų1	ų2	Q3 10	Q4 10	Q1 10	Q2 10	Q3 10	Q4 10	ų,	ų,	ų,	Q4	Ų1	U2	ų3	ų4	Qi	ų,	ų,	Ų4	Ų1	ų,	43	ų4
Market Housing Shared Ownership				- 10	0	0	0	746,250 0	746,250 0	746,250	746,250 0	746,250 0	746,250 0	746,250 0	746,250 0	746,250 0	746,250 0	746,250 0	746,250 0	0	0	l 0	0	0	0
Shared Ownership Affordable Rent Social Rent					0	0	0	337,875 0	337,875 0	337,875 0	337,875 0	337,875 0	337,875 0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOM	E	0	0	0	0	0	0	1.084.125	1.084.125	1.084.125	0	1.084.125	0	0 746.250	746,250	746,250	746,250	0 746,250	746,250	0	0	0	0	0	0
EXPENDITURE	-			·		Ť		.,007,123	.,304,123	.,004,123	1,304,123	.,304,123	.,504,123	. 40,230	10,230	. 40,230	. 40,230	. 40,230	. 40,230		•				3
Stamp Duty Easements etc.		0																							
Legals Acquisition		-34,444																							
Planning Fee Architects		24,480 195,378		195,378																					
QS Planning Consultants		24,422 48,845		24,422 48,845																					
Planning Consultants Other Professional		48,845 170,956		48,845 170,956																					
Build Cost - BCIS Base			0	527,854 1,667	1,055,708 3,333	1,583,563 5.000	1,583,563 5,000	1,583,563 5,000	1,583,563 5,000	1,055,708 3,333	527,854 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals			0	1,667 13,196 0	3,333 26,393 0	5,000 39,589 0	39,589 0	39,589 0	5,000 39,589 0	26,393 0	1,667 13,196 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		61,000	J	U	U		U	J	U		U	U	U	J	U	U	U	0	U	U	U		U	U	U
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	22,388 3,731	22,388 3,731	22,388 3,731	22,388 3,731	22,388 3,731	22,388 3,731	0	0	0	0	0	0
Legais Misc. COSTS BEFORE LAND	DINT AND PROFIT		0	982,318	1,085,435		1,628,152	1,666,096	1,666,096	1,123,379	580,662	37,944	37,944	26,119	26,119	26,119	26,119	26,119	26,119	0	0	0	0	0	0
THE LAND		,001		- 32,010	.,500,400	.,020,132	.,,	.,,	.,200,000	.,.20,010	200,002	31,044	31,044	,	_0,	20,110	20,110	20,110	20,170	<u> </u>					
For Residual Valuation	Land	-2,296,248	0	0	0	3,932	28,413	53,262	62,790	72,462	74,138	67.698	53,020	38.123	27,893	17.509	6.970	0	0	0	0	0	0	0	
	Profit on Costs Profit on GDV		U	U	U	3,932	25,413	UJ,Z0Z	v∠,/90	12,462	14,138	860,10	53,020	36,123	21,893	17,509	0,9/0	U	U	U	U		U	U	1,567,125 121,635
	Cash Flow	1,805,611	0	-982,318	-1,085,435	-1,632,084	-1,656,565	-635,233	-644,762	-111,716	429,326	978,483	993,160	682,008	692,238	702,622	713,161	720,131	720,131	0	0	0	0	0	-1,688,760
	Opening Balanc	1,805,611	1,805,611	823,292	-262,142	-1,894,226	-3,550,791	-4,186,024	-4,830,786	-4,942,501	-4,513,176	-3,534,693	-2,541,532	-1,859,524	-1,167,286	-464,664	248,497	968,629	1,688,760	1,688,760	1,688,760	1,688,760	1,688,760	1,688,760	
	Growing Edidition	.,000,011	.,000,011	VEU, EBE	202,142	1,004,220	0,000,791	, 100,024	-,000,100	-,072,001	-,010,170	0,004,030	2,041,002	1,000,024	., 101,200	-,04,004	240,431	1 500,028	.,300,700	.,500,700	.,000,700	.,000,700	.,300,700	.,000,700	J
CASH FLOW FOR CIL	ADDITIONAL PROFI	T Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME	As Above	0	0	0	0	0	0	1,084,125	1,084,125	1,084,125	1,084,125	1,084,125	1,084,125	746,250	746,250	746,250	746,250	746,250	746,250	0	0	0	0	0	0
EXPENDITURE																									
Land		125,000																							
Stamp Duty Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		1,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		24,480 195,378	0	0 195,378	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		24,422 48,845	0	24,422 48,845	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		170,956	0	170,956	0	ő	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0 -5,408,466	0	527,854 308,232	1,055,708 308,232	1,583,563 308,232	1,583,563 308,232	1,583,563 308,232	1,583,563 308,232	1,055,708 308,232	527,854 308,232	0 308,232	0 308,232	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106		-5,408,406	0	13,196		5,000	5,000 39,589	5,000	5,000	5,000 26,393	5,000 13,196	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	13,196	26,393 0	39,589 0	39,589 0	39,589 0	39,589 0	26,393 0	13,196	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		61,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0		0		0	0	0	0	0	0	0	0	0	0		0		0	0	0	0	0	0	0
Agents Legals		0	0	0	0	0	0	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	22,388 3,731	22,388 3,731	22,388 3,731	22,388 3,731	22,388 3,731	22,388 3,731	0	0	0	0	0	0
Misc. COSTS BEFORE LAND	O INT AND PROFIT	-4,756,510	0	1,288,884	1,390,333	1,936,384	0 1,936,384	0 1,974,328	0 1,974,328	1,433,278	0 892,227	0 346,176	0 346,176	0 26,119	0 26,119	0 26,119	0 26,119	0 26,119	0 26,119	0	0	0	0 0	0	0
For CIL calculation	Interest		0	0	0	0	0	26,932	40,689	54,653	60,710	58,742	48,554	38,213	27,984	17,602	7,064	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								1,560,773 121,635
		4,756,510	0	-1,288,884	-1,390,333	-1,936,384	-1,936,384	-917,135	-930,892	-403,805	131,188	679,207	689,395	681,918	692,147	702,529	713,067	720,131	720,131	0	0	0	0	0	-1,682,408
i	Opening Balance Closing Balance	0 4,756,510	4,756,510	3,467,626	2,077,293	140,909	-1,795,475	-2,712,610	-3,643,502	-4,047,308	-3,916,119	-3,236,912	-2,547,517	-1,865,599	-1,173,452	-470,922	242,145	962,276	1,682,408	1,682,408	1,682,408	1,682,408	1,682,408	1,682,408	0

SITE NAME Site	14 Extracare]																
INCOME A	Size %	Number		Price		GIA		DEVELOPMEN	T COSTS							Planning fee ca	alc			Ī	Build Cost	/m2		
	m2	60		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 60	rate			BCIS Over Extra	2,027 0	0.00%	
Market Housing	71.1 100%	60		3,000	12,792,857	4,264			Land Stamp Duty		-34,355	0	-2,061,312			No dwgs under No dwgs over 50	50 10				Energy Design	0		
Shared Ownership	70.8 0%	0		2,100		0			Easements etc. Legals Acquisition	on	1.50%	-30,920	-30,920					Total	24,480	1	Acc & Adpt Water	0		
Affordable Rent	70.8 0%			1,590				PLANNING												_	Small Sites Site Costs	0 203	0% 10%	
Social Rent	70.8 0%	0		1,230	0	0			Planning Fee Architects		4.00%	24,480 419,681				Stamp duty cal Land payment	lc - Residual		-2,061,312			2,230		
Grant and Subsidy Shared O Affordable Social Re	Rent			0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	52,460 104,920 367,221	968,763											
SITE AREA - Net SITE AREA - Gross	0.50 ha 0.50 ha	120 120			12,792,857	4,264			Build Cost - BCI s106 / CIL	S Based	2,230	9,510,935 30,000						Total	0					
Sales per Quarter 0 Unit Build Time 3	Quarters]			RUN Residual I	MACRO ctrl+r			Contingency Abnormals		5.00%	475,547 475,547	10,492,028			Stamp duty cal Land payment 125,000 250,000	lc - Add Profit 0% 1%							
Residual Land Value	-2,061,312	-4,122,624				losing balance =	0		Fees Interest		6.00%	77,000				500,000 1,000,000	3% 4%	0%						
Alternative Use Value Uplift 20% Plus /ha 0	. (100,000 20,000 0			losing balance =		SALES	Legal and Valual	tion		0	77,000			above	5%	Total						7
Viability Thre	-1,907,740	£/m2	120,000	I	Check on phasing cor	dwgs nos rrect			Agents Legals Misc.		3.0% 0.5%	383,786 63,964 0	447,750	9,893,309		Pre CIL s106		£/ Unit (all) Total £/ Unit (all)	30,000	_	LIT	% GDV 0.00%	0	
Additional Front	-1,307,740	-441	J						ofit % Market DV % Affordable D\	ı	17.50% 6.00%			2,238,750 0		CIL	0		0					
RESIDUAL CASH FLOW FOR INTE	REST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started			10	10	10	10	10	10																
Market Housing Shared Ownership				0	0	0	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	0	0	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy				0 0 0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty Easements etc.	0																							
egals Acquisition	-30,920																							
anning Fee chitects	24,480 209,841		209,841																					
anning Consultants	26,230 52,460		26,230 52,460																					
her Professional	183,610		183,610																					
illd Cost - BCIS Base 06/CIL		0	528,385 1,667	1,056,771 3,333	1,585,156 5,000	1,585,156 5,000	1,585,156 5,000	1,585,156 5,000	1,056,771 3,333	528,385 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ontingency onormals		0	26,419 26,419	52,839 52,839	79,258 79,258	79,258 79,258	79,258 79,258	79,258 79,258	52,839 52,839	26,419 26,419	0	0	0	0	0	0	0	0	0	0	0	0	0	0
nance Fees	77,000																							
gal and Valuation	0																							
ents gals	0	0	0	0	0	0	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,98 <u>2</u> 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	0	0	0	0	0	0
SC. DSTS BEFORE LAND INT AND P	ROFIT 542,702	0	0 1,055,032	1,165,781	1,748,671	1,748,671	1,785,984	1,785,984	1,203,093	620,203	37,313	37,313	37,313	37,313	37,313	37,313	37,313	37,313	0	0	0	0	0	0
- Paristant V C C																								
Ir Profit on		0	0	0	10,533	36,921	63,705	75,459	87,390	90,756	85,429	71,279	56,917	42,340	27,543	12,525	0	0	0	0	0	0	0	0 2,238,750
Profit on		^	1055.000	4 405 704	4 750 001	4 705 500	700.01=	705 070	204 412	255.472	042.202	057.400	074.040	000 440	4 004 010	1040.001	4 000 ===	4 000 770	^	^		^	^	0 229 75
Cash Flor Opening	Balanc 0	0	-1,055,032	-1,165,781	-1,759,204	-1,785,593	-783,617	-795,372	-224,412	355,112	943,330	957,480	971,842	986,419	1,001,216	1,016,234	1,028,759	1,028,759	0	0	0	0	0	-2,238,75
Closing B	alance 1,518,610	1,518,610	463,579	-702,202	-2,461,407	-4,246,999	-5,030,617	-5,825,988	-6,050,400	-5,695,288	-4,751,958	-3,794,479	-2,822,637	-1,836,217	-835,002	181,232	1,209,991	2,238,750	2,238,750	2,238,750	2,238,750	2,238,750	2,238,750	0
ASH FLOW FOR CIL ADDITIONA		Year 1				Year 2		~.		Year 3			~-	Year 4	~~	<u> </u>	~-	Year 5		-		Year 6		
NCOME As Above		Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	1,066,071	0	0	0	0	0	0
XPENDITURE and	60,000	I																						
tamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
asements etc. egals Acquisition	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
anning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
chitects S	209,841 26,230	0	209,841 26,230	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
anning Consultants her Professional	52,460 183,610	0	52,460 183,610	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
uild Cost - BCIS Base	0	0	528,385	1,056,771	1,585,156	1,585,156	1,585,156	1,585,156	1,056,771	528,385	0	0	0	0	0	0	0	0	0	0	0	0	0	0
DTENTIAL CIL st CIL s106			-190,774	-190,774	-190,774 5,000	-190,774 5,000	-190,774 5,000	-190,774 5,000	-190,774 5,000	-190,774 5,000	-190,774 0	-190,774 0	0	0	0	0	0	0	0	0	0	0	0	0
ontingency onormals	0	0	26,419 26,419	52,839 52,839	79,258 79,258	79,258 79,258	79,258 79,258	79,258 79,258	52,839 52,839	26,419 26,419	0	0	0	0	0	0	0	0	0	0	0	0	0	0
nance Fees	77,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gents gals	0	0	0	0	0	0	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,982 5,330	31,98 <u>2</u> 5,330	31,982 5,330	31,982 5,330	0	0	0	0	0	0
sc. DSTS BEFORE LAND INT AND P	0	0	0 862,591	0 971,674	0 1,557,897	1,557,897	0	0	0	0	0	0	0 37,313	0 37,313	0	0	0	0 37,313	0	0	0	0	0	0
			,	,	,,	,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,	,	,	,	. ,	. ,	,0	,	,	,	-		<u> </u>	-	-	
	1																							
	terest	9.518	9.661	22 744	37.661	61.594	85,886	95 112		105 261	97.341	80.50R	63.422	48.942	34.245	19.327	4.186	n	n	n	n	n	(i	
Ir Profit o	terest n cost GDV	9,518	9,661	22,744	37,661	61,594	85,886	95,112	104,475	105,261	97,341	80,508	63,422	48,942	34,245	19,327	4,186	0	0	0	0	0	0	
Ir Profit o Profit on	n cost GDV																							1,774,27 0
Profit o	n cost GDV n Flow -634,521 alance 0	9,518 -9,518 -644,039	9,661 -872,252 -1,516,291	-994,418 -2,510,709	37,661 -1,595,558 -4,106,267	-1,619,491 -5,725,758	-615,025 -6,340,783	95,112 -624,250 -6,965,033	-52,390 -7,017,423	105,261 528,048 -6,489,375	1,122,192	1,139,025	63,422 965,337 -3,262,821	48,942 979,817 -2,283,005	34,245 994,514 -1,288,491	1,009,432	4,186 1,024,573 745,514	1,028,759	0 1,774,273	0 0 1,774,273	0	0 1,774,273	0 1,774,273	1,774,27

	Extracare																							
COME Av Size m2		Number 60		Price £/m2	GDV £	GIA m2		DEVELOPMEN	T COSTS							Planning fee ca Planning app fer		rate			Build Cost BCIS	/m2 2,027		
arket Housing 71.1		57		3,000		4,051		LAND	Land		/unit or m2 -37,056	Total	-2,223,355			No dwgs No dwgs under	60 50		23,100		Over Extra Energy	0	0.00%	
ared Ownership 70.8		0		2,100		1,001			Stamp Duty Easements etc.		07,000	0	2,220,000			No dwgs over 50	10		1,380 24,480		Design Acc & Adpt	0		
ordable Rent 70.8		3		1,590		213			Legals Acquisitio	on	1.50%	-33,350	-33,350					Total	24,400		Water Small Sites	1	0%	
cial Rent 70.8		0		1,230		213		PLANNING	Discolar For			24,480				Stamp duty cal	- Decident				Site Costs	203 2,230	10%	
		U				Ů			Planning Fee Architects		4.00%	419,611				Land payment	c - Kesiduai		-2,223,355			2,230		
nt and Subsidy Shared Ownersh Affordable Rent Social Rent				0 0 0	0				QS / PM Planning Consult Other Profession		0.50% 1.00% 3.50%	52,451 104,903 367,160												
'E AREA - Net 0.50 'E AREA - Gross 0.50		120 120	/ha /ha		12,491,089	4,264			Build Cost - BCIS s106 / CIL Contingency	S Based	2,230 5.00%	9,509,342 30,000 475,467				Stamp duty cal	o Add Drofit	Total	0					
les per Quarter 0 it Build Time 3	Quarters Whole Site	Per ha NET F	ODOOO	ı	RUN Residual MA			FINANCE	Abnormals		3.00%	475,467 475,467	10,490,276			Land payment 125,000 250,000 500,000	0% 1% 3%	0% 0% 0%	60,000					
sidual Land Value emative Use Value lift 20%	-2,223,355 50,000 10,000	-4,446,709	-4,446,709 100,000 20,000	I	RUN CIL MACRO	sing balance = 0 Octrl+I sing balance = 0	,		Interest Legal and Valuati	ion	6.00%	0	74,000			1,000,000 above	4% 5%		0					
Plus /ha 0 Viability Threshold		/m2	0 120,000	[Check on phasing dw				Agents Legals Misc.		3.0% 0.5%	374,733 62,455 0		9,713,364		Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%	0	
ditional Profit	-2,140,035	-528					[Developers Pro			17.50%	0	437,100	2,126,813		Post CIL s106 CIL	500 0		30,000 0 30,000					
SIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2	l		% Affordable DV	Year 3	6.00%			20,273 Year 4				Year 5				Year 6		
COME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
TS Started ket Housing			10	10 0	10 0	10 0	10 1,012,768	10 1,012,768		1,012,768	1,012,768	1,012,768		1,012,768	1,012,768	1,012,768	1,012,768	1,012,768						
ared Ownership ordable Rent				0	0	0	0 56,313	0 56,313	0 56,313	0 56,313	0 56,313	0 56,313	0	0	0	0	0	0	0	0	0	0	0	
al Rent t and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	1,069,080	1,069,080	1,069,080	1,069,080	1,069,080	1,069,080	1,012,768	1,012,768	1,012,768	1,012,768	1,012,768	1,012,768	0	0	0	0	0	_
ENDITURE p Duty	0																							
ments etc. s Acquisition	0 -33,350																							
	24,480																							
ng Fee acts	209,806		209,806																					
ng Consultants	26,226 52,451		26,226 52,451																					
Professional	183,580		183,580																					
Cost - BCIS Base CIL		0	528,297 1,667	1,056,594 3,333	1,584,890 5,000	1,584,890 5,000	1,584,890 5,000	1,584,890 5,000	1,056,594 3,333	528,297 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	
ngency mals		0	26,415 26,415	52,830 52,830	79,245 79,245	79,245 79,245	79,245 79,245	79,245 79,245	52,830 52,830	26,415 26,415	0	0	0	0	0	0	0	0	0	0	0	0	0	
e Fees and Valuation	74,000 0						, -	-, -	,	-, -		-		-	-	-			-	-		-		
s	0	0	0	0	0	0	32,072	32,072	32,072	32,072	32,072	32,072	30,383	30,383	30,383	30,383	30,383	30,383	0	0	0	0	0	
	0	0	0	0	0	0	5,345	5,345	5,345	5,345	5,345	5,345	5,064	5,064	5,064	5,064	5,064	5,064	0	0	0	0	0	
S BEFORE LAND INT AND PROFIT	537,192	0	1,054,856	1,165,586	1,748,379	1,748,379	1,785,797	1,785,797	1,203,004	620,211	37,418	37,418	35,447	35,447	35,447	35,447	35,447	35,447	0	0	0	0	0	
tesidual Valuation Land Interest Profit on Costs	-2,223,355	0	0	0	8,014	34,360	61,101	72,768	84,611	87,889	82,474	68,236	53,785	39,932	25,871	11,599	0	0	0	0	0	0	0	2,
Profit on GDV	,																							2,
Cash Flow	1,686,163	0	-1,054,856	-1,165,586	-1,756,394	-1,782,739	-777,818	-789,485	-218,534	360,981	949,189	963,426	923,536	937,389	951,450	965,722	977,321	977,321	0	0	0	0	0	-2
Opening Balance Closing Balance		1,686,163	631,307	-534,279	-2,290,673	-4,073,412	-4,851,230	-5,640,715	-5,859,250	-5,498,269	-4,549,081	-3,585,654	-2,662,118	-1,724,729	-773,279	192,443	1,169,764	2,147,085	2,147,085	2,147,085	2,147,085	2,147,085	2,147,085	
	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
H FLOW FOR CIL ADDITIONAL PRO				0	0	0	1,069,080	1,069,080	1,069,080	1,069,080	1,069,080	1,069,080	1,012,768	1,012,768	1,012,768	1,012,768	1,012,768	1,012,768	0	0	0	0	0	_
I FLOW FOR CIL ADDITIONAL PRO ME As Above INCOME	0	0	0																		1			
ME As Above INCOME		0	U																					
ME As Above INCOME	60,000				0	0	0	n	n	O	ū	ο	0	Ω	0	o	0	0	0	0	0	0	0	
AE As Above INCOME NDITURE Duty sents etc.	60,000 0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	
IE As Above INCOME NDITURE Duty ents etc. Acquisition	60,000 0 0 900	0 0 0	0 0 0	0 0 0	0	0		0	0	0		0	0	0	0	0	0	0	0	0	0			
IE As Above INCOME UNITURE Duty ents etc. Acquisition hg Fee	0 0 900 24,480 209,806	0 0 0	0 0 0 0 209,806	0 0 0	0 0	0 0 0	0	0 0 0	0 0 0	0 0 0		0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0 0		0	
IE As Above INCOME DITURE Duty ents etc. Acquisition g Fee cts	60,000 0 900 24,480 209,806 26,226 52,451	0 0 0	0 0 0 0 209,806 26,226 52,451	0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	
INCOME INCOME INCOME NDITURE Duty Include Acquisition Ing Fee acts Ing Consultants Professional	0 0 900 24,480 209,806 26,226	0 0 0 0 0 0	0 0 0 209,806 26,226 52,451 183,580	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0		0	
IE As Above INCOME NOTURE Duty ents etc. Acquisition 1g Fee cts rof desional cost - BCIS Base	60,000 0 900 24,480 209,806 26,226 52,451	0 0 0	0 0 0 0 209,806 26,226 52,451	0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	
ISE As Above INCOME INCOME Duty Duty ents etc. Acquisition hig Fee ects org Consultants Professional cost - BCIS Base NTIAL CIL IL s106	60,000 0 0 900 24,480 209,806 26,226 52,451 183,580 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 209,806 26,226 52,451 183,580 528,297	0 0 0 0 0 0 0 0 0 0 1,056,594	0 0 0 0 0 0 0 1,584,890 -214,004 5,000	0 0 0 0 0 0 0 1,584,890 -214,004 5,000	0 0 0 0 0 0 0 1,584,890 -214,004 5,000	0 0 0 0 0 0 0 0 1,584,890 -214,004 5,000	0 0 0 0 0 0 0 1,056,594 -214,004 5,000	0 0 0 0 0 0 0 0 528,297 -214,004 5,000	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
INCOME INCOME INCOME NDITURE Duty nents etc. Acquisition ng Fee acts professional Cost - BCIS Base NTIAL CIL IL s106 gency	0 0 900 24,480 209,806 26,226 52,451 183,580	0 0 0 0 0 0	0 0 0 209,806 26,226 52,451 183,580 528,297	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 1,584,890 -214,004	0 0 0 0 0 0 0 0 1,584,890 -214,004	0 0 0 0 0 0 0 1,584,890 -214,004	0 0 0 0 0 0 0 1,584,890 -214,004	0 0 0 0 0 0 0 1,056,594 -214,004	0 0 0 0 0 0 0 0 528,297 -214,004	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
IE As Above INCOME NOTURE Duty ents etc. Acquisition hg Fee cts g Consultants Professional bots - BCIS Base NTIAL CIL IL s106 gency hals e Fees	60,000 0 0 900 24,480 209,806 26,226 52,451 183,580 0		0 0 0 209,806 26,226 52,451 183,580 528,297 -214,004	0 0 0 0 0 0 0 0 0 1,056,594 -214,004	0 0 0 0 0 0 0 1.584,890 -214,004 5,000 79,245	0 0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245	0 0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245	0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245	0 0 0 0 0 0 1,056,594 -214,004 5,000 52,830	0 0 0 0 0 0 0 528,297 -214,004 5,000 26,415	0 0 0 0 0 0 0 0 -214,004	0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
INCOME INCOME INCOME Duty Dents etc. Acquisition ng Fee acts ng Consultants Professional Cost - BCIS Base NTIAL CIL IIL st06 gency mals be Fees and Valuation	0 0 0 900 24,480 209,806 26,226 52,451 183,580 0 0 74,000 0		0 0 0 209,806 26,225 52,451 183,580 528,297 -214,004 26,415 0 0	0 0 0 0 0 0 0 0 0 1,056,594 -214,004 52,830 0 0	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 79,245	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 0 0	0 0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 79,245	0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 79,245	0 0 0 0 0 0 0 1,056,594 -214,004 5,000 52,830 52,830 0	0 0 0 0 0 0 0 528,297 -214,004 5,000 26,415 26,415 0	0 0 0 0 0 0 0 0 -214,004 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0			0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		
ME As Above INCOME NDITURE Duty Duty As Acquisition Ing Fee ects Ing Consultants Professional Cost - BCIS Base INTIAL CIL Dit s106 Igency mals De Fees and Valuation S S	0 0 0 900 24,480 209,806 26,226 52,451 183,580 0 0 74,000 0		0 0 0 209,806 26,226 183,580 528,297 -214,004 26,415 0 0	0 0 0 0 0 0 0 0 0 1.056,594 -214,004 52,830 52,830 0 0	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 0 0	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 0 79,245 0 0	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 0 0 32,072 5,345 0	0 0 0 0 0 0 0 1.584,890 -214,004 5,000 79,245 79,245 0 0 32,072 5,345	0 0 0 0 0 0 1,056,594 -214,004 5,000 52,830 0 0 0 32,072 5,345 0	0 0 0 0 0 0 0 528,297 -214,004 5,000 26,415 0 0 32,072 5,345 0	0 0 0 0 0 0 0 0 0 -214,004 0 0 0 0 0 0 32,072 5,345	0 0 0 0 0 0 0 0 -214,004 0 0 0 0 0 32,072 5,345	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			
ME As Above INCOME NDITURE Duty Duty As Acquisition Ing Fee ects Ing Consultants Professional Cost - BCIS Base INTIAL CIL Cil. s106 Ingency mals De Fees and Valuation S	0 0 0 900 24,480 209,806 26,226 52,451 183,580 0 0 74,000 0		0 0 0 209,806 26,225 52,451 183,580 528,297 -214,004 26,415 0 0	0 0 0 0 0 0 0 0 0 1,056,594 -214,004 52,830 0 0	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 79,245	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 0 0	0 0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 79,245	0 0 0 0 0 0 0 1,584,890 79,245 79,245 0 0	0 0 0 0 0 0 0 1,056,594 -214,004 5,000 52,830 52,830 0 0 32,072 5,345	0 0 0 0 0 0 0 0 528,297 -214,004 5,000 26,415 0 0	0 0 0 0 0 0 0 0 -214,004 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			_
ME As Above INCOME NDITURE 1 Duty Inents etc. I Acquisition Ing Fee letts Ing Consultants Professional Cost - BCIS Base NTIAL CIL DIL stoß Igency Inals S BEFORE LAND INT AND PROFIT IL calculation Interest	0 0 0 900 24,480 209,806 26,226 52,451 183,580 0 0 74,000 0 0 0 631,442		0 0 0 209,806 26,226 183,580 528,297 -214,004 26,415 0 0	0 0 0 0 0 0 0 0 0 1.056,594 -214,004 52,830 52,830 0 0	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 0 0	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 0 79,245 0 0	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 0 0 32,072 5,345 0	0 0 0 0 0 0 0 1.584,890 -214,004 5,000 79,245 79,245 0 0 32,072 5,345	0 0 0 0 0 0 1,056,594 -214,004 5,000 52,830 0 0 0 32,072 5,345 0	0 0 0 0 0 0 0 528,297 -214,004 5,000 26,415 0 0 32,072 5,345 0	0 0 0 0 0 0 0 0 0 -214,004 0 0 0 0 0 0 32,072 5,345	0 0 0 0 0 0 0 0 -214,004 0 0 0 0 0 32,072 5,345	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			
ME As Above INCOME NDITURE Duly nents etc. S Acquisition ing Fee ects Ing Consultants Professional Cost - BCIS Base NTIAL CIL DIL s106 gency mals ce Fees and Valuation s S S BEFORE LAND INT AND PROFIT	60,000 0 0 900 24,480 209,806 26,226 52,451 183,580 0 0 74,000 0 0 0 0 0 1 631,442		0 0 0 0 2008.006 26,226 52,451 183,580 528,297 -214,004 26,415 0 0 0 0 0 839,185	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 79,245 0 0 0 1,534,376	0 0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 79,245 0 0 0 1,534,376	0 0 0 0 0 0 0 1,584,890 -214,004 5,000 79,245 79,245 0 0 0 32,072 5,345 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 1,056,594 -214,004 5,000 52,830 52,830 0 0 0 32,072 5,345 0	0 0 0 0 0 0 0 528,297 -214,004 5,000 26,415 26,415 0 0 0 32,072 5,345 0	0 0 0 0 0 0 0 0 -214,004 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 -214,004 0 0 0 0 0 -32,072 5,345 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0		-1



SITE NAME	Site 16 E	dracare																							
INCOME	Av Size m2	%	Number 60		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fe		rate			Build Cost BCIS	/m2 2,027		
Market Housing	71.1	90%	54		3,000		3,838		LAND	Land		/unit or m2 -39.757	Total	-2,385,397			No dwgs No dwgs under	60 50				Over Extra Energy	0	0.00%	%
Shared Ownership	70.8	0%			2,100		3,030			Stamp Duty Easements etc.		-39,757	0				No dwgs over 5			1,380		Design Acc & Adpt	0		
			0		,		405			Legals Acquisiti	on	1.50%	-35,781	-35,781			ļ		Total	24,480	-	Water	1	-	~
Affordable Rent	70.8	10%			1,590		425		PLANNING													Small Sites Site Costs	203	109	
Social Rent	70.8	0%	0		1,230		0			Planning Fee Architects		4.00%	24,480 419,541				Stamp duty ca Land payment	lc - Residual		-2,385,397	•		2,230		
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent				0					QS / PM Planning Consu Other Professio		0.50% 1.00% 3.50%	52,443 104,885 367,098	968,447											
SITE AREA - Net SITE AREA - Gross	0.50 ha 0.50 ha		120 120			12,189,321	4,263		CONSTRUCTI	Build Cost - BC s106 / CIL	IS Based	2,230	30,000						Total	0					
Sales per Quarter Unit Build Time	0 3 Q	uarters				RUN Residual N	MACRO ctrl+r		FINANCE	Contingency Abnormals		5.00%	475,387 475,387	10,488,524			Stamp duty ca Land payment 125,000 250,000	lc - Add Profit 0% 1%			1				
Residual Land Value Alternative Use Value		Whole Site -2,385,397 50,000	Per ha NET -4,770,795	Per ha GROSS -4,770,795 100,000			osing balance = (0		Fees Interest Legal and Valua	tion	6.00%	71,000	71,000			500,000 1,000,000 above	3% 4% 5%	0%						
Uplift Plus /ha	20% na 0 ability Threshold	10,000 0		20,000 0 120,000			osing balance = (0	SALES	Agents		3.0%	365,680	. ,,•••			Pre CIL s106		Total £/ Unit (all)		<u> </u> T	шт	% GDV		٦
Additional Profit			2/m2 -618			corr				Legals Misc.		0.5%	60,947 0	426,626	9,533,419	-	Post CIL s106	500	Total £/ Unit (all)	30,000	-		0.00%	(0
									Developers Pr	% Market DV % Affordable D	v	17.50% 6.00%			2,014,875 40,545		CIL	0	£/m2 Total	30,000					
RESIDUAL CASH FLOW	W FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				10	10	10	10	10	10																
Market Housing Shared Ownership					0	0	0	959,464 0	959,464 0	0	959,464 0	959,464 0	959,464 0	959,464 0	959,464 0	0	959,464 0	959,464 0	959,464 0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	112,625 0	112,625 0	112,625 0	112,625 0	112,625 0	112,625 0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	E	0	0	0	0	0	0	1,072,089	1,072,089	1,072,089	1,072,089	1,072,089	1,072,089	0 959,464	959,464	0 959,464	959,464	0 959,464	959,464	0	0	0	0	0	0
EXPENDITURE			-	-				,,	, =,000	,,,,,,	,,,,,,,	,,	,,>00		,	,	,	,	,	-				-	
Stamp Duty Easements etc. Legals Acquisition		0 0 -35,781																							
Planning Fee		24,480																							
Architects		209,770 26,221		209,770 26,221																					
QS Planning Consultants Other Professional		52,443 183,549		52,443 183,549																					
Build Cost - BCIS Base s106/CIL			0	528,208 1,667	1,056,417 3,333	1,584,625 5,000	1,584,625 5,000	1,584,625 5,000	1,584,625 5,000	1,056,417 3,333	528,208 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	26,410 26,410	52,821 52,821	79,231 79,231	79,231 79,231	79,231 79,231	79,231 79,231	52,821 52,821	26,410 26,410	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		71,000 0																							
Agents Legals		0	0	0	0	0	0	32,163 5,360	32,163 5,360	32,163 5,360	32,163 5,360	32,163 5,360	32,163 5,360	28,784 4,797	28,784 4,797	28,784 4,797	28,784 4,797	28,784 4,797	28,784 4,797	0	0	0	0	0	0
Misc. COSTS BEFORE LAND	INT AND PROFIT		0	1,054,679	1,165,392		1,748,087	1,785,610	1,785,610	1,202,915	620,219	37,523	37,523	33,581	33,581	33,581	33,581	33,581	33,581	0	0	0	0	0	0
						, , , , , ,	, ,,,,,,		, ,					,											
For Residual Valuation	Interest Profit on Costs	-2,385,397	0	0	0	5,495	31,799	58,497	70,078	81,832	85,021	79,519	65,193	50,652	37,524	24,199	10,673	0	0	0	0	0	0	0	0 2,014,875
	Profit on GDV																								40,545
	Cash Flow Opening Balanc	1,853,715 0	0	-1,054,679	-1,165,392	-1,753,583	-1,779,886	-772,018	-783,599	-212,657	366,849	955,047	969,373	875,231	888,359	901,684	915,210	925,883	925,883	0	0	0	0	0	-2,055,420
	Closing Balance	1,853,715	1,853,715	799,035	-366,356	-2,119,939	-3,899,825	-4,671,844	-5,455,442	-5,668,099	-5,301,250	-4,346,203	-3,376,830	-2,501,599	-1,613,240	-711,556	203,654	1,129,537	2,055,420	2,055,420	2,055,420	2,055,420	2,055,420	2,055,420	0
CASH FLOW FOR CIL A	ADDITIONAL PROFI	r	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		0	0	0	0	0	0	1,072,089	1,072,089	1,072,089	1,072,089	1,072,089	1,072,089	959,464	959,464	959,464	959,464	959,464	959,464	0	0	0	0	0	0
EXPENDITURE Land		60,000																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		209,770	0	209,770 26,221	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		26,221 52,443	0	52,443	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		183,549	0	183,549	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0	0	528,208 -237,233	1,056,417 -237,233	1,584,625 -237,233	1,584,625 -237,233	1,584,625 -237,233	1,584,625 -237,233	1,056,417 -237,233	528,208 -237,233	0 -237,233	0 -237,233	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	26,410	52,821	5,000 79,231	5,000 79,231	5,000 79,231	5,000 79,231	5,000 52,821	5,000 26,410	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	26,410	52,821	79,231	79,231	79,231	79,231	52,821	26,410	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		71,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	32,163	32,163	32,163	32,163	32,163	32,163	28,784	28,784	28,784	28,784	28,784	28,784	0	0	0	0	0	0
Agents Legals Misc.		0	0	0	0	0	0	5,360	5,360	5,360	5,360	5,360	5,360	4,797	4,797	4,797	4,797	4,797	4,797	0	0	0	0	0	0
VIISC. COSTS BEFORE LAND	INT AND PROFIT	628,364	0	815,780	924,825	1,510,854	1,510,854	1,548,377	1,548,377	967,348	386,319	-199,710	-199,710	33,581	33,581	33,581	33,581	33,581	33,581	0	0	0	0	0	0
For CIL calculation	Intt		9 425	0.567	24.047	20 440	59,354	82,907	04.205	00.000	90.704	90.944	72 224	55.252	A2 402	28.938	15,484	4 020	0	•	0		0	0	0
	Interest Profit on cost Profit on GDV		9,425	9,567	21,947	36,149	59,354	82,907	91,295	99,808	99,734	90,944	73,231	55,253	42,193	28,938	15,484	1,828	U	0	U	0	0	U	1,687,554 40,545
						I				1								I				I			
	Cash Flow Opening Balance	-628,364 0	-9,425	-825,346	-946,772	-1,547,003	-1,570,208	-559,195	-567,583	4,933	586,036	1,180,855	1,198,568	870,630	883,690	896,945	910,399	924,055	925,883	0	0	0	0	0	-1,728,099

ICOME Av Size	Extracare]																
m2	%	Number 60		Price £/m2	GDV £	GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fer		rate			Build Cost BCIS	/m2 2,027		
ket Housing 71.1	85%	51		3,000	10,873,929	3,625		LAND	Land		/unit or m2 -42,457	Total	-2,547,440			No dwgs No dwgs under	60 50	462	23,100		Over Extra Energy	0	0.00%	ь
						0,020			Stamp Duty		,	0	2,2,			No dwgs over 50	10	138	1,380		Design	0		
ed Ownership 70.8	0%	0		2,100	0	0			Easements etc. Legals Acquisition	on	1.50%	-38,212	-38,212					Total	24,480		Acc & Adpt Water	1		
dable Rent 70.8	15%	9		1,590	1,013,625	638		PLANNING													Small Sites Site Costs	203	0% 10%	
al Rent 70.8	0%	0		1,230	0	0			Planning Fee Architects		4.00%	24,480 419,471				Stamp duty cale Land payment	- Residual		-2,547,440			2,230		
t and Subsidy Shared Ownershi Affordable Rent Social Rent	ip			0 0 0	0 0 0				QS / PM Planning Consul Other Profession		0.50% 1.00% 3.50%	52,434 104,868 367,037												
E AREA - Net 0.50 h		120 120	/ha /ha		11,887,554	4,262			DN Build Cost - BCI: s106 / CIL	S Based	2,230	9,506,156 30,000						Total	0					
s per Quarter 0 Build Time 3	Quarters			RU	UN Residual MA	CRO ctrl+r			Contingency Abnormals		5.00%	475,308 475,308				Stamp duty calc Land payment 125,000 250,000	0% 1%	0% 0%	60,000					
dual Land Value native Use Value	Whole Site F -2,547,440 50,000 10,000	er ha NET Per h -5,094,880	a GROSS 5,094,880 100,000 20,000	RU	UN CIL MACRO	ng balance = 0 ctrl+l ng balance = 0			Fees Interest Legal and Valuat	ion	6.00%	68,000	68,000			500,000 1,000,000 above	3% 4% 5%	0% 0% 0% Total	0					
Plus /ha 0 Viability Threshold	60,000		120,000	Ch	heck on phasing dwg correc	s nos			Agents Legals		3.0% 0.5%	356,627 59,438				Pre CIL s106		E/ Unit (all) Total	30,000		LIT	% GDV 0.00%	0	0
tional Profit	£/n -2,298,836	-634					[Developers Pro	Misc. ofit % Market DV		17.50%	0	416,064	9,353,473		Post CIL s106 CIL	500 0	£/ Unit (all) £/m2 Total	30,000 0 30,000					
IDUAL CASH FLOW FOR INTEREST		Year 1				Year 2			% Affordable DV	Year 3	6.00%			60,818 Year 4		1		Year 5				Year 6		
DME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
S Started at Housing				10	10 0	10 0	10 906,161	10 906,161	906,161	906,161	906,161	906,161	906,161	906,161	906,161	906,161	906,161	906,161						
d Ownership lable Rent				0	0	0	0	0 168,938	0 168,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME	0	0		0	0	0	0 1,075,098	0 1,075,098	1,075,098	0 1,075,098	0 1,075,098	0 1,075,098	0 906,161	0 906,161	0 906,161	0 906,161	0 906,161	0 906,161	0	0	0	0 0	0	_
IDITURE	<u></u>		-			-																		
Duty ents etc.	0																							
Acquisition	-38,212																							
g Fee	24,480																							
ats	209,735 26,217		09,735 6,217																					
g Consultants	52,434		2,434																					
rofessional	183,518	1	33,518																					
ost - BCIS Base				56,240 3,333	1,584,359 5,000	1,584,359 5,000	1,584,359 5,000	1,584,359 5,000	1,056,240 3,333	528,120 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	
gency		0 :	6,406 5	2,812	79,218	79,218	79,218	79,218	52,812	26,406	0	0	0	0	0	0	0	0	0	0	0	0	0	
nals		0 2	6,406 5	2,812	79,218	79,218	79,218	79,218	52,812	26,406	0	0	0	0	0	0	0	0	0	0	0	0	0	
e Fees and Valuation	68,000 0																							
	0	0		0	0	0	32,253 5,375	32,253 5,375	32,253 5,375	32,253 5,375	32,253 5,375	32,253 5,375	27,185 4,531	27,185 4,531	27,185 4,531	27,185 4,531	27,185 4,531	27,185 4,531	0	0	0	0	0	
S BEFORE LAND INT AND PROFIT	526.173	0 1,	0	65,197	1,747,795	1,747,795	1,785,424	1,785,424	1,202,825	620,227	37,628	37,628	31,716	31,716	31,716	31,716	31,716	31,716	0	0	0	0	0	
	,	- 1,		-,	, ,	,,	.,,-24	.,. 00,124	.,202,020		,020	2.,020	- 1,1 1.0	,	,- 10	2.,. 10	- 1,1 . 3	,			<u> </u>	<u> </u>	<u> </u>	
esidual Valuation Land Interest Profit on Costs	-2,547,440	0	0	0	2,976	29,238	55,894	67,387	79,053	82,154	76,563	62,150	47,520	35,116	22,526	9,747	0	0	0	0	0	0	0	1
Profit on Costs Profit on GDV																								1
Cash Flow	2,021,267	0 -1,	054,503 -1,1	165,197	-1,750,772	-1,777,033	-766,219	-777,712	-206,780	372,717	960,906	975,320	826,925	839,329	851,919	864,698	874,445	874,445	0	0	0	0	0	-
Opening Balance Closing Balance	0 2,021,267	2,021,267 9	66,764 -19	98,433	-1,949,205	-3,726,238	-4,492,457	-5,270,169	-5,476,949	-5,104,232	-4,143,325	-3,168,005	-2,341,080	-1,501,752	-649,833	214,865	1,089,310	1,963,755	1,963,755	1,963,755	1,963,755	1,963,755	1,963,755	
FLOW FOR CIL ADDITIONAL PROF	FIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	
	0	0	0	0	0	0	1,075,098	1,075,098	1,075,098	1,075,098	1,075,098	1,075,098	906,161	906,161	906,161	906,161	906,161	906,161	0	0	0	0	0	
INCOME									I															
INCOME	60,000																							
DITURE	60,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DITURE Duty units etc.		0 0 0	0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	
INCOME DITURE Duty Ints etc. Acquisition	0 0 900	0	0	0	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0		0	
INCOME DUTY Duty ants etc. Acquisition g Fee	0 0 900 24,480 209,735	0 0 0 0 2	0 0 0 0 09,735	0 0 0	0 0 0	0 0 0	0	0 0 0	0 0 0	0 0 0		0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0		0	
INCOME DITURE Duty Ints etc. Loquisition g Fee ts	0 0 900 24,480	0 0 0 0 2 0 2	0 0 0 09,735 6,217	0 0	0 0	0 0	0	0 0	0 0	0 0		0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0		0	
INCOME DITURE Duty onts etc. Acquisition g Fee cts g Consultants	0 0 900 24,480 209,735 26,217	0 0 0 0 2 0 2 0 3	0 0 0 09,735 6,217 2,434	0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0		0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0		0	
INCOME DITURE Duty Ints etc. Acquisition 3 Fee tts g Consultants rofessional ost - BCIS Base	0 0 900 24,480 209,735 26,217 52,434 183,518	0 0 0 0 2 0 2 0 3 0 1	0 0 0 09,735 6,217 2,434 33,518 28,120 1,0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	
INCOME DITURE Duty Intis etc. Acquisition g Fee Its g Consultants rofessional opt - BCIS Base ITIAL CIL	0 0 900 24,480 209,735 26,217 52,434 183,518	0 0 0 2 0 2 0 3 0 1	0 0 0 19,735 6,217 2,434 33,518 28,120 1,0 45	0 0 0 0 0 0 0 0 0 56,240	0 0 0 0 0 0 0 0 0 1,594,359 457,034 5,000	0 0 0 0 0 0 0 0 0 1,584,359 457,034 5,000	0 0 0 0 0 0 0 1,584,359 457,034 5,000	0 0 0 0 0 0 0 0 1,584,359 457,034 5,000	0 0 0 0 0 0 0 0 1,056,240 457,034 5,000	0 0 0 0 0 0 0 0 528,120 457,034 5,000	0 0 0 0 0	0 0 0 0 0 0 0 0 0 457,034	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	
INCOME DITURE Duty Ints etc. Acquisition 2 Fee ts ts g consultants rofessional bat - BCIS Base TIAL CIL s 106 encry	0 0 900 24,480 209,735 26,217 52,434 183,518	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 099,735 6,217 2,434 33,518 28,120 1,00 45	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 1,584,359 457,034	0 0 0 0 0 0 0 0 0 1,584,359 457,034	0 0 0 0 0 0 0 0 1,584,359 457,034	0 0 0 0 0 0 0 1,584,359 457,034	0 0 0 0 0 0 0 1,056,240 457,034	0 0 0 0 0 0 0 528,120 457,034	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	
INCOME DITURE Duty Ints etc. Acquisition g Fee tts g Consultants professional bot - BCIS Base TIAL CIL s 106 ency als	0 900 24,480 209,735 26,217 52,434 183,518 0 -6,869,172 0	0 0 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 566,240 57,034	0 0 0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 1,056,240 457,034 5,000 52,812 52,812	0 0 0 0 0 0 0 528,120 457,034 5,000 26,406 26,406	0 0 0 0 0 0 0 0 0 457,034	0 0 0 0 0 0 0 0 0 457,034	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
INCOME Duty ents etc. Acquisition g Fee cts g Consultants professional ost - BCIS Base tTIAL CIL L s106 enercy als p Fees	0 0 900 24,480 209,735 26,217 52,434 183,518 0 -6,869,172 0 0	0 0 2 0 2 0 2 0 0 1 0 5 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0,735 6,217 2,434 83,518 828,120 1,0 6,406 6,406 6,406 5,6 6,406 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 1.584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 0 0	0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 1,056,240 457,034 5,000 52,812 52,812	0 0 0 0 0 0 0 528,120 457,034 5,000 26,406 26,406	0 0 0 0 0 0 0 0 457,034 0 0	0 0 0 0 0 0 0 0 457,034 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			
INCOME Duty ents etc. Acquisition ag Fee ets ets g Consultants professional cost - BCIS Base VITAL CIL IL s106 epency anals e Fees end Valuation	0 900 24,480 209,735 26,217 52,434 183,518 0 -6,869,172 0	0 0 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 566,240 57,034	0 0 0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 1,056,240 457,034 5,000 52,812 52,812	0 0 0 0 0 0 0 528,120 457,034 5,000 26,406 26,406	0 0 0 0 0 0 0 0 0 457,034	0 0 0 0 0 0 0 0 0 457,034	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
INCOME Duty ents etc. Acquisition by Fee cts g Consultants Professional tost - BCIS Base NTIAL CIL LL st06 gency nals e Fees end Valuation	0 0 900 24,480 209,735 26,217 52,434 183,518 0 -6,869,172 0 0 68,000 0	0 0 2 0 2 0 1 0 5 4 4 0 0 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 0 0 0 1.584,359 457,034 5,000 79,218 79,218 0 0	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 0 0 32,253 5,375 0	0 0 0 0 0 0 1,056,240 457,034 5,000 52,812 52,812 0 0 32,253 5,375 0	0 0 0 0 0 0 0 0 528,120 457,034 5,000 26,406 0 0 0 32,253 5,375 0	0 0 0 0 0 0 0 0 457,034 0 0 0 0 32,253 5,375 0	0 0 0 0 0 0 0 457,034 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			
INCOME Duty ents etc. Acquisition by Fee cts g Consultants Professional tost - BCIS Base NTIAL CIL LL st06 gency nals e Fees end Valuation	0 0 900 24,480 209,735 26,217 52,434 183,518 0 -6,869,172 0 0 68,000 0	0 0 2 0 2 0 1 0 5 4 4 0 0 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 0 0 32,253 5,375	0 0 0 0 0 0 0 1,056,240 457,034 5,000 52,812 52,812 0 0 32,253 5,375	0 0 0 0 0 0 0 0 528,120 457,034 5,000 26,406 0 0 0 32,253 5,375	0 0 0 0 0 0 0 457,034 0 0	0 0 0 0 0 0 0 457,034 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			
INCOME Duty ents etc. Acquisition ng Fee cits rofessional cost - BCIS Base VITIAL CIL IL stoe gency nals se Fees and Valuation is S BEFORE LAND INT AND PROFIT L calculation Interest	0 0 900 24,480 209,735 26,217 52,434 183,518 0 -6,869,172 0 0 68,000 0	0 0 2 0 2 0 1 0 5 4 4 0 0 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218	0 0 0 0 0 0 0 0 0 0 1.584,359 457,034 5,000 79,218 79,218 0 0	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 0 0 32,253 5,375 0	0 0 0 0 0 0 1,056,240 457,034 5,000 52,812 52,812 0 0 32,253 5,375 0	0 0 0 0 0 0 0 0 528,120 457,034 5,000 26,406 0 0 0 32,253 5,375 0	0 0 0 0 0 0 0 0 457,034 0 0 0 0 32,253 5,375 0	0 0 0 0 0 0 0 457,034 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			
INCOME IDuty IDuty Income	0 0 900 24,480 209,735 26,217 52,434 183,518 0 -6,869,172 0 0 68,000 0	0 0 2 0 0 1 1 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 7,7034 2,812 2,812 0 0 0 0	0 0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 0 0 0 0 2,204,829	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 0 0 0 0 2,204,829	0 0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 79,218 0 0 0 2,242,457	0 0 0 0 0 0 1,584,359 457,034 5,000 79,218 0 0 32,253 5,375 0	0 0 0 0 0 0 1.056,240 457,034 5.000 52,812 0 0 32,253 5.375 0	0 0 0 0 0 0 0 528,120 457,034 5,000 26,406 25,406 0 0 0 32,253 5,375 0	0 0 0 0 0 0 0 0 457,034 0 0 0 0 0 32,253 5,375 0	0 0 0 0 0 0 0 457,034 0 0 0 0 32,253 5,375 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	



SITE NAME	Site 18	Extracare]																
INCOME	Av Size m2	%	Number 60		Price £/m2				DEVELOPMEN	T COSTS							Planning fee ca		rate			Build Cost BCIS	/m2 2,027		
Market Housing	71.1	80%	48		3,000				LAND	Land		/unit or m2 -45,174	Total	-2,710,468			No dwgs No dwgs under	60 50				Over Extra Energy	0	0.009	6
Shared Ownership	70.8	0%	0		2,100					Stamp Duty Easements etc.			0				No dwgs over 50		138 Total			Design Acc & Adpt	0		
Affordable Rent	70.8	20%	12		1,590	1,351,500	850			Legals Acquisiti	on	1.50%	-40,657	-40,657							-	Water Small Sites	1 0	09	
Social Rent	70.8	0%	0		1,230	0	0		PLANNING	Planning Fee			24,480				Stamp duty ca	c - Residual			Ī	Site Costs	203 2,230		6
Grant and Subsidy	Shared Ownersh	ip			C					Architects QS / PM		4.00% 0.50%	419,401 52,425				Land payment			-2,710,468					
SITE AREA - Net	Affordable Rent Social Rent 0.50	ha	120	/ha	C	11,585,786				Planning Consu Other Professio		1.00% 3.50%	104,850 366,976												
SITE AREA - Gross	0.50		120			11,303,700	4,201			Build Cost - BC s106 / CIL Contingency	IS Based	2,230 5.00%	9,504,562 30,000 475,228				Stamp duty cal	c - Add Profit	Total	0] [
Sales per Quarter Unit Build Time	3	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r	0	FINANCE	Abnormals Fees			475,228 66,000				Land payment 125,000 250,000 500,000	0% 1% 3%	0%						
Residual Land Value Alternative Use Value Uplift	20%	-2,710,468 50,000 10,000	-5,420,935	-5,420,935 100,000 20,000		RUN CIL MACE				Interest Legal and Valua	tion	6.00%	0				1,000,000 above	4% 5%	0% 0% Total						
Plus /ha Via	a 0 ability Threshold	60,000		120,000		Check on phasing cor	dwgs nos rect		SALES	Agents Legals		3.0% 0.5%	347,574 57,929		0.470.500		Pre CIL s106		£/ Unit (all) Total	30,000		LIT	% GDV 0.00%	s (0
Additional Profit		-2,838,412	£/m2 -832]					Developers Pro	Misc. ofit % Market DV		17.50%	0	405,503	9,173,528		Post CIL s106 CIL	500 0		30,000 0 30,000					
RESIDUAL CASH FLOW	V FOR INTEREST		Year 1				Year 2			% Affordable D	Year 3				81,090 Year 4				Year 5				Year 6		
INCOME UNITS Started		Q1	Q2	Q3 10	Q4 10	Q1 10	Q2 10	Q3 10	Q4 10	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership					0	0	0	852,857 0	852,857 0	852,857 0	852,857 0	0	852,857 0	852,857 0	852,857 0	852,857 0	852,857 0	852,857 0	852,857 0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	225,250	225,250	225,250 0	225,250	225,250	225,250	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	E	0	0	0	0	0	0	0 1,078,107	0 1,078,107	0 1,078,107	0 1,078,107	0 1,078,107	0 1,078,107	0 852,857	0 852,857	0 852,857	0 852,857	0 852,857	0 852,857	0	0	0	0	0	0
EXPENDITURE Stamp Duty		0																							
Easements etc. Legals Acquisition		0 -40,657																							
Planning Fee		24,480																							
Architects QS		209,700 26,213		209,700 26,213																					
Planning Consultants Other Professional		52,425 183,488		52,425 183,488																					
Build Cost - BCIS Base			0	528,031	1,056,062	1,584,094	1,584,094	1,584,094	1,584,094	1,056,062	528,031	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency			0	1,667 26,402	3,333 52,803	5,000 79,205	5,000 79,205	5,000 79,205	5,000 79,205	3,333 52,803	1,667 26,402	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees Legal and Valuation		66,000 0	0	26,402	52,803	79,205	79,205	79,205	79,205	52,803	26,402	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	32,343	32,343	32,343	32,343	32,343	32,343	25,586	25,586	25,586	25,586	25,586	25,586	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND	INT AND PROFIT	0	0	0 0 1,054,327	1,165,002	1,747,503	1,747,503	5,391 1,785,237	5,391 1,785,237	5,391 1,202,736	5,391 620,235	5,391 37,734	5,391 37,734	4,264 29,850	4,264 29,850	4,264 29,850	4,264 29,850	4,264 29,850	4,264 29,850	0	0	0	0	0	0
OGOTO DEL ONE EMILO	THE PARTY NO. 11	021,040		1,00-1,021	1,100,002	1,1-47,000	1,1 41,000	1,100,201	1,100,201	1,202,100	020,200	01,104	01,104	25,000	20,000	25,000	20,000	25,000	25,000						
For Residual Valuation	Interest	-2,710,468	0	0	0	458	26,677	53,290	64,696	76,273	79,287	73,608	59,107	44,388	32,708	20,854	8,822	0	0	0	0	0	0	0	0
	Profit on Costs Profit on GDV																								1,791,00 81,090
	Cash Flow	2,188,819	0	-1,054,327	-1,165,002	-1,747,961	-1,774,180	-760,419	-771,826	-200,902	378,585	966,765	981,267	778,619	790,299	802,153	814,185	823,007	823,007	0	0	0	0	0	-1,872,09
	Opening Balance Closing Balance	0 2,188,819	2,188,819	1,134,492	-30,510	-1,778,471	-3,552,651	-4,313,070	-5,084,896	-5,285,798	-4,907,213	-3,940,448	-2,959,181	-2,180,562	-1,390,263	-588,110	226,076	1,049,083	1,872,090	1,872,090	1,872,090	1,872,090	1,872,090	1,872,090	0
CASH FLOW FOR CIL A	ADDITIONAL PROI	FIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6	;	
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		0	0	0	0	0	0	1,078,107	1,078,107	1,078,107	1,078,107	1,078,107	1,078,107	852,857	852,857	852,857	852,857	852,857	852,857	0	0	0	0	0	0
EXPENDITURE Land		60,000																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		24,480 209,700	0	0 209,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		26,213 52,425	0	26,213 52,425	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		183,488	0	183,488	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0	0	528,031 -283,841	1,056,062 -283,841	1,584,094 -283,841	1,584,094 -283,841	1,584,094 -283,841	1,584,094 -283,841	1,056,062 -283,841	528,031 -283,841	0 -283,841	0 -283,841	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	26,402	52,803	5,000 79,205	5,000 79,205	5,000 79,205	5,000 79,205	5,000 52,803	5,000 26,402	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	26,402	52,803	79,205	79,205	79,205	79,205	52,803	26,402	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		66,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0	0	0	0	0	32,343 5,391	32,343 5,391	32,343 5,391	32,343 5,391	32,343 5,391	32,343 5,391	25,586 4,264	25,586 4,264	25,586 4,264	25,586 4,264	25,586 4,264	25,586 4,264	0	0	0	0	0	0
		0	0	0 768,819	0 877,828	0 1,463,662	1,463,662	0 1,501,396	0 1,501,396	920,561	0	0	0	0 29,850	0 29,850	0 29,850	0 29,850	0 29,850	0 29,850	0	0	0	0	0	0
egals vlisc.	INT AND PROFIT	623.206			,520	.,+00,002	.,,,,,,,,,,,	.,501,500	.,50.,500	-20,001	-00,121	,.07	10,.07	20,000	_0,000	20,000	20,000	_0,000	_0,000						•
egals vlisc.	INT AND PROFIT	623,206																							
Legals Misc. COSTS BEFORE LAND	Interest Profit on cost	623,206	9,348	9,488	21,163	34,648	57,122	79,934	87,483	95,144	94,208	84,545	65,950	47,076	35,438	23,624	11,633	0	0	0	0	0	0	0	0 1,600,75 81,090
Agents Legals Misc. COSTS BEFORE LAND For CIL calculation	Interest	623,206 -623,206			21,163	34,648 -1,498,310	57,122	79,934	87,483	95,144	94,208	84,545 1,239,669	65,950	47,076 775,931	35,438 787,570	23,624	11,633 811,374	0 823,007	0 823,007	0	0	0	0	0	

115,457 887,026

																		Site 19							
TE NAME	Site 19	Extracare																							
COME	Av Size	%			Price		GIA		DEVELOPMEN	IT COSTS									rato			Build Cost	/m2		
deat Hausing	m2	759/	60						LAND	Lond				2 974 541			No dwgs	60		22 100		Over Extra	0	0.009	%
et Housing	71.1	75%								Stamp Duty		-47,909	0				No dwgs under No dwgs over 50	10	138	1,380		Design	0		
d Ownership lable Rent	70.8	0% 25%									on	1.50%		-43,118					I otal	24,480	•	Water	1		en/
	70.8						1,000		PLANNING	Planning Equ			24.480				Stamp duty cal	c - Posidual				Site Costs	203		
			0				0			Architects			419,331				Land payment	c - Residual		-2,874,541			2,230		
	Affordable Rent				0	0				Planning Consul		1.00%	104,833								l				
		ha	120	ha	0		4 261				Idi	3.30%	300,914	907,974							ı				
						11,204,010	4,201			Build Cost - BCI	S Based	2,230	.,,						Total	0	ı				
per Quarter	0		1	Part																					
uild Time	3	Quarters				RUN Residual I	MACRO ctrl+r		FINANCE								125,000				ı				
lual Land Value	Company Comp																								
TREASER 1.00																									
Part Part		٦																							
## Build Time 3 Quarters Whole Sign Park In Time 15 Color		0																							
## Build Time 3 Quarters Whole Size Park INET Park IG CROSS Park INET Park INET Park IG CROSS Park INET																									
	Second Color Col																								
UAL CASH FLOW	FOR INTEREST				04	01			04	01			04	01		Ω3	Q4	01		Ο3	04	Q1		03	
		4 1	44							4.	42	4.5		۷.	44			41	42			4.	**	۷.	
Housing					0	0		799,554	799,554											0	0	0	0	0	
ble Rent					0	0		281,563	281,563	281,563	281,563	281,563	281,563	0	0	0	0	0	0	0	0	0	0	0	
nd Subsidy	!	0	0	0		0	0	-					0	-	-		-	0 799,554	-						
		-	-		-			,,,,,,,,	.,,,	,,,,,,,,	.,,	.,,	.,,,,					,	,						
Duty																					l				
		-43,118																			l				
				209.665																	l				
		26,208		26,208																	l				
									Company Comp																
ency			0	26,397	52,794	79,191	79,191	79,191	79,191	52,794	26,397	0	0	0	0	0	0	0	0	0	0	0	0	0	
		63,000				10,101																			
nd Valuation		0																			l				
BEFORE LAND I	INT AND PROFIT	516,109	0	0 1,054,151	1,164,807	1,747,211	1,747,211	1,785,050	1,785,050	1,202,646	620,243	37,839	37,839	27,984	27,984	27,984	27,984	27,984	27,984	0	0	0	0	0	
			_																		l				
sidual Valuation	Land Interest	-2,874,541	0	0	0	0	24,116	50,686	62,005	73,494	76,420	70,653	56,064	41,255	30,301	19,182	7,896	0	0	0	0	0	0	0	_
	Profit on Costs Profit on GDV																					1			
	Cash Flow	2,358,432	0	-1,054,151	-1,164,807	-1,747,211	-1,771,327	-754,620	-765,939	-195,025	384,454	972,624	987,213	730,314	741,269	752,388	763,673	771,569	771,569	0	0	0	0	0	
	Opening Balance Closing Balance	0	2,358,432																						
																								· <u> </u>	
FLOW FOR CIL AL		PFIT Q1	Year 1		Q4	Q1			Q4	Q1			Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	
INCOME	As Above	0	0	0	0	0	0	1,081,116	1,081,116	1,081,116	1,081,116	1,081,116	1,081,116	799,554	799,554	799,554	799,554	799,554	799,554	0	0	0	0	0	
ITURE		60,000																							
utv		60,000	0	0	0	0	0	0	0	0	0	0	0	_	0	0		0	0	0	0		0	0	
ts etc.		0 0 900	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
equisition Fee		24,480	0				0																		
-ee		24,480 209,665 26,208	0	209,665	0	0	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Consultants		52,416 183,457	0	52,416	0	0	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
st - BCIS Base		0	0				1.583.828																		
TIAL CIL			0			-307,161	-307,161	-307,161	-307,161	-307,161	-307,161	-307,161	-307,161												
L s106 ency		0	0	26,397 26,397	52,794 52,794	79,191	79,191	79,191	79,191	52,794	26,397	0	0	0	0	0	0	0	0	0	0	0	0	0	
als		63,000	0	26,397	52,794	79,191	79,191	79,191										-	-				-		
Fees nd Valuation		0	0	0	0	0	0	0															0		
		0	0	0	0	0	0	32,433 5,406	32,433 5,406	32,433 5,406	32,433 5,406	32,433 5,406	32,433 5,406	23,987 3,998	23,987 3,998	23,987 3,998	23,987 3,998	23,987 3,998	23,987 3,998	0	0	0	0	0	
S BEFORE LAND I	INT AND PROFIT	0	0	745,323	0 854,313	1,440,050	1,440,050	1,477,889	1,477,889	0 897,152	0	0	0	0 27,984	0 27,984	0	0 27,984	0 27,984	0	0	0	0	0	0	
Lruid I		,	-	-,	,	, .,	, -,	, -,	, .,	,	,	,	.,,	,,	,,	,	,	,	,	-					
L calculation	Interest		9,302	9,441	20,763	33,889	55,998	78,439	85,567	92,802	91,435	81,336	62,299	42,977	32,048	20,955	9,696	0	0	0	0	0	0	0	
	Profit on cost Profit on GDV																					1			1,58
	Cach Flow	000 407	-0.303	-754 765	075 070	4 470 000				04.404	070.000	4 000 400	4 000 400				761 973		774 500			0	0		-1.65

-482,340 91,161 673,266 1,269,102 1,288,138 728,592

-629,429 -1,384,194 -2,259,270 -3,733,209 -5,229,258 -5,704,470 -6,186,810 -6,095,649 -5,422,383 -4,153,281 -2,865,143 -2,136,551 -1,397,030 -646,416

Cash Flow -620,127

Opening Balance 0

Closing Balance -620,127

100115	Extracare]								- · ·					Build Cost			
NCOME Av Size		Number 60		Price £/m2	GDV £	GIA m2		DEVELOPMEN	IT COSTS		6 la 0	Total				Planning fee ca Planning app fee	dwgs	rate			BCIS	/m2 2,027	0.000	201
arket Housing 71.1	70%	42		3,000	8,955,000	2,985		LAND	Land Stomp Duty		/unit or m2 -50,651	Total 0	-3,039,065			No dwgs under	60 50 10	462	23,100 1,380		Over Extra Energy	0	0.009	%
ared Ownership 70.8	3 0%	0		2,100	0	0			Stamp Duty Easements etc.		4 500/	0	-45.586			No dwgs over 50	. 10	138 Total	24,480		Design Acc & Adpt	0		
ordable Rent 70.8	30%	18		1,590	2,027,250	1,275			Legals Acquisition	on	1.50%	-45,586	-45,586								Water Small Sites	0	09	
ial Rent 70.8	3 0%	0		1,230	0	0		PLANNING	Planning Fee			24,480				Stamp duty ca	lc - Residual				Site Costs	203 2,230	109	%
nnt and Subsidy Shared Owners Affordable Ren Social Rent				0 0	0				Architects QS / PM Planning Consul Other Profession		4.00% 0.50% 1.00% 3.50%	419,261 52,408 104,815 366,853				Land payment			-3,039,065					
E AREA - Net 0.50 E AREA - Gross 0.50		120 120	/ha /ha		10,982,250	4,260		CONSTRUCTION	ON Build Cost - BCI		2,230	9,501,376						Total	0					
es per Quarter 0 t Build Time 3	Quarters								s106 / CIL Contingency Abnormals		5.00%	30,000 475,069 475,069				Stamp duty cal Land payment 125,000	0%	0%	60,000					
sidual Land Value rnative Use Value	Whole Site -3,039,065 50,000	Per ha NET -6,078,131	Per ha GROSS -6,078,131 100,000		RUN Residual I	osing balance =	0	FINANCE	Fees Interest Legal and Valual	tion	6.00%	60,000				250,000 500,000 1,000,000 above	1% 3% 4% 5%	0%						
ift 20% Plus /ha 0 Viability Threshold	10,000 0 60,000		20,000 0 120,000		Check on phasing o				Agents Legals		3.0% 0.5%	329,468 54,911				Pre CIL s106		£/ Unit (all) Total	30,000		ЦТ	% GDV 0.00%		
ditional Profit	-3,304,801	£/m2 -1,107			con	idet		Developers Pro	Misc.		17.50%	0	384,379	8,809,058 1,567,125		Post CIL s106 CIL	500	£/ Unit (all)	30,000 0 30,000			0.0078		<u>=</u> 1
SIDUAL CASH FLOW FOR INTERES		Year 1				Year 2			% Market DV % Affordable D\	Year 3	6.00%			121,635 Year 4				Year 5				Year 6		
COME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	_
ITS Started rket Housing			10	0	0	0	10 746,250	10 746,250		746,250	746,250	746,250		746,250		746,250		746,250						
ared Ownership ordable Rent				0	0	0	0 337,875	0 337,875	0 337,875	0 337,875	0 337,875	0 337,875	0	0	0	0	0	0	0	0	0	0	0	
ial Rent nt and Subsidy				0	0	0	0 0	0	0 0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	1,084,125	1,084,125	1,084,125	1,084,125	1,084,125	1,084,125	746,250	746,250	746,250	746,250	746,250	746,250	0	0	0	0	0	
PENDITURE np Duty ements etc. als Acquisition	0 0 -45,586																							
ning Fee itects	24,480 209,630		209,630																					
ning Consultants	26,204 52,408		26,204 52,408																					
er Professional	183,426		183,426																					
d Cost - BCIS Base 6/CIL		0	527,854 1,667	1,055,708 3,333	1,583,563 5,000	1,583,563 5,000	1,583,563 5,000	1,583,563 5,000	1,055,708 3,333	527,854 1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	
tingency ormals		0	26,393 26,393	52,785 52,785	79,178 79,178	79,178 79,178	79,178 79,178	79,178 79,178	52,785 52,785	26,393 26,393	0	0	0	0	0	0	0	0	0	0	0	0	0	
ance Fees	60,000	•	_3,000	22,700	. 5,176	. 0, 0	. 5,0	70,170	32,730	_0,000	•	•		•	•	·		Ü	Ü	Ü		ŭ	•	
al and Valuation	0																							
nts als	0	0	0	0	0	0	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	22,388 3,731	22,388 3,731	22,388 3,731	22,388 3,731	22,388 3,731	22,388 3,731	0	0	0	0	0	
E. STS BEFORE LAND INT AND PROFI		0	0 1,053,974	1,164,613	1,746,919	1,746,919	1,784,863	1,784,863		620,251	37,944	37,944	26,119	26,119	26,119	26,119	26,119	26,119	0	0	0	0	0	
Residual Valuation Land	-3,039,065	0	0	0	0	21 555	48.082	50 214	70.715	73 552	67.698	53.020	29 122	27 802	17 509	6 970		0	0	0		0	0	
Profit on Costs Profit on GDV		0	Ü	U	0	21,555	40,002	59,314	70,715	73,552	67,096	53,020	38,123	27,893	17,509	6,970		Ü	Ü	Ü		Ü	U	
Cash Flow	2,528,503	0	-1.053.974	-1,164,613	-1,746,919	-1.768.474	-748.820	-760.053	-189,147	390.322	978.483	993,160	682,008	692.238	702,622	713,161	720,131	720,131	0	0	0	0	0	
Opening Balan Closing Balanc	с 0	2,528,503	1,474,529	309,916	-1,437,003	-3,205,477	-3,954,297	-4,714,350	-4,903,497	-4,513,176	-3,534,693	-2,541,532		-1,167,286	-464,664	248,498	968,629	1,688,760	1,688,760	1,688,760	1,688,760	1,688,760	1,688,760	
SH FLOW FOR CIL ADDITIONAL PR	OFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	
OME As Above INCOME	0	0	0	0	0	0	1,084,125	1,084,125	1,084,125	1,084,125	1,084,125	1,084,125	746,250	746,250	746,250	746,250	746,250	746,250	0	0	0	0	0	
PENDITURE	60,000																							
np Duty ements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
als Acquisition	900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Fee itects	24,480 209,630	0	0 209,630	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	26,204 52,408 183,426	0 0 0	26,204 52,408 183,426	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	
	0	0	527,854 -330,480	1,055,708 -330,480	1,583,563 -330,480 5,000	1,583,563 -330,480 5,000	1,583,563 -330,480 5,000	1,583,563 -330,480 5,000	1,055,708 -330,480 5,000	527,854 -330,480 5,000	0 -330,480 0	0 -330,480 0	0	0	0	0	0	0	0	0	0	0	0	
er Professional d Cost - BCIS Base ENTIAL CIL c CL s106		0	26,393 26,393	52,785 52,785	79,178 79,178	79,178 79,178	79,178 79,178	79,178 79,178	52,785 52,785	26,393 26,393	0	0	0	0	0	0	0	0	0	0	0	0	0	
er Professional d Cost - BCIS Base TENTIAL CIL t CIL s106 tingency	0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
er Professional d Cost - BCIS Base TENTIAL CIL t CIL st06 tingency ormals	60,000	0	0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
er Professional d Cost - BCIS Base TENTIAL CIL t CIL st06 tingency ormals	0		0	0	0	0									22,388	22,388	22,388	22,388	_					
nning Consultants er Professional id Cost - BCIS Base TENTIAL CIL t CIL s106 tingency oromals ance Fees al and Valuation mits als	60,000	0			0 0 0	0 0	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	32,524 5,421	22,388 3,731	22,388 3,731	3,731	3,731	3,731	3,731	0	0	0	0	0	
or Professional d Cost - BCIS Base FENTIAL CIL (CIL st06 tingency ormals unce Fees al and Valuation nts als	0 60,000 0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	32,524 5,421 0	5,421 0	5,421 0	5,421 0	5,421 0	5,421 0	3,731 0	3,731 0	3,731 0	0	0	3,731 0		0				
ar Professional d Cost - BCIS Base FENTIAL CIL CICIL s106 tingency ormals nce Fees al and Valuation nts	0 60,000 0 0 0	0 0 0 0	0	0	0	0	32,524 5,421	5,421	5,421	5,421	5,421		3,731	3,731	3,731			3,731	0		0	0	0	
r Professional d Cost - BCIS Base ENTIAL CIL CILL st06 dingency pormals al and Valuation ents dis d: CIL STS BEFORE LAND INT AND PROFI	0 60,000 0 0 0 0 0 617,048	0 0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	32,524 5,421 0	5,421 0	5,421 0	5,421 0	5,421 0	5,421 0	3,731 0	3,731 0	3,731 0	0	0	3,731 0	0	0	0	0	0	
ar Professional d Cost - BCIS Base ENTIAL CIL (CIL = 106 tingency ormals noe Fees al and Valuation nts als stSTS BEFORE LAND INT AND PROFI Interes Interes	0 60,000 0 0 0 0 0 1 617,048	0 0 0 0 0	0 0 0 0 721,828	0 0 0 0 830,799	0 0 0 1,416,439	0 0 0 1,416,439	32,524 5,421 0 1,454,383	5,421 0 1,454,383	5,421 0 873,744	5,421 0 293,104	5,421 0 -292,536	5,421 0 -292,536	3,731 0 26,119	3,731 0 26,119	3,731 0 26,119	0 26,119	0 26,119	3,731 0 26,119	0	0 0	0 0	0 0	0 0	

Appendix 13 – Appraisals – Non-residential Development

Resu	Its Employme	nt				
			Offices -	Offices - Park	Larger	Smalle
			Central		Industrial	Industria
	С	IL £/m2	0	0	0	
Income			2,000	2,000	4,000	40
	£/m2		1,500	1,500	1,000	1,000
	Capital Value		2,700,000	2,700,000	3,800,000	400,00
	Buyers Costs	4.50%	121,500	121,500	171,000	18,00
	Capital Value		2,578,500	2,578,500	3,629,000	382,00
Costs	Land Head	Coverage	320%	50%	40%	409
LOSIS	Land Used	Coverage	0.063	0.400	1.000	
		ha				0.10
		£/ha	50,000	50,000	50,000	50,00
		Uplift £/ha	250,000	250,000	250,000	250,00
		20.00%	0	0	0	(
Residual		Site Cost	18,750	120,000	300,000	30,00
	Stamp Duty (on VT)	4.00%	750	4,800	12,000	1,20
	Acquisition	1.50%	281	1,800	4,500	45
	ricquisition	1.30/0	201	1,000	4,300	13
	Strategic Promotion		0	0	0	
	Pre Planning		10,000	10,000	10,000	10,000
	Construction	/m2	1,938	1,755	766	90
		£	3,876,000	3,510,000	3,064,000	361,60
	Infrastructure	15.00%	581,400	526,500	459,600	54,24
	Abnormals	5.00%	0	0	0	
	Fees	8.00%	356,592	322,920	281,888	33,26
	S106		0	0	0	
	CIL		0	0	0	
	Contingency	2.5% & 5%	111,435	100,913	88,090	10,39
	Finance Costs		200,000	200,000	300,000	100,00
	Sales	2.50%	33,750	33,750	47,500	5,00
	Misc. Financial		10,000	10,000	10,000	10,00
	Subtotal		5,180,208	4,720,683	4,277,578	586,15
			3,233,233	.,0,000	1,277,070	555,25
	Interest	6.00%	155,406	141,620	128,327	17,58
	Profit % GDV	15.00%	386,775	386,775	544,350	57,30
			0.00%	0.00%	0.00%	0.00%
	COSTS		5,722,389	5,249,078	4,950,255	661,03
	Land Worth	Site	-3,143,889	-2,670,578	-1,321,255	-279,03
			, ,,,,,,,,,			
	Existing Use Value	£/ha	50,000	50,000	50,000	50,00
	Viability Threshold	£/ha	300,000	300,000	300,000	300,00
	Residual Value	£/ha	-50,302,232	-6,676,445	-1,321,255	-2,790,37



	lts Retail & Ho		Prime Retail	Secondary	Supermarket	Smaller	Retail	Hote
			Prime Retail	Retail	Supermarket	Supermarket	Warehouse	посе
	CI	L £/m2	0	0	0	o 0	waremouse 0	
		L £/IIIZ	150	150	4,000	1,200	4,000	1,755
Income	£/m2		2,900	1,250	4,000	4,100	3,270	3,300
					-			
	Capital Value	4.500/	435,000	187,500	17,200,000	4,920,000	13,080,000	5,791,500
	Buyers Costs	4.50%	19,575	8,438	774,000	221,400	588,600	260,618
	Capital Value		415,425	179,063	16,426,000	4,698,600	12,491,400	5,530,883
Costs	Land Used	Coverage	80%	80%	30%	40%	50%	40%
		ha	0.019	0.019	1.333	0.300	0.800	0.439
		£/ha	50,000	50,000	50,000	50,000	50,000	50,000
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	200,000
		20.00%	0	0	0	0	0	(
		Site Cost	5,625	5,625	400,000	90,000	240,000	109,688
	Stamp Duty (on VT)	4.000/	225	225	16,000	2 600	0.600	4,388
		4.00%	84	84	6,000	3,600	9,600	
	Acquisition	1.50%	84	84	6,000	1,350	3,600	1,645
	Strategic Promotion		0	0	0	0	0	(
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	1,215	1,215	1,442	1,136	816	1,34:
	Construction	£	182,250		5,768,000	1,363,200	3,264,000	
	Infrastructure	15.00%	27,338	182,250 27,338		204.480		2,353,455 353,018
	Abnormals	5.00%	27,336	27,336	865,200 0	204,480	489,600	333,010
	Fees	8.00%	16,767	16,767	530,656	125,414	300,288	216,518
	S106	8.00%	0	10,707	330,030	123,414	0	210,310
	CIL		0	0	0	0	0	
	Contingency	2.5% & 5%	5,240	5,240	165,830	39,192	93,840	67,662
	Jan 1,			-, -	,			. ,
	Finance Costs		300,000	100,000	200,000	25,000	25,000	100,000
	Sales	2.50%	5,438	2,344	215,000	61,500	163,500	72,39
	Misc. Financial		10,000	25,000	25,000	25,000	25,000	15,000
	Subtotal		557,341	369,247	7,801,686	1,858,736	4,384,428	3,194,080
			,	,	,,	,,	,,,,,	-, - ,
	Interest	6.00%	16,720	11,077	234,051	55,762	131,533	95,822
	Profit % GDV	15.00%	62,314	26,859	2,463,900	704,790	1,873,710	829,632
			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	COSTS		636,375	407,184	10,499,637	2,619,288	6,389,671	4,119,53
Residual	Land Worth	Site	-220,950	-228,122	5,926,363	2,079,312	6,101,729	1,411,348
	Eviation Har Welve	C/h a	50.000	F0 000	F0 000	50.000	F0 000	F0 000
	Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000	50,000
	Viability Threshold	£/ha	300,000	300,000	300,000	300,000	300,000	250,000





HDH Planning and Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers. The firm is regulated by the RICS. The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments

HDH Planning and Development have clients throughout England and Wales.

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