

Community Infrastructure Levy: Viability Study

Prepared for Waveney District Council

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1 Executive Summary

1.1 This report tests the ability of a range of development types throughout the District of Waveney to yield contributions to infrastructure requirements through the Community Infrastructure Levy ('CIL'). Levels of CIL have been tested in combination with the Council's Local Development Framework requirements, including contributions towards the provision of affordable housing on residential schemes as set out in the Development Management policies.

Methodology

- 1.2 The study methodology compares the residual land values of a range of generic developments to a range of benchmark land values. If a development incorporating a given level of CIL generates a higher value than the benchmark land value, then it can be judged that the proposed level of CIL will be viable.
- 1.3 The study utilises the residual land value method of calculating the value of each development. This method is used by developers when determining how much to bid for land and involves calculating the value of the completed scheme and deducting development costs (construction, fees, finance and CIL) and developer's profit. The residual amount is the sum left after these costs have been deducted from the value of the development, and guides a developer in determining an appropriate offer price for the site.
- 1.4 The housing and commercial property markets are inherently cyclical and the Council is testing its proposed rates of CIL at a time when values have fallen below their peak. We have allowed for this by running a sensitivity analysis which inflates sales values by 10% and build costs by 5%. This analysis will enable the Council to determine levels of CIL that are viable in today's terms but also the levels that might become viable following an improvement in market conditions over the life of the Charging Schedule. We have also tested a fall in sales values of 5%, to enable the Council to take a view on the impact of any adverse movements in sales values in the short term.

Key findings

- 1.5 The key findings of the study are as follows:
 - The results of this study are reflective of current market conditions, which are likely to improve over the medium term. It is therefore important that the Council keeps the viability situation under review so that levels of CIL can be adjusted to reflect any future improvements.
 - A majority of residential schemes across the District should be able to absorb a CIL rate of between £42 to £160 per square metre, leaving a margin for site-specific factors that might affect viability. While differential rates of CIL are more complex, it is likely that the Council would lose a significant amount of potential income from higher value areas if it were to adopt a single rate. We recommend that following rates of CIL for each area:
 - Inner Lowestoft: £42 £48 per square metre;
 - Suburban Lowestoft (including Carlton Colville, Oulton, Kessingland, Corton and surrounding rural areas): £56 - £64 per square metre;
 - Beccles: £56 £64 per square metre;



- Bungay: £84 £96 per square metre; and
- Halesworth, Southwold and Reydon: £140 £160 per square metre.
- Hotel developments are unlikely to be viable at the current time, given the level of capital values and construction costs. We would therefore suggest a zero rate at the current time.
- Office development is unlikely to come forward in the short to medium term as demand and thus rent levels are insufficient to cover development costs. We therefore recommend that the Council sets a zero rate for offices.
- Residual values generated by Retail developments vary significantly between non-food town centre retail (which is on the margins of viability) and retail warehousing and supermarkets (which generate sufficient residual values to enable the payment of CIL). Our appraisals indicate that the Council could levy a CIL of up to £200 per square metre on retail warehousing and retail supermarkets¹. Given the sensitivity of residual values to changes in rent levels, we recommend that the Council might wish to consider a CIL of around £100 £130 per square metre on retail warehousing and supermarket development and a zero rate on high street retail and local centre retailing.
- Our appraisals of developments of industrial and warehousing floorspace indicate that these uses are unlikely to generate positive residual land values. We therefore recommend a zero rate for industrial floorspace.
- D1 uses (e.g. health care facilities, schools etc) often do not generate sufficient income streams to cover their costs. Consequently, they require some form of subsidy to operate. This type of facility is very unlikely to be built by the private sector. We therefore suggest that a zero rate of CIL be set for D1 uses.

^{1 1} The Sunday Trading Laws provide an appropriate threshold to distinguish between types of retail. Stores of 280 square metres or more are not permitted to open on Sundays due to improved commercial viability. This threshold was supported by the Examiner at Portsmouth Council's CIL Charging Schedule Examination.

2 Introduction

- 2.1 This study has been commissioned to contribute towards an evidence base to inform Waveney District Council's ('the Council') CIL Preliminary Draft Charging Schedule ('PDCS'), as required by Regulation 14 of the CIL Regulations April 2010 (as amended in 2011). The aims of the study are summarised as follows:
 - to test the impact upon the economics of residential development of a range of levels of CIL;
 - for residential schemes, to test CIL alongside the Council's requirements for affordable housing and other Local Development Framework requirements;
 - to test the viability of three strategic sites identified in the Lake Lothing and Outer Harbour Area Action Plan; and
 - to test the ability of commercial schemes to make a contribution towards infrastructure through CIL.
- 2.2 In terms of methodology, we adopted standard residual valuation approaches to test the impact on viability of a range of levels of CIL. However, due to the extent and range of financial variables involved in residual valuations, they can only ever serve as a guide. Individual site characteristics (which are unique), mean that conclusions must always be tempered by a level of flexibility in application of policy requirements on a site by site basis. It is therefore essential that levels of CIL are set so as to allow a sufficient margin to allow for these site specific variations.

Policy Context

- 2.3 The CIL regulations state that in setting a charge, local authorities must aim to strike "an appropriate balance" between revenue maximisation on the one hand and the potentially adverse impact upon the viability of development on the other. The regulations also state that local authorities should take account of other sources of available funding for infrastructure when setting CIL rates. This report deals with viability only and does not consider other sources of funding (this is considered elsewhere within the Council's evidence base).
- 2.4 Local authorities must consult relevant stakeholders on the nature and amount of any proposed CIL. Following consultation, a charging schedule must be submitted for independent examination.
- 2.5 The regulations allow a number of exemptions from CIL. Firstly, affordable housing and buildings with other charitable uses (if controlled by a charity) are subject to relief. Secondly, local authorities may, if they choose, elect to offer an exemption on proven viability grounds. The exemption would be available for 12 months, after which time viability of the scheme concerned would need to be reviewed. To be eligible for exemption, regulation 55 states that the Applicant must enter into a Section 106 agreement (and the costs of complying with the agreement must exceed the amount of CIL that would have been payable); and that the Authority must be satisfied that granting relief would not constitute state aid.
- 2.6 The CIL regulations enable local authorities to set differential rates (including zero rates) for different zones within which development would take place and also for different types of development.

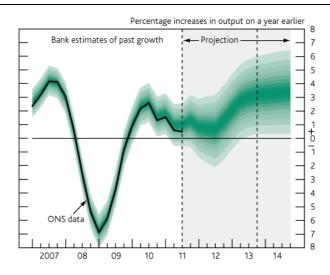


- 2.7 The 2010 regulations set out clear timescales for payment of CIL, which varied according to the size of the payment, which by implication is linked to the size of the scheme. The 2011 amendments to the regulations allow local authorities to set their own timescales for the payment of CIL if they choose to do so. This is an important issue that the Council will need to consider, as the timing of payment of CIL can have an impact on an Applicant's cashflow (the earlier the payment of CIL, the more interest the Applicant will bear before the development is completed and sold).
- 2.8 Several local authorities have undertaken viability assessments and have drafted a CIL charging schedule, which they have submitted for independent examination. To date, three charging authorities (Newark and Sherwood Council, Shropshire Council and Redbridge Borough Council) have been through the examination process and are at various stages of adoption and implementation.

Economic and housing market context

- 2.9 The historic highs achieved in the UK housing market by mid 2007 followed a prolonged period of real house price growth. However, a period of 'readjustment' began in the second half of 2007, triggered initially by rising interest rates and the emergence of the US sub prime lending problems in the last quarter of 2007. The subsequent reduction in inter-bank lending led to a general "credit crunch" including a tightening of mortgage availability. The real crisis of confidence, however, followed the collapse of Lehman Brothers in September 2008, which forced the government and the Bank of England to intervene in the market to relieve a liquidity crisis.
- 2.10 The combination of successive shocks to consumer confidence and the difficulties in obtaining finance led to a sharp reduction in transactions and a significant correction in house prices in the UK, which fell to a level some 21% lower than at their peak in August 2007 according to the Halifax House Price Index. Consequently, residential land values fell by some 50% from peak levels. One element of government intervention involved successive interest rate cuts and as the cost of servicing many people's mortgages is linked to the base rate, this financial burden has progressively eased for those still in employment. This, together with a return to economic growth early 2010 (see November 2011 Bank of England GDP fan chart below, showing the range of the Bank's predictions for GDP growth to 2014) has meant that consumer confidence has started to improve to some extent.





Source: Bank of England

- 2.11 Throughout the first half of 2010 there were some tentative indications that improved consumer confidence was feeding through into more positive interest from potential house purchasers. Against the background of a much reduced supply of new housing, this would lead one to expect some recovery in prices. However it is evident that this brief resurgence has abated, with the Halifax House Price Indices showing a fall of 1.3% in the year to December 2011.
- 2.12 The balance of opinion is that house prices will remain flat in the short term, with continuing high levels of unemployment likely to result in increased repossessions and increased supply of homes into the market. At the same time, demand is expected to remain subdued, due to the continuing difficulties consumers face in securing mortgages.



Figure 2.7.1: House prices and sales volumes in Suffolk

Source: Land Registry

- 2.13 According to Land Registry data, residential sales values in Suffolk have recovered since the lowest point in the cycle in April 2009. Prices increased by 11.6% between April 2009 and August 2010 but have since fallen back in 2011 and remain 12.5% below their January 2008 level.
- 2.14 The future trajectory of house prices is currently uncertain, although Savills' current prediction is that values are expected to increase over the next five years. Medium term predictions are that properties in regional mainstream markets (i.e. non-prime) will return to growth in 2013². Savills predict that values in the east of England will fall by 1% in 2012, but increase by 1% in 2013, 3.5% in 2014, 4.5% in 2015 and 5.5% in 2016. This equates to cumulative growth of 14.1% between 2012-2016 inclusive, compared to a UK average of 6% cumulative growth over the same period.

Local Policy context

- 2.15 The Council has reviewed its Infrastructure Delivery Plan, as set out in policies CS04 and CS15 of adopted Core Strategy. An Infrastructure Study is currently being prepared, with project and funding updates obtained from infrastructure providers. An initial assessment, for the purposes of preparing the PDCS, indicates that the cost of the required or proposed infrastructure amounts to £21.98 million to £25.70 million, exceeding the known available funds and that other sources of finance may need to be identified.
- 2.16 In addition to financing infrastructure, the Council expects residential developments to provide a mix of affordable housing tenures, sizes and types to help meet identified housing needs and contribute to the creation of mixed, balanced and inclusive communities. The Council has adopted a variable approach to affordable housing, as follows:
 - Developments of between 5 and 14 units to provide 20% affordable until the end of 2014 and 35% from 2015 onwards;
 - Developments of 15 or more units to provide 35% affordable housing;
 - Developments of 5 units or more within the Lake Lothing Area Action Plan area to provide 20% affordable housing up to the end of 2014 and 35% thereafter.
- 2.17 The Council operates the policy flexibly and its requirements can be reduced "where it can be demonstrated that lower percentages of affordable housing are required to ensure the site remains financially viable when taking into account other development costs and where grant funding is not available".

Development context

2.18 Developments in the District are diverse, reflecting its part urban, part suburban and part rural characteristics. Sites in the District range from major regeneration sites in Lowestoft town centres; small in-fill sites in residential areas; and commercial and residential development on greenfield sites. Demand for some types of commercial floorspace and high street retail in some areas is relatively weak. There are significant variations in residential sales values between different parts of the District, with Southwold and Reydon attracting the highest values, and Inner Lowestoft the lowest values.

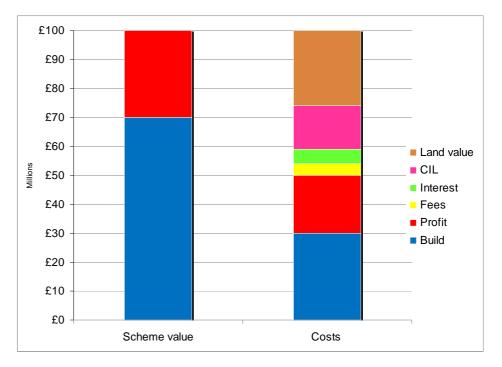
² Savills Research: Residential Property Focus, November 2011

3 Methodology

3.1 Our methodology follows standard development appraisal conventions, using assumptions that reflect local market and planning policy circumstances. The study is therefore specific to Waveney District and reflects the policy requirements set out in the adopted Core Strategy; the Development Management Policies (January 2011); and the Lake Lothing and Outer Harbour Area Action Plan (January 2012).

Approach to testing development viability

3.2 Appraisal models can be summarised via the following diagram. The total scheme value is calculated, as represented by the left hand bar. This includes the sales receipts from the private housing and the payment from a Registered Social Landlord ('RSL') for the completed affordable housing units. The model then deducts the build costs, fees, interest, CIL (at varying levels) and developer's profit. A 'residual' amount is left after all these costs are deducted – this is the land value that the Developer would pay to the landowner. The residual land value is represented by the brown portion of the right hand bar in the diagram.



- 3.3 The Residual Land Value is normally a key variable in determining whether a scheme will proceed. If a proposal generates sufficient positive land value (in excess of existing use value), it will be implemented. If not, the proposal will not go ahead, unless there are alternative funding sources to bridge the 'gap'.
- 3.4 When running a development appraisal, it is necessary to identify the key variables sales values, costs etc with some degree of accuracy in advance of implementation of a scheme. Even on the basis of the standard convention that current values and costs are adopted (not values and costs on completion), this can be very difficult. Problems with key appraisal variables can be summarised as follows:
 - development costs are nationally and locally monitored and can be



reasonably accurately assessed in 'normal' circumstances. In districts like Waveney, some sites will be previously developed and can sometimes encounter 'exceptional' costs such as decontamination. Such costs can be very difficult to anticipate before detailed site surveys are undertaken;

- development value and costs will also be significantly affected by assumptions about the nature and type of affordable housing provision and any residual Section 106 obligations. In addition, on major projects, assumptions about development phasing; and infrastructure required to facilitate each phase of the development will affect residual values. Where the delivery of the obligations are deferred, the less the real cost to the applicant (and the greater the scope for increased affordable housing and other planning obligations). This is because the interest cost is reduced if the costs are incurred later in the development cashflow; and
- while Developer's Profit has to be assumed in any appraisal, its level is closely correlated with risk. The greater the risk, the higher the profit level required by lenders. While profit levels were typically up to around 15% of private housing value at the peak of the market in 2007, banks now require schemes to show a higher profit to reflect the current risk (around 20% of development costs). We do not know when and if profit levels may begin to fall back, although this is unlikely to happen during the life of the Council's Charging Schedule, which will probably be 3 years.
- 3.5 Ultimately, the landowner will make a decision on implementing a project on the basis of return and the potential for market change, and whether alternative developments might yield a higher value. The landowner's 'bottom line' will be achieving a residual land value that sufficiently exceeds 'existing use value' or another appropriate benchmark to make development worthwhile. The margin above EUV may be considerably different on individual sites, where there might be particular reasons why the premium to the landowner should be lower or higher than other sites.
- 3.6 Developers will seek to mitigate the impact of 'unknown' development issues through the following strategies:
 - When negotiating with the landowner, the developer will either attempt to reflect planning requirements in the offer for the land, or seek to negotiate an option, or complete a deal 'subject to planning' which will enable any additional unknown costs to be passed on to the landowner. It should be noted that such arrangements are not always possible. Ultimately, the landowner meets the cost through reduced land value, providing the basic condition for Residual Land Value to exceed existing use value (plus landowners' margin) or other appropriate benchmark is met; and/or,
 - The developer will seek to build in sufficient tolerance into the development appraisal to offset risks including, for example, design development where costs might be incurred to satisfy planning and design requirements etc. It would also be common for a developer to include a contingency allowance which would generally equate to 2% to 5% of build costs.
 - The extent to which developers can successfully mitigate against all risks depends largely on the degree to which they have to compete to purchase sites. In a competitive land market, the developer who is prepared to build in less contingency to mitigate against planning and development risks is likely to offer the winning bid.
- 3.7 Clearly, however, landowners have expectations of the value of their land which often exceed the value of the existing use. CIL will be a cost to the



scheme and will impact on the residual land value. Ultimately, if landowners' expectations are not met, they will not voluntarily sell their land and (unless a Local Authority is prepared to use its compulsory purchase powers) some may simply hold on to their sites, in the hope that policy may change at some future point with reduced requirements. It is within the scope of those expectations that developers have to formulate their offers for sites. The task of formulating an offer for a site is complicated further still during buoyant land markets, where developers have to compete with other developers to secure a site, often speculating on increases in value.

Viability benchmark

- 3.8 The CIL Regulations provide no specific guidance on how local authorities should test the viability of their proposed charges. However, there is a range of good practice generated by both the Homes and Communities Agency and appeal decisions that assist in guiding planning authorities on how they should approach viability testing for planning policy purposes.
- 3.9 In 2009, the Homes and Communities Agency published a good practice guidance manual 'Investment and Planning Obligations: Responding to the Downturn'. This defines viability as follows: "a viable development will support a residual land value at level sufficiently above the site's existing use value (EUV) or alternative use value (AUV) to support a land acquisition price acceptable to the landowner".
- 3.10 A number of planning appeal decisions provide guidance on the extent to which the residual land value should exceed existing use value to be considered viable:

Barnet & Chase Farm: APP/Q5300/A/07/2043798/NWF

"the appropriate test is that the value generated by the scheme should exceed the value of the site in its current use. The logic is that, if the converse were the case, then sites would not come forward for development"

Bath Road, Bristol: APP/P0119/A/08/2069226

"The difference between the RLV and the existing site value provides a basis for ascertaining the viability of contributing towards affordable housing."

Beckenham: APP/G5180/A/08/2084559

"without an affordable housing contribution, the scheme will only yield less than 12% above the existing use value, 8% below the generally accepted margin necessary to induce such development to proceed."

Oxford Street, Woodstock: APP/D3125/A/09/2104658

"The main parties' valuations of the current existing value of the land are not dissimilar but the Appellant has sought to add a 10% premium. Though the site is owned by the Appellants it must be assumed, for valuation purposes, that the land is being acquired now. It is unreasonable to assume that an existing owner and user of the land would not require a premium over the actual value of the land to offset inconvenience and assist with relocation. The Appellants addition of the 10% premium is not unreasonable in these circumstances."

3.11 It is clear from the planning appeal decisions above and HCA good practice publication that the most appropriate test of viability for planning policy purposes is to consider the residual value of schemes compared to the existing use value plus a premium. As discussed later in this report, our study adopts a range of benchmark land values, reflecting differing circumstances in



which sites are brought forward.

3.12 It is important to stress, therefore, that there is no single threshold land value at which land will come forward for development. The decision to bring land forward will depend on the type of owner and, in particular, whether the owner occupies the site or holds it as an asset; the strength of demand for the site's current use in comparison to others; how offers received compare to the owner's perception of the value of the site, which in turn is influenced by prices achieved by other sites. Given the lack of a single threshold land value, it is difficult for policy makers to determine the minimum land value that sites should achieve.

4 The Appraisal Exercise

Residential development

4.1 We have appraised a series of generic developments, reflecting both the range of sales values/capital values and also sizes/types of development and densities of development across the District. This is similar to the approach adopted in the *Waveney Viability Assessment* by Levell which was examined and found sound as part of the Development Management Policies examination during 2010.

Overview of key residential appraisal variables

- 4.2 The key variables in any residential development appraisal are as follows:
- 4.3 **Sales values:** Sales values will vary between local authority areas (and within local authority areas) and are constantly changing. Developers will try to complete schemes in a rising or stable market, but movements in sales values are a development 'risk'. During times of falling house prices, local authorities may need to apply their policy requirements flexibly, or developers may cease bringing sites forward. As noted previously, Waveney's Core Strategy policy on affordable housing has built in flexibility to address site specific or market related viability issues³.
- 4.4 **Density:** Density is an important determinant of development value. Higher density development results in a higher quantum of units than a lower density development on the same site, resulting in an increase in gross development value. However, high density development often results in higher development costs, as a result of the need to develop taller buildings, which are more expensive to build than lower rise buildings and the need to often provide basements for car parking and plant. It should therefore not *automatically* be assumed that a higher density development value of such a scheme may be higher, this can be partially offset by increased build costs.
- 4.5 **Gross to net floor space:** The gross to net ratio measures the ratio of saleable space (ie the area inside residential units) compared to the total area of the building (ie including the communal spaces, such as entrance lobbies and stair and lift cores). The higher the density, the lower the gross to net floor space ratio; in taller flatted schemes, more floor space is taken up by common areas and stair and lift cores, and thus less space is available for renting or sale.
- 4.6 **Base construction costs:** While base construction costs will be affected by density and may be affected by other factors, such as flood risk, ground conditions etc., they are well documented and can be reasonably accurately determined in advance by the developer.
- 4.7 **Exceptional costs:** Exceptional costs can cause viability issues on previously developed land. Exceptional costs relate to works that are 'atypical', such as remediation of sites in former industrial use and that are over and above standard build costs. However, for the purposes of this exercise, it is not possible to provide a reliable estimate of what exceptional costs would be, as

³ This policy does not allow reductions in affordable housing requirements where a developer has paid too much for the land, except in exceptional circumstances where the early delivery on the site is preferential.

they will differ significantly from site to site. We therefore exclude exceptional costs, as to apply a blanket allowance would generate misleading results. An 'average' level of costs for decontamination, flood risk mitigation and other 'abnormal' costs is already reflected in BCIS data, as such costs are frequently encountered on sites that form the basis of the BCIS data sample.

4.8 **Developer's Profit:** Following standard practice, developer profits are based on an assumed percentage of gross development value. While developer profit ranged from 15% to 17% of development costs in 2007 (and 6% on the affordable housing), banks currently require a scheme to show higher profits. Higher profits reflect levels of perceived and actual risk. The higher the potential risk, the higher the profit margin in order to offset those risks. At the current time, development risk is high. This is unlikely to change over the life of the Charging Schedule but should be kept under review thereafter. If conditions improve, it is possible (but by no means guaranteed) that banks may relax their lending criteria and reduce the amount of profit they require schemes to achieve.

Commercial development

4.9 We have appraised a series of generic commercial developments, reflecting a range of use classes at average rent levels achieved on lettings of commercial space in actual developments. In each case, our assessment assumes an intensification of the existing use on the site, based on the same type of commercial development. In each case, the existing use value assumes that the existing building is half the size of the new development, with a lower rent reflecting the secondary nature of the building.

Benchmark land values

- 4.10 Benchmark land values, based on the current use value or alternative use value of sites are key considerations in the assessment of development economics for testing planning policies and tariffs. Clearly, there is a point where the Residual Land Value (what the landowner receives from a developer) that results from a scheme may be less than the land's current use value. Current use values can vary significantly, depending on the demand for the type of building relative to other areas. Similarly, subject to planning permission, the potential development site may be capable of being used in different ways as a hotel rather than residential for example; or at least a different mix of uses. Current use value or alternative use value are effectively the 'bottom line' in a financial sense and therefore a key factor in this study.
- 4.11 We have arrived at a broad judgement on the likely range of benchmark land values. On previously developed sites, the calculations assume that the landowner has made a judgement that the current use does not yield an optimum use of the site; for example, it has fewer storeys than neighbouring buildings; or there is a general lack of demand for the type of space, resulting in low rentals, high yields and high vacancies (or in some cases no occupation at all over a lengthy period). We would not expect a building which makes optimum use of a site and that is attracting a reasonable rent to come forward for development, as residual value may not exceed current use value in these circumstances.
- 4.12 In considering the value of sites in existing commercial use, it is necessary to understand the concept of 'yields'. Yields form the basis of the calculation of a building's capital value, based on the net rental income that it generates. Yields are used to calculate the capital value of any building type which is rented, including both commercial and residential uses. Yields are used to



calculate the number of times that the annual rental income will be multiplied to arrive at a capital value. Yields reflect the confidence of a potential purchaser of a building in the income stream (i.e. the rent) that the occupant will pay. They also reflect the quality of the building and its location, as well as general demand for property of that type. The lower the covenant strength of the occupier (or potential occupiers if the building is currently vacant), and the poorer the location of the building, the greater the risk that the tenant may not pay the rent. If this risk is perceived as being high, the yield will be high, resulting in a lower number of years rent purchased (i.e. a lower capital value).

- 4.13 Over the past four years, yields for commercial property have 'moved out' (i.e. increased), signalling lower confidence in the ability of existing tenants to pay their rent and in future demand for commercial space. This has the effect of depressing the capital value of commercial space. However, as the economy recovers, we would expect yields to improve (i.e. decrease), which will result in increased capital values. Consequently, current use values might increase, increasing the base value of sites that might come forward, which may have implications for landowners' decisions on releasing sites for alternative uses.
- 4.14 Redevelopment proposals that generate residual land values below current use values are unlikely to be delivered. While any such thresholds are only a guide in 'normal' development circumstances, it does not imply that individual landowners, in particular financial circumstances, will not bring sites forward at a lower return or indeed require a higher return. If proven current use value justifies a higher benchmark than those assumed, then appropriate adjustments may be necessary. As such, current use values should be regarded as benchmarks rather than definitive fixed variables on a site by site basis.
- 4.15 The four benchmark land values used in this study have been selected to provide a broad indication of likely land values across the District, but it is important to recognise that other site uses and values may exist on the ground. There can never be a single threshold land value at which we can say definitively that land will come forward for development.
- 4.16 We have included a risk-adjusted Valuation Office Agency ('VOA') 'residential land value' for Norwich as one of our benchmarks. (The VOA does not produce any data specific to Waveney and the Norwich land values are the closest data available to Waveney). This data reflects the value of land with planning consent for residential use with appropriate servicing and thus a very generous benchmark against which to test developments which do not have planning. Valuers would typically deduct an allowance for risk from the value of sites without consent. We have therefore adjusted the Norwich residential land value of £1.6 million per hectare to £1.28 million per hectare to account for planning risk. Recognising that the VOA undertook its most recent study when Social Housing Grant was available for most sites, we have adjusted the land value to account for the reduction in grant availability resulting from the October 2010 Comprehensive Spending Review⁴. This results in a further reduction of £0.48 million per hectare, with a net land value benchmark of £800,000 per hectare.
- 4.17 There is very little recent transactional data available, but we would caution against reliance on deals, in light of the comments on this data in Examiner's

⁴ It should also be noted that the Homes and Communities Agency's *Affordable Homes Programme 2011-2015 – Framework* document also explicitly states that affordable housing delivered through Section 106 obligations will not receive grant.

report on the Mayor of London's CIL⁵. However, as an illustration, there is a 0.42 hectare site currently on the market at St Margaret's Road⁶, Lowestoft. This site has full planning permission for 15 houses and 6 flats (a density of 50 units per hectare). The asking price is £0.45 million, or £1.07 million per hectare. To provide a comparable land value to sites without consent, we would discount the land value by 20% to £0.86 million per hectare, which we would expect to be negotiated downwards.

- 4.18 The second benchmark land value takes the adjusted VOA figure above and makes a further adjustment to provide an indicative residential land value benchmark for lower value areas. This benchmark equates to £679,250 per hectare and is intended to illustrate the inevitable variation in land values across the District. The Council's discussions with developers indicates that sites will trade at lower levels than those indicated here. In light of this advice, the Council may wish to place a reduced weight on the results using these benchmarks.
- 4.19 The third and fourth benchmark land values are based on low value uses industrial land at £350,000 per hectare (as evidenced by current transactions and marketing activities of local agents) and £200,000 per hectare for other uses, including vacant land within settlements and greenfield sites.

Specific Modelling Variables

4.20 This section summarises the individual assumptions used in the appraisals and the rationale for the selection of each variable.

Residential sales values

- 4.21 Residential values in the District reflect national trends in recent years but do of course vary across the District. We considered both comparable evidence of transacted properties in the District and also canvassed the professional opinion of twelve agents operating in each of the sub-markets. This exercise indicates that developments will attract sales values ranging between £1,600 to £4,660 per square metre.
- 4.22 Sales values vary between different areas across the District, with higher values in Southwold and Reydon; and the lowest values in Inner Lowestoft. The average values we have assumed in our appraisals are shown in Table 4.21.1. These values incorporate the rural areas immediately surrounding these settlements, as shown on the map at Appendix 1.

⁵ Para 32: "Finally the price paid for development land may be reduced.... a reduction in development land value is an inherent part of the CIL concept.... in some instances it may be possible for contracts and options to be re-negotiated in the light of the changed circumstances arising from the imposition of CIL charges."

⁶ Developers advise that this site has been on the market and unsold for some time and conclude that it is overpriced.



Table 4.21.1: Sales values

| Areas | Value per sq m | Value per sq ft |
|---|-------------------|--------------------|
| Inner Lowestoft | £1,615 | £150 |
| Lowestoft Suburbs (including Carlton Colville, Oulton, Kessingland, Corton and surrounding rural areas) | £1,964 | £182 |
| Beccles | £1,916 | £178 |
| Bungay | £2,088 | £194 |
| Halesworth | £2,325 | £216 |
| Southwold | £4,660 | £433 |
| Reydon | £3,495 | £325 |

4.23 As noted earlier in the report, Savills predict that sales values will increase over the medium term. Whilst this predicted growth cannot be guaranteed, we have run a sensitivity analysis assuming growth in sales values of 10%, accompanied by 5% increase in costs (the latter assuming a pick up in construction activity and higher labour and materials costs). We have also modelled a fall in prices of 5%, to provide the Council with an indication of the impact a reverse in values would have on viability.

Commercial rents and yields

4.24 Our research on lettings of commercial floorspace indicates a range of rents achieved, as summarised in table 4.23.1. This table also includes our assumptions on appropriate yields to arrive at a capital value of the commercial space. There does not appear to have been substantial development activity in the office sector over the past decade. While new build office developments are likely to attract a premium rent above second hand rents, we would expect this to be relatively modest.

| Commercial use | Rent (£s per sqm) | Rent (£s per sq ft) | Yield |
|--|----------------------|------------------------|-------|
| Office | 145.31 | 13.50 | 6.5% |
| Light industrial, warehousing and industrial | 64.58 | 6.00 | 7.5% |
| Non-food town centre retail ⁷ | 172.22 | 16.00 | 7% |
| Local centre non-food ⁸ | 150.70 | 14.00 | 6% |
| Retail warehouse | 172.22 | 16.00 | 6.5% |
| Retail supermarket | 172.22 | 16.00 | 5% |
| Car Show Room | 91.49 | 8.50 | 7.5% |

Table 4.23.1: Commercial rents and yields

4.25 Our appraisals of commercial floorspace test the viability of developments on existing commercial sites. For these developments, we have assumed that the site currently accommodates the same use class and the development

 ⁷ Floorspace of less than 280 square metres. This reflects the thresholds in the Sunday Trading laws and the Institute of Grocery Distributors retail classifications. The threshold was accepted by the Examiner at Portsmouth's CIL Charging Schedule Examination.
 ⁸ Ditto



involves intensification of that use. We have assumed lower rents and higher yields for existing space than the planned new floorspace. This reflects the lower quality and lower demand for second hand space, as well as the poorer covenant strength of the likely occupier of second hand space. A modest refurbishment cost is allowed for to reflect costs that would be incurred to secure a letting of the existing space. A 20% landowner premium is added to the resulting existing use value as an incentive for the site to come forward for development.

4.26 Hotel capital values are assumed to equate to circa £40,000 per room, reflecting rates paid by budget hotel operators and residential care home values are assumed to equate to £3,121 per square metre (£290 per sq ft), reflecting local market values.

Residential development types, density and mix

4.27 We have run appraisals using the range of densities that are typically encountered in the District, based on advice from the Council. Densities are assumed to range from 30 units per hectare to 75 units per hectare on central sites. A consistent unit mix has been adopted for both private and affordable tenures, as shown in Table 4.26.1. The mix varies between density of development. Table 4.26.2 summarises the different development types selected for testing purposes.

| Site type | Density (units per ha) | 1 Bed flat | 2 bed flat | 3 bed flat | 2 bed house | 3 bed house | 4 bed house |
|--------------|------------------------------|---------------|---------------|---------------|----------------|----------------|----------------|
| 1 | 30 | - | - | - | - | 100% | - |
| 2 | 30 | - | - | - | - | - | 100% |
| 3 | 30 | - | - | - | 62.5% | 37.5% | - |
| 4 | 45 | - | - | - | 35% | 35% | 30% |
| 5 | 75 | 35% | 35% | 30% | - | - | - |
| 6 | 45 | - | - | - | 75% | 25% | - |
| 7 | 30 | - | - | - | 75% | 25% | - |

Table 4.26.1: Unit Mix

Table 4.26.2: Housing Mix

| | Number of units | Housing type | Development density units per ha | Net developable area (ha) |
|---|--------------------|--------------|--|---------------------------------|
| 1 | 1 | House | 30 | 0.03 |
| 2 | 4 | Houses | 30 | 0.13 |
| 3 | 8 | Houses | 30 | 0.27 |
| 4 | 15 | Houses | 45 | 0.33 |
| 5 | 35 | Flats | 75 | 0.47 |
| 6 | 40 | Houses | 45 | 0.89 |
| 7 | 40 | Houses | 30 | 1.33 |



Gross to Net Floor space

- 4.28 The higher the density, the greater the loss of net lettable/ saleable space. This is because flatted schemes require common areas and stair cores, whereas houses provide 100% 'saleable space'. In our model, as a greater quantum of flats is incorporated into a hypothetical development, the build costs increase, to reflect the cost of building the communal space in the blocks of flats.
- 4.29 In our model, we have adopted a gross to net ratio for flats of 85%. This reflects a high volume of schemes that BNP Paribas Real Estate has valued or appraised on behalf of developers, banks and local authorities. The gross to net ratio is reflected in the build cost when measured on the total saleable area (i.e. the area that excludes common areas). For example, if a building comprises 10 flats each with a net internal area (i.e. the floorspace inside the flat itself) of 100 square metres, the total net area of the building is 1,000 square metres. However, when the entrance lobbies, corridors and stair cores are taken into account, the total floor area (what is known as the gross internal area) is 1,200 square metres. The net area is 83% of the gross area. If the build cost is £1,500 per gross square metre, this equates to £1,800 per square metre per net square metre. This is an important distinction when considering whether a build cost is reasonable the unit of measurement (i.e. gross or net) needs to be consistent.

Base Construction Costs

Residential build costs

- 4.30 The modelling exercise plots a range of base construction costs reflecting built form, ranging from £915 per gross square metre for houses to £1,300 per square metre (gross) for flats, both inclusive of external works. These costs are drawn from the RICS Building Cost Information Service (BCIS).
- 4.31 The costs could increase further should 'exceptional costs' arise, that is the variety of above average costs which include contamination and remediation. As a result, costs need to be treated with caution and where exceeded, will inevitably affect the capacity of schemes to carry obligations and affordable housing. However, our appraisals include a 5% build cost contingency which would help to mitigate such costs. Furthermore, as set out later in the report, our recommended rates of CIL are set below the maximum viable levels, providing a buffer to address exceptional costs where they arise.
- 4.32 Our base construction costs assume that housing is provided to Code for Sustainable Homes level 3. The Council plans to seek a higher level of CSH (level 4) over the anticipated life of the Charging Schedule, so we have also run our appraisal with a 6% uplift in base costs, which is reflective of the findings of work undertaken by Cyrill Sweett on behalf of CLG. The Council's Lake Lothing and Outer Harbour Area Action Plan also includes a requirement for CSH level 5 on strategic sites where viable. We have not modelled CSH level 5 on strategic sites on the basis that this is unlikely to be viable in the current market.
- 4.33 It is important to note that build costs could increase further should additional 'exceptional costs' arise. As a result, costs need to be treated with caution and where normal levels are exceeded, the capacity of the site concerned to meet the Council's requirements for CIL and affordable housing will be affected. However, with many sites coming forward on previously developed sites, the build costs (which are based on BCIS tender price data) includes an



'average' cost for decontamination and site clearance, with some sites in the sample including such costs.

Commercial build costs

- 4.34 We have had regard to BCIS data for commercial build costs, which provide a range of costs for different types of development. Our appraisals incorporate the following cost assumptions, which are guided by the BCIS range, and are exclusive of external costs (included elsewhere in the appraisal at 10% of base costs):
 - Offices: £969 per sqm;
 - Industrial: £496 per sqm;
 - Non food town centre retail: £883 per sqm;
 - Local centre non-food retail: ££657 per sqm;
 - Retail warehouse: £549 per sqm;
 - Retail supermarket: £657 per sqm;
 - Car Show Room: £549 per sqm;
 - Hotel: ££1,292 per sqm;
 - Care Home: £1,453 per sqm.
- 4.35 The Council's Development Management policies require that commercial buildings should meet BREEAM 'very good' standard are incorporated into our appraisals. The costs of moving from 'good' to 'very good' are de minimis and the benefits of cost savings to the occupier are often reflected in slightly higher rents.

Professional fees

4.36 In addition to base build costs, schemes will incur professional fees, covering design, valuation, highways and so on. Our appraisals incorporate a 12% allowance for these fees, which is at the higher end of the range for most schemes.

Residual Section 106 and S278 costs

4.37 Our appraisals incorporate an allowance of £1,000 per unit to address any residual Section 106 and Section 278 costs.

Development and sales periods

4.38 Development and sales periods vary between type of scheme. However, our sales periods are based on an assumption of a sales rate of 3 units per month. This is reflective of current market conditions, whereas in improved markets, a sales rate of up to 6 units per month might be achieved. The build and sales periods for each scheme type are summarised in Table 4.38.1 below. We assume that sites will be purchased on a conditional basis, with the acquisition completing after planning permission has been secured. This is reflective of current market practice, with developers seeking to reduce risk by purchasing sites with consent wherever possible. Futhermore, some developers are purchasing land on the basis of a deferred payment, with payment becoming due when some of the units have been built and sold. In these situations, the landowner effectively becomes a joint venture partner, taking a priority return from the scheme, rather than receiving a guaranteed land value. These arrangements improve viability, but we have not included them in our assessment.



Table 4.38.1: Build and sales periods

| | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Pre-construction period | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Construction period | 3 | 4 | 9 | 12 | 24 | 24 | 24 |
| Sales start (month no from commencement) | 5 | 4 | 9 | 9 | 20 | 13 | 13 |
| Sales End (month no from commencement) | 5 | 6 | 12 | 14 | 31 | 26 | 26 |

Developer's profit

- 4.39 Developer's profit is closely correlated with the perceived risk of residential development. The greater the risk, the greater the required profit level, which helps to mitigate against the risk, but also to ensure that the potential rewards are sufficiently attractive for a bank and other equity providers to fund a scheme. In 2007, profit levels were at around 15-17% of development costs. However, following the impact of the credit crunch and the collapse in interbank lending and the various government bailouts of the banking sector, profit margins have increased. It is important to emphasise that the level of minimum profit is not necessarily determined by developers (although they will have their own view and the Boards of the major housebuilders will set targets for minimum profit).
- 4.40 The views of the banks which fund development are more important; if the banks decline an application by a developer to borrow to fund a development, it is very unlikely to proceed, as developers rarely carry sufficient cash to fund it themselves. Consequently, future movements in profit levels will largely be determined by the attitudes of the banks towards development proposals.
- 4.41 The near collapse of the global banking system in the final quarter of 2008 is resulting in a much tighter regulatory system, with UK banks having to take a much more cautious approach to all lending. In this context, and against the backdrop of the current sovereign debt crisis in the Eurozone, the banks may not allow profit levels to decrease much lower than their current level, if at all.
- 4.42 The minimum generally acceptable profit level is currently around 20% of development costs. Our assumed return on the affordable housing GDV is 6%. A lower return on the affordable housing is appropriate as there is very limited sales risk on these units for the developer; there is often a pre-sale of the units to an RSL prior to commencement. Any risk associated with take up of intermediate housing is borne by the acquiring RSL, not by the developer. A reduced profit level on the affordable housing reflects the Homes and Communities Agency's guidelines in its Economic Appraisal Tool.

Affordable housing tenure and values

4.43 The Council's policy position is 90% rent to 10% shared ownership. The Council has advised that RSLs operating locally have already started to plan for Affordable Rent in place of social rented housing. Local RSLs are currently offering £1,100 per square metre for completed units of Affordable Rent. This amount reflects the capital value of the the net rents, having regard to



management and maintenance costs, and financing arrangements of the RSLs.

- 4.44 As shared ownership housing is linked to market values, the values will be determined in part by varying market values. The values adopted for this tenure are based on the assumption that 40% of the equity is sold to the occupier and the RSL charges a rent of 2% on the retained equity.
- 4.45 The CLG/HCA '2011-2015 Affordable Homes Programme Framework' (February 2011) document clearly states that RSLs will not receive grant funding for any affordable housing provided through planning obligations. Consequently, all our appraisals assume nil grant. We recommend that the Council revisits this assumption when it next reviews is charging schedule after 2015.

Phasing of CIL payments

- 4.46 The Council is yet to formulate its instalment policy. For testing purposes, we have assumed that any CIL due will be payable at the following points in the development:
 - 33% on commencement;
 - 33% 12 months after commencement; and
 - 34% 18 months after commencement.

Other Influential Factors

- 4.47 Variability of landowner attitudes: Land markets need time to adapt to changing policy circumstances and landowners may have the choice to hold sites back and hope that policies change. Up until the recent housing market recession, a more common circumstance in areas of sharp price inflation has been fierce competition between developers. This resulted in some developers buying sites without consent on the expectation that rising capital values would offset risk. When the market turns, these developers find that they are unable to implement their schemes and cannot afford their infrastructure and affordable housing obligations.
- 4.48 Site specific circumstances may arise where the authority is obliged to weigh up perhaps conflicting policy requirements. On sites with an extensive requirement for decontamination (ie above average levels), not all the Council's planning requirements may be affordable. For example, an employment protection policy may require commercial space to be provided in a predominantly residential scheme. The commercial space is likely to have a negative or low value, which requires a cross subsidy from the private housing. This is likely to reduce the amount of subsidy available to provide CIL and affordable housing.

Strategic sites

4.49 The Lowestoft Lake Lothing & Outer Harbour Area Action Plan (January 2012) identifies key strategic sites that the Council aims to bring forward with a coordinated and comprehensive approach. We have tested three of the sites identified in the Area Action Plan, as follows:



- SSP2 Peto Square (a 13,000 17,000 square metre retail and leisure scheme);
- SSP3 Kirkley Waterfront and Sustainable Urban Neighbourhood (a 1,380 dwelling mixed use development with 12 hectares of employment land); and
- SSP7 Oswald's Boatyard (high density development of 50 waterfront apartments).
- 4.50 Our appraisals of these sites reflect the assumptions set out in the preceding sections. Our additional assumptions and the results of our appraisals are provided in Section 7.

5 Appraisal outputs

Residential appraisals

5.1 The full outputs from our appraisals of residential development are attached as Appendix 2. We have modelled seven generic site types, reflecting different densities and types of development, which are tested in each area in the District and against four land value benchmarks. These types are summarised in table 5.1.1 below.

| | Number of units | Housing type | Development density units per ha | Net developable area (ha) |
|---|--------------------|--------------|--|---------------------------------|
| 1 | 1 | House | 30 | 0.03 |
| 2 | 4 | Houses | 30 | 0.13 |
| 3 | 8 | Houses | 30 | 0.27 |
| 4 | 15 | Houses | 45 | 0.33 |
| 5 | 35 | Flats | 75 | 0.47 |
| 6 | 40 | Houses | 45 | 0.89 |
| 7 | 40 | Houses | 30 | 1.33 |

Table 5.1.1: Development types

- 5.2 For schemes of between 5 and 14 units, we have tested both 20% and 35% affordable housing, reflecting the differential target up to the end of 2014.
- 5.3 We have tested Code for Sustainable Homes level 3 and 4 on all schemes. Level 4 is reflected through a 6% adjustment to our base build costs.
- 5.4 For all types of site, we have run two sensitivity analyses; firstly, with sales values increasing by 10% and build costs also increasing by 5%; and secondly, with sales values falling by 5%. This is provided for illustrative purposes and may assist the Council in understanding how viability might be affected by movements in sales values over time. However, the future trajectory of the housing market is inherently uncertain and predictions cannot be relied upon.
- 5.5 The residual land values from each of the scenarios above in each of the eight housing market areas are then compared to four benchmark land values ('BLVs') based on the assumptions set out in paragraphs 4.15 to 4.18. This comparison enables us to determine whether the imposition of CIL would have an impact on development viability. In some cases, the equation RLV less BLV results in a negative number, so the development would not proceed, whether CIL was imposed or not. We therefore focus on situations where the RLV is greater than BLV and where (all other things being equal) the development would proceed. In these situations, CIL has the potential to 'tip the balance' of viability into a negative position.

Commercial appraisals

5.6 Our research on rents achieved on commercial lettings indicates a range of rents within each main use class. Our commercial appraisals therefore model the lower end of the range of rents and capital values to test the impact on viability and the ability of commercial schemes to contribute towards CIL. For each use class tested (B1, B2/B8, retail etc), we have run appraisals of a quantum of floorspace, each with rent levels reflecting the range identified by our research.

Presentation of data

Residential appraisals results

- 5.7 For development types with no affordable housing (i.e. site types 1 and 2), there are four spreadsheets, as follows:
 - Base sales values, CSH level 3;
 - Sales values + 10%, build costs + 5%, CSH level 3;
 - Sales values -5%, CSH level 3; and
 - Base sales values, CSH 4.
- 5.8 For development types which are caught by the differential affordable housing target (site type 3), there is an additional spreadsheet to those shown above, as follows:
 - Analyses as per sites type 1 and 2, with 20% affordable housing; and
 - Sales values + 10%, build costs + 5%, CSH level 4 and 35% affordable housing.
- 5.9 On all other types of development, the Council seeks 35% affordable housing. We run all the iterations shown at paragraph 5.7 on these site types.
- 5.10 A sample of the format of the results is provided below. This sample relates to site type 1.

BLV1

Resi land (high)

£800,000

Benchmark Land Values (per net developable ha)

BLV2

Resi land (low)

£679,250

BLV3

Emr industrial

£350,000

BLV4

Other uses

£200,000

CIL Viability Waveney District

SITE TYPE 1 1 UNITS HOUSE 30 UPH

SH level

1

| 3 | Sales value inflation |
|-----------------|-----------------------|
| <mark>0%</mark> | Build cost inflation |
| — r | Profit |

| Site type 1 Description: Area 1 £1615 psm Inner Lowestoft Site area: | | | | | | 0.03 ha |
|--|--------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 17,291 | 518,726 | - 281,274 | - 160,524 | 168,726 | 318,726 |
| 10 | 16,408 | 492,246 | - 307,754 | - 187,004 | 142,246 | 292,246 |
| 20 | 15,526 | 465,767 | - 334,233 | - 213,483 | 115,767 | 265,767 |
| 30 | 14,643 | 439,287 | - 360,713 | - 239,963 | 89,287 | 239,287 |
| 40 | 13,760 | 412,808 | - 387,192 | - 266,442 | 62,808 | 212,808 |
| 50 | 12,878 | 386,329 | - 413,671 | - 292,921 | 36,329 | 186,329 |



- 5.11 Each spreadsheet provides residual values at varying amounts of CIL, starting at £0 and increasing to £200 per square metre. CIL is applied to an assumed net additional floor area, discounting for existing space of circa 30%. On site type 6, a higher percentage of existing floorspace is assumed, with a discount of 40%. Site type 7 is assumed to be a greenfield site, so there is no deduction for existing space.
- 5.12 Separate data tables are provided in each spreadsheet for each of the housing market areas:
 - Area 1: Inner Lowestoft;
 - Area 2: Suburban Lowestoft (including Carlton Colville, Oulton, Kessingland, Corton and surrounding rural areas);
 - Area 3: Beccles;
 - Area 4: Bungay;
 - Area 5: Halesworth;
 - Area 6: Southwold; and
 - Area 7: Reydon
- 5.13 The RLV is converted to a per hectare rate and compared to the four benchmark land values (adjusted VOA residential land, adjusted VOA residential land with reduction; former industrial; and other low value sites. This is shown in the columns headed 'RLV less BLV1, BLV2' etc. A positive number indicates that the development is viable, as the developer will receive a normal level of development profit and the land value will be sufficient for the site to come forward.
- 5.14 The numerical data is then displayed in four graphs, one for each threshold land value. The graphs show the amount by which the RLV exceeds BLV (or is less than BLV) for each level of CIL. In the illustrative example below (Chart 5.14.1), the graph shows that the maximum viable level of CIL would be £120 per square metre, but that above this level, higher levels of CIL would render the scheme unviable. It is important to note that the charts do not have the same scale and the reader needs to bear this in mind if comparing one chart to another.

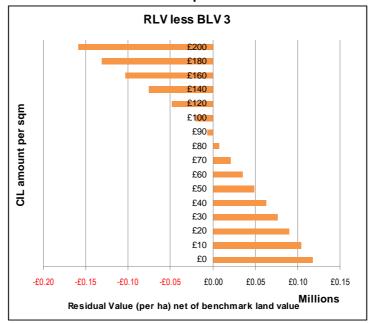


Chart 5.14.1: Illustrative example of data chart



Commercial appraisal results

5.15 The commercial appraisal results are more straightforward, due to the narrower range of variables that need to be considered in comparison to residential development. The appraisal results are presented in a similar way to the residential results, using the same charts to show the 'surplus' or negative scheme value after CIL is deducted.

6 Assessment of the results

- 6.1 This section should be read in conjunction with the full results attached at Appendix 2 (residential appraisal results), Appendix 3 (filtered residential appraisal results), Appendix 4 (commercial appraisal results) and Appendix 5 (strategic site results). In these results, the residual land values are calculated for scenarios with sales values and capital values reflective of market conditions across the District. These RLVs are then compared to benchmark land values. The graphs in the sections below show the outputs of our appraisals using the variables set out in Section 4.
- 6.2 Charging authorities are required to strike "*an appropriate balance*" between the need to raise funding to provide infrastructure to ensure development is sustainable and the potential impact of CIL on the economic viability of development. Our recommendations are that:
 - Firstly, councils should take a strategic view of viability. There will always be variations in viability between individual sites, but viability testing should establish the most typical viability position; not the exceptional situations.
 - Secondly, they should take a balanced view of viability residual valuations are just one factor influencing a developer's decision making – the same applies to local authorities.
 - Thirdly, while a single charge is attractive, it may not be appropriate for all authorities, particularly in areas where sales values vary between areas.
 - Fourthly, markets are cyclical and subject to change over short periods of time. Sensitivity testing to sensitivity test levels of CIL to ensure they are robust in the event that market conditions improve over the life of a Charging Schedule is essential.
 - Fifthly, local authorities should not set their rates of CIL at the limits of viability. They should leave a margin or contingency to allow for change and site specific viability issues.
- 6.3 The early examinations have seen a debate on how viability evidence should translate into CIL rates. It has now been widely recognised that there is no requirement for a Charging Authority to slavishly follow the outputs of residual valuations. At Shropshire Council's examination in public, Newark & Sherwood Council argued that rates of CIL should be set at the level dictated by viability evidence which would (if followed literally) have resulted in a Charging Schedule with around thirty different charging zones across the Shropshire area. Clearly this would have resulted in a level of complexity that CIL is intended to avoid. The conclusion of this debate was that CIL rates should not necessarily be determined solely by viability evidence, but *should not be logically contrary* to the evidence. Councils should not follow a mechanistic process when setting rates appraisals are just a guide to viability and are widely understood to be a less than precise tool.

Assessment – residential development

6.4 As CIL is intended to operate as a fixed charge, the Council will need to consider the impact on two key factors. Firstly, the need to strike a balance between maximising revenue to invest in infrastructure on the one hand and the need to minimise the impact upon development viability on the other. Secondly, as CIL will effectively take a 'top-slice' of development value, there is a potential impact on the percentage or tenure mix of affordable housing that can be secured. This is a change from the current system of negotiated



financial contributions, where the planning authority can weigh the need for contributions against the requirement that schemes need to contribute towards affordable housing provision.

6.5 In assessing the results, it is important to clearly distinguish between two scenarios; namely, schemes that are unviable *regardless of the level of CIL* (including a nil rate) and schemes that are viable *prior* to the imposition of CIL at certain levels. If a scheme is unviable before CIL is levied, it is unlikely to come forward and CIL would not be a critical factor. We have therefore disregarded the 'unviable' schemes in recommending an appropriate level of CIL. Appendix 3 provides a 'filtered' set of results, removing the unviable development scenarios to provide a clearer picture of the impact of CIL on developments that could proceed in current market conditions. The unviable schemes will only become viable following a degree of real house price inflation, or in the event that the Council agrees to a lower level of affordable housing in the short term. The impact of a reduction in affordable housing is considered later in relation to the strategic sites.

Small sites below the 5 unit affordable housing threshold

6.6 Site type 1 provides 1 unit at an assumed density of 30 units per developable hectare and site type 2 provides 4 units, again at a density of 30 units per developable hectare. The charts at Appendix 2 show the residual values generated by each site in each of the housing market areas. Examples from the appendix are provided below at Chart 6.6.1 - showing the results for Southwold (the highest value area); Chart 6.6.2 - showing the results for Suburban Lowestoft; and Chart 6.6.3 showing the results for Inner Lowestoft (the lowest value area).

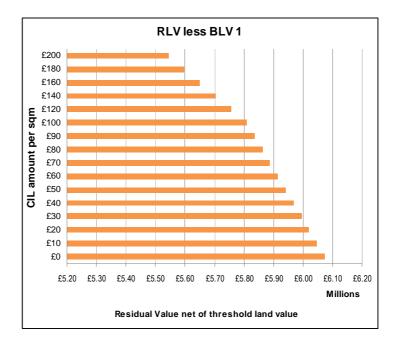


Chart 6.6.1: Site type 1 (1 unit) compared to 'residential land' BLV – Southwold



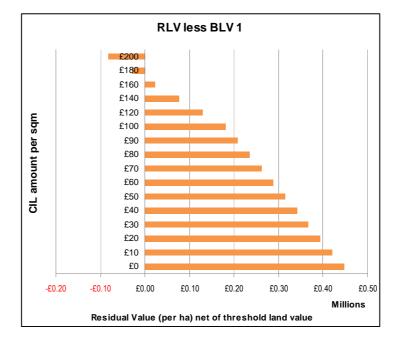
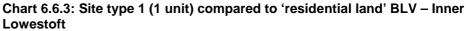
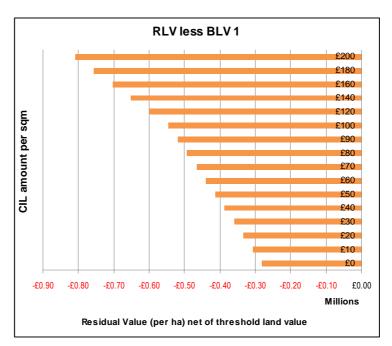


Chart 6.6.2: Site type 1 (1 unit) compared to higher 'residential land' BLV – Suburban Lowestoft





6.7 These charts show that residential schemes of this type could viably yield CIL contributions of up to £200 per square metre in Bungay, Halesworth, Southwold and Reydon, leaving a viability 'buffer'. However, developments of this type would not come forward in Inner Lowestoft on the basis of the higher 'residential land' benchmark land value. Developments in Suburban Lowestoft could viably support a CIL of up to £160 per square metre and developments



in Beccles could support a CIL of up to £120 per square metre.

6.8 Viability of developments in the three lower value areas (Inner Lowestoft, Suburban Lowestoft and Beccles) improves when the residual values are compared to the other three benchmark land values. For example, in Inner Lowestoft, a CIL of £60 per square metre would be viable on sites in former industrial use (see Chart 6.8.1). In Suburban Lowestoft and Beccles, a CIL of £200 per square metre would be viable on former industrial sites.

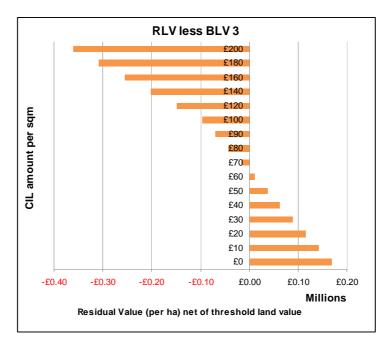


Chart 6.8.1: Site type 1 (1 unit) compared to 'former industrial land' BLV – Inner Lowestoft

Sites above the 5 unit threshold qualifying for the Council's affordable housing requirements (20% up to end of 2014; 35% thereafter)

- 6.9 Site types 3 to 7 provide between 8 and 40 units at an assumed density of between 30 to 75 units per developable hectare. All the charts assume that the developments are constructed to meet Code for Sustainable Homes level 3. Chart 6.9.1 shows the results for site type 3 in Suburban Lowestoft, with lower 'residential land' benchmark, where a CIL of £80 per square metre would be viable.
- 6.10 As noted earlier in the report, the Council sets a policy for affordable housing that requires 20% affordable housing on sites of less than 15 units up to the end of 2014 and 35% thereafter. We have therefore run an additional appraisal of the same site with 35% affordable housing, CSH level 4 and a 10% increase in sales values. Chart 6.10.1 shows the results for Suburban Lowestoft.



Chart 6.9.1 Site type 3 (8 units at 30 units per hectare, houses) compared to lower 'residential land' BLV, Suburban Lowestoft, 20% affordable housing and CSH level 3

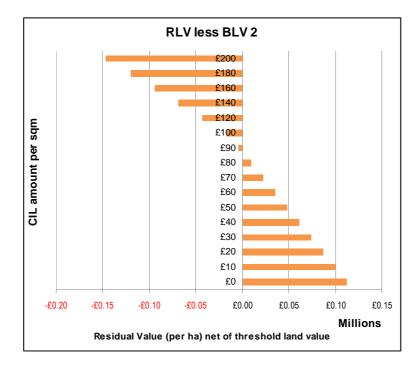
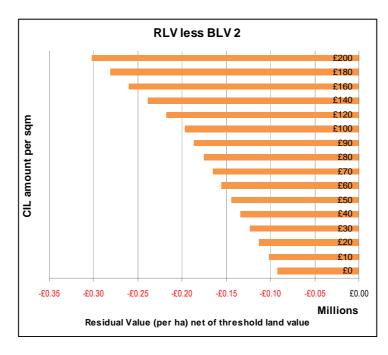


Chart 6.10.1 Site type 3 (8 units at 30 units per hectare, houses) compared to lower 'residential land' BLV, Suburban Lowestoft, 35% affordable housing and CSH level 4

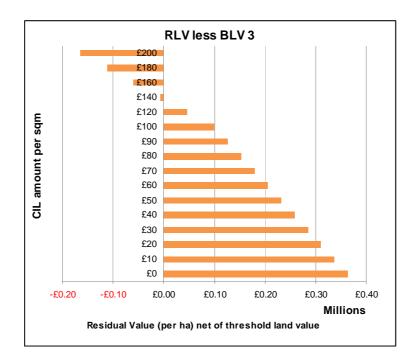


- 6.11 These charts indicate that the increase in affordable housing, in combination with the increase in CSH level from 3 to 4 could only be accommodated if sales values grow faster than the 10% built into the appraisal. However, 35% affordable and CSH level 4 (in combination with CIL at £200 per square metre) would be viable when compared to the former industrial land benchmark.
- 6.12 Similar patterns emerge on the other site types, with Bungay, Halesworth, Southwold and Reydon able to absorb CIL of between £100 to £200 per square metre. However, the viability of site type 5 (a flatted scheme of 35 units at a density of 75 units per developable hectare) is more challenging. This is due to the higher build costs associated with developing flats in comparison to houses. At this density, our appraisals indicate that a CIL could only be levied for this type of development in Southwold and Reydon, where a rate of up to £200 per square metre would be viable.

Impact of real house price growth

- 6.13 Our appraisals include a sensitivity analysis which considers the impact upon viability of a real terms increase in sales values, resulting from a 10% nominal increase in sales values and a 5% increase in build costs. Increasing real house prices will improve the viability of schemes, enabling them to come forward and improving their ability to make CIL contributions.
- 6.14 Chart 6.14.1 illustrates the impact of the 10% increase in sales values and 5% increase in build costs. This is the same development type and area as Chart 6.81, showing an improvement in the maximum viable level of CIL from £60 per square metre at current values to £120 per square metre following an increase in sales values. (This assumes all other variables remain unchanged).

Chart 6.14.1: Site type 1 (1 unit) compared to 'former industrial land' BLV – Inner Lowestoft – with increased sales values increased by 10% and build costs increased by 5%





Determining a maximum viable rate of CIL for residential development

- 6.15 As noted in paragraph 6.5, where a scheme is unviable the imposition of CIL at any level (including zero) will not make the scheme viable. Other factors (i.e. sales values, build costs or benchmark land values) would need to change to make the scheme viable. For the purposes of establishing a maximum viable rate of CIL, we have had regard to the development scenarios that are currently viable and that might, therefore, be affected by a CIL requirement. These scenarios are shown in the filtered results at Appendix 3. All the results assume that current affordable housing requirements are met in accordance with Development Management Document policy DM18.
- 6.16 In the main, Site type 1 generates residual values that are higher than the benchmark land values, even at the highest level of CIL in the testing range of up to £200 per square metre. There are a few exceptions to this; in Inner Lowestoft, the maximum rate of CIL would be £60 per square metre on sites in former industrial use. In suburban Lowestoft, CIL would be limited to £160 per square metre (see Table 6.16.1).

| Area | Resi land value (higher) | Resi land value (lower) | Former Industrial land | Other Iow value Iand |
|-----------------------|--------------------------------|-------------------------------|---------------------------|-------------------------------|
| Inner Lowestoft | N/A | N/A | £60 | £120 |
| Suburban Lowestoft | £160 | £200 | £200 | £200 |
| Beccles | £120 | £160 | £200 | £200 |
| Bungay | £200 | £200 | £200 | £200 |
| Halesworth | £200 | £200 | £200 | £200 |
| Southwold | £200 | £200 | £200 | £200 |
| Reydon | £200 | £200 | £200 | £200 |

Table 6.16.1: Site type 1 - maximum viable rates of CIL (£s per square metre)

6.17 In all areas except for Inner Lowestoft, the viable scenarios for Site type 2 indicate that the viable level of CIL is greater than the range of £0 to £200 per square metre that we tested. In Inner Lowestoft, a CIL of up to £10 per square metre could be levied (see Table 6.17.1).

| Area | Resi land value (higher) | Resi land value (lower) | Former Industrial land | Other Iow value Iand |
|-----------------------|--------------------------------|-------------------------------|---------------------------|-------------------------------|
| Inner Lowestoft | N/A | £10 | £120 | £180 |
| Suburban Lowestoft | £200 | £200 | £200 | £200 |
| Beccles | £200 | £200 | £200 | £200 |
| Bungay | £200 | £200 | £200 | £200 |
| Halesworth | £200 | £200 | £200 | £200 |
| Southwold | £200 | £200 | £200 | £200 |
| Reydon | £200 | £200 | £200 | £200 |

Table 6.17.1: Site type 2 - maximum viable rates of CIL (£s per square metre)

6.18 Site type 3 falls above the affordable housing threshold, with a requirement for 20% up to the end of 2014. Due to this competing call on scheme value, the maximum levels of CIL fall in the lower value areas when the schemes are compared to the two residential land benchmark land values (see Table 6.18.1). A similar pattern of results emerges for Site type 4 (see Table 6.18.2).

| Area | Resi land value (higher) | Resi land value (lower) | Former Industrial land | Other Iow value Iand |
|-----------------------|--------------------------------|-------------------------------|---------------------------|-------------------------------|
| Inner Lowestoft | N/A ⁹ | N/A | N/A | £70 |
| Suburban Lowestoft | N/A | £80 | £200 | £200 |
| Beccles | N/A | £30 | £200 | £200 |
| Bungay | £120 | £200 | £200 | £200 |
| Halesworth | £200 | £200 | £200 | £200 |
| Southwold | £200 | £200 | £200 | £200 |
| Reydon | £200 | £200 | £200 | £200 |

Table 6.18.1: Site type 3 - maximum viable rates of CIL (£s per square metre)

Table 6.18.2: Site type 4: Maximum viable rates of CIL (£s per square metre)

| Area | Resi land value (higher) | Resi land value (lower) | Former Industrial land | Other Iow value Iand |
|-----------------------|--------------------------------|-------------------------------|---------------------------|-------------------------------|
| Inner Lowestoft | N/A | N/A | N/A | £60 |
| Suburban Lowestoft | £120 | £200 | £200 | £200 |
| Beccles | £80 | £140 | £200 | £200 |
| Bungay | £120 | £200 | £200 | £200 |
| Halesworth | £200 | £200 | £200 | £200 |
| Southwold | £200 | £200 | £200 | £200 |
| Reydon | £200 | £200 | £200 | £200 |

6.19 Site type 5 is a flatted scheme, which attracts higher build costs and has a less attractive cashflow profile in comparison to schemes of houses (this is because sales cannot be completed until the entire block has been completed, whereas a house in a development can be sold as soon as it is constructed). With the exception of Southwold and Reydon, our appraisals indicate that the viability of flatted developments is difficult in current market conditions. Real increases in value will be required to make these schemes viable. This finding reflects a shift by developers away from flats towards houses.

 $^{^{9}}$ N/A = scheme is not viable, regardless of level of CIL (including zero). These schemes will only become viable if there is a change in one of the major scheme factors, e.g. real sales value inflation or a reduction in finance costs, profit etc.

| Area | Resi land value (higher) | Resi land value (lower) | Former Industrial land | Other Iow value Iand |
|--------------------|-----------------------------|----------------------------|------------------------------|-------------------------------|
| Inner Lowestoft | N/A | N/A | N/A | N/A |
| Suburban Lowestoft | N/A | N/A | N/A | N/A |
| Beccles | N/A | N/A | N/A | N/A |
| Bungay | N/A | N/A | N/A | N/A |
| Halesworth | N/A | N/A | N/A | N/A |
| Southwold | £200 | £200 | £200 | £200 |
| Reydon | £200 | £200 | £200 | £200 |

Site type 5: Maximum viable rates of CIL (£s per square metre)

6.20 Site types 6 and 7 are both 40 unit schemes of houses, although developed at different densities. Table 6.20.1 shows the maximum viable levels of CIL if the scheme is developed at a density of 45 units per developable hectare, with higher levels of CIL in comparison to a scheme developed at 30 units per hectare (Table 6.20.2). This finding suggests that the Council might be able to achieve higher levels of CIL income if it promotes higher density development, subject to the range in the Development Management policies and Area Action Plan.

Table 6.20.1: Site type 6 - Maximum viable rates of CIL (£s per square metre)

| Area | Resi land value (higher) | Resi land value (lower) | Former Industrial Iand | Other Iow value Iand |
|--------------------|-----------------------------|----------------------------|------------------------------|-------------------------------|
| Inner Lowestoft | N/A | N/A | N/A | £70 |
| Suburban Lowestoft | £50 | £140 | £200 | £200 |
| Beccles | NA | £80 | £200 | £200 |
| Bungay | £200 | £200 | £200 | £200 |
| Halesworth | £200 | £200 | £200 | £200 |
| Southwold | £200 | £200 | £200 | £200 |
| Reydon | £200 | £200 | £200 | £200 |

Table 6.20.2: Site type 7 - Maximum viable rates of CIL (£s per square metre)

| Area | Resi land value (higher) | Resi land value (lower) | Former Industrial Iand | Other Iow value Iand |
|--------------------|-----------------------------|----------------------------|------------------------------|-------------------------------|
| Inner Lowestoft | N/A | N/A | N/A | N/A |
| Suburban Lowestoft | N/A | N/A | £160 | £200 |
| Beccles | N/A | N/A | £120 | £200 |
| Bungay | N/A | £20 | £200 | £200 |
| Halesworth | £120 | £200 | £200 | £200 |
| Southwold | £200 | £200 | £200 | £200 |
| Reydon | £200 | £200 | £200 | £200 |



6.21 These viable scenarios and maximum levels of CIL are summarised in Table 6.21.1. This table includes the lowest viable rates of CIL across all benchmarks and specifically excludes non-viable scenarios, as these schemes would not come forward regardless of the level of CIL (including zero).

| Site type | Inner Lowestoft | Suburban Lowestoft | Beccles | Bungay | Halesworth | Southwold | Reydon |
|--------------|--------------------|-----------------------|---------|--------|------------|-----------|--------|
| 1 | £60 | £160 | £120 | £200 | £200 | £200 | £200 |
| 2 | £10 | £200 | £200 | £200 | £200 | £200 | £200 |
| 3 | £70 | £80 | £30 | £120 | £200 | £200 | £200 |
| 4 | £60 | £120 | £80 | £200 | £200 | £200 | £200 |
| 5 | N/A | N/A | N/A | N/A | N/A | £200 | £200 |
| 6 | £70 | £50 | £80 | £200 | £200 | £200 | £200 |
| 7 | NA | £160 | £120 | £20 | £120 | £200 | £200 |

Table 6.21.1: Maximum levels of CIL in viable development scenarios (£s per square metre)

- 6.22 Given the range of maximum rates in the table above, it is unlikely that the Council could maximise CIL income by adopting a single rate for all residential development. In **Halesworth, Southwold and Reydon**, the maximum viable level of CIL is at the top of the testing range (i.e. **£200 per square metre**), whereas lower rates might be required in the Lowestoft, Beccles and Bungay areas to avoid impacting on development in those areas. We consider these areas separately in the following paragraphs.
- 6.23 Inner Lowestoft although the maximum rate indicated in the table above is £10 per square metre for site type 2, we would apply a low weight to this finding, as it assumes developments need to exceed a residential land benchmark value. With the bulk of development in this area likely to come forward on former industrial land, less weight could be given to this result. However, the next best result is a maximum rate of CIL of £60 per square metre, which appears in two site types.
- 6.24 **Suburban Lowestoft** in general terms, the maximum CIL rates in Suburban Lowestoft are higher than in Inner Lowestoft. However, Site type 6 shows a maximum CIL of £50 per square metre when the scheme is compared to the 'higher residential land' benchmark. As this benchmark is not likely to exist on the ground in Lowestoft, limited weight should be accorded to this result (the maximum CIL rate increases to £140 per sqm when the scheme value is compared to the 'lower residential land' benchmark). However, Site type 3 also generates another relatively low level of CIL at £80 per square metre. We therefore suggest that **£80 per square metre is considered the maximum** viable level in this area.
- 6.25 **Beccles** although the appraisals for Beccles indicate that a maximum rate of £30 per square metre should be set, the Council may wish to consider the variance in maximum potential levels. The £30 per square metre rate relates to appraisals compared to the 'residential land' benchmark, whereas much higher rates of £200 per square metre are shown to be viable when comparing to other benchmarks. Two other site types show maximum rates of **£80 per square metre**, which we suggest would be an appropriate maximum level



having regard to the impact of development as a whole in this area.

- 6.26 Bungay In general terms, developments in Bungay are more viable than in Beccles and developments could absorb higher levels of CIL. There is something of an anomaly in Site type 7, which shows a maximum viable rate of £20 per square metre, while other sites indicate that higher levels should be viable. This anomaly could be addressed by a modest increase in density (referring again to paragraph 6.20). We would therefore suggest that the maximum viable rate in this area would be £120 per square metre, as indicated by the maximum rate of Site type 3.
- 6.27 Having established a set of recommended maximum rates, the Council will need to formulate a view on an appropriate 'buffer' or contingency allowance below the maximum rates. We would recommend a buffer of between 20% to 30%, which would suggest CIL rates as follows:
 - Inner Lowestoft: £42 £48 per square metre;
 - Suburban Lowestoft: £56 £64 per square metre;
 - Beccles: £56 £64 per square metre;
 - Bungay: £84 £96 per square metre; and
 - Halesworth, Southwold and Reydon: £140 £160 per square metre.
- 6.28 In determining the maximum levels of CIL and the recommended rates above, we have based our assessment on current costs and values only. We have run a set of appraisals that show the impact of an increase in sales values, accompanied by an increase in build costs. These appraisals indicate a significant improvement in viability that would assist in enhancing the existing viability 'buffer' between CIL rates and the maximums identified above. However, given that the future trajectory of the housing market is uncertain, the Council should use these predictions with caution when setting its CIL rates.

Residential care homes

- 6.29 The viability of residential care homes is largely similar to that of general residential as sales values reflect local market levels. However, residential care schemes include a significantly higher level of communal space to accommodate social areas and other facilities. This has an adverse impact on viability. Our appraisal assumes a gross to net ratio of 70%, compared to 85% for a standard residential scheme. BCIS indicates that build costs for these facilities will average £1,290 per square metre, which we have reflected in our appraisals, together with an additional allowance for external works of 10%.
- 6.30 Our appraisal (attached at Appendix 4) assumes a capital value of £3907 per square metre of completed development. This reflects the higher value areas within the District, adjacent to the coast around Southwold and Reydon. This is likely to be the prime area for developments of this type.
- 6.31 Our appraisal indicates that residential care homes are likely to be able to absorb CIL of up to £100 per square metre. We would recommend that the Council allows a significant buffer below the maximum rate, to allow for variations between different developments. A 35% buffer should be adequate in a majority of circumstances.

Hotel development

6.32 We have separately assessed the ability of hotel developments to make contributions through CIL (appraisal results attached at Appendix 4).



Assuming a capital value of £40,000 per room (based on the typical rate paid by budget hotel operators outside main urban areas), our appraisals indicate that hotel development is unlikely to be viable at the current time. Considerable increases in capital values or a fall in build costs below average BCIS levels for hotels would be required to make hotel schemes viable. We therefore recommend a zero CIL at the current time.

We note that there is a Hotel extension to the Foxborough Hotel currently onsite and that there has been a budget hotel developed in the District in the past five years. It is likely that the more recent development is viable due to its ability to benefit from the existing hotel operation, with very limited marginal costs. It is likely that this extension will have absorbed slack in the market.

Holiday lets

- 6.33 We understand that the Council receives applications for holiday lets, which are rented out rather than used as second homes for sole occupation. Holiday lets will typically be restricted to prevent long-term holidaymakers, with occupancy of no more than 28 consecutive days or no more than 6 months in any 12 month period. The consequences of this restriction are that, firstly, owners cannot live permanently in the property; and secondly, the availability of mortgages may be more restricted than would be the case for a residential unit.
- 6.34 Beyond the issues identified above, the viability of holiday lets will be similar to residential units designed for owner occupation. The build costs will be similar, although the value of the unit will depend upon the level of occupancy that can be achieved. To an extent, the level of charges to guests would be higher than the rent for a permanent residential unit, which compensates for void periods.
- 6.35 We would suggest that the Council has regard to the maximum rates set out for residential development in paragraph 6.27, but apply a buffer at the 30% end of the range to allow for the specific factors outlined in paragraph 6.34.

Assessment – commercial development

- 6.36 Our appraisals indicate that the ability of commercial schemes to viably make contributions through CIL will vary according to use class. Retail warehousing and supermarket developments generate positive RLVs in excess of existing use value benchmarks, resulting in a surplus that could be used to make CIL contributions. However, town centre retailing, local centre retailing, office developments, industrial developments and car show rooms are only marginally viable or unviable in the current market.
- 6.37 As noted in section 4, the level of rents that can be achieved for commercial space varies according to exact location; quality of building; and configuration of space. Consequently, our appraisals reflect this range to show the likely contributions that can be secured in the 'least viable' scenario where rents are lowest. For uses where even the higher levels of rent result in unviable development scenarios, we have not tested with the lower rent levels.

Office development

6.38 The results of our office appraisals indicate that the rent levels that could be secured on new developments in the District are unlikely to be sufficiently high to generate positive residual land values. Comparable evidence and recent



marketing activity indicates that new build office rents are not likely to exceed £13.50 at the current time. It is therefore very unlikely that office development will come forward in the short term. The results of our appraisal, with varying rates of CIL, are shown in Chart 6.38.1 below). Chart 6.38.2 shows the results of the appraisal with rents adjusted upwards to £17 per sq ft. This appraisal indicates that office developments are likely to generate positive residual land values at this level of rent, but are still unlikely to be able to yield CIL contributions until rents increase further in real terms.

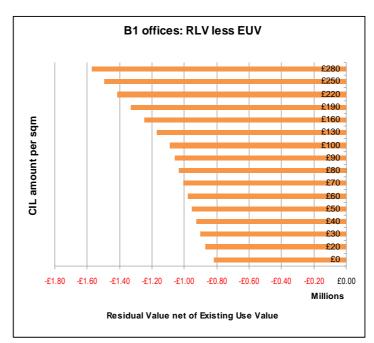
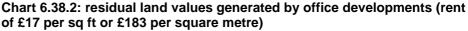
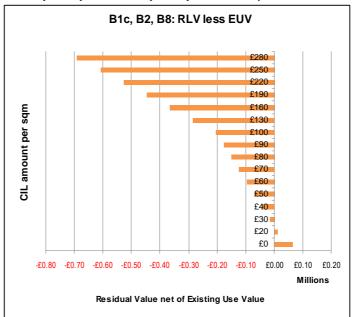


Chart 6.38.1: Residual land values generated by office developments (rent of £13.50 per square ft or £145 per square metre)







Industrial/warehouse development

- 6.39 Industrial and warehousing uses in Waveney attract rents averaging £65 per square metre (£6 per sq ft). Industrial yields are currently around 7.5%. As a result of relatively low rents, industrial floorspace does not currently generate positive residual land values, as shown in Chart 6.39.1. As a consequence, it is unlikely that a significant quantum of industrial development will come forward in the short term.
- 6.40 As a sensitivity analysis, we have considered the levels of rents that would be required to achieve a positive residual land value from industrial development. Our analysis indicates that rents would need to increase to £109 per square metre.

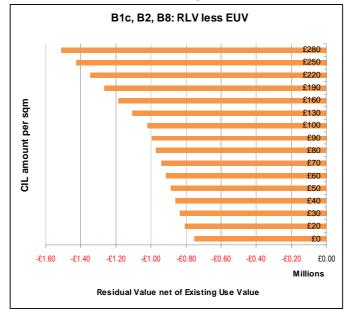


Chart 6.39.1: Industrial development

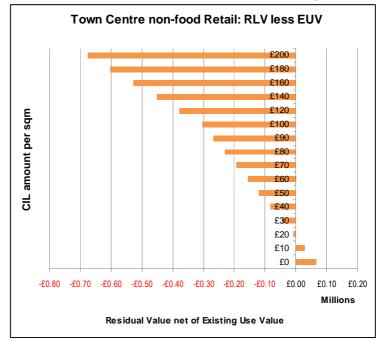
Retail development

- 6.41 The retail markets in the District are healthier than other commercial markets, although there are differences in viability between high street retail, retail warehousing/other forms of out of town retailing; and supermarkets.
- 6.42 We have appraised four types of retail, as follows:
 - Non-food town centre retail falling below 280 square metres;
 - Local centre retail falling below 280 square metres;
 - Retail warehouse; and
 - Retail supermarket.
- 6.43 While rent levels do not vary hugely between the different types of retail, there are variations in yield, reflecting the relative strength of covenant offered by each type of occupier. Yields for supermarket operators are typically much lower than for independent retailers, resulting in higher capital values for supermarkets. We also assume higher build costs for town centre retailing, reflecting the additional design and quality requirements in comparison to retail warehouses and supermarkets that are designed in a more functional manner.
- 6.44 Our appraisals indicate that retail warehouses and retail supermarkets with gross areas of 280 square metres or more generate high capital values and would be able to absorb a CIL of up to £200 per square metre. Non-food town



centre retail is marginally viable in most circumstances, before a requirement for CIL, as shown in Chart 6.44.1 (the charts for other retail uses can be found at Appendix 4). Given the need for a buffer for individual site differences, it is unlikely that any level of CIL could be raised on this type of retail. Finally, local centre retailing is unlikely to be viable unless rent levels improve.

Chart 6.44.1: Town Centre non-food retail development



D1 and D2 floorspace development

6.45 D1 and D2 floorspace typically includes uses that do not accommodate revenue generating operations, such as schools, health centres, museums and places of worship. Other uses that do generate an income stream (such as swimming pools) have operating costs that are far higher than the income and require public subsidy. Many D1 uses will be infrastructure themselves, which CIL will help to provide. It is therefore unlikely that D1 and D2 uses will be capable of generating any contribution towards CIL.

Sui Generis (car showrooms)

- 6.46 The Council has requested that we test the viability of car show rooms, although there appears to be a high level of vacancy for this type of use and low rentals. Our appraisals (attached as Appendix 4) indicate that the rent levels likely to be achieved on a car show room development are unlikely to sufficiently exceed scheme costs to come forward in the short term.
- 6.47 In light of these results, Ssection 8 of this report sets out our recommendations to the Council on how it might approach setting appropriate levels of CIL to strike an appropriate balance between revenue maximisation and viability.

7 Strategic sites results

7.1 This section sets out the results of our appraisals of three of the Council's strategic sites (Peto Square; Kirkley Waterfront and Sustainable Urban Neighbourhood; and Oswald's Boatyard). This section sets out the assumed content of each scheme; specific assumptions for the appraisals (where these are different from those in Section 4); and the appraisal results with a range of affordable housing levels and CIL rates.

Peto Square (SSP2)

- 7.2 In 2010, the Council commissioned AECOM and DTZ to test options for this strategic site. DTZ appraised option 3 and our appraisals mirror this appraisal, making adjustments where necessary to update the assumptions. The scheme incorporates a range of commercial uses, summarised as follows:
 - Hotel 3,140 sq m or 33,798 sq ft;
 - Retail 7,034 sq m or 75,716 sq ft
 - Car parking 18,800 sq m or 202,361 sqft
- 7.3 The detailed assumptions are provided in our appraisals (attached as Appendix 5). The key issues for viability are as follows:
 - Decontamination costs of 0.35 million; and
 - Flood defence work costs of £3.23 million.

Kirkley Waterfront and Sustainable Urban Neighbourhood (SSP3)

- 7.4 The Kirkley Waterfront development occupies a site with an area of 59.8 hectares, of which 28 hectares will be developed for housing. Our appraisal for this development assumes 1,380 residential dwellings. Four scenarios have been tested, namely 0%, 10% 20% and 35% affordable housing (the latter two scenarios reflecting the requirements set out in DM18) with the following revenues attributable to the different unit types:
 - Private units blended average sales value £1,964 per square metre (£182 per square foot). This value is reflective of values found in suburban Lowestoft, reflecting the likely premium that can be achieved due to the waterfont location of the development.
 - Affordable rent average sales value £1,098 per square metre (£102 per square foot); and
 - Shared Ownership average sales value £1,178 per square metre (£109.48 per square foot).
- 7.5 The values and costs for the residential element have been entered as a blended average across both unit types (houses and apartments). Of the 1,380 units, we have assumed 1,030 units will be constructed as houses and 350 units as apartments. The affordable housing is provided with the same pro-rata split between houses and flats as the private housing. The total floor areas for each tenure are shown in table 7.5.1.



| | Waterfron | t flats | Flats | | |
|-------------------------------|-----------|---------|-------|-----|-------|
| Beds | One | Two | Three | One | Two |
| No of units | 85 | 75 | 45 | 20 | 125 |
| Floor area sqm per unit | 46 | 65 | 80 | 46 | 65 |
| Total floor area sqm | 3,910 | 4,875 | 3,600 | 920 | 8,125 |

Table 7.5.1: Unit mix and floor areas

| | Houses | | | | |
|----------------------------------|--------|--------|--------|--------|---------|
| Beds | Two | Three | Four | Five | Total |
| No of units | 240 | 380 | 325 | 85 | 1,380 |
| Floor area sqm per unit | 75 | 95 | 135 | 170 | |
| Total floor area sqm | 18,000 | 36,100 | 43,875 | 14,450 | 133,855 |

- 7.6 The affordable housing is provided as 90% affordable rent and 10% shared ownership.
- 7.7 Construction costs assumptions are as follows:
 - Demolition of existing buildings at £50 per sqm (£5 per sq ft);
 - Site decontamination costs ranging fro £175,000 to £525,000 per hectare;
 - Residential Build costs of £850 per square metre (£79 per sq ft) for houses and £1,250 per square metre (£116 per sq ft) for flats assuming a blend of houses and flats with a degree of economies of scale achieved reflecting the size of the development;
 - Extra-over costs associated with piling for 390 houses estimated at £7,500 per unit (a total cost of £2.93 million);
 - Signalised junction works costing £0.5 million; and
 - Flood mitigation works (7.5 ha requiring 1.4 metre land raising; 1.4 ha requiring 2 metre land raising; and 8.3 ha requiring 1.3 metre land raising, all at £20 per cubic metre. Total costs equating to £4.82 million.



- 7.8 In addition to the costs above, the Council requires the scheme to provide a primary school, with an indicative cost of £9.5 million and open space with an indicative cost of £265,800. We have tested the scheme both including and excluding this cost.
- 7.9 We have also included an allowance for residual Section 106 items of £1,000 per unit (totalling £1.38 million).

Oswald's Boatyard

- 7.10 The site was previously a boatyard, which has fallen into disuse. Other uses on site include two cottages and a library, which the Council wishes to be reprovided as part of any redevelopment scheme. It is likely that 0.5 hectares of the site will require decontamination, due to its previous use as a boatyard. We have incorporated an allowance of £150,000¹⁰ before professional fees.
- 7.11 Our appraisals assume private sales values of £2,160 per square metre (£201 per sq ft), reflecting the site's waterside location.
- 7.12 The Council has advised that a 0.18 hectare area within the site is subject to flood risk and will require mitigation prior to development. The most cost effective flood mitigation measure is understood to be raising the land by an average of 2 metres at a cost of £20 per cubic metre. The total cost (before fees) would be £72,000. We have incorporated this allowance in our appraisal.
- 7.13 We have also included an allowance for residual Section 106 items of £1,000 per unit (totalling £50,000).
- 7.14 The Council considers the site to be a key location, which will require a building of high architectural quality. This presents a challenge in terms of viability and the Council's other aim of securing contributions towards community infrastructure.

Appraisal results

7.15 This section sets out the results of our appraisals and sensitivity analyses, dealing with each site separately. We then consider the implications of the results for levels of CIL that can be secured without adversely impacting on the viability of the developments.

Peto Square (SSP2)

- 7.16 At current costs and rent levels, the scheme would generate a negative value of -£5.7 million, on the assumption that the Developer will require a 20% profit on cost. It is unlikely that the scheme would attract funding if it showed a profit of any lower percentage. The site is likely to have a relatively low value in its current use and we would suggest an appropriate benchmark land value would be in the region of £0.2 million per hectare (£1.8 million for the entire 9 hectare site).
- 7.17 Given the scale of the Peto Square scheme, it is possible that the new retail

¹⁰ Based on the £0.3m - £0.73 million per hectare range in English Partnerships Best Practice Guidance Note 27: *Contamination and Dereliction Remediation Costs* (2008)



floorspace will attract new operators to the area at higher rents. We have run a sensitivity analysis to test the impact of increasing the rents from £16 per sq ft to £20 per sq ft (£172 to £215 per sq m). While this change improves the gross development value, the scheme would still generate a negative value, albeit significantly reduced from -£5.7 million to -£2.6 million.

7.18 On the basis of these appraisals, it is unlikely that the scheme will proceed in the short term and therefore will not make any contribution towards community infrastructure.

Kirkley Waterfront and Sustainable Urban Neighbourhood (SSP3)

- 7.19 We have appraised the scheme with 0%, 10%, 20% and 35% affordable housing. The appraisal results are summarised in the tables below.
- 7.20 The Sanyo Factory complex (which is part of the wider SSP3 site) is currently on the market, with an asking price of £3 million (or £0.38 million per hectare). This asking price is likely to incorporate an element of hope value for change of use of the existing factory to residential use. Given the risks associated with the site, we would suggest that bidders would seek to discount the asking price by at least 20%, resulting in a benchmark land value of £0.30 million per hectare. This equates to a benchmark land value of £8.4 million for the 28 hectares of land allocated for residential development.
- 7.21 In addition to varying the level of affordable housing, we also vary two other key appraisal inputs. The first is the inclusion (or exclusion) of the primary school and open space; and the second is to increase private sales values by 10% and 20% above the base levels. Table 7.20.1 summarises the appraisal results assuming base sales values; Table 7.20.2 with a 10% increase in sales values; and Table 7.20.3 with a 20% increase in sales values.
- 7.22 The scheme comprises a total residential floorspace of 133,855 square metres. By dividing the surpluses against the benchmark shown in Table 7.20.1, 7.20.2 and 7.20.3 by the net additional floorspace¹¹, it is possible to determine the levels of CIL that the scheme might be able to accommodate. These rates are shown in the tables.

| Affordable housing quantum | Residual land values (£m) | Surplus/(deficit) against benchmark land value (£8.4m) | Potential maximum CIL rate £s per sqm |
|----------------------------------|------------------------------|--|---|
| Open space a | and primary school in | cluded | |
| 0% | 1.73 | (6.67) | NA |
| 10% | (0.30) | (8.70) | NA |
| 20% | (2.50) | (10.90) | NA |
| 35% | (5.83) | (14.23) | NA |
| Open space a | | | |
| 0% | 9.84 | 1.44 | 12 |
| 10% | 7.84 | (0.56) | NA |
| 20% | 5.83 | (2.57) | NA |
| 35% | 2.83 | (5.58) | NA |

Table 7.20.1: SSP3 residual land values - base sales values

¹¹ Private floorspace net of existing occupied floorspace on site (16,000 sqm)

| Affordable housing quantum | Residual land values (£m) | Surplus/(deficit) against benchmark land value (£8.4m) | Potential maximum CIL rate £s per sqm |
|--|------------------------------|--|---|
| Open space a | and primary school in | cluded | |
| 0% | 12.19 | 3.79 | 42 |
| 10% | 9.14 | 0.74 | 8 |
| 20% | 6.09 | (2.13) | NA |
| 35% | 1.51 | (6.89) | NA |
| Open space and primary school excluded | | | |
| 0% | 20.30 | 11.90 | 131 |
| 10% | 17.25 | 8.85 | 97 |
| 20% | 14.20 | 5.80 | 64 |
| 35% | 9.63 | 1.23 | 13 |

Table 7.20.2: SSP3 residual land values - sales values + 10%

| Affordable housing quantum | Residual land values (£m) | Surplus/(deficit) against benchmark land value (£8.4m) | Potential maximum CIL rate £s per sqm |
|--|------------------------------|--|---|
| Open space a | and primary school in | cluded | |
| 0% | 22.66 | 14.26 | 201 |
| 10% | 18.56 | 10.16 | 143 |
| 20% | 14.46 | 6.06 | 85 |
| 35% | 8.31 | (0.09) | NA |
| Open space and primary school excluded | | | |
| 0% | 30.77 | 22.37 | 315 |
| 10% | 26.67 | 18.27 | 257 |
| 20% | 22.57 | 14.17 | 200 |
| 35% | 16.43 | 8.03 | 113 |

Oswald's Boatyard

- 7.23 The Oswalds Boatyard scheme is a flatted scheme with higher build costs than would otherwise be incurred for a scheme comprised of houses. The site also requires an element of land raising at a cost of £72,000. Both these factors will impact on viability, unless the scheme attracts substantially higher values than those being achieved in Lowestoft.
- 7.24 The site is likely to have a low value in its current use and we have assumed £0.2 million per hectare (or £0.1 million for the 0.5 hectare site).
- 7.25 With 100% of the units provided as private housing (at current market values which reflect suburban, rather than Inner Lowestoft), the scheme generates a negative residual land value of -£0.22 million. When the appraisal is re-tested incorporating affordable housing (up to the Council's 35% requirement), the residual value becomes more negative.
- 7.26 The Council requires the development to include a replacement library, which we have assumed to have a floor area of 500 square metres. The BCIS mean

average cost for public libraries is £1,682 per square metre (£156 per sq ft). Applying this cost to the 500 square metre floor area results in a cost of £0.84 million. The Council has advised that this facility will be funded through CIL or other sources of public funding on land owned by Suffolk County Council. No costs are included in the appraisal for this facility.

7.27 We have run a series of sensitivity analyses, incorporating increases in private sales values and an element of affordable housing. The results are summarised in Table 7.23.1 below.

| Affordable housing quantum | Residual land values (£m) | Surplus/(deficit) against benchmark land value (£0.1m) | Residual land values - Private sales values + 20% (£m) | Surplus/(deficit) against benchmark land value (£0.1m) |
|----------------------------------|------------------------------------|---|---|---|
| 0% | (0.89) | (0.99) | (0.12) | (0.22) |
| 10% | (0.94) | (1.04) | (0.24) | (0.34) |
| 20% | (1.00) | (1.10) | (0.38) | (0.48) |
| 35% | (1.07) | (1.17) | (0.56) | (0.66) |

Table 7.23.1: SSP7 residual land values

- 7.28 At current values, the scheme would be unviable, which is largely due to the relationship between scheme costs (including abnormal costs for land raising) and values. Consequently, even a 100% private housing scheme would not generate a positive residual value.
- 7.29 Our sensitivity analysis which incorporates sales value growth of 20% shows that additional growth would be required before the scheme could generate a positive residual land value.

Conclusions

- 7.30 The viability of the three strategic sites we have tested is challenging, due to the extensive abnormal costs associated with flood mitigation, as well as requirements for a new school and open space. It is unlikely that CIL contributions could be secured from Peto Square and Oswalds Boatyard, as both these schemes require significant increases in sales values and commercial capital values to become viable.
- 7.31 Kirkley Waterfront achieves positive residual land values that exceed the site's current use value and should be able to make a CIL contribution, although the level will depend on the Council's on-site requirements. If the requirement for a primary school and open space is excluded from the appraisal, a scheme with no affordable housing would be able to absorb a maximum CIL of £12 per sqm, based on current sales values. If sales values were 10% higher than our base sales values (and assuming no changes to other variables, including build costs), the maximum CIL under the same circumstances would be £131 per sqm.
- 7.32 Given the viability challenges associated with the strategic sites, the Council might wish to consider setting separate charging zones for the Area Action



Plan area. This would enable the Council to set rates that would reflect the particular abnormal costs associated with flood mitigation.

8 Conclusions and recommendations

- 8.1 The results of our analysis indicate a degree of variation in viability of development in terms of different uses. In light of these variations, two options are available to the Council under the CIL regulations. Firstly, the Council could set a single CIL rate across the District, having regard to the least viable types of development and least viable locations. This option would suggest the adoption of the 'lowest common denominator', with sites that could have provided a greater contribution towards infrastructure requirements not doing so. In other words, the Council could be securing the benefit of simplicity at the expense of potential income foregone that could otherwise have funded infrastructure. Secondly, the Council has the option of setting different rates for different use classes and different areas. The results of our study point firmly towards the second option as our recommended route, particularly for residential development.
- 8.2 We have also referred to the results of development appraisals as being highly dependent upon the inputs, which will vary significantly between individual developments. In the main, the imposition of CIL is *not* a critical factor in determining whether a scheme is viable or not (with the relationship between scheme value, costs and land value benchmarks being far more important). This is evidenced by the very marginal differences between the 'pre' and 'post' CIL residential appraisals shown in the charts in Section 6. This point is also illustrated in Chart 8.2.1 below, which compares the impact on the residual value of a scheme of a 10% increase and decrease in sales values and a 10% increase and decrease in build costs to a £100 per sq metre change in CIL.

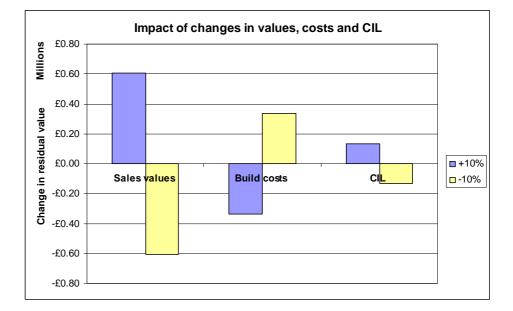


Chart 8.2.1: Impact of changing levels of CIL in context of other factors

8.3 Given CIL's nature as a fixed tariff, it is important that the Council selects rates that are not on the limit of viability. This is particularly important for commercial floorspace, where the Council does not have the ability to 'flex' other planning obligations to absorb site-specific viability issues. In contrast, the Council could in principle set higher rates for residential schemes as the level of affordable housing could be adjusted in the case of marginally viable



schemes. However, this approach runs the risk of frustrating one of the Council's other key objectives of delivering affordable housing. Consequently, sensitive CIL rate setting for residential schemes is also vital.

- 8.4 Our core recommendations on levels of CIL are therefore summarised as follows:
 - The results of this study are reflective of current market conditions, which are likely to improve over the medium term. It is therefore important that the Council keeps the viability situation under review so that levels of CIL can be adjusted to reflect any future improvements.
 - The ability of residential schemes to make CIL contributions varies significantly depending on size and type of scheme, area and the current use of the site. Having regard to these variations, a majority of residential schemes across the District should be able to absorb a CIL rate of between £42 to £140 per square metre, leaving a margin for site-specific factors that might affect viability. While differential rates of CIL are more complex, it is likely that the Council would lose a significant amount of potential income from higher value areas. We recommend the following rates of CIL for each area:
 - Inner Lowestoft: £42 £48 per square metre;
 - Suburban Lowestoft: £56 £64 per square metre;
 - Beccles: £56 £64 per square metre;
 - Bungay: £84 £96 per square metre; and
 - Halesworth, Southwold and Reydon: £140 £160 per square metre.
 - In some circumstances, developments are currently unviable whether or not CIL is levied. The imposition of CIL will therefore not affect the prospects of these sites being delivered. Where these sites are required to provide lower proportions of affordable housing, the prospects for securing a viable scheme that can make CIL contributions might improve.
 - Hotel developments are unlikely to be viable at the current time, given the level of capital values and construction costs. We would therefore suggest a zero rate at the current time.
 - At current rent levels, Office development is unlikely to come forward in the short to medium term as the capital values generated are insufficient to cover development costs. We therefore recommend that the Council sets a nil rate for offices.
 - Residual values generated by Retail developments vary significantly between local centre retail and high street retail¹² (which is just marginally viable) on the one hand, and retail warehousing and supermarkets¹³ (which generate sufficient residual values to enable the payment of CIL). Our appraisals indicate that the Council could levy a CIL of up to £130 per sq metre on retail warehousing and supermarkets. This rate allows a substantial buffer below the maximum potential rate of £200 per square metre. We recommend a nil rate of CIL for town-centre non food retailing and local centre retail developments.
 - Our appraisals of developments of industrial and warehousing floorspace indicate that these uses are unlikely to generate positive residual land values. We therefore recommend a zero rate for industrial floorspace.

¹² With a floor area of less than 280 square metres

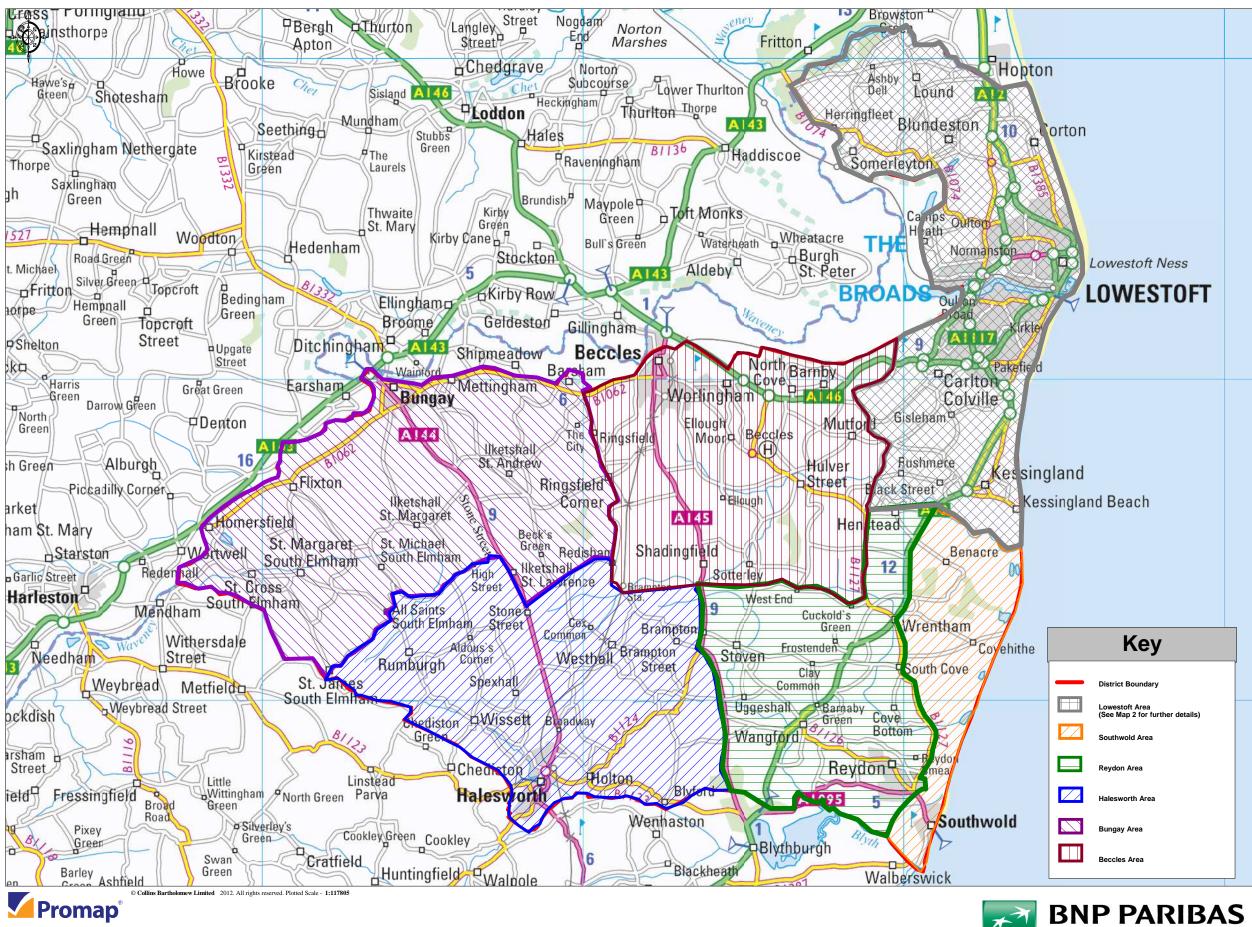
¹³ Floor area of 280 square metres or more



- D1 and D2 uses often do not generate sufficient income streams to cover their costs. Consequently, they require some form of subsidy to operate. This type of facility is very unlikely to be built by the private sector. We therefore suggest that a nil rate of CIL be set for D1 uses.
- Sui generis car show rooms are not in significant demand and consequently rent levels are low and capital values are insufficient to cover the development cost of new facilities. We therefore recommend a zero rate on this type of development.
- 8.5 For residential schemes, the application of CIL of £42 to £140 per square metre is unlikely to be a critical factor in determining whether or not a scheme is viable. When considered in context of total scheme costs, a CIL of £42 to £140 per square metre is a very modest amount, accounting for less than 3% of total development costs (i.e. less than a developer's contingency which is typically around 5%). Some schemes would be unviable even if a zero CIL were adopted. We therefore recommend that the Council pays limited regard to these sites. In striking a balance between CIL rates and viability, the Council should also consider the potential CIL that could be secured from the more viable sites when determining an appropriate balance between revenue maximisation and viability.



Appendix 1 Map of housing market areas





BNP PARIBAS REAL ESTATE









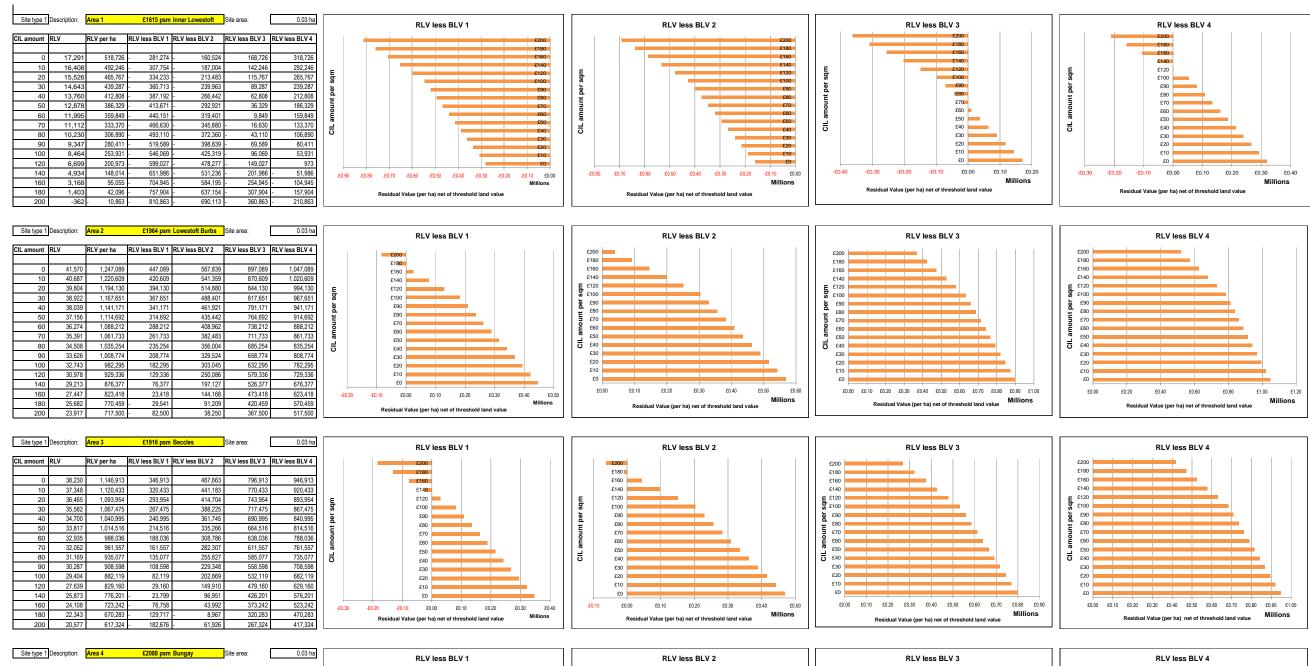
Appendix 2 Residential appraisal results

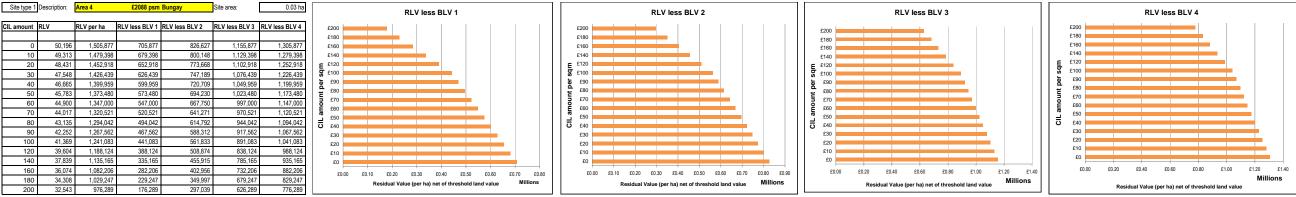
| t | Benchmark Land Values (per net developable ha) | | | | | |
|---|--|-----------------|----------------|------------|--|--|
| | BLV1 | BLV2 | BLV3 | BLV4 | | |
| | Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | |
| | £800,000 | £679,250 | £350,000 | £200,000 | | |

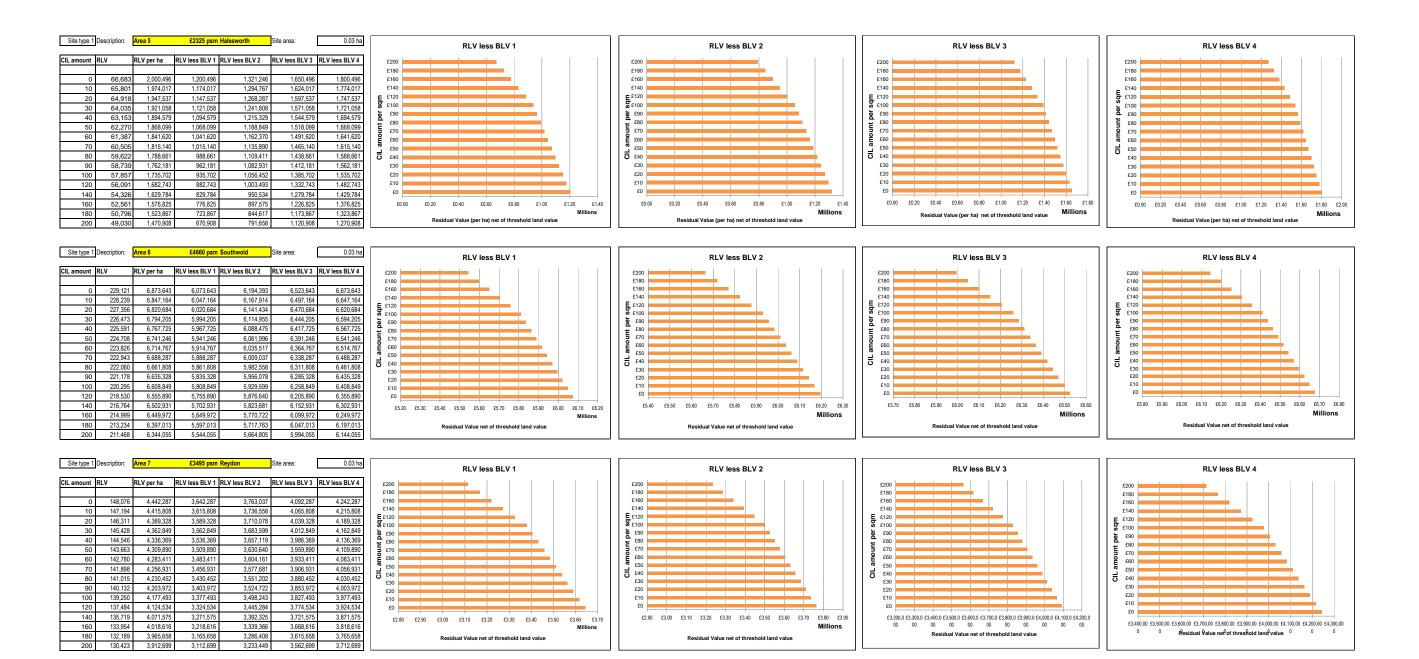
SITE TYPE 1 1 UNITS HOUSE 30 UPH

SH level:

| 3 | | Sales value inflation |
|----|--|-----------------------|
| 0% | | Build cost inflation |
| | | D Gi |



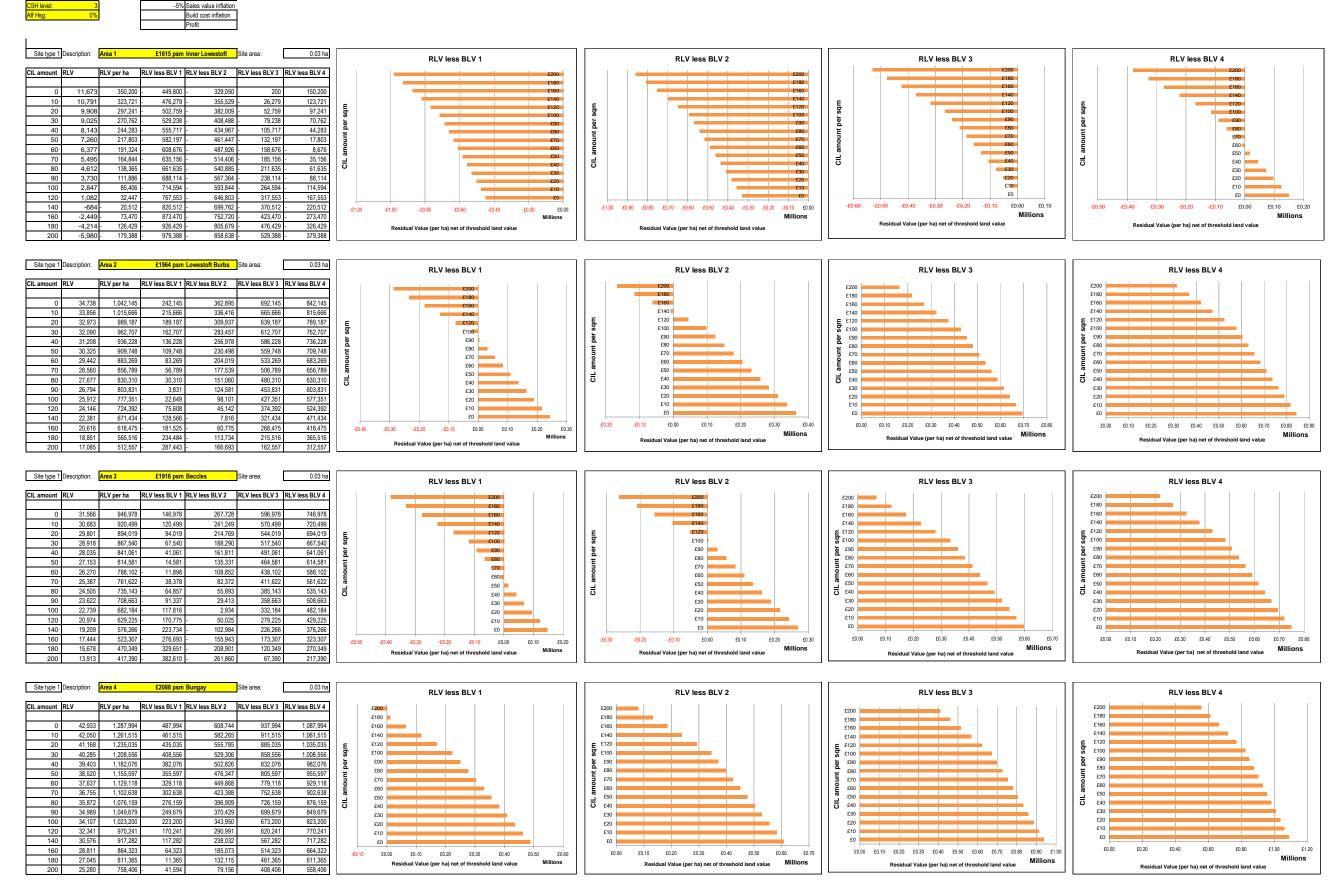


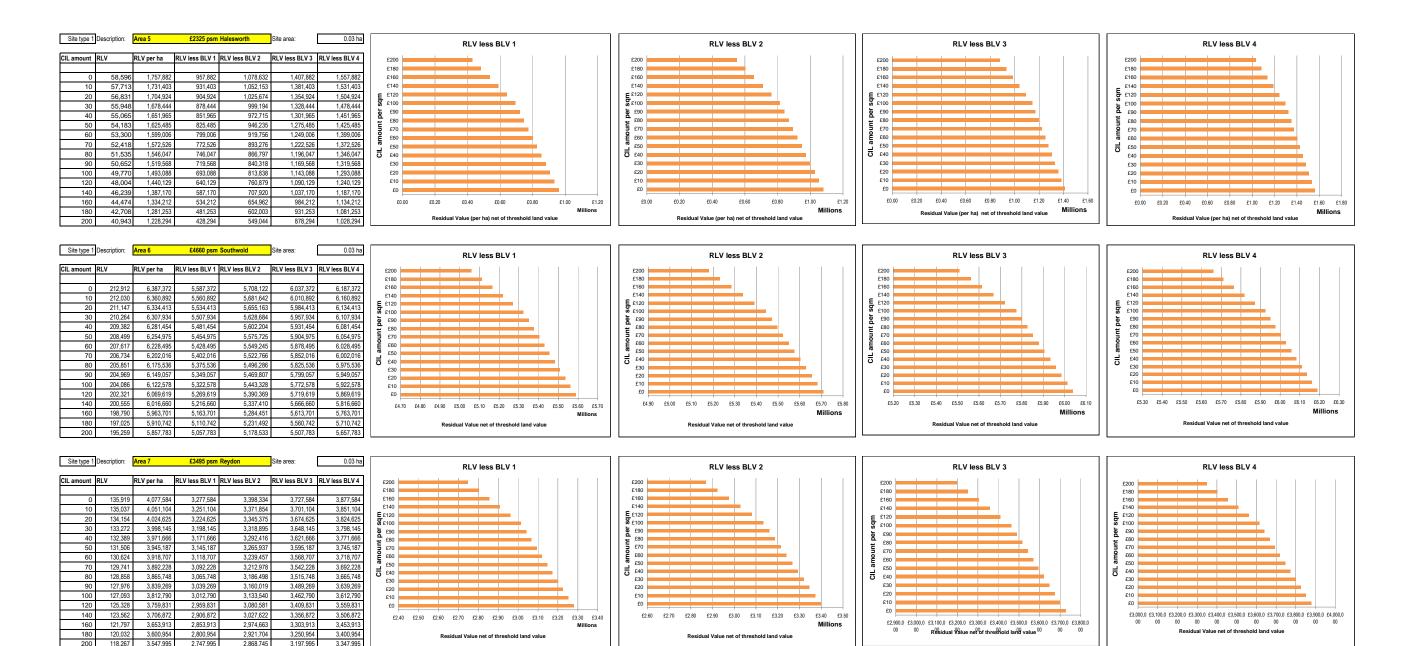


| Benchmark Land Values (per net developable ha) | | | | | |
|--|------------------|-----------------|----------------|------------|--|
| | BLV1 | BLV2 | BLV3 | BLV4 | |
| | Resi land (high) | Resi land (low) | Fmr industrial | Other uses | |
| | £800,000 | £679,250 | £350,000 | £200,000 | |

SITE TYPE 1 1 UNITS HOUSE 30 UPH H level:

| -5% | Sales value infl |
|-----|-------------------|
| | Build cost inflat |





CSH level: 3 Aff Hsg: 0%

| District | Benchmark Land | Benchmark Land Values (per net developable ha) | | | | |
|----------|------------------|--|----------------|--|--|--|
| | BLV1 | BLV2 | BLV3 | | | |
| | Resi land (high) | Resi land (low) | Fmr industrial | | | |
| | £800,000 | £679,250 | £350,000 | | | |

| SITE TYPE | 1 |
|-----------|---|
| 1 UNITS | |
| HOUSE | |
| 30 UPH | |

| 10% | Sales value inflation |
|-----|-----------------------|
| 5% | Build cost inflation |

BLV4

Other uses £200,000

| Site type 1 Description: Area 1 | £1615 psm Inner Lowestoft | Site area: | 03 ha RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |
|--|--|--|---|---|---|---|
| CL amount RLV RLV per ha 0 23,800 714,1 10 22,918 687, 20 22,035 661,1 30 21,152 634, 40 20,270 608, 50 19,387 581, 60 18,504 555, 70 17,622 528, 80 16,739 502, 90 15,857 475, 100 14,974 443, 140 11,443 343, 160 9,678 290, 180 7,913 207, 200 6,147 184, | 32 112,468 8,22 32 138,948 18,11 33 165,427 44,61 33 191,907 71,11 44 218,386 97,66 55 271,345 150,55 55 271,345 150,55 66 297,824 177,00 76 297,824 177,00 77 390,9783 230,00 78 403,742 282,99 99 456,701 338,99 91 509,660 388,91 91 509,660 388,91 91 502,619 441,81 | 61 364,011 5 62 337,532 4 82 337,532 4 77 284,573 4 77 284,573 4 77 284,573 4 77 284,573 4 77 286,093 4 36 231,614 3 95 178,655 3 95 178,655 3 94 152,176 3 33 99,217 2 92 46,258 1 51 - 6,701 1 10 - 59,660 59 99 - 112,619 - | 1.011 5522 1.0522 1 1.0532 1 1.0532 1 1.0533 1 1.0542 1 1.0533 1 1.0542 1 1.0553 1 1.0542 1 1.0553 1 </th <th>Up of the solution of the solu</th> <th>U C C C C C C C C C C C C C</th> <th>E20 E100 E120 E120 E100 E120 E100 E20 E00 E00 E00 E00 E00 E00 E</th> | Up of the solution of the solu | U C C C C C C C C C C C C C | E20 E100 E120 E120 E100 E120 E100 E20 E00 E00 E00 E00 E00 E00 E |
| Site type 1 Description: Area 2 | £1964 psm Lowestoft Burbs | Site area: | 03 ha RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |
| CIL amount RLV RLV per ha 0 50,007 1,515, 10 49,624 1,488, 20 48,742 1,462, 30 47,859 1,435, 40 46,976 1,409, 50 46,094 1,382, 60 45,211 1,356, 70 44,328 1,329, | 31 688,731 809,44 52 662,252 783,01 72 635,772 756,53 33 609,293 730,0 14 582,814 703,54 34 556,334 677,01 | 61 1,165,211 1,3 61 1,138,731 1,2 81 1,138,731 1,2 92 1,112,252 1,2 22 1,085,772 1,2 43 1,059,293 1,2 64 1,032,814 1,1 94 1,006,334 1,1 95 979,855 1,7 | £200 £180 | E200 £180 £160 £140 b filo £140 b filo £100 c filo c filo | £200 £180 £140 with £120 £120 £120 £120 £120 £120 £120 £120 | E200 E180 E180 E140 E140 E120 E100 E100 E100 E100 E00 E00 E00 |

Millions

| Site type 1 Description: | | Area 3 | £1916 psm | Site area: | 0.03 ha | |
|--------------------------|--------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 46,834 | 1,405,017 | 605,017 | 725,767 | 1,055,017 | 1,205,017 |
| 10 | 45,951 | 1,378,538 | 578,538 | 699,288 | 1,028,538 | 1,178,538 |
| 20 | 45,069 | 1,352,058 | 552,058 | 672,808 | 1,002,058 | 1,152,058 |
| 30 | 44,186 | 1,325,579 | 525,579 | 646,329 | 975,579 | 1,125,579 |
| 40 | 43,303 | 1,299,099 | 499,099 | 619,849 | 949,099 | 1,099,099 |
| 50 | 42,421 | 1,272,620 | 472,620 | 593,370 | 922,620 | 1,072,620 |
| 60 | 41,538 | 1,246,140 | 446,140 | 566,890 | 896,140 | 1,046,140 |
| 70 | 40,655 | 1,219,661 | 419,661 | 540,411 | 869,661 | 1,019,661 |
| 80 | 39,773 | 1,193,182 | 393,182 | 513,932 | 843,182 | 993,182 |
| 90 | 38,890 | 1,166,702 | 366,702 | 487,452 | 816,702 | 966,702 |
| 100 | 38,007 | 1,140,223 | 340,223 | 460,973 | 790,223 | 940,223 |
| 120 | 36,242 | 1,087,264 | 287,264 | 408,014 | 737,264 | 887,264 |
| 140 | 34,477 | 1,034,305 | 234,305 | 355,055 | 684,305 | 834,305 |
| 160 | 32,712 | 981,346 | 181,346 | 302,096 | 631,346 | 781,346 |
| 180 | 30,946 | 928,387 | 128,387 | 249,137 | 578,387 | 728,387 |
| 200 | 29,181 | 875,429 | 75,429 | 196,179 | 525,429 | 675,429 |

291,540 238,581

185.622

412,290 359,331

306,372

741,540

688,581

635,622

891,540 838,581

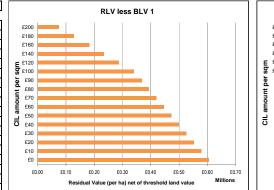
785.622

36,385 1,091,540

34,619 1,038,581

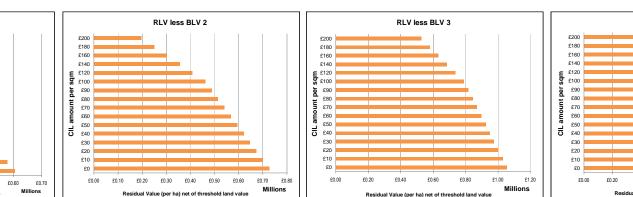
200 32,854 985,622

160 180



£0.00 £0.10 £0.20 £0.30 £0.40 £0.50 £0.60 £0.70 £0.80

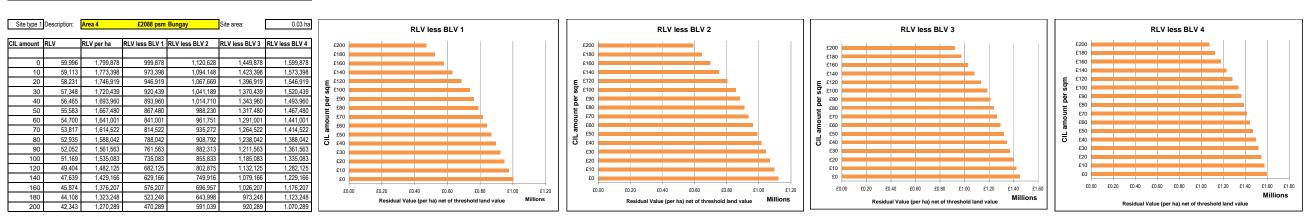
Residual Value (per ha) net of threshold land value



Millions

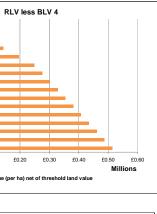
£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40

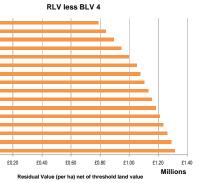
Residual Value (per ha) net of threshold land value Millions



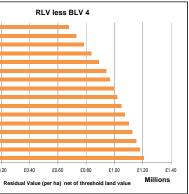
£0.00 £0.10 £0.20 £0.30 £0.40 £0.50 £0.60 £0.70 £0.80 £0.90

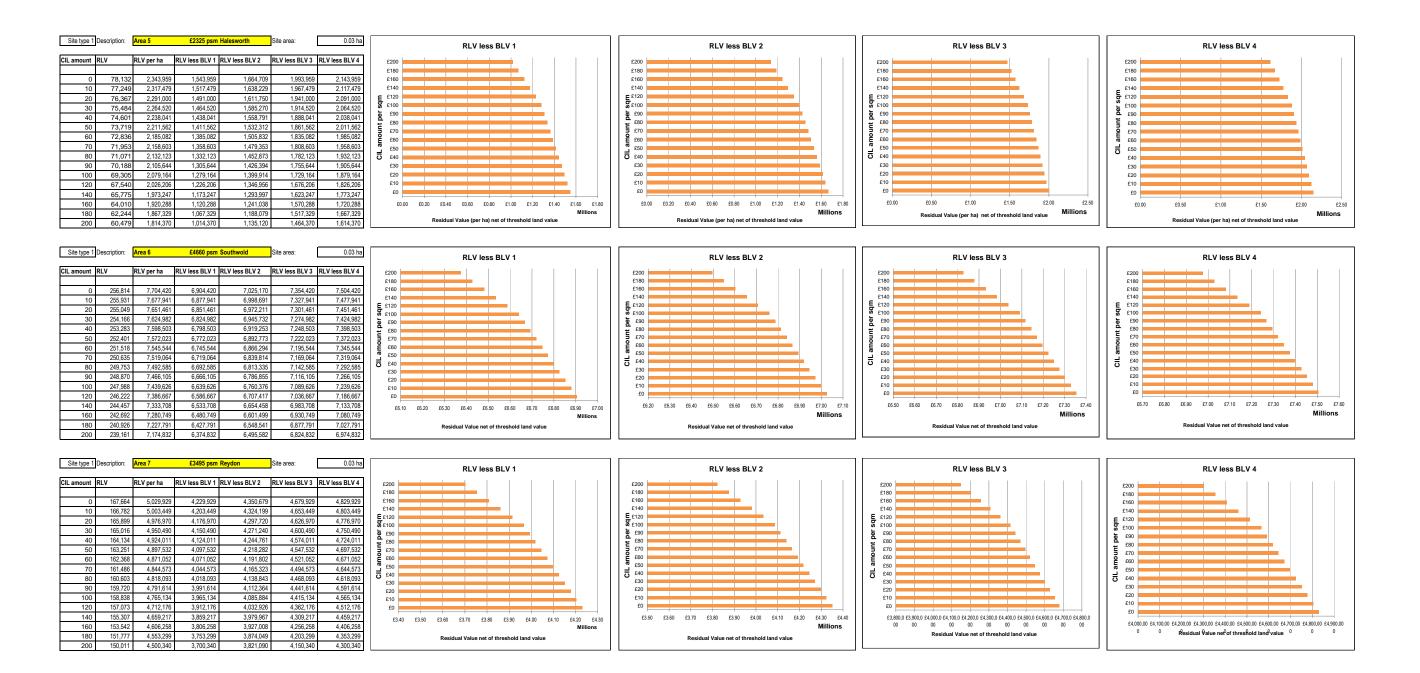
Residual Value (per ha) net of threshold land value





£0.00





| t | Benchmark Land | l Values (per net dev | velopable ha) | |
|---|------------------|-----------------------|----------------|------------|
| | BLV1 | BLV2 | BLV3 | BLV4 |
| | Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| | £800,000 | £679,250 | £350,000 | £200,000 |

SITE TYPE 1 1 UNITS HOUSE 30 UPH

CSH level: Aff Hsg:

200 14,907 447,206 -

553,124 -500,165 -

18,437 16,672

160 180

246,876 -299,835 -

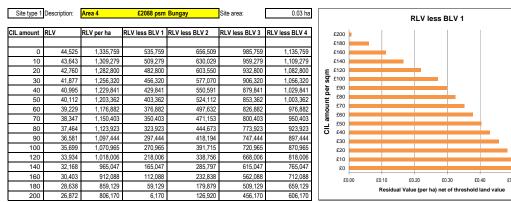
352,794 -

126,126 179,085

232,044

| 4 | Sales value inflation |
|----|-----------------------|
| 0% | Build cost inflation |
| | Drofit |

| Site type 1 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.03 ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RL |
|---|---|---|---|--|
| CIL amount RLV RLV per ha RLV less BLV1 RLV less BLV2 RLV less BLV3 RLV less BLV4 0 11,620 348,607 451,393 -330,643 1,393 148,607 10 10,738 322,128 477,872 -357,122 -27,872 122,128 20 9,855 295,649 504,351 -383,601 -54,351 95,649 30 8,972 269,168 530,831 -410,081 80,831 69,169 40 8,090 242,690 557,310 -463,040 -107,310 42,690 50 7,207 216,210 568,790 -463,040 -103,790 16,210 60 6,324 189,731 610,269 -10,289 -10,289 -10,289 70 5,442 163,251 636,749 -515,999 186,749 -36,749 80 4,559 136,772 663,228 542,478 213,228 63,228 90 3,676 110,233 689,707 568,967 | Hillions | Under the shold land value | E 200 E | ES 50 -£0.40 -£0.30 - Residual Value (per |
| Site type 1 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.03 ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |
| CIL amount RLV RLV per ha RLV less BLV1 RLV less BLV2 RLV less BLV3 RLV less BLV4 0 35,899 1,076,971 276,971 397,721 726,971 876,971 10 35,016 1,050,491 250,491 371,241 700,491 850,491 20 34,134 1,024,012 224,012 344,762 674,012 824,012 30 33,251 997,532 197,532 318,282 647,552 797,532 40 32,368 971,053 171,053 291,003 621,053 777,1053 50 31,486 944,574 144,574 265,324 594,574 744,574 60 30,003 918,094 118,094 238,844 568,094 718,094 70 29,720 891,615 91,615 212,365 541,615 691,615 80 28,838 86,5136 65,135 165,135 665,135 106,155 90 27,975 838,666 38,666 138,686 | The sidual Value (per ha) net of threshold land value | Horizon de la construir de la | E200 E100 E00 E | E200 E180 E140 E140 E140 E200 E200 E200 E200 E200 E200 E200 E2 |
| Site type 1 Description: Area 3 £1916 psm Beccles Site area: 0.03 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 32,560 976,795 176,795 297,545 626,795 776,795 10 31,677 950,315 150,315 271,065 600,315 723,836 20 30,795 923,836 123,836 244,586 573,836 723,836 30 29,912 870,877 70,877 191,627 520,877 670,877 50 28,147 844,398 44,388 165,148 494,398 644,398 60 27,264 817,918 179,188 138,668 467,918 617,918 70 26,381 791,439 8,561 112,189 441,439 591,439 80 25,499 764,959 35,041 85,709 414,959 564,959 90 24,616 738,480 61,520 59 | RLV less BLV 1 | RLV less BLV 2 £200 £160 £160 £100 £100 £100 £100 £100 £100 £100 £200 £100 £200 £100 £200 £100 £100 £100 £100 | RLV less BLV 3 | RLV £200 £180 £160 £140 £120 £140 £120 £140 £120 £140 £120 £140 £120 £120 £140 £120 £100 £100 £100 £100 £100 £100 £100 £100 £100 £100 £100 £200 £000 £ |

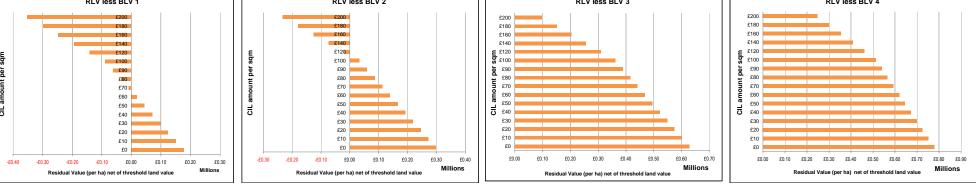


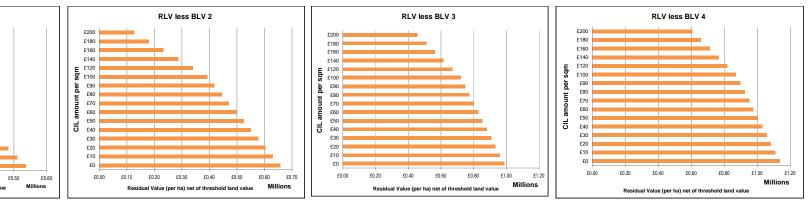
203,124 150,165

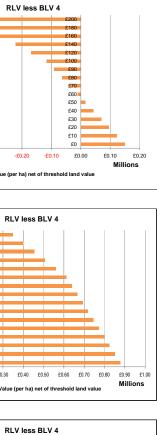
97,206

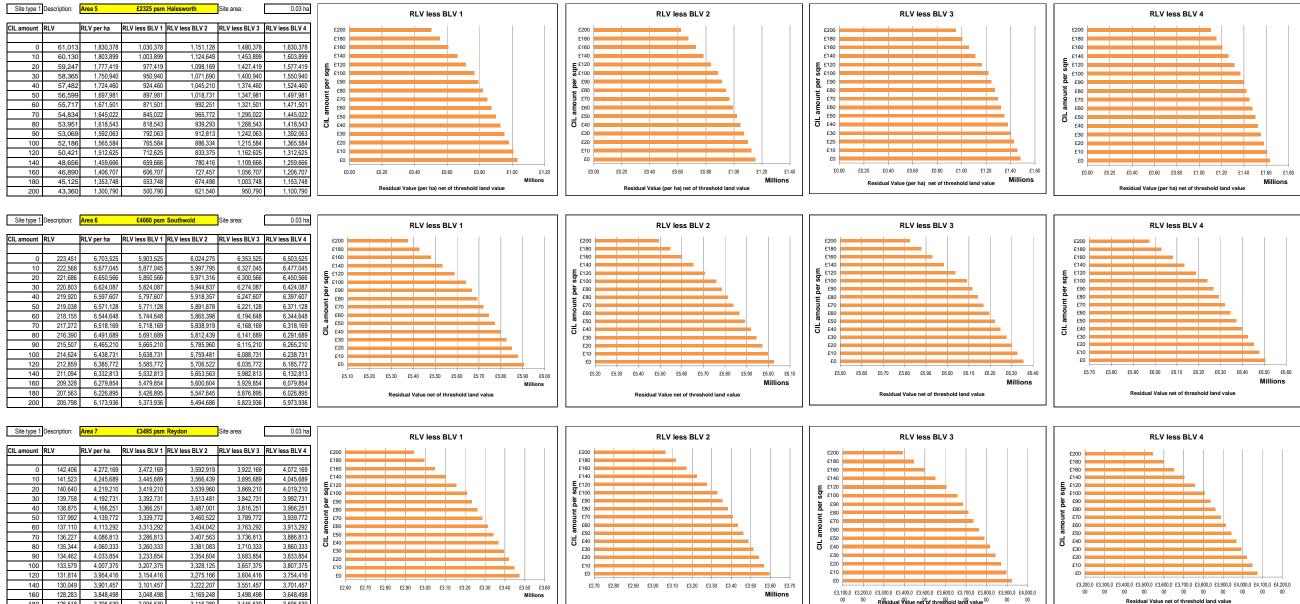
353,124 300,165

247,206









Residual Value net of threshold land value

180

126,518 3,795,539

200 124.753 3.742.580

2,995,53

2.942.580

3,116,289

3.063.330

3,445,539

3.392.580

3,595,53

3.542.580

Residual Value net of threshold land value

Residual Value net of threshold land value

| SITE TYPE | 2 |
|-----------|---|
| 4 UNITS | |
| HOUSE | |
| 30 UPH | |

| Benchmark Land | l Values (per net dev | velopable ha) | |
|------------------|-----------------------|----------------|------------|
| BLV1 | BLV2 | BLV3 | BLV4 |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

Sales value inflation Build cost inflation Profit

| 3 | |
|-----|--|
| 00/ | |

| e type 2 Description: Area 1 | £1615 psm In | ner Lowestoft | Site area: | 0.13 ha | | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | F |
|--|--|--|--|---|--|---|--|---|--|
| amount RLV RLV per ha | RLV less BLV 1 RI | LV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | | £200 | £200 | £200 | £200 |
| | | | | | | £180 | £180 | £180 £160 | £180 £160 |
| 0 94,623 709, | | 30,424 | 359,674 | 509,674 | | £160 | £160 | £140 | £140 |
| 10 91,015 682, | 4 | 3,364 | 332,614 | 482,614 | ε | E140 | E 5140 | £ £120 | E £120 |
| 20 87,407 655, | | 23,696 | 305,554 | 455,554 | sdr | £120 £100 | 5 £100 | £100 | £100 |
| 30 83,799 628, | | 50,756 | 278,494 | 428,494 | ē | 003 | £90 | | £90 |
| 40 80,191 601, | | 77,815 | 251,435 | 401,435 | 4 H | £80 | £80 | £80 £70 | £80 £70 |
| 50 76,583 574, | | 104,875 | 224,375 | 374,375 | no | £70 | £70 | 270 £60 | E70 £60 |
| 60 72,975 547, | | 131,935 | 197,315 | 347,315 | aŭ | £60 | E | £50 | £50 |
| 70 69,367 520, | | 158,995 | 170,255 | 320,255 | H H | £50 £40 | E40 | £40 | E40 |
| 80 65,759 493, | | 186,054 | 143,196 | 293,196 | 0 | £30 | £30 | £30 | £30 |
| 90 62,151 466, | | 213,114 | 116,136 | 266,136 | | £20 | £20 | £20 £10 | £20 |
| 100 58,543 439, | | 240,174 | 89,076 | 239,076 | | £10 | £10 £0 | £10 £0 | £10 £0 |
| 120 51,328 384, | | 294,293 | 34,957 | 184,957 | _ | £0 | | | |
| 140 44,112 330, | | 348,413 | - 19,163 | 130,837 | -£0.70 | -£0.60 -£0.50 -£0.40 -£0.30 -£0.20 -£0.10 £0.00 | -£0.60 -£0.50 -£0.40 -£0.30 -£0.20 -£0.10 £0.00 £0.10 | -£0.30 -£0.20 -£0.10 £0.00 £0.10 £0.20 £0.30 £0.40 Millions | -£0.10 £0.00 £0.10 |
| 160 36,896 276, | | 402,533 | - 73,283 | 76,717 | | Millions | Millions | MINIONS Residual Value (per ha) net of threshold land value | |
| | | | | | | | | | |
| 180 29,680 222, | | 456,652 | - 127,402 | 22,598 | | Residual Value (per ha) net of threshold land value | Residual Value (per ha) net of threshold land value | Residual value (per ha) het of threshold land value | Residual Value |
| 180 29,680 222, 200 22,464 168, | | 456,652 510,772 | - 127,402 - 181,522 - | - 22,598 - 31,522 | | Residual Value (per ha) net of threshold land value | Residual Value (per ha) net of threshold land value | Kesidual value (per fra) net di tirresnoli i and value | Kesidual Value (|
| 200 22,464 168, | 78 - 631,522 - | 510,772 | | | | Residual Value (per ha) net of threshold land value | Residual Value (per ha) net of threshold land value RLV less BLV 2 | RLV less BLV 3 | Residual Value |
| 200 22,464 168, e type 2 Description: Area 2 | 78 - 631,522 - | 510,772 | - 181,522 - | - 31,522 0.13 ha | | RLV less BLV 1 | | RLV less BLV 3 | R |
| 200 22,464 168, te type 2 Description: Area 2 mount RLV RLV per ha | 78 - 631,522 - £1964 psm Lo RLV less BLV 1 RI | 510,772 owestoft Burbs LV less BLV 2 | - 181,522 - Site area: | - 31,522 0.13 ha RLV less BLV 4 | £200 £180 | RLV less BLV 1 | RLV less BLV 2 | | R |
| 200 22,464 168, ite type 2 Description: Area 2 | RLV less BLV 1 RI 40 946,140 | 510,772 | - 181,522 - Site area: | - 31,522 0.13 ha | £200 £180 £160 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | £200 £180 £160 |
| 200 22,464 168, ite type 2 Description: Area 2 amount RLV RLV per ha 0 232,819 1,746, 10 222,211 1,719, | RLV less BLV 1 RI 40 946,140 80 919,080 | 510,772 owestoft Burbs LV less BLV 2 | - 181,522 - Site area: RLV less BLV 3 F 1,396,140 1,369,080 | - 31,522 0.13 ha RLV less BLV 4 1,546,140 1,519,080 | £180 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | F200 £180 £160 £140 |
| 200 22,464 168, ite type 2 Description: Area 2 amount RLV RLV per ha 0 232,819 1,746, | R 631,522 - £1964 psm Lc RLV less BLV 1 RI 40 946,140 80 919,080 20 892,020 | 510,772 owestoft Burbs LV less BLV 2 1,066,890 | - 181,522 - Site area: RLV less BLV 3 F 1,396,140 | - 31,522 0.13 ha RLV less BLV 4 1,546,140 | £180 £160 £140 E £120 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | E200 £180 £160 £140 £140 £140 |
| 200 22,464 168, Site type 2) Description: Area 2 Area 2 amount RLV RLV per ha 0 232,819 1,746, 10 229,211 1,719, 20 225,603 1,664, 30 221,995 1,664, | RIV less BLV 1 RIV 80 919,080 20 892,020 60 864,960 | 510,772 westoft Burbs LV less BLV 2 1,066,890 1,039,830 1,012,770 985,710 | - 181,522 - Site area: RLV less BLV 3 F 1,396,140 1,369,080 1,342,020 1,314,960 | - 31,522 0.13 ha RLV less BLV 4 1,546,140 1,519,080 1,492,020 1,464,960 | £180 £160 £140 E £120 E £100 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | E200 £180 £160 £140 £140 E £120 |
| 200 22,464 168, Site type 2 Description: Area 2 .amount RLV RLV per ha 0 232,819 1,746, 10 229,211 1,719, 20 225,603 1,692, | RLV less BLV 1 RL 40 946,140 80 919,080 919,080 882,020 60 864,960 01 837,901 | 510,772 owestoft Burbs LV less BLV 2 1,066,890 1,039,830 1,012,770 | - 181,522 - Site area: RLV less BLV 3 I 1,396,140 1,369,080 1,342,020 1,314,960 1,287,901 | 0.13 ha 0.13 ha RLV less BLV 4 1,546,140 1,519,080 1,492,020 | £180 £160 £140 £120 \$ £100 \$ £100 \$ £90 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | E200 £180 £160 £140 E 140 E 120 E 120 E 500 |
| 200 22,464 168, ite type 2 Description: Area 2 amount RLV RLV per ha 0 232,819 1,746, 10 229,211 1,719, 20 225,603 1,664, 30 221,995 1,664, | RLV less BLV 1 R 40 946,140 80 919,080 919,080 919,080 20 692,020 60 864,960 01 637,901 637,901 637,901 | 510,772 westoft Burbs LV less BLV 2 1,066,890 1,039,830 1,012,770 985,710 | - 181,522 - Site area: RLV less BLV 3 1 1,396,140 1,369,080 1,342,020 1,314,960 1,287,901 1,260,841 | - 31,522 0.13 ha RLV less BLV 4 1,546,140 1,519,080 1,492,020 1,464,960 | £180 £160 £140 £120 £100 £100 £100 £90 £90 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | E200 £180 £160 £140 £140 E £120 |
| 200 22,464 168, ite type 2 Description: Area 2 amount RLV RLV per ha 0 232,819 1,746, 10 229,211 1,719, 20 225,603 1,682, 30 221,995 1,637, 40 218,387 1,637, | R 631,522 - £1964 psm Lo RLV less BLV 1 Ri 40 946,140 80 919,080 20 892,020 864,960 60 601 837,901 41 810,841 | 510,772 covestoft Burbs LV less BLV 2 1,066,890 1,039,830 1,012,770 955,710 958,651 | - 181,522 - Site area: RLV less BLV 3 I 1,396,140 1,342,020 1,314,960 1,287,901 1,260,841 1,233,781 | - 31,522 0.13 ha RLV less BLV 4 1,546,140 1,519,080 1,492,020 1,464,960 1,437,901 | £180 £160 £140 E £120 £100 £100 £100 £100 £100 £100 £100 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 £180 £180 £180 £140 £140 £100 £100 £100 £100 £200 £200 £200 £200 £200 £200 £200 £200 | E200 £180 £160 £140 £140 £140 £140 £100 |
| 200 22,464 168, te type 2 Description: Area 2 imount RLV RLV per ha 0 232,819 1,746, 10 229,211 1,719, 20 225,603 1,682, 30 221,995 1,664, 40 214,387 1,637, 50 214,779 1,610, | RLV less BLV 1 RI 40 946,140 40 946,140 40 946,140 20 992,020 60 864,960 01 837,901 41 810,841 81 783,781 | 510,772 Dwestoft Burbs LV less BLV 2 1,066,890 1,039,830 1,012,770 985,710 985,651 931,591 | - 181,522 - Site area: RLV less BLV 3 1 1,396,140 1,369,080 1,342,020 1,314,960 1,287,901 1,260,841 | - 31,522 0.13 ha RLV less BLV 4 1,546,140 1,519,080 1,492,020 1,464,960 1,437,901 1,47,901 | £180 £160 £140 £120 bs £100 £100 £100 £100 £100 £100 £100 £100 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | E200 £180 £160 £140 £140 £120 |
| 200 22,464 168, ite type 2 Description: Area 2 amount RLV RLV per ha 0 232,819 1,746, 10 229,211 1,792, 20 222,5603 1,682, 30 221,995 1,664, 40 218,387 1,637, 50 214,779 1,610, 60 211,171 1,583, | RLV less BLV 1 R 40 946,140 40 946,140 80 919,080 20 892,020 60 864,960 01 837,901 41 810,841 81 783,781 21 756,721 | 510,772 westoft Burbs LV less BLV 2 1,066,890 1,039,830 1,012,770 985,710 958,651 931,591 904,531 | - 181,522 - Site area: RLV less BLV 3 I 1,396,140 1,342,020 1,314,960 1,287,901 1,260,841 1,233,781 | - 31,522 0.13 ha RLV less BLV 4 1,546,140 1,519,080 1,492,020 1,464,960 1,437,901 1,410,841 1,383,781 | £180 £160 £140 w £120 £100 £100 £100 £80 £70 £70 £60 £50 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | E200 £180 £160 £140 £140 £120 55 £100 59 100 1280 £200 100 100 100 100 100 100 100 |
| 200 22,464 168, te type 2 Description: Area 2 amount RLV RLV per ha 0 232,819 1,746, 10 229,211 1,719, 20 225,603 1,684, 40 218,387 1,637, 50 214,779 1,610, 60 211,171 1,580, 70 207,563 1,556, | RLV less BLV1 R 40 946,140 40 946,140 80 919,080 20 882,020 60 864,960 01 837,901 41 810,841 81 783,781 21 766,721 61 729,661 | 510,772 swestoft Burbs LV less BLV 2 1,066,890 1,039,830 1,012,770 958,651 931,591 904,531 877,471 | - 181,522 - Site area: RLV less BLV 3 [1,396,140 1,369,080 1,314,960 1,342,020 1,314,960 1,287,901 1,260,841 1,203,721 | - 31,522 0.13 ha RLV less BLV 4 1.546,140 1.492,020 1.464,960 1.437,901 1.410,841 1.383,781 1.366,721 | £180 £160 £140 £120 bs £100 £100 £100 £100 £100 £100 £100 £100 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | E200 £180 £140 £140 £140 £140 £140 £140 £100 £00 £ |
| 200 22,464 168, type 2 Description: Area 2 nount RLV RLV per ha 0 232,819 1,746, 10 229,211 1,719, 20 225,603 1,662, 30 221,995 1,664, 40 218,387 1,637, 50 214,779 1,610, 60 211,171 1,583, 70 207,563 1,529, 80 203,955 1,529, | RLV less BLV 1 RI 0 946,140 40 946,140 40 946,140 40 946,140 40 946,140 40 946,140 41 810,881 41 810,841 81 763,781 21 756,721 61 729,661 02 702,602 | 510,772 Swestoft Burbs LV less BLV 2 1,066,890 1,039,830 1,012,770 985,710 985,710 958,651 931,551 934,551 934,551 877,471 877,471 860,411 | - 181,522 - Site area: RLV less BLV 3 I 1,396,140 1,369,080 1,342,020 1,314,960 1,287,901 1,260,841 1,233,781 1,206,721 1,775,661 | - 31.522 0.13 ha RLV less BLV 4 1.546,140 1.519,080 1.464,960 1.437,901 1.410,841 1.336,721 1.326,721 | 180 100 100 110 110 110 110 110 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | R 5200 5140 5140 5140 5140 5140 5141 514 |
| 200 22,464 168, ilte type 2 Description: Area 2 amount RLV RLV per ha 0 232,819 1.746, 10 229,211 1.719, 20 222,603 1.682, 30 221,995 1.664, 40 218,387 1.637, 50 214,779 1.656, 80 203,955 1.556, 80 203,955 1.526, 90 200,347 1.502, | RLV less BLV 1 R 8 - 631,522 - 8 - 631,522 - 8 - 631,522 - 8 - 631,522 - 8 - 631,522 - 8 - 631,522 - 8 - 646,140 - 80 - 919,080 - 20 - 892,020 - 60 - 864,960 - 01 - 837,901 - 41 - 810,841 - 81 - 783,781 - 21 - 756,721 - 61 - 729,661 - 02 - 702,662 - 02 - 702,662 - | 510,772 covestoft Burbs LV less BLV 2 1,066,890 1,039,830 1,012,770 985,710 958,651 931,551 904,531 877,471 850,411 1823,352 | - 181,522 - Site area: RLV less BLV 3 1 1,396,140 1,342,020 1,344,020 1,344,020 1,344,020 1,344,020 1,344,020 1,344,020 1,327,901 1,260,8721 1,179,661 1,172,602 | - 31,522 0.13 ha RLV less BLV 4 1.546,140 1.4519,080 1.432,020 1.464,960 1.437,901 1.410,841 1.336,721 1.329,661 1.302,602 | 0813 0013 0014 0014 002 003 003 003 003 003 003 003 003 003 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | E200 £180 £140 £140 £140 £140 £140 £140 £100 £00 £ |

£0.00

£0.20

£0.40

£0.60

£0.80

£1.00

£1.20

Millions

| Site type 2 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.13 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 213,812 | 1,603,588 | 803,588 | 924,338 | 1,253,588 | 1,403,588 |
| 10 | 210,204 | 1,576,529 | 776,529 | 897,279 | 1,226,529 | 1,376,529 |
| 20 | 206,596 | 1,549,469 | 749,469 | 870,219 | 1,199,469 | 1,349,469 |
| 30 | 202,988 | 1,522,409 | 722,409 | 843,159 | 1,172,409 | 1,322,409 |
| 40 | 199,380 | 1,495,349 | 695,349 | 816,099 | 1,145,349 | 1,295,349 |
| 50 | 195,772 | 1,468,290 | 668,290 | 789,040 | 1,118,290 | 1,268,290 |
| 60 | 192,164 | 1,441,230 | 641,230 | 761,980 | 1,091,230 | 1,241,230 |
| 70 | 188,556 | 1,414,170 | 614,170 | 734,920 | 1,064,170 | 1,214,170 |
| 80 | 184,948 | 1,387,110 | 587,110 | 707,860 | 1,037,110 | 1,187,110 |
| 90 | 181,340 | 1,360,051 | 560,051 | 680,801 | 1,010,051 | 1,160,05 |
| 100 | 177,732 | 1,332,991 | 532,991 | 653,741 | 982,991 | 1,132,991 |
| 120 | 170,516 | 1,278,871 | 478,871 | 599,621 | 928,871 | 1,078,871 |
| 140 | 163,300 | 1,224,752 | 424,752 | 545,502 | 874,752 | 1,024,752 |
| 160 | 156,084 | 1,170,632 | 370,632 | 491,382 | 820,632 | 970,633 |
| 180 | 148,868 | 1,116,513 | 316,513 | 437,263 | 766,513 | 916,51 |
| 200 | 141,652 | 1,062,393 | 262,393 | 383,143 | 712,393 | 862,393 |

567,303

513,183 459,064

404,944

140 182,307 1,367,303

 160
 175,091
 1,313,183

 180
 167,875
 1,259,064

200 160,659 1,204,944

688,053

633,933

579,814

525,694

1,017,303

963,183 909,064

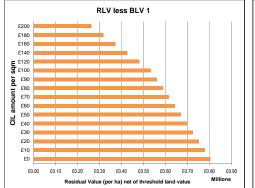
854,944 1,004,944

1,167,303

1.113.183

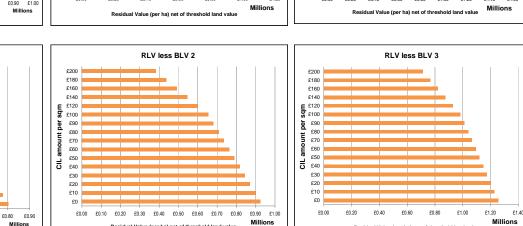
1,059,064

£0



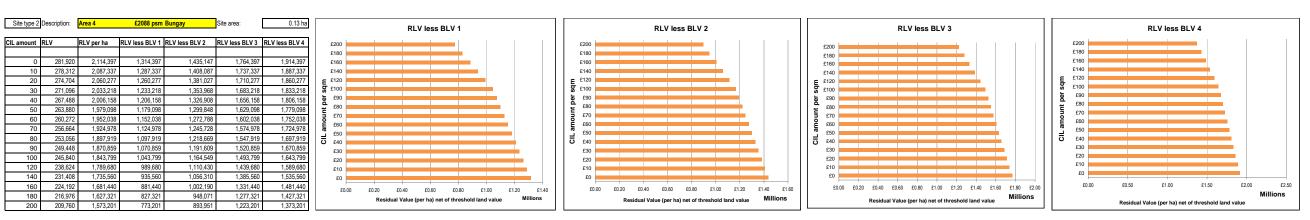
£0.00 £0.10 £0.20 £0.30 £0.40 £0.50 £0.60 £0.70 £0.80 £0.90 £1.0

Residual Value (per ha) net of threshold land value

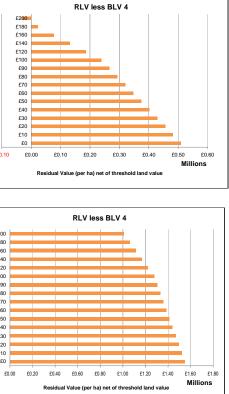


£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40 £1.60

Residual Value (per ha) net of threshold land value



Residual Value (per ha) net of threshold land value



£200 £180 £160 £140 £120 £100

£90 per

£70

£60

£40

£30

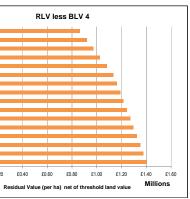
£20

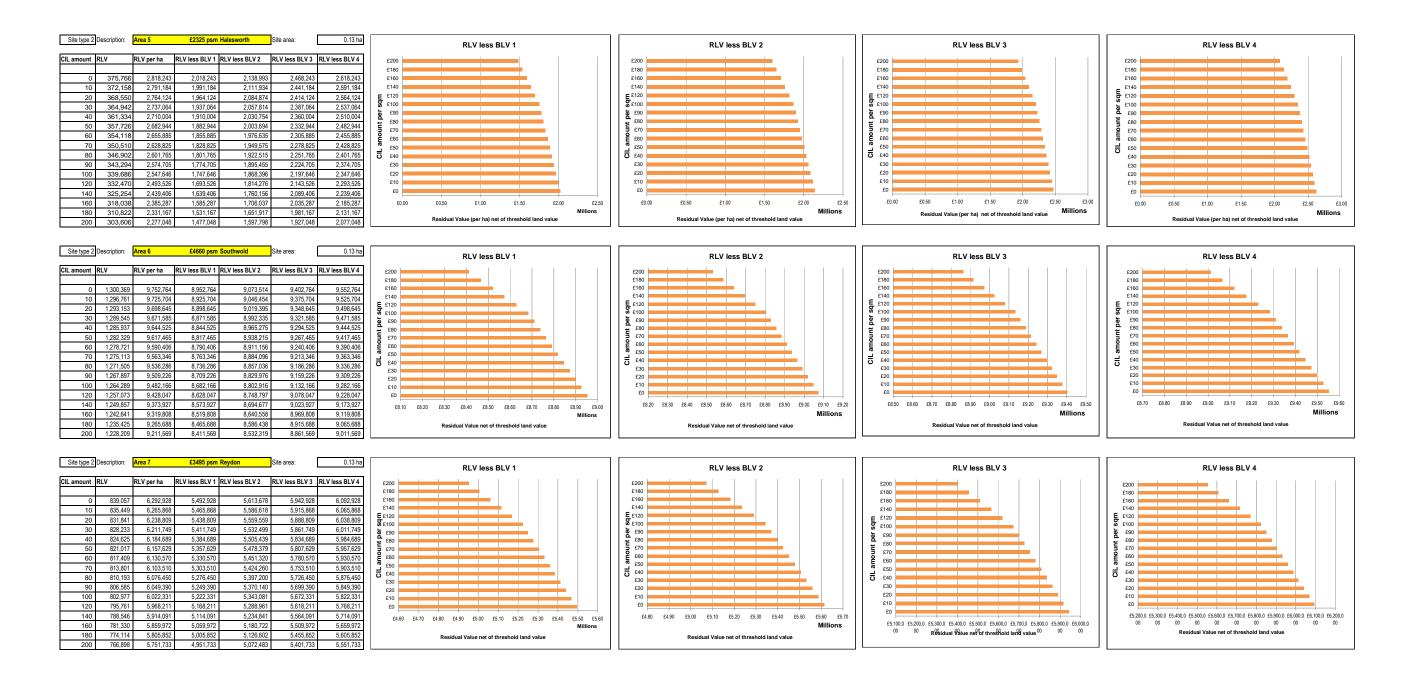
£10

£0

Millions

£0.00 £0.20





| lity | Waveney District | l Values (per net dev | velopable ha) | |
|------|------------------|-----------------------|-----------------|--------------|
| | | BLV1 | BLV2 | BLV3 |
| Е | 2 | Resi land (high) | Resi land (low) | Fmr industri |
| | | £800,000 | £679,250 | £350,000 |

| HOUSE | |
|--------|--|
| 30 UPH | |

| DLVI | DLVL | DLVO | |
|------------------|-----------------|----------------|--|
| Resi land (high) | Resi land (low) | Fmr industrial | |
| £800,000 | £679,250 | £350,000 | |
| | | | |
| | | | |
| | | | |

BLV3

BLV4

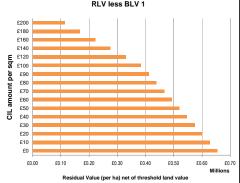
Other uses £200,000

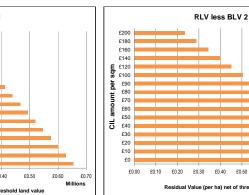
0.401

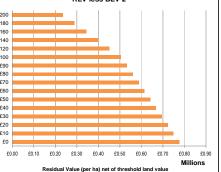
| -5' | % Sales value inflation |
|-----|-------------------------|
| | Build cost inflation |
| | Profit |

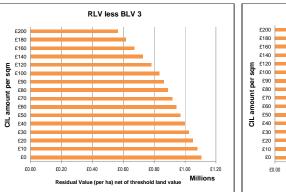
| Site type 2 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.13 ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |
|---|---|---|--|---------------------------------------|
| CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 | £200 | £200 | £200 | |
| | £180 | £180 | £180 | |
| 0 62,648 469,861 - 330,139 - 209,389 119,861 269,861 | £160 | £160 | £160 | |
| 10 59,040 442,801 - 357,199 - 236,449 92,801 242,801 | E140 | £140 | E | E |
| 20 55,432 415,742 - 384,258 - 263,508 65,742 215,742 | £120 | E120 | 5 E100 | Sa |
| 30 51,824 388,682 - 411,318 - 290,568 38,682 188,682 | 50 E100 | 500 £90 | 1 20 200 | - e |
| 40 48,216 361,622 - 438,378 - 317,628 11,622 161,622 | <u>a</u> <u>£80</u> | <u>0.</u> ± | £80 | 1 te |
| 50 44,608 334,562 - 465,438 - 344,688 - 15,438 134,562 | £70 | £70 | E70 960 | 5 |
| 60 41,000 307,503 - 492,497 - 371,747 - 42,497 107,503 | Ê | £60 | E £50 | a a a a a a a a a a a a a a a a a a a |
| 70 37,392 280,443 - 519,557 - 398,807 - 69,557 80,443 | £50 | | E40 | |
| 80 33,784 253,383 - 546,617 - 425,867 - 96,617 53,383 | 0 £40 | O 530 | £30 | 0 |
| 90 30,176 226,323 - 573,677 - 452,927 - 123,677 26,323 | 520 | £20 | £20 | |
| 100 26,568 199,263 - 600,737 - 479,987 - 150,737 - 737 | E10 | £10 | £10 | |
| 120 19,353 145,144 - 654,856 - 534,106 - 204,856 - 54,856 | £0 | 03 | £0 | |
| 140 12,137 91,024 - 708,976 - 588,226 - 258,976 - 108,976 | -£1.00 -£0.90 -£0.80 -£0.70 -£0.60 -£0.50 -£0.40 -£0.30 -£0.20 -£0.10 £0.00 | -£0.80 -£0.70 -£0.60 -£0.50 -£0.40 -£0.30 -£0.20 -£0.10 £0.00 | -£0.50 -£0.40 -£0.30 -£0.20 -£0.10 £0.00 £0.10 £0.20 | -£0.30 -£0.20 -£0.10 |
| 160 4,921 36,905 - 763,095 - 642,345 - 313,095 - 163,095 | Millions | Millions | Millions | |
| 180 -2,295 - 17,215 - 817,215 - 696,465 - 367,215 - 217,215 | Residual Value (per ha) net of threshold land value | Residual Value (per ha) net of threshold land value | Residual Value (per ha) net of threshold land value | Residual Value (per |
| 200 -9,511 - 71,334 - 871,334 - 750,584 - 421,334 - 271,334 | . , , | " | | |
| | | | | |
| Site type 2 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.13 ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |
| CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 | £200 | £200 | £200 | £200 |
| | £200 £180 | £180 | £180 | £180 |
| 0 193,934 1,454,504 654,504 775,254 1,104,504 1,254,504 | £160 | £160 | £160 | £160 |
| 10 190,326 1,427,444 627,444 748,194 1,077,444 1,227,444 | £140 | £140 | £140 | £140 |
| 20 186,718 1,400,384 600,384 721,134 1,050,384 1,200,384 | E £120 | E £120 | E £120 | E £120 |
| 30 183,110 1,373,324 573,324 694,074 1,023,324 1,173,324 | S £100 | S £100 | £100 | S £100 |
| 40 179,502 1,346,265 546,265 667,015 996,265 1,146,265 | 00 ² | | | £80 |
| 50 175,894 1,319,205 519,205 639,955 969,205 1,119,205 | £80 | 5 £70 | 4 5 6 7 6 | £80 £70 |



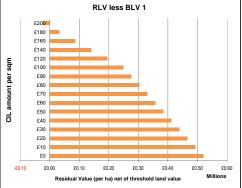


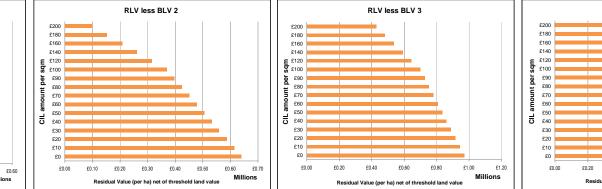


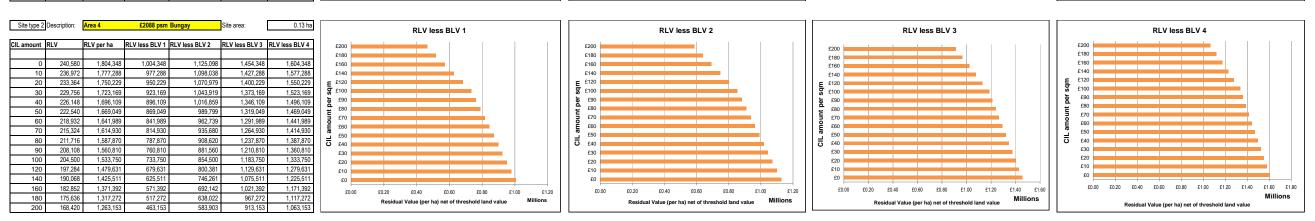




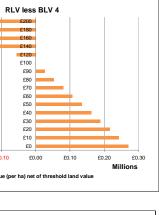
| Site type 2 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.13 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 175,877 | 1,319,080 | 519,080 | 639,830 | 969,080 | 1,119,080 |
| 10 | 172,269 | 1,292,020 | 492,020 | 612,770 | 942,020 | 1,092,020 |
| 20 | 168,661 | 1,264,961 | 464,961 | 585,711 | 914,961 | 1,064,961 |
| 30 | 165,053 | 1,237,901 | 437,901 | 558,651 | 887,901 | 1,037,901 |
| 40 | 161,445 | 1,210,841 | 410,841 | 531,591 | 860,841 | 1,010,841 |
| 50 | 157,837 | 1,183,781 | 383,781 | 504,531 | 833,781 | 983,781 |
| 60 | 154,230 | 1,156,721 | 356,721 | 477,471 | 806,721 | 956,721 |
| 70 | 150,622 | 1,129,662 | 329,662 | 450,412 | 779,662 | 929,662 |
| 80 | 147,014 | 1,102,602 | 302,602 | 423,352 | 752,602 | 902,602 |
| 90 | 143,406 | 1,075,542 | 275,542 | 396,292 | 725,542 | 875,542 |
| 100 | 139,798 | 1,048,482 | 248,482 | 369,232 | 698,482 | 848,482 |
| 120 | 132,582 | 994,363 | 194,363 | 315,113 | 644,363 | 794,363 |
| 140 | 125,366 | 940,243 | 140,243 | 260,993 | 590,243 | 740,243 |
| 160 | 118,150 | 886,124 | 86,124 | 206,874 | 536,124 | 686,124 |
| 180 | 110,934 | 832,004 | 32,004 | 152,754 | 482,004 | 632,004 |
| 200 | 103,718 | 777,885 | - 22,115 | 98,635 | 427,885 | 577,885 |

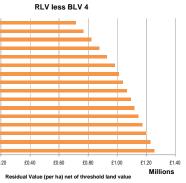




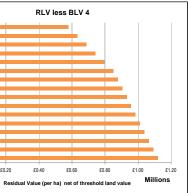


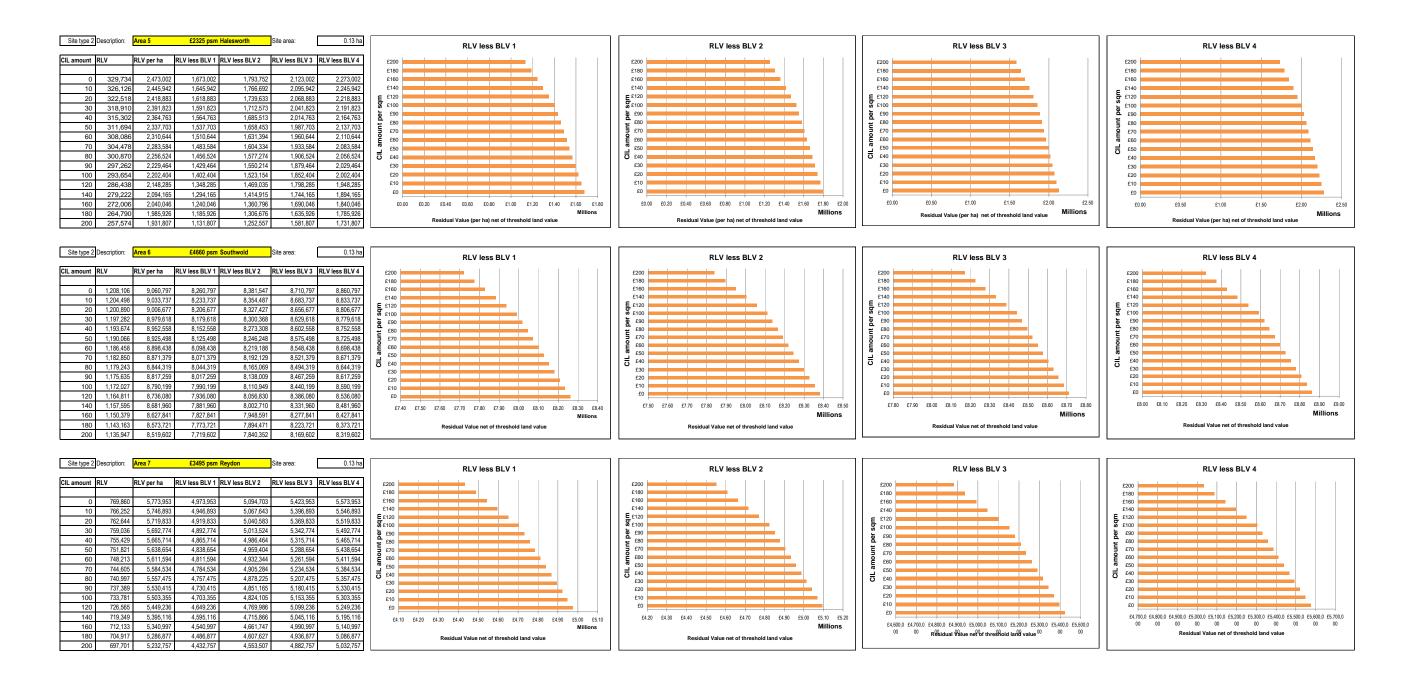
SITE TYPE 4 UNITS





£0.20





| SITE TYPE | 2 |
|-----------|---|
| 4 UNITS | |
| HOUSE | |

| Benchmark Land Values (per net developable ha) | | | | | | |
|--|-----------------|----------------|------------|--|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | |

0.13 ha

1,927,27

1.900.21

1,873,151

1,846,091

1.819.032

1,791,97

1.764.912

1,737,85

1,710,7

1,683,733

1,656,673

1,602,553

1,548,434

1.494.314

1,440,195

1.386.075

1,777,271

1.750.211

1,723,151

1,696,091

1.669.032

1,641,972

1,614,912

1,587,852

1,560,792 1,533,733

1,506,673

1,398,434

1.344.314

1,290,195

906,825 1,236,075

1,452,553

£200

£180

£160 £140

£120 £100

081 Der 2

£70 £60 £50

£40

£20 £10

£0

£20

£10

£0

£0.00

£0.00

£0.20

£30

30 UPH

CII amount RIV

10

20 30

| 10% | Sales value inflation |
|-----|-----------------------|
| 5% | Build cost inflation |
| | Profit |

| Site type 2 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.13 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| | | | | | _ | |
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 131,621 | 987,158 | 187,158 | 307,908 | 637,158 | 787,158 |
| 10 | 128,013 | 960,098 | 160,098 | 280,848 | 610,098 | 760,098 |
| 20 | 124,405 | 933,039 | 133,039 | 253,789 | 583,039 | 733,039 |
| 30 | 120,797 | 905,979 | 105,979 | 226,729 | 555,979 | 705,979 |
| 40 | 117,189 | 878,919 | 78,919 | 199,669 | 528,919 | 678,919 |
| 50 | 113,581 | 851,859 | 51,859 | 172,609 | 501,859 | 651,859 |
| 60 | 109,973 | 824,800 | 24,800 | 145,550 | 474,800 | 624,800 |
| 70 | 106,365 | 797,740 | - 2,260 | 118,490 | 447,740 | 597,740 |
| 80 | 102,757 | 770,680 | - 29,320 | 91,430 | 420,680 | 570,680 |
| 90 | 99,149 | 743,620 | - 56,380 | 64,370 | 393,620 | 543,620 |
| 100 | 95,541 | 716,561 | - 83,439 | 37,311 | 366,561 | 516,561 |
| 120 | 88,325 | 662,441 | - 137,559 | - 16,809 | 312,441 | 462,441 |
| 140 | 81,110 | 608,321 | - 191,679 | - 70,929 | 258,321 | 408,321 |
| 160 | 73,894 | 554,202 | - 245,798 | - 125,048 | 204,202 | 354,202 |
| 180 | 66,678 | 500,082 | - 299,918 | - 179,168 | 150,082 | 300,082 |
| 200 | 59,462 | 445,963 | - 354,037 | - 233,287 | 95,963 | 245,963 |

RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4

1,448,021

1.420.961

1,393,901

1,366,841

1.339.782

1,312,722

1.285.662

1,258,602

1,231,542

1,204,483

1,177,423

1,123,303

1,069,184

1,015,064

960,945

Site type 2 Description: Area 2 £1964 psm Lowestoft Burbs Site area:

1,327,27

1.300.2

1,273,15

1,246,09

1.219.032

1,191,97

1,164,912 1,137,852

1,110,79

1,056,67

1,002,55

948,434

894,314

840,195

786.07

283,636 2,127,271

280,028 2,100,211

276,420 2,073,151

272,812 2,046,091

40 269.204 2.019.032

50 265,596 1,991,972

60 261,988 1,964,912

70 258,380 1,937,852

 80
 254,772
 1,910,792

 90
 251,164
 1,883,733

 100
 247,556
 1,856,673

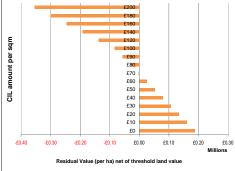
 120
 240,340
 1,802,553

140 233,125 1,748,434

160 225,909 1,694,314

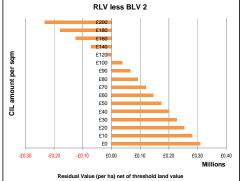
180 218,693 1,640,195

200 211,477 1,586,075



RLV less BLV 1

RLV less BLV 1



RLV less BLV 2

£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40 £1.60

Residual Value (per ha) net of threshold land value

£200

£180 £160 £140

E £120

08£ **ber**

£70

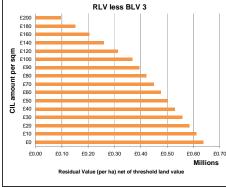
£60 £50

£30

£20 £10

£0

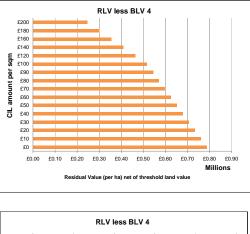
5 £40

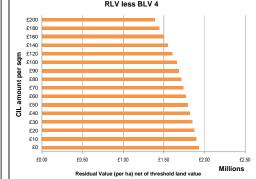


RLV less BLV 3

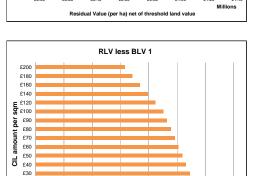
£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40 £1.60 £1.80 £2.00

Residual Value (per ha) net of threshold land value Millions





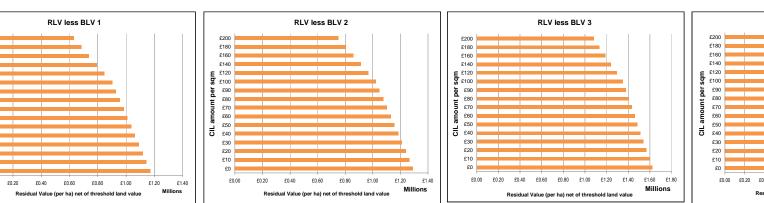
| Site type 2 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.13 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 262,729 | 1,970,464 | 1,170,464 | 1,291,214 | 1,620,464 | 1,770,464 |
| 10 | 259,121 | 1,943,405 | 1,143,405 | 1,264,155 | 1,593,405 | 1,743,40 |
| 20 | 255,513 | 1,916,345 | 1,116,345 | 1,237,095 | 1,566,345 | 1,716,34 |
| 30 | 251,905 | 1,889,285 | 1,089,285 | 1,210,035 | 1,539,285 | 1,689,28 |
| 40 | 248,297 | 1,862,225 | 1,062,225 | 1,182,975 | 1,512,225 | 1,662,225 |
| 50 | 244,689 | 1,835,166 | 1,035,166 | 1,155,916 | 1,485,166 | 1,635,16 |
| 60 | 241,081 | 1,808,106 | 1,008,106 | 1,128,856 | 1,458,106 | 1,608,10 |
| 70 | 237,473 | 1,781,046 | 981,046 | 1,101,796 | 1,431,046 | 1,581,04 |
| 80 | 233,865 | 1,753,986 | 953,986 | 1,074,736 | 1,403,986 | 1,553,98 |
| 90 | 230,257 | 1,726,926 | 926,926 | 1,047,676 | 1,376,926 | 1,526,92 |
| 100 | 226,649 | 1,699,867 | 899,867 | 1,020,617 | 1,349,867 | 1,499,86 |
| 120 | 219,433 | 1,645,747 | 845,747 | 966,497 | 1,295,747 | 1,445,74 |
| 140 | 212,217 | 1,591,628 | 791,628 | 912,378 | 1,241,628 | 1,391,62 |
| 160 | 205,001 | 1,537,508 | 737,508 | 858,258 | 1,187,508 | 1,337,50 |
| 180 | 197,785 | 1,483,388 | 683,388 | 804,138 | 1,133,388 | 1,283,38 |
| 200 | 190,569 | 1,429,269 | 629,269 | 750,019 | 1,079,269 | 1,229,26 |



£0.40 £0.60 £0.80

£1.00

£1.20 £1.4



Millions

£200

£180 £160

£140

£120 £100

063 **De**

5 £40

£80

£60

£50

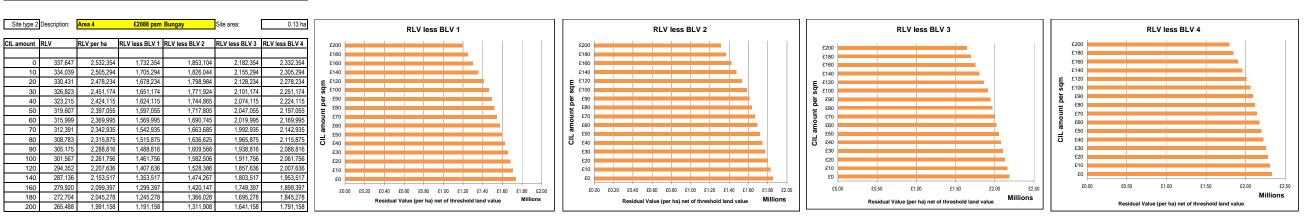
£30

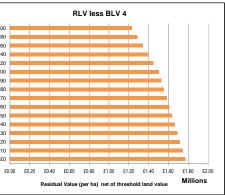
£20 |

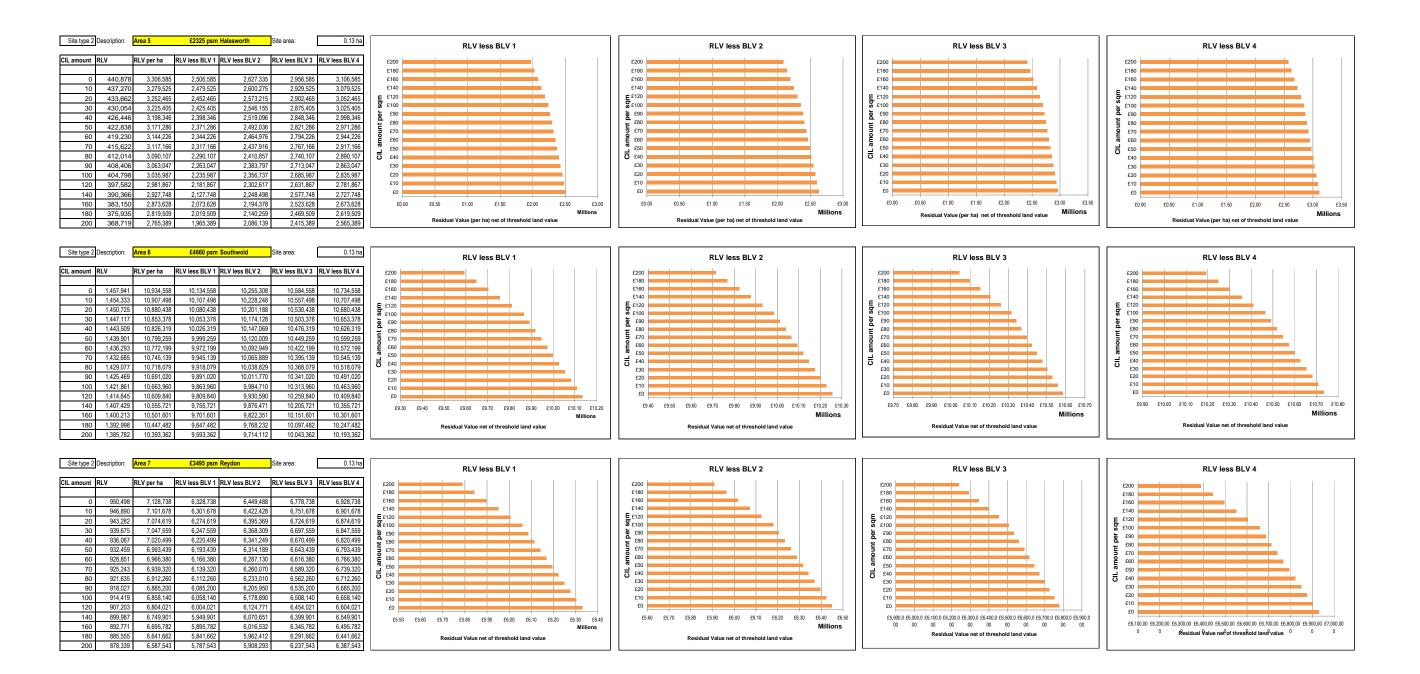
£10

£0

£70







| lity | Waveney District | Benchmark Land | l Values (per net dev | velopable ha) |
|------|------------------|------------------|-----------------------|---------------|
| | | BLV1 | BLV2 | BLV3 |
| Е | 2 | Resi land (high) | Resi land (low) | Fmr industri |
| | | £800,000 | £679,250 | £350,000 |

| | 1 Con lunc |
|--|------------|
| | £800, |
| | |
| | |

| Resi land (high) | Resi land (low) | Fmr industrial |
|------------------|-----------------|----------------|
| £800,000 | £679,250 | £350,000 |
| | | |

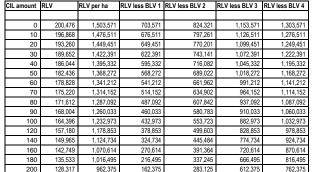
BLV3

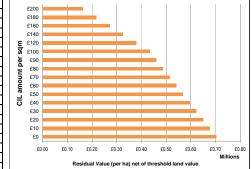
BLV4

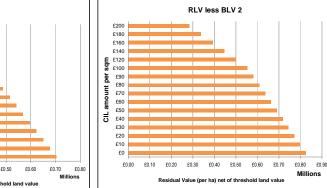
Other uses £200,000

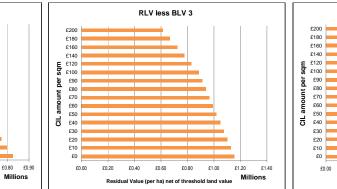
| 4 | Sales value inflation |
|----|-----------------------|
| 0% | Build cost inflation |
| | Profit |

| mount RLV | RLV per ha | RLV less BLV 1 RLV | / less BLV 2 | RLV less BLV 3 F | RLV less BLV 4 | | £200 | | £200 | | £200 £180 | |
|------------|------------|--------------------|--------------|-------------------|----------------|---------|---|------|--|-------|---|----|
| 0 00.004 | 467 105 | - 332,895 - | 212,145 | 117 105 | 267,105 | | £180 | | £180 | | £160 | |
| 0 62,281 | 467,105 | | 212,145 | 117,105 90,045 | 267,105 | | £160 | | £100 | _ | £140 | |
| 20 55,065 | 440,045 | | 259,205 | 90,045 | 240,045 | <u></u> | E £120 | Ē | £120 | E E | £120 | 1 |
| 30 51,457 | 385,925 | | 200,205 | 35,925 | 185,925 | - SC | ອັ£100 | L SC | £100 | ers | £100 £90 | |
| 40 47,849 | 358,866 | | 320,384 | 8,866 | 158,866 | be | 00 <u>1</u> | Be | £90 | Đ t | £80 | |
| 50 44,241 | 331,806 | | 347,444 | - 18,194 | 131,806 | , ti | £30 £70 | L L | £70 | no | £70 | |
| 60 40,633 | 304,746 | | 374,504 | - 45,254 | 104,746 | Ê | Ê | Ê | £60 | ä | £60 £50 | |
| 70 37,025 | 277,686 | | 401,564 | - 72,314 | 77,686 | La | 10 £50 | a l | £50 | E I | £30 £40 | |
| 80 33,417 | 250,627 | - 549,373 - | 428,623 | - 99,373 | 50,627 | 0 0 | 5 <u>£40</u> | 0 | £40 | 0 | £30 | |
| 90 29,809 | 223,567 | - 576,433 - | 455,683 | - 126,433 | 23,567 | | £30 | | £20 | | £20 | |
| 100 26,201 | 196,507 | - 603,493 - | 482,743 | - 153,493 - | 3,493 | | £10 | | £10 | | £10 | |
| 120 18,985 | 142,387 | - 657,613 - | 536,863 | - 207,613 - | 57,613 | | <u>0</u> | | £0 | | 01 | |
| 140 11,769 | 88,268 | | 590,982 | - 261,732 - | 111,732 | | -£1.00 -£0.90 -£0.80 -£0.70 -£0.60 -£0.50 -£0.40 -£0.30 -£0.20 -£0.10 £0.00 | 4 | £0.80 -£0.70 -£0.60 -£0.50 -£0.40 -£0.30 -£0.20 -£0.10 £0.00 | -£0.8 | | .0 |
| 160 4,553 | 34,148 | | 645,102 | - 315,852 - | 165,852 | | Millions | | Millions | | Millions Residual Value (per ha) net of threshold land value | |
| 180 -2,663 | - 19,971 | | 699,221 | - 369,971 - | 219,971 | | Residual Value (per ha) net of threshold land value | | Residual Value (per ha) net of threshold land value | | Residual value (per ha) net of threshold land value | |
| 200 -9,879 | - 74,091 | - 874,091 - | 753,341 | - 424,091 - | 274,091 | | | | | | | L |

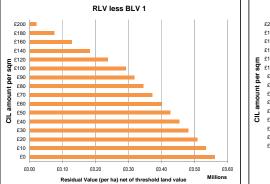


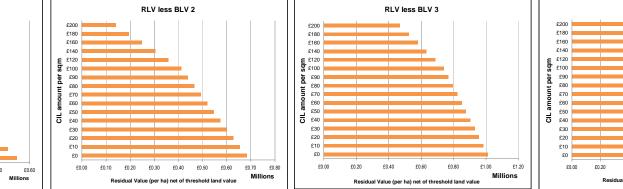


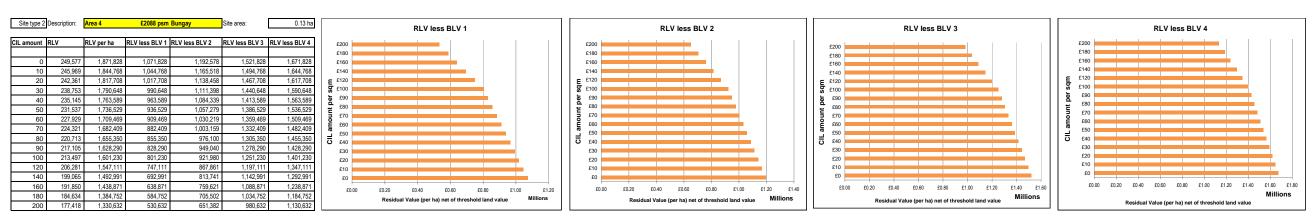




| Site type 2 | Description: | Area 3 £1916 psm Beccles | | | Site area: | 0.13 ha | |
|----------------|--------------|--------------------------|----------------|----------------|----------------|----------------|--|
| CIL amount RLV | | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | |
| | | | | | | | |
| 0 | 181,469 | 1,361,019 | 561,019 | 681,769 | 1,011,019 | 1,161,01 | |
| 10 | 177,861 | 1,333,960 | 533,960 | 654,710 | 983,960 | 1,133,96 | |
| 20 | 174,253 | 1,306,900 | 506,900 | 627,650 | 956,900 | 1,106,90 | |
| 30 | 170,645 | 1,279,840 | 479,840 | 600,590 | 929,840 | 1,079,84 | |
| 40 | 167,037 | 1,252,780 | 452,780 | 573,530 | 902,780 | 1,052,78 | |
| 50 | 163,429 | 1,225,721 | 425,721 | 546,471 | 875,721 | 1,025,72 | |
| 60 | 159,821 | 1,198,661 | 398,661 | 519,411 | 848,661 | 998,66 | |
| 70 | 156,213 | 1,171,601 | 371,601 | 492,351 | 821,601 | 971,60 | |
| 80 | 152,605 | 1,144,541 | 344,541 | 465,291 | 794,541 | 944,54 | |
| 90 | 148,998 | 1,117,481 | 317,481 | 438,231 | 767,481 | 917,48 | |
| 100 | 145,390 | 1,090,422 | 290,422 | 411,172 | 740,422 | 890,42 | |
| 120 | 138,174 | 1,036,302 | 236,302 | 357,052 | 686,302 | 836,30 | |
| 140 | 130,958 | 982,183 | 182,183 | 302,933 | 632,183 | 782,18 | |
| 160 | 123,742 | 928,063 | 128,063 | 248,813 | 578,063 | 728,06 | |
| 180 | 116,526 | 873,943 | 73,943 | 194,693 | 523,943 | 673,94 | |
| 200 | 109,310 | 819,824 | 19,824 | 140,574 | 469,824 | 619,82 | |

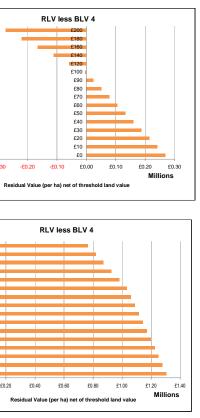






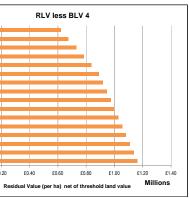
SITE TYPE

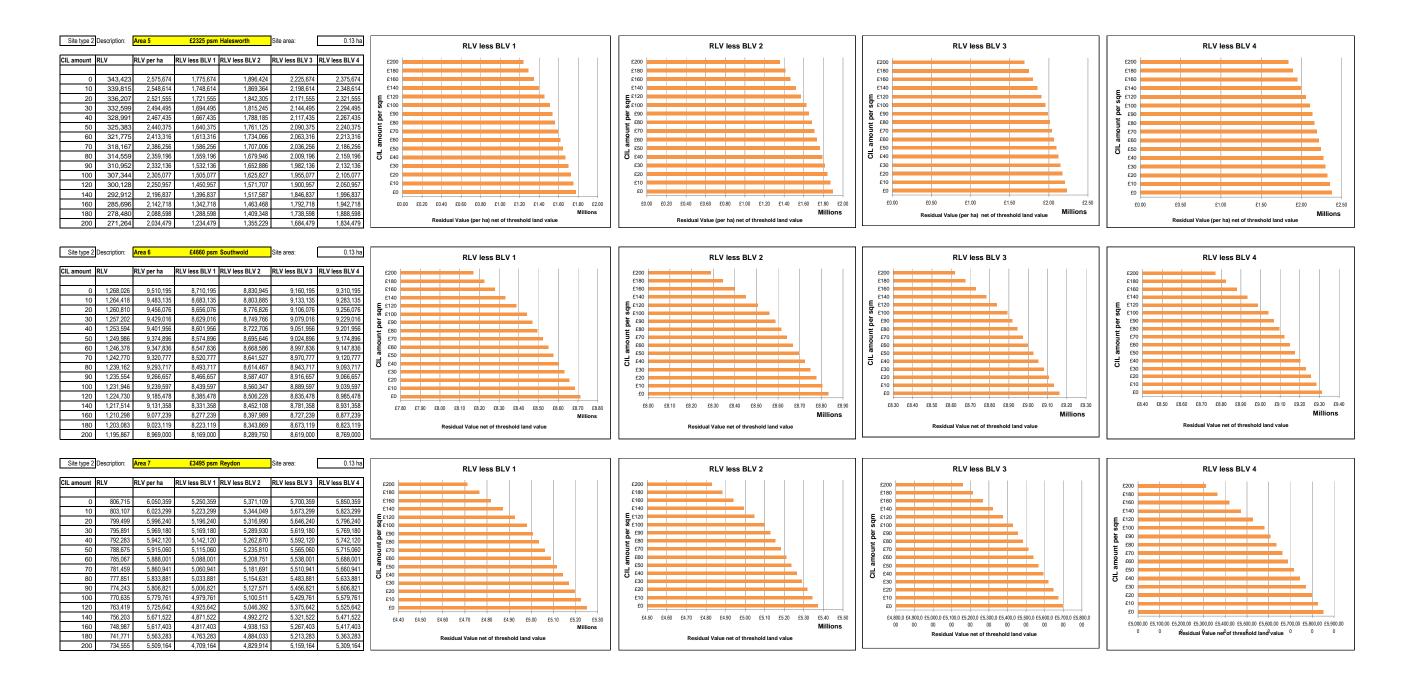
4 UNITS HOUSE 30 UPH



-£0.30

£0.20





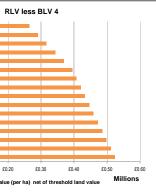
| Benchmark Land Values (per net developable ha) | | | | | | | |
|--|------------------|-----------------|----------------|------------|--|--|--|
| | BLV1 | BLV2 | BLV3 | BLV4 | | | |
| | Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | |
| | £800,000 | £679,250 | £350,000 | £200,000 | | | |

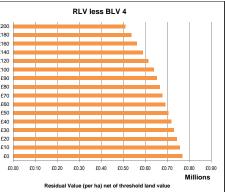
SITE TYPE 3 8 UNITS HOUSES 30 UPH

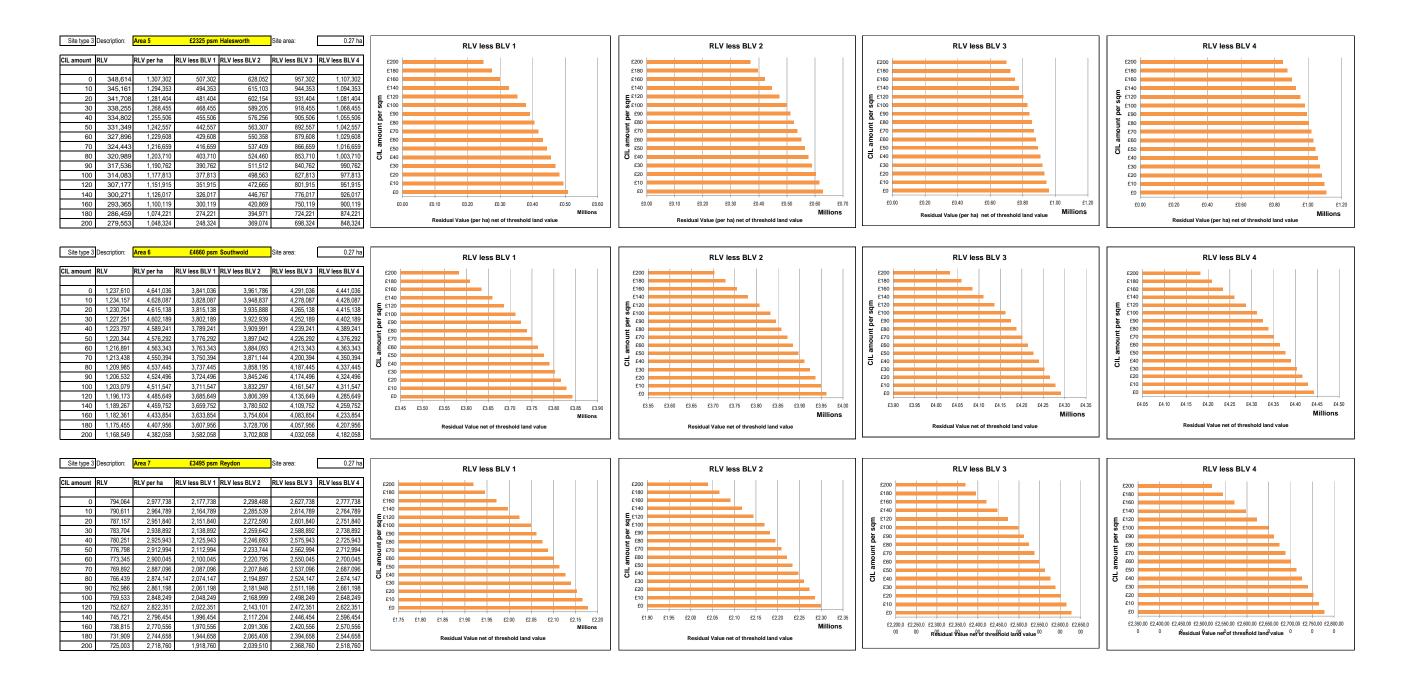
| 00 01 11 | | |
|------------|-----|-----------------------|
| CSH level: | 3 | Sales value inflation |
| Aff Hsg: | 20% | Build cost inflation |
| | | Profit |

| Site type 3 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |
|--|----------------|--|--|---|
| Cit. amount R.V R.V Rev Rev <th< td=""><td>U</td><td>To the second se</td><td>Under the second second</td><td>CT auonut be adult of the adult</td></th<> | U | To the second se | Under the second | CT auonut be adult of the adult |
| Site type 3 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 211,172 791,894 8,106 112,644 441,894 591,894 10 207,719 779,845 21,055 99,695 428,945 578,945 20 204,266 765,996 34,004 86,746 415,996 565,996 30 200,812 753,047 46,953 73,797 403,047 553,047 40 197,359 740,098 59,902 60,848 390,098 500,098 50 193,906 727,149 72,2851 47,899 377,149 527,149 60 190,453 714,200 85,800 34,950 364,200 514,200 70 187,000 701,251 98,749 22,001 351,251 501,251 80 183,547 688,302 111,698 9,052 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |
| Site type 3 Description: Area 3 £1916 psm Beccles Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 | RLV less BLV 1 | RLV less BLV 2 Ub constrained by the second | RLV less BLV 3 | C 200 E 200 E 160 E 100 E |
| Site type 3 Description: Area 4 £2088 psm Bungay Site area: 0.27 ha CIL amount 0 RLV RLV per ha 258,382 RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 258,382 968,931 168,931 289,681 618,931 768,931 10 254,929 955,982 1276,732 605,982 755,982 20 251,476 943,033 143,033 263,783 593,033 743,033 30 244,023 930,085 130,085 220,035 560,085 730,085 40 244,570 917,136 117,136 227,878 567,136 717,136 50 241,116 904,187 104,187 224,937 554,187 704,187 60 237,653 891,238 91,238 211,988 541,238 691,238 70 224,210 878,289 78,289 199,039 528,289 678,289 80 230,757 865,340 180,099 151,340 | RLV less BLV 1 | RLV less BLV 2 E100 E1 | RLV less BLV 3 | RLV 5180 5140 510 510 510 510 510 510 510 51 |







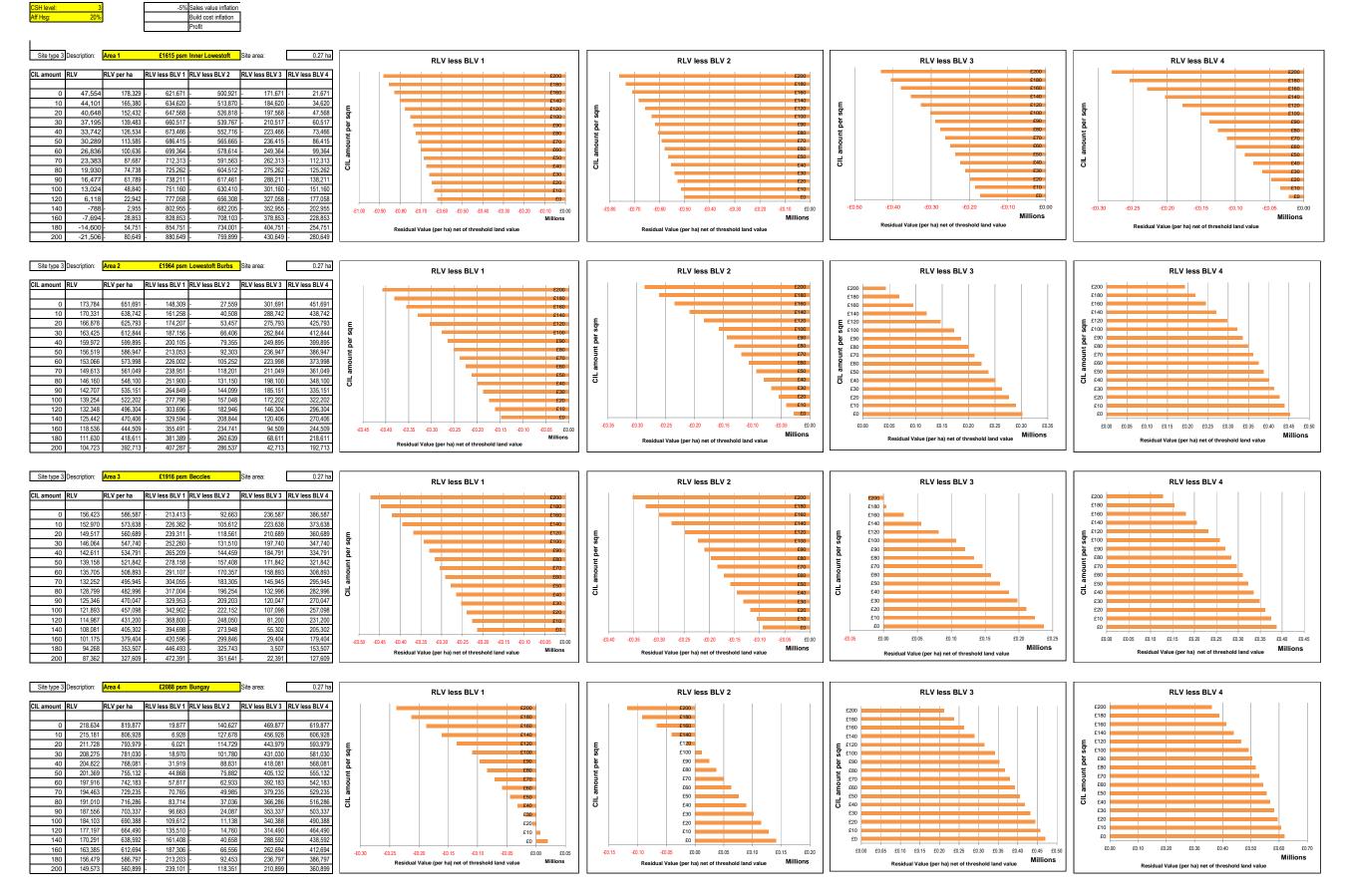


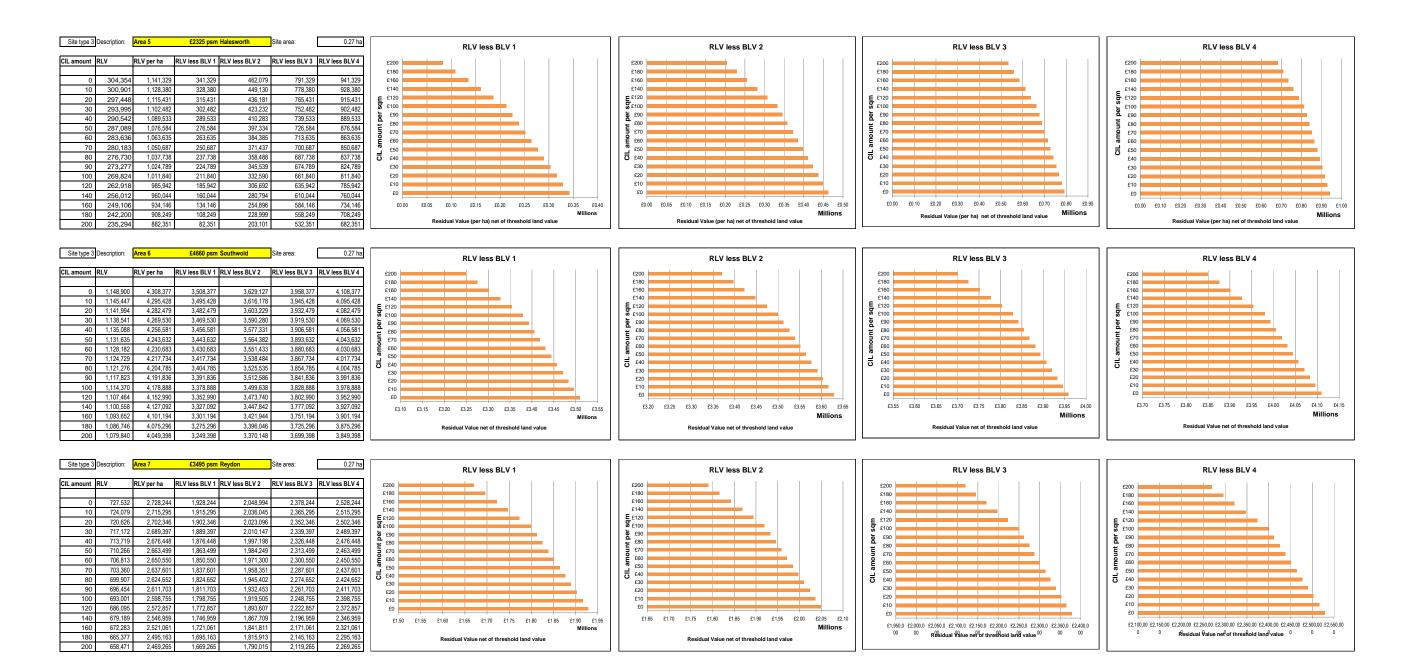
| Benchmark Land Values (per net developable ha) | | | | | | | |
|--|------------------|-----------------|----------------|------------|--|--|--|
| | BLV1 | BLV2 | BLV3 | BLV4 | | | |
| | Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | |
| | £800,000 | £679,250 | £350,000 | £200,000 | | | |

SITE TYPE 3 8 UNITS HOUSES 30 UPH

l level

| -5% | Sales value in |
|-----|------------------|
| | Build cost infla |





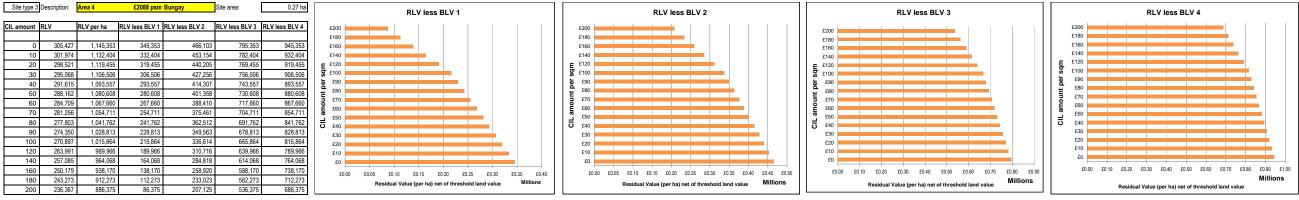
CSH level: 3 Aff Hsg: 20%

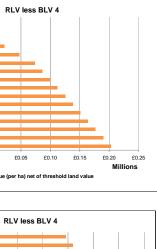
| t | Benchmark Land Values (per net developable ha) | | | | | |
|---|--|-----------------|----------------|------------|--|--|
| | BLV1 | BLV2 | BLV3 | BLV4 | | |
| | Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | |
| | £800,000 | £679,250 | £350,000 | £200,000 | | |

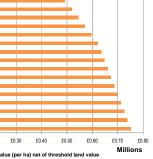
SITE TYPE 3 8 UNITS HOUSES 30 UPH

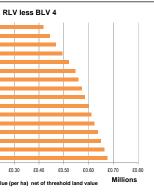
| 10% | Sales value inflation |
|-----|-----------------------|
| 5% | Build cost inflation |
| | |

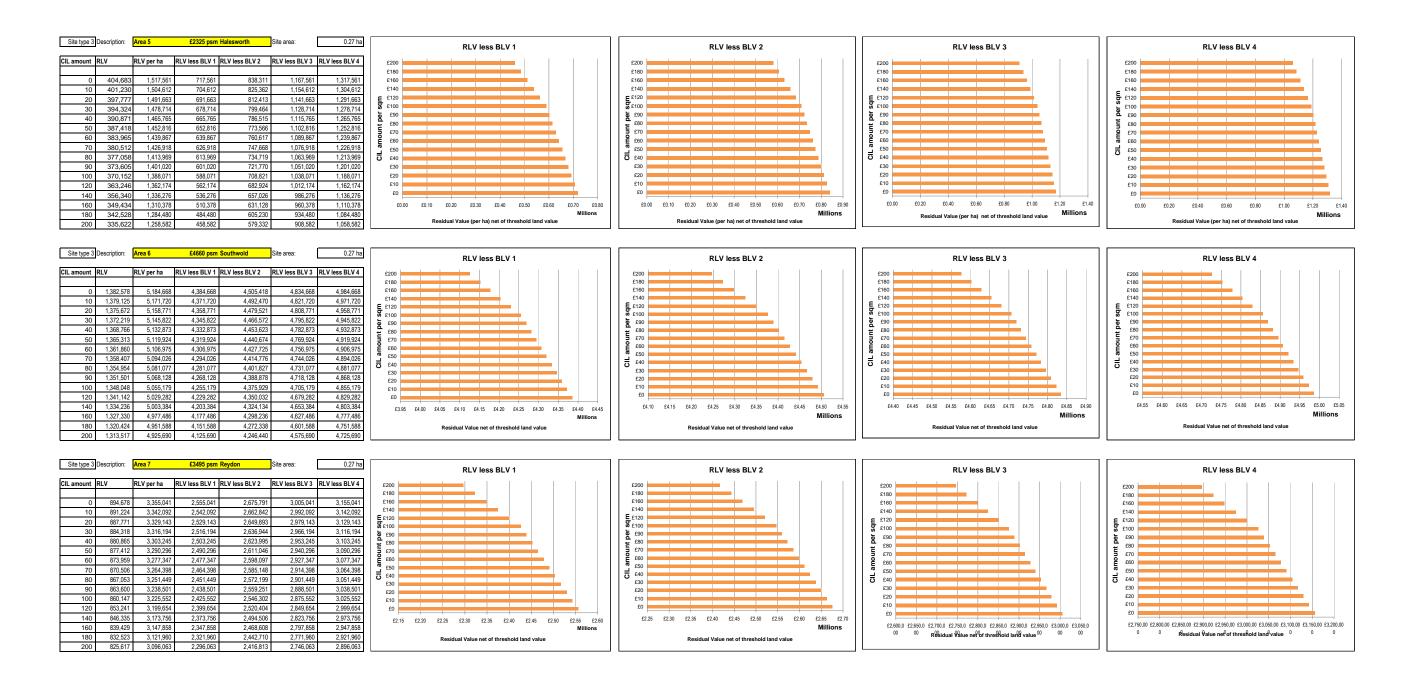
| Site type 3 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.27 ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLVI |
|---|---|---|---|-------------------------------|
| CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 | £200 | £200 | £200 | £200 |
| 0 107,336 402,508 - 397,492 - 276,742 52,508 202,508 | £180 | £180 | £180 £160 | £180 £160 |
| 10 103 883 389 560 410 440 289 600 30 560 189 560 | £160 £140 | £140 | £140 | £140 £120 |
| 20 100,430 376,611 - 423,389 - 302,639 26,611 176,611 | E £120 £100 | £120 \$7 | 5 <u></u> £100 | S £100 |
| 30 96,976 363,662 - 436,338 - 315,588 13,662 163,662 40 93,523 350,713 - 449,287 - 328,537 713 150,713 | 290 2 | <u>063</u> | 200 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. | 002 Dea |
| 50 90,070 337,764 462,236 341,486 12,236 137,764 | £80 £70 | £80 £70 | 5 60 £70 | £70 |
| 60 86,617 324,815 475,185 354,435 25,185 124,815 | £60 £750 | £60 £50 | | £60 £50 |
| 70 83,164 311,866 - 488,134 - 367,384 - 38,134 111,866 80 79,711 298,917 - 501,083 - 380,333 - 51,083 98,917 | E40 | E 40 | E40 £30 | E40 |
| 90 76,258 285,968 - 514,032 - 393,282 - 64,032 85,968 | £30 £20 | £30 £20 | £20 | £20 |
| 100 72,805 273,019 - 526,981 - 406,231 - 76,981 73,019 120 65,899 247,122 - 552,878 - 432,128 - 102,878 47,122 | £10 | £10 £0 | £10 £0 | £10 £0 |
| 120 55,999 247,122 552,076 452,126 102,076 47,122 140 58,993 221,224 578,776 458,026 128,776 21,224 | -£0.70 -£0.60 -£0.50 -£0.40 -£0.30 -£0.20 -£0.10 £0.00 | -£0.60 -£0.50 -£0.40 -£0.30 -£0.20 -£0.10 £0.00 | -£0.25 -£0.20 -£0.15 -£0.10 -£0.05 £0.00 £0.05 £0.10 | -£0.10 -£0.05 £0.00 £0.0 |
| 160 52,087 195,326 604,674 483,924 154,674 4,674 | Millions | Millions | Millions Residual Value (per ha) net of threshold land value | |
| 180 45,181 169,428 - 630,572 - 509,822 - 180,572 - 30,572 200 38,275 143,530 - 656,470 - 535,720 - 206,470 - 56,470 | Residual Value (per ha) net of threshold land value | Residual Value (per ha) net of threshold land value | Residual value (per lia) liet of threshold rand value | Residual Value (per ha |
| | J | | | |
| Site type 3 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.27 ha | | | | |
| | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV le |
| CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 | £200 | £200 £180 | £200 | £200 £180 |
| 0 253,496 950,612 150,612 271,362 600,612 750,612 | £180 £160 | £160 | £180 £160 | £160 |
| 10 250,043 937,663 137,663 258,413 587,663 737,663 20 202,520 202,7414 202,7414 202,7414 202,7414 | £140 | £140 E £120 | £140 E £120 | £140 E £120 |
| 20 246,590 924,714 124,714 245,464 574,714 724,714 30 243,137 911,765 111,765 232,515 561,765 711,765 | £120 £100 | S £100 | 5 £100 | 5 £100 |
| 40 239,684 898,816 98,816 219,566 548,816 698,816 | 003 | | 190 E90 | £90 £80 |
| 50 236,231 885,867 85,867 206,617 535,867 685,867 60 232,778 872,918 72,918 193,668 522,918 672,918 | £80 £70 | | £70 £60 | E70 E £60 |
| 70 229,325 859,969 59,969 180,719 509,969 659,969 | £60 £50 | ξ. £50 | ro _{£50} | £50 £50 |
| 80 225,872 847,020 47,020 167,770 497,020 647,020 90 90 222,419 834,071 34,071 154,821 484,071 634,071 | Ē £40 | | 5 £40 | 5 £40 £30 |
| 90 222,419 834,071 34,071 154,821 484,071 634,071 100 218,966 821,122 21,122 141,872 471,122 621,122 | £30 £20 | £20 | £20 | £20 |
| 120 212,060 795,225 - 4,775 115,975 445,225 595,225 | £10 | £10 £0 | £10 £0 | £10 £0 |
| 140 205,154 769,327 - 30,673 90,077 419,327 569,327 160 198,248 743,429 - 56,571 64,179 393,429 543,429 | £0.15 -£0.10 -£0.05 £0.00 £0.05 £0.10 £0.15 £0.20 | £0.00 £0.05 £0.10 £0.15 £0.20 £0.25 £0.30 | £0.00 £0.10 £0.20 £0.30 £0.40 £0.50 £0.60 £0.70 | £0.00 £0.10 £0.20 £0.30 |
| 180 191,342 717,531 - 82,469 38,281 367,531 517,531 | Millions | Millions Residual Value (per ha) net of threshold land value | Residual Value (per ha) net of threshold land value Millions | Residual Value (per |
| 200 184,436 691,633 - 108,367 12,383 341,633 491,633 | Residual Value (per ha) net of threshold land value | | | |
| | | | | |
| Site type 3 Description: Area 3 £1916 psm Beccles Site area: 0.27 ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV le |
| CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 | £200 | £200 | £200 | £200 |
| 0 233,394 875,228 75,228 195,978 525,228 675,228 | £180 £160 | £180 £160 | £180 £160 | £180 £160 |
| 10 229,941 862,279 62,279 183,029 512,279 662,279 | £140 | £140 | £140 | £140 |
| 20 226,488 849,330 49,330 170,080 499,330 649,330 30 223,035 836,381 36,381 157,131 486,381 636,381 | £120 £100 | E £120 £100 | E £120 £100 | E £120 £100 |
| 40 219,582 823,432 23,432 144,182 473,432 623,432 | 00 1 | | 00 <u>1</u> g | 60 £90 |
| 50 216,129 810,483 10,483 131,233 460,483 610,483 60 212,676 797.534 - 2.466 118,284 447,534 597.534 | £80 £70 | | £70 | £70 |
| 00 212,070 797,334 2,400 116,204 447,334 397,334 70 209,223 784,585 - 15,415 105,335 434,585 584,585 | | £60 £50 | £60 £50 | £60 £50 |
| | J | Ē £40 | Ξ £40 | ਹ £40 |
| 90 202,317 758,688 - 41,312 79,438 408,688 558,688 100 198,864 745,739 - 54,261 66,489 395,739 545,739 | £30 £20 | £30 £20 | £30 £20 | £30 £20 |
| 120 191,958 719,841 - 80,159 40,591 369,841 519,841 | £10 | £10 | £10 £0 | £10 |
| 140 185,051 693,943 - 106,057 14,693 343,943 493,943 160 178,145 668,045 - 131,955 - 11,205 318,045 468,045 | 03 | £0 -£0.10 -£0.05 £0.00 £0.05 £0.10 £0.15 £0.20 £0.25 | £0.00 £0.10 £0.20 £0.30 £0.40 £0.50 £0.60 | £0 £0.00 £0.10 £0.20 £0.30 |
| 180 171,239 642,147 157,853 37,103 292,147 442,147 | -£0.20 -£0.15 -£0.10 -£0.05 £0.00 £0.05 £0.10 Residual Value (per ha) net of threshold land value Millions | Residual Value (per ha) net of threshold land value | Millions Residual Value (per ha) net of threshold land value | Residual Value (per h |
| 200 164,333 616,250 - 183,750 - 63,000 266,250 416,250 | | | residual value (per na) net of threshold land value | |
| | | | | |
| Site type 3 Description: Area 4 £2088 psm Bungay Site area: 0.27 ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV I |
| | | | | |







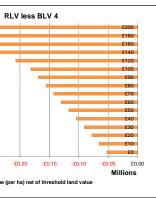


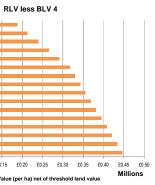


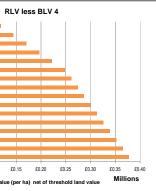
| Benchmark Land Values (per net developable ha) | | | | | | |
|--|------------------|-----------------|----------------|------------|--|--|
| | BLV1 | BLV2 | BLV3 | BLV4 | | |
| | Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | |
| | £800,000 | £679,250 | £350,000 | £200,000 | | |

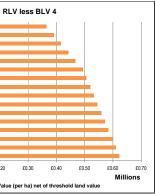
SITE TYPE 3 8 UNITS HOUSES 30 UPH

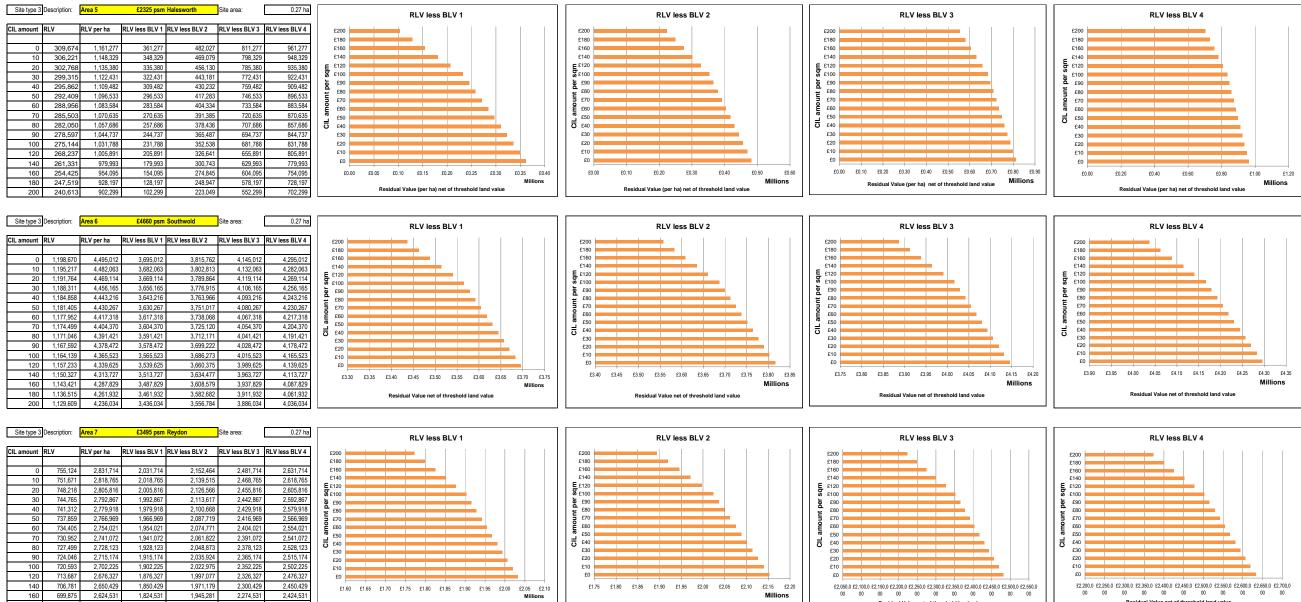
| Site type 3 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 39,358 147,594 652,406 531,656 202,406 52,406 10 35,905 134,645 666,335 544,605 215,355 65,355 20 32,452 121,696 678,304 557,554 228,304 78,304 30 28,999 108,747 691,253 570,503 241,253 91,253 40,255,46 95,798 704,202 563,462 2264,202 104,202 50 22,093 82,849 717,151 596,401 267,151 117,151 60 18,640 69,900 730,100 609,350 280,100 130,100 70 15,187 56,951 743,049 622,299 293,049 143,049 80 11,734 44,002 755,998 635,248 305,998 <t< th=""><th>RLV less BLV 1</th><th>RLV less BLV 2</th><th>RLV less BLV 3</th><th>CIT amount per solution of the solution of the</th></t<> | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | CIT amount per solution of the |
|---|----------------|----------------|----------------|--|
| Site type 3 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 172,232 645,869 154,131 33,381 295,869 445,869 10 166,779 632,920 167,080 46,330 282,920 432,920 20 166,326 619,971 180,029 59,279 269,971 419,971 30 161,873 607,022 192,978 -72,228 2257,022 407,022 40 158,420 594,074 205,926 85,176 231,125 381,125 60 154,967 581,125 218,875 98,125 231,125 381,125 60 155,1514 568,176 231,824 111,074 228,927 386,176 70 148,060 555,227 244,773 124,023 205,227 335,227 80 144,607 542,278 257,722 <t< th=""><th>RLV less BLV 1</th><th>RLV less BLV 2</th><th>RLV less BLV 3</th><th>COURT COURT COURT</th></t<> | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | COURT |
| Site type 3 Description: Area 3 £1916 psm Beccles Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 153.957 577.338 222.662 101.912 227.338 377.338 10 150.504 564.390 235.610 114.860 214.390 364.390 20 147.051 551.441 248.559 127.809 201.441 31.441 30 143.588 538.492 261.508 140.758 188.492 338.492 40 140.145 525.543 274.457 153.707 175.543 325.543 50 136.692 512.594 287.406 166.656 162.594 312.594 60 133.239 499.645 300.355 179.605 149.645 299.645 70 129.786 486.696 313.304 192.554 136.696 286.696 80 128.333 473.474 326.2515 231 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |
| Site type 3 Description: Area 4 £2088 psm Bungay Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 219,442 822,907 22,907 143,657 472,907 622,907 10 219,942 822,907 22,907 143,657 472,907 622,907 20 215,58 797,009 2,991 117,759 447,009 597,009 30 209,083 784,060 15,940 104,810 434,060 584,060 40 205,630 771,111 28,889 91,861 421,111 571,111 50 202,177 758,162 41,838 78,912 408,162 558,162 60 198,7271 732,265 67,735 53,015 382,265 532,265 80 191,818 719,316 80,684 40,066 369,316 519,316 90 188,364 706,367 93,633 27,117 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | Classical Value (|











Residual Value net of threshold land value

180 692,969 2,598,634

200 686.063 2.572.736

1,798,63

1 772 73

1,919,384

1.893.486

2,248,634

2.222.736

2,398,634

2.372.736

Residual Value net of threshold land value

Residual Value net of threshold land value

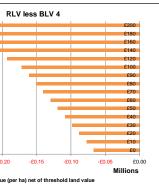
CSH level: 4 Aff Hsg: 35%

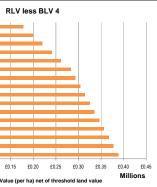
| Benchmark Land Values (per net developable ha) | | | | | | |
|--|-----------------|----------------|------------|--|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | |

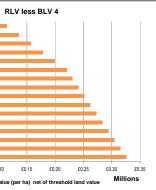
SITE TYPE 3 8 UNITS HOUSES 30 UPH

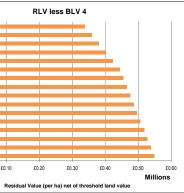
| 10% | Sales value inflation |
|-----|-----------------------|
| 5% | Build cost inflation |

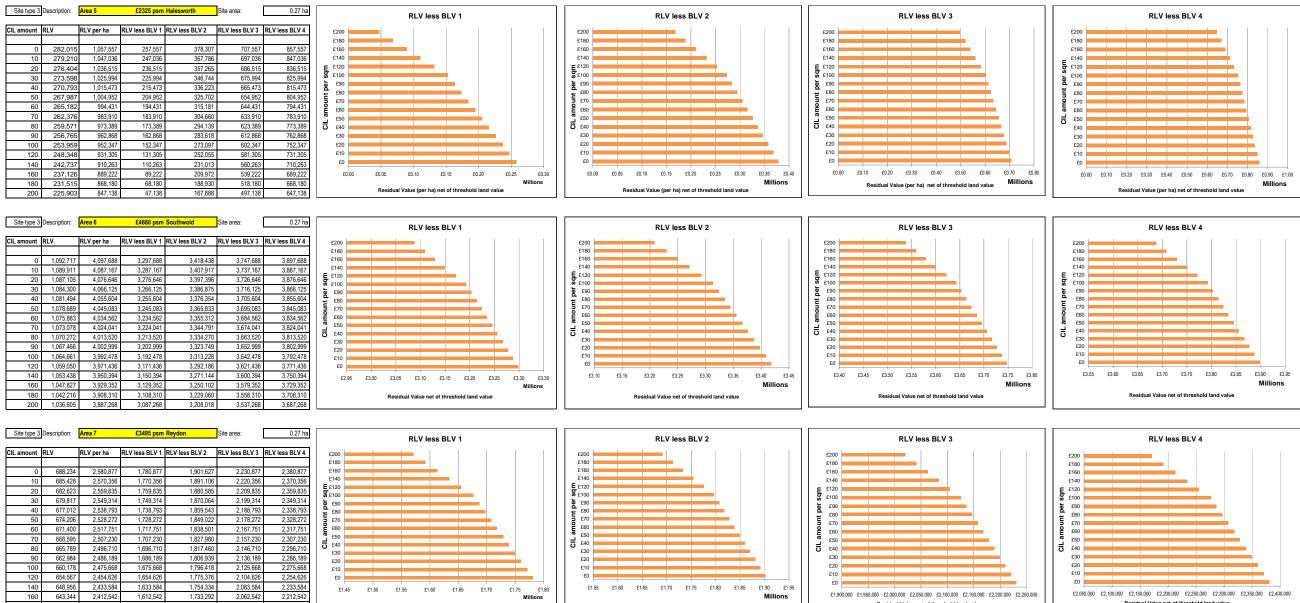
| Site type 3 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 35,506 133,149 666,851 546,101 216,851 66,851 10 32,701 122,528 677,372 556,622 227,372 77,372 20 29,895 112,107 687,893 567,143 237,893 87,893 30 27,090 101,586 698,414 577,664 248,414 98,414 40 24,284 91,005 700,935 558,185 259,335 109,935 50 21,479 80,644 719,466 598,706 269,456 119,466 60 18,673 70,023 729,977 609,227 279,977 129,977 70 15,5467 59,002 740,498 619,748 204,444 40,498 80 13,062 48,981 751,019 630,269 | RLV less BLV 1 | RLV less BLV 2 U U U U U U U U U U U U U U U U U U U | RLV less BLV 3 | LED.30 -ED.25 -ED.20 Residual Value (per |
|--|--------------------------------|---|----------------|---|
| Site type 3 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.27 hal CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 156.678 587.541 212.469 91.709 237.541 387.541 10 153.872 577.020 222.980 102.230 227.020 377.020 20 151.067 565.649 233.501 1112.751 216.499 366.499 30 148.261 555.978 244.022 123.272 205.978 355.978 40 145.455 545.457 264.543 133.793 196.457 346.457 50 142.650 534.937 265.063 144.313 184.937 334.937 60 139.944 524.416 275.584 1154.334 174.416 324.416 70 137.039 513.895 286.105 165.355 163.895 313.895 80 134.233 503.374 296.626 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RL ¹ |
| Site type 3 Description: Area 3 £1916 psm Beccles Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 140,012 525,046 274,954 154,204 175,046 325,046 10 137,207 514,525 285,475 164,225 1164,525 314,525 20 134,401 504,004 295,996 175,246 154,004 304,004 30 131,596 493,483 306,517 185,767 143,483 293,483 40 128,790 482,962 317,038 196,288 132,962 282,962 50 125,584 472,441 327,559 206,809 122,441 227,241 60 123,179 461,920 338,080 217,330 111,920 261,920 70 120,373 451,399 348,601 227,851 100,393 251,399 80 117,568 440,378 359,122 28 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV 5200 5180 5160 5100 5100 5000 500 500 500 500 |
| Site type 3 Description: Area 4 £2088 psm Bungay Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 199,730 748,987 - 51,013 69,737 399,987 548,987 10 196,924 738,466 - 61,534 59,216 388,466 538,466 20 194,119 727,945 72,055 48,696 537,945 527,945 30 191,313 717,424 82,576 38,174 367,424 517,424 40 188,608 706,903 93,097 27,653 366,003 509,933 50 185,702 696,832 103,618 17,132 346,382 496,382 60 182,896 685,861 114,139 6,611 335,861 485,861 70 180,091 675,340 124,660 3,310 325,340 475,340 80 177,285 664,819 135,18 | CIT amont be RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RL' |











Residual Value net of threshold land value

180 637,733 2,391,50

200 632.122 2.370.458

1,591,50

1 570 45

1,712,250

1.691.208

2,041,500

2.020.458

2,191,50

2.170.458

Residual Value net of threshold land value

Residual Value net of threshold land value

| ney District | Benchmark Land | l Values (per net dev | velopable ha) |
|--------------|------------------|-----------------------|---------------|
| | BLV1 | BLV2 | BLV3 |
| | Resi land (high) | Resi land (low) | Fmr industr |
| | £800,000 | £679,250 | £350,000 |

| SITE TYPE | 4 |
|-----------|---|
| 15 UNITS | |
| HOUSES | |
| 45 UPH | |

H level: Hsa:

| DLVI | DLVZ | DLVJ | |
|------------------|-----------------|----------------|--|
| Resi land (high) | Resi land (low) | Fmr industrial | |
| £800,000 | £679,250 | £350,000 | |
| | | | |
| | | | |
| | | | |

Sales value inflation Build cost inflation Profit

BLV3

BLV4

Other uses £200,000

| | FIOIL | | | | |
|--|---|---------------------------------------|--|---|--|
| Site type 4 Description: Area 1 £1615 ps | sm Inner Lowestoft Site area: 0.33 ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |
| CIL amount RLV RLV per ha RLV less BLV 0 106,266 318,797 481,22 10 99,889 299,686 500,33 20 93,513 280,539 519,46 30 87,137 261,410 538,55 40 80,760 242,281 557,71 50 74,384 223,152 576,84 60 68,008 204,023 555,597 70 61,631 184,894 615,11 80 55,255 166,765 634,223 90 48,879 146,636 6633,33 100 42,502 127,507 672,45 120 29,750 89,249 710,77 140 16,997 50,990 749,011 160 4,244 12,732 787,22 180 -8,509 25,526 825,52 200 -21,261 63,784 863,764 | 32 379,582 50,332 99,668 51 338,711 69,461 80,539 30 417,840 88,590 61,410 99 436,969 107,719 42,281 447,840 126,848 23,152 77 -475,227 145,977 4,023 36 434,356 165,106 15,106 35 513,485 184,235 34,235 34 552,614 203,364 53,364 33 551,743 222,493 72,493 51 -590,001 260,751 110,751 10 628,260 299,010 1449,010 88 66,518 337,268 137,268 80 66,518 337,268 137,268 | How the state of the shold land value | Horn Handling Contraction (Contraction) (Con | U -20.45 -20.40 -20.35 -20.30 -20.25 -20.20 -20.15 -20.00 -20.05 -20.00 Millions Residual Value (per ha) net of threshold land value | Uby Jed Torrest Control of the second |
| | am Lowestoft Burbs Site area: 0.33 ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |
| CIL amount RLV RLV per ha RLV less BLV 0 355,324 1,065,972 265,97 10 348,948 1,046,843 246,84 | | E200 E160 E140 E140 | 2200 £180 £160 £140 £140 | £200 £180 £160 £140 £120 | £200 £180 £160 £140 £140 |

Millions

Site type 4 Description: Area 3 £1916 psm Beccles Site area: 0.33 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 321,069 963,208 10 314,693 944,079 163,208 144,079 283,958 264,829 613,208 763,208 744,079 10 594,079
 20
 308,317
 924,950

 30
 301,940
 905,821

 40
 295,564
 886,692
 124,950 105,821 245,700 226,571 574,950 555,821 724,950 705,821 207,442 86,692 536,692 686,692 50 289,188 60 282,811 667,563 867,563 67,563 188,313 517,563 848,434 48,434 169,184 498,434 648,434
 00
 202,011

 70
 276,435

 80
 270,059

 90
 263,682

 100
 257,306
 829,305 810,176 791,047 29,305 10,176 8,953 150,055 130,926 111,797 479,305 460,176 441,047 629,305 610,176 591,047 100 771,918 28,08 92,668 421,918 571,918 120 244,553 733,660 66,340 54,410 383,660 533,660 140 231,801 104,598 16,152 345,402 695,402 495,402
 160
 219,048
 657,143

 180
 206,295
 618,885
 142,857 22,107 60,365 307,143 268,885 457,143 181.11 418.885 98,623 200 193,542 580,627 -219,373 -380,627 230,627

1,835

40,093

78,352 116,610

140 266,055

 160
 253,302
 759,907

 180
 240,549
 721,648

 200
 227,797
 683,390

798,165

118,915

80,657 42,398

4,140

448,165

409,907

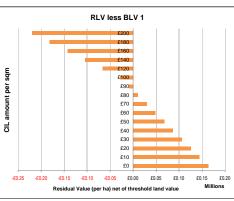
371,648

333,390

598,165

559,907 521,648

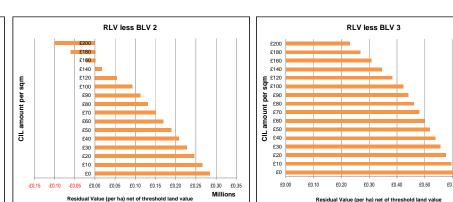
483,390



-£0.15 -£0.10 -£0.05 £0.00 £0.05 £0.10 £0.15 £0.20 £0.25 £0.30

Residual Value (per ha) net of threshold land value

£10 £0



Millions

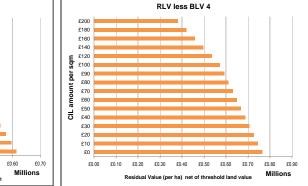
£0.00 £0.05 £0.10 £0.15 £0.20 £0.25 £0.30 £0.35 £0.40 £0.45

Residual Value (per ha) net of threshold land value

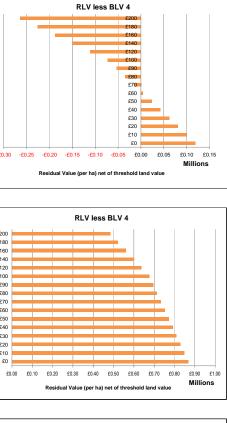
£0

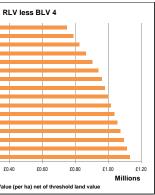
£0.00 £0.10 £0.20 £0.30 £0.40 £0.50 £0.60 £0.70 £0.80

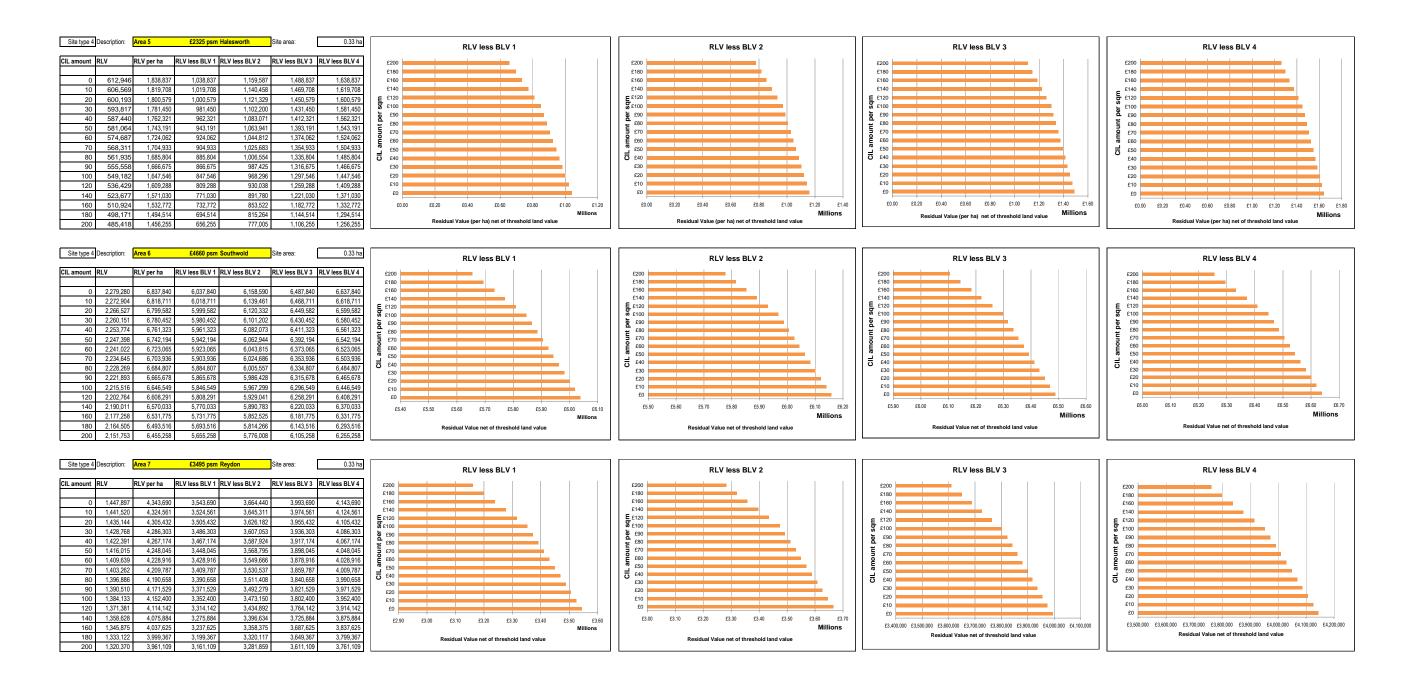
Residual Value (per ha) net of threshold land value



| | | _ | | | | _ | | | | | | | | | | | | | | | | | | | | | | | |
|-----------|----------|-----------|------------|----------------|----------------|----------------|----------------|---------------|---------------------------|-----------------------|-------------|----------|--------------|---------|-------------|--------------------|-------------------|----------|--------|--------------|------------|------------------|------------------|-----------------|-------|-------|--------|---------|------------------|
| Site type | e 4 Desc | cription: | Area 4 | £2088 psm | Bungay | Site area: | 0.33 ha | | RLV le | ss BLV 1 | | | | | | RLV less E | BLV 2 | | | | | RLV | less BLV 3 | | | | | | RLV |
| CIL amou | nt RLV | | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | £200 | | | | | £20 | 00 | | | | 1 | | £200 | | | | 1 | 1 | | £200 | | _ |
| | | | | | | | | £180 | | | | | £18 | 80 | | | | | | £180 | | | | | | | £180 | | |
| | 0 | 443,814 | 1,331,443 | 531,443 | 652,193 | 981,443 | 3 1,131,443 | £160 | | | | | £16 | 50 | | | | | | £160 | | | | | | | £160 | | |
| 1 | 10 | 437,438 | 1,312,314 | 512,314 | 633,064 | 962,314 | 4 1,112,314 | £140 | | | | | £14 | 40 | | | | | | £140 | | | | • | | | £140 | | |
| 2 | 20 | 431,062 | 1,293,185 | 493,185 | 613,935 | 943,18 | 5 1,093,185 | E £120 | | | | | E £12 | | | | | | | E £120 | | | | | | | E £120 | | |
| 3 | 30 | 424,685 | 1,274,056 | 474,056 | 594,806 | 924,056 | 6 1,074,056 | S £100 | | | | | S £10 | | | | | | | S £100 | | | | | | | 5 £100 | | |
| 4 | 40 | 418,309 | 1,254,927 | 454,927 | 575,677 | 904,92 | | 063 6 | | | | | 63 Der | 90 | | | | | | 5 £90 | | | | | | | 6 £80 | | |
| 5 | 50 | 411,933 | 1,235,798 | 435,798 | 556,548 | 885,798 | | 1 £80 | | | | | 1 1 E8 | 80 | | | | _ | | ± £80 | | | | | | | 5 £70 | | |
| e | 60 | 405,556 | 1,216,669 | 416,669 | 537,419 | 866,669 | | E70 | | | _ | | 0 £/ | | | | | | | 570 £70 | | | | | | | £ £60 | | |
| 7 | 70 | 399,180 | 1,197,540 | 397,540 | 518,290 | 847,540 | 0 997,540 | £ £60 £50 | | | | | ue 55 | | | | | | | E £50 | | | | | | | R £50 | | |
| 8 | 30 | 392,804 | 1,178,411 | 378,411 | 499,161 | 828,41 | 1 978,411 | 1 £30 £40 | | | | | 1 1 E4 | | | | | | | ≓ £40 | | | | | | | 5 £40 | | |
| ç | 90 | 386,427 | 1,159,282 | 359,282 | 480,032 | 809,282 | 2 959,282 | £30 | | | | | £3 | | | | | | | £30 | | | | | | | £30 | | |
| 10 | 00 | 380,051 | 1,140,153 | 340,153 | 460,903 | 790,153 | | £20 | | | | | £2 | 20 | | | | | | £20 | | | | | | | £20 | | - |
| 12 | 20 | 367,298 | 1,101,895 | 301,895 | 422,645 | 751,895 | 5 901,895 | £10 | | | | | £1 | 10 | | | | | | £10 | | | | | - | | £10 | | |
| 14 | 40 | 354,545 | 1,063,636 | 263,636 | 384,386 | 713,630 | 6 863,636 | £0 | | | | | £ | 20 | | | | | | £0 | | | | | | | £0 | | |
| 16 | 60 | 341,793 | 1,025,378 | 225,378 | 346,128 | 675,378 | 8 825,378 | £0.00 | F0 10 F0 20 | F0 30 F0 4 | LO £0.50 | £0.60 | | £0.00 £ | £0.10 £0.2 | 0 £0.30 | £0.40 £0.5 | 50 £0.60 | £0.70 | 6 | 0.00 £0.20 | £0.40 | £0.60 | £0.80 | £1.00 | £1.20 | £0.0 | J £0.20 | £0.40 |
| 18 | 30 | 329,040 | 987,120 | 187,120 | 307,870 | 637,120 | 0 787,120 | 20.00 | Residual Value (per ha |) net of threshold is | and value M | lillions | | | Recidual Va | lue (ner ha) net | of threshold land | value Mi | llions | | Ba | idual Value (pe | r ha) not of the | ochold lond vo | Mil | lions | | | |
| 20 | 00 | 316,287 | 948,862 | 148,862 | 269,612 | 598,862 | 2 748,862 | | recordidati value (per na | | | | | | Neordudi Vd | ide (per lia) liet | or unearloid land | Value | | | Re | siuuai välue (pe | n naj net of thr | esticiu land va | ilue | | | Res | sidual Value (pe |







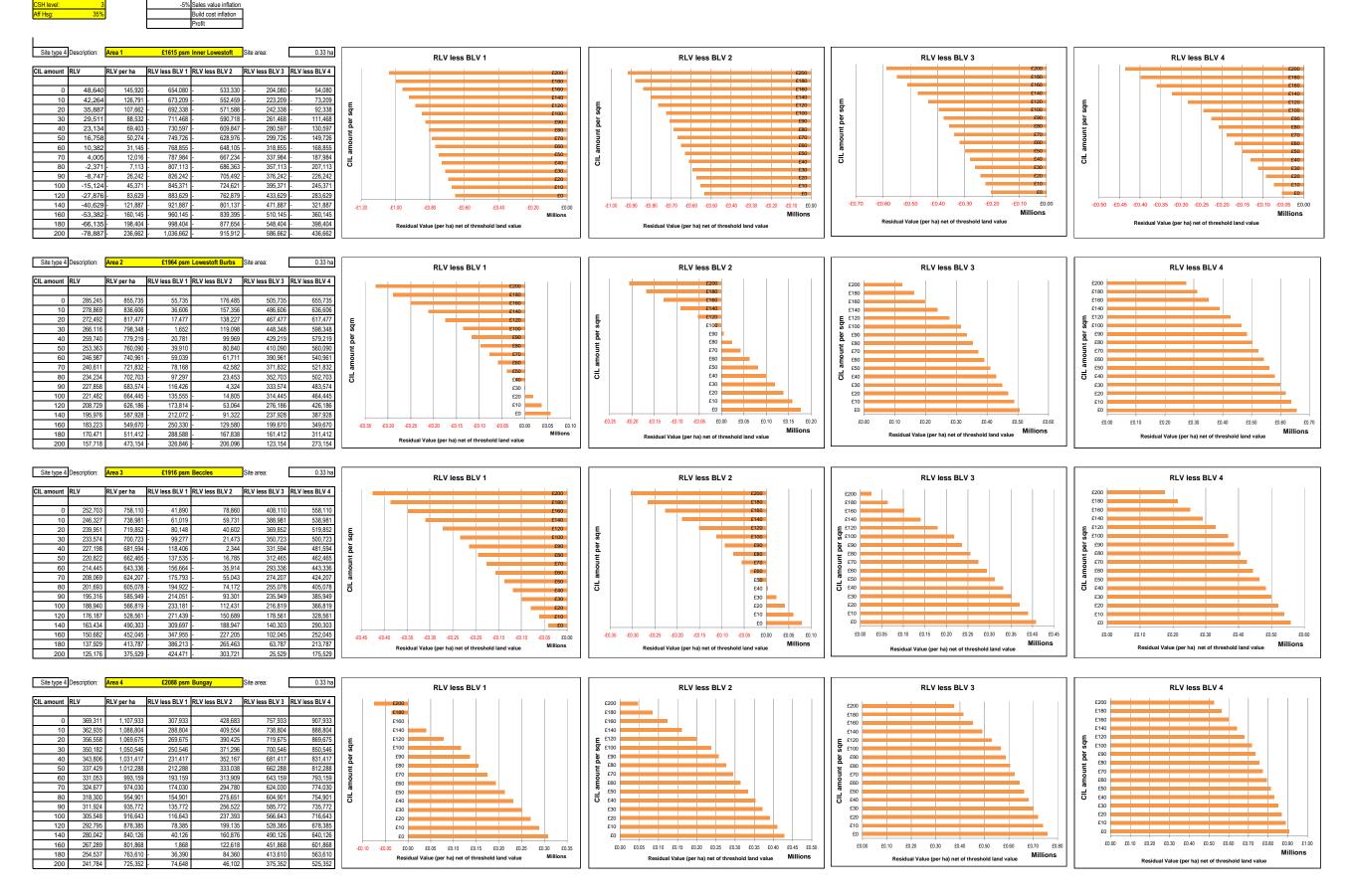
| y District | Benchmark Land | l Values (per net dev | velopable ha) |
|------------|------------------|-----------------------|----------------|
| | BLV1 | BLV2 | BLV3 |
| | Resi land (high) | Resi land (low) | Fmr industrial |
| | £800,000 | £679,250 | £350,000 |

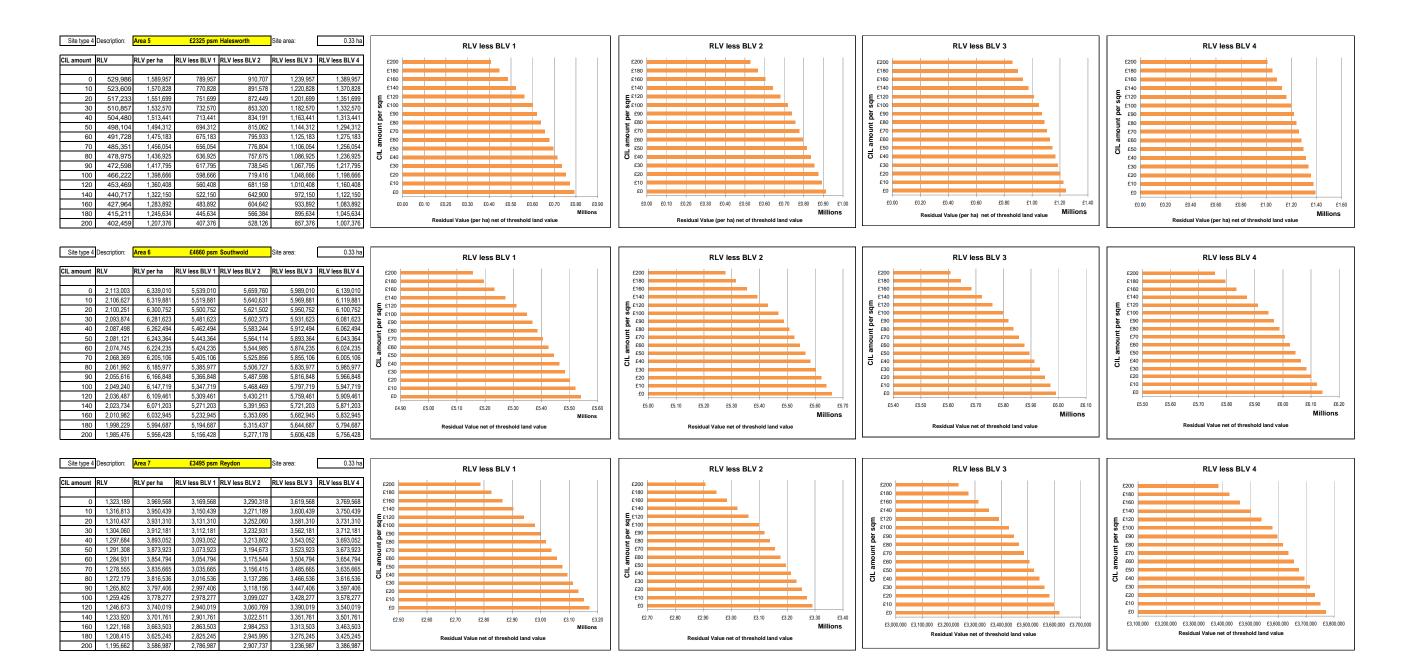
| SITE TYPE | 4 |
|-----------|---|
| 15 UNITS | |
| HOUSES | |
| 45 UPH | |

| -5% | Sales value inflation | |
|-----|-----------------------|--|

BLV4

Other uses £200,000

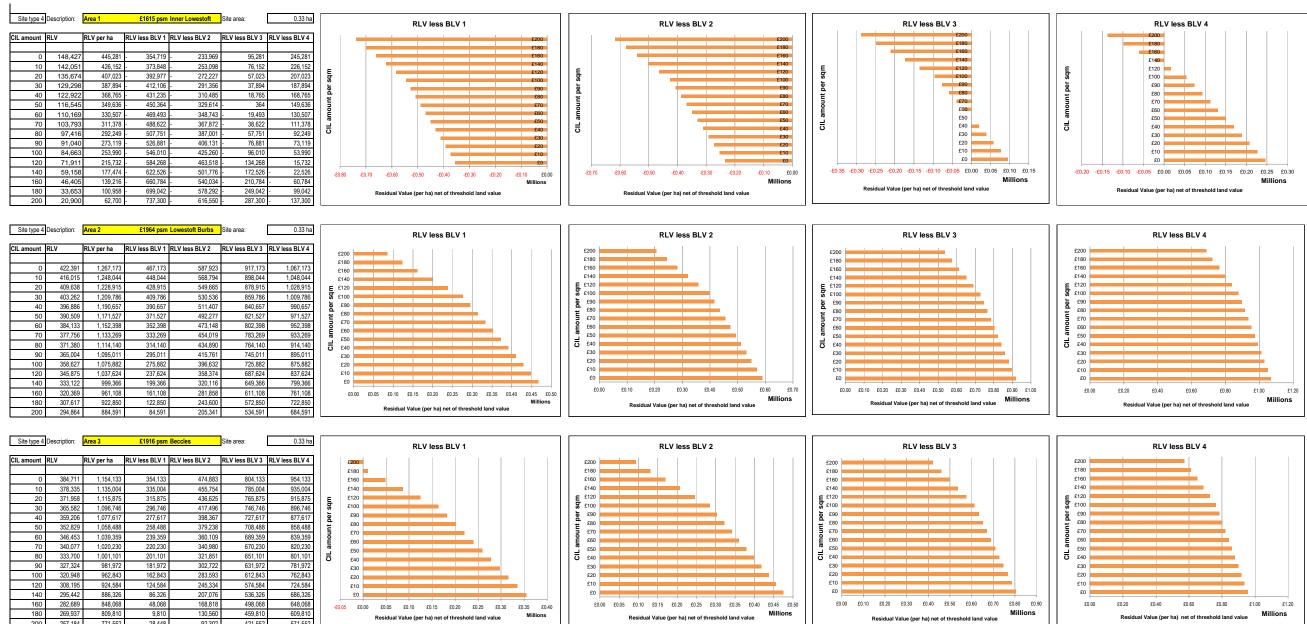


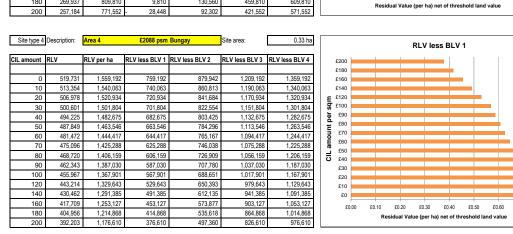


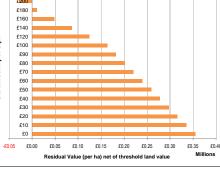
| SITE TYPE | 4 | |
|-----------|---|--|
| 15 UNITS | | |
| HOUSES | | |
| 45 UPH | | |

| Benchmark Land Values (per net developable ha) | | | | | | | | |
|--|-----------------|----------------|------------|--|--|--|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | | | |

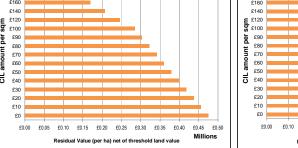
| 10% | Sales value inflation |
|-----|-----------------------|
| 5% | Build cost inflation |
| | Profit |

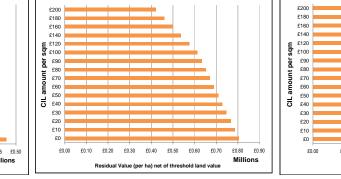


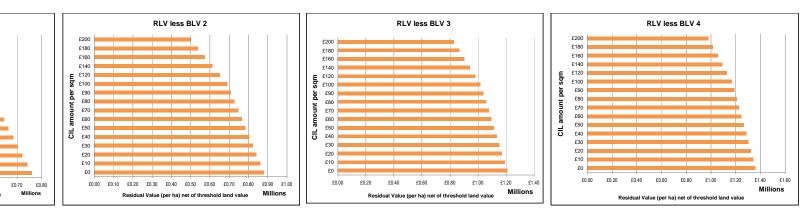


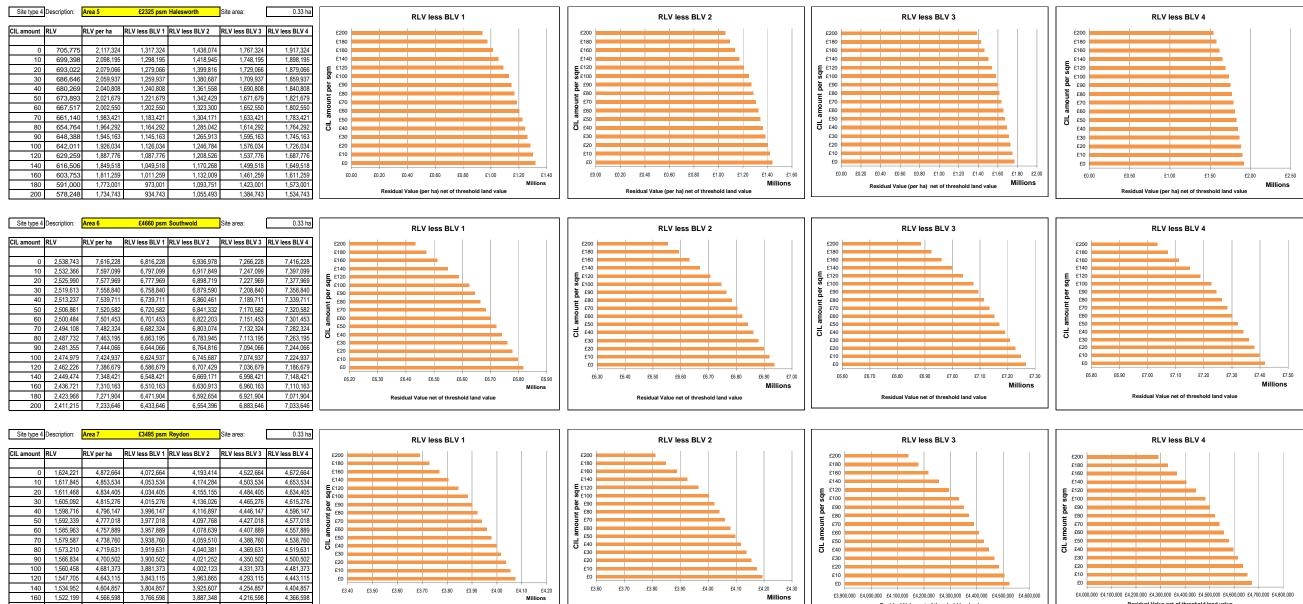


RLV less BLV 1









Residual Value net of threshold land value

180 1,509,447 4,528,340

200 1.496.694 4.490.082

3,728,34

3.690.082

3,849,090

4,178,340

3.810.832 4.140.082

4,328,34

4.290.082

Residual Value net of threshold land value

£4,000,000 £4,100,000 £4,200,000 £4,300,000 £4,400,000 £4,500,000 £4,600,000 £4,700,000 £4,800,000 Residual Value net of threshold land value

ł level: Isg:

| BLV1 | BLV2 |
|------------------|-----------------|
| Resi land (high) | Resi land (low) |
| £800,000 | £679,250 |

| SITE TYPE | 4 |
|-----------|---|
| 15 UNITS | |
| HOUSES | |
| 45 UPH | |

| Resi land (high) | Resi land (low) | Fmr industrial |
|------------------|-----------------|----------------|
| £800,000 | £679,250 | £350,000 |
| | · · · · | |
| | | |
| | | |
| | | |

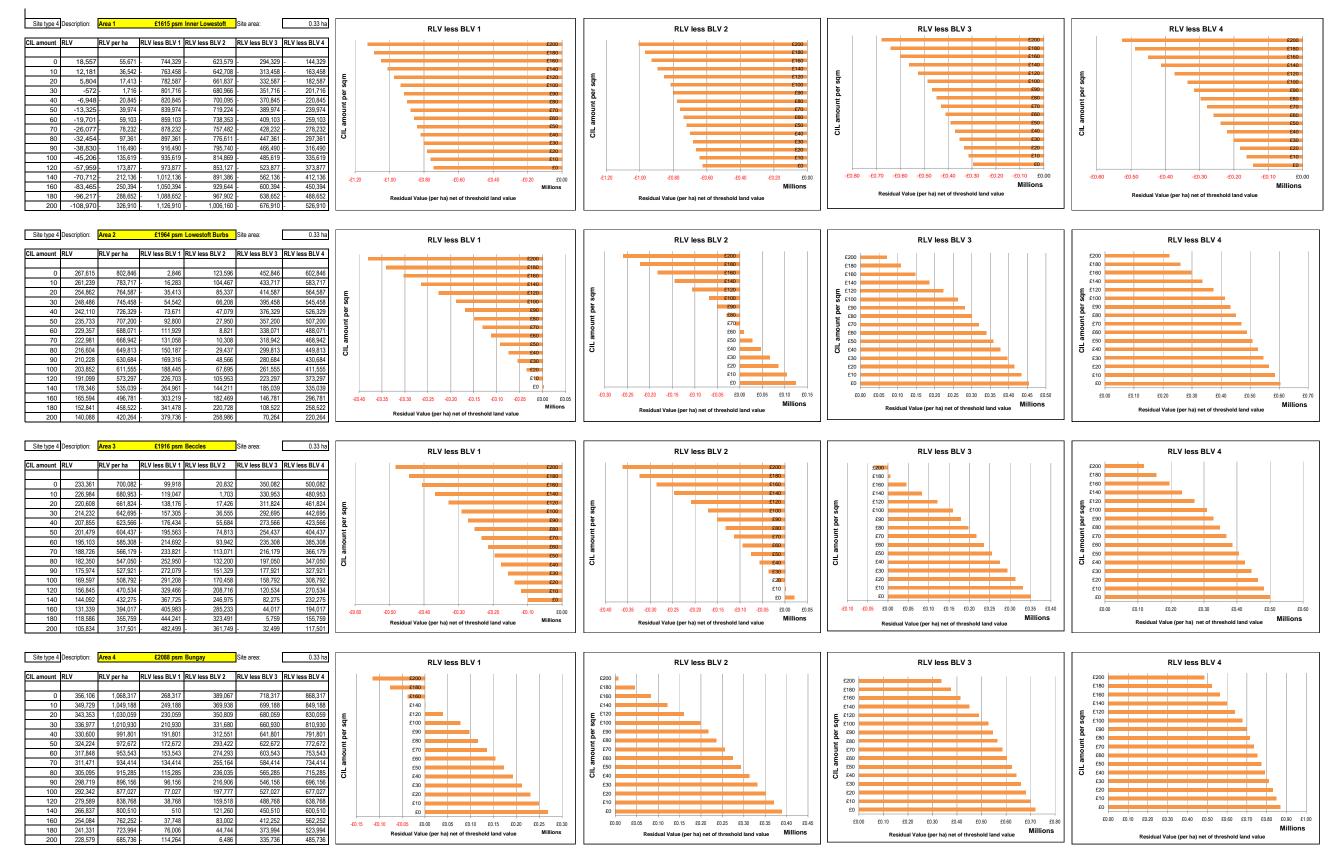
Benchmark Land Values (per net developable ha

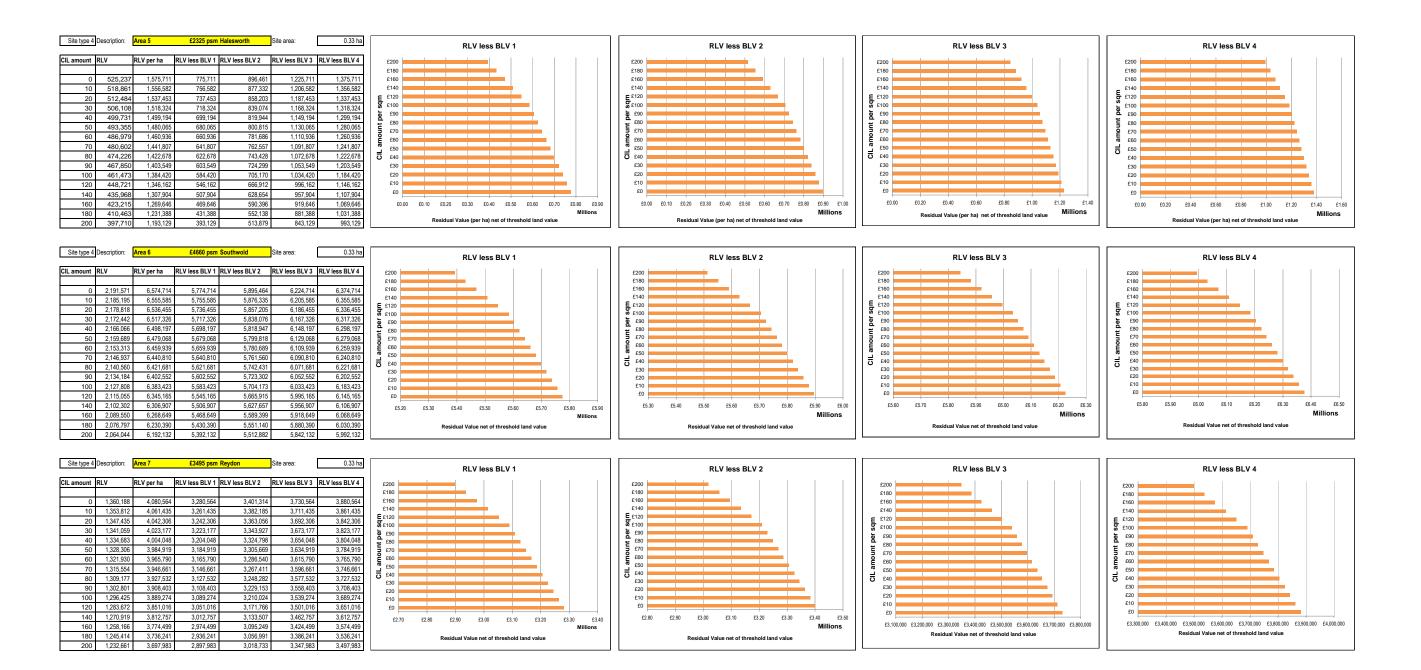
BLV3

BLV4

Other uses £200,000

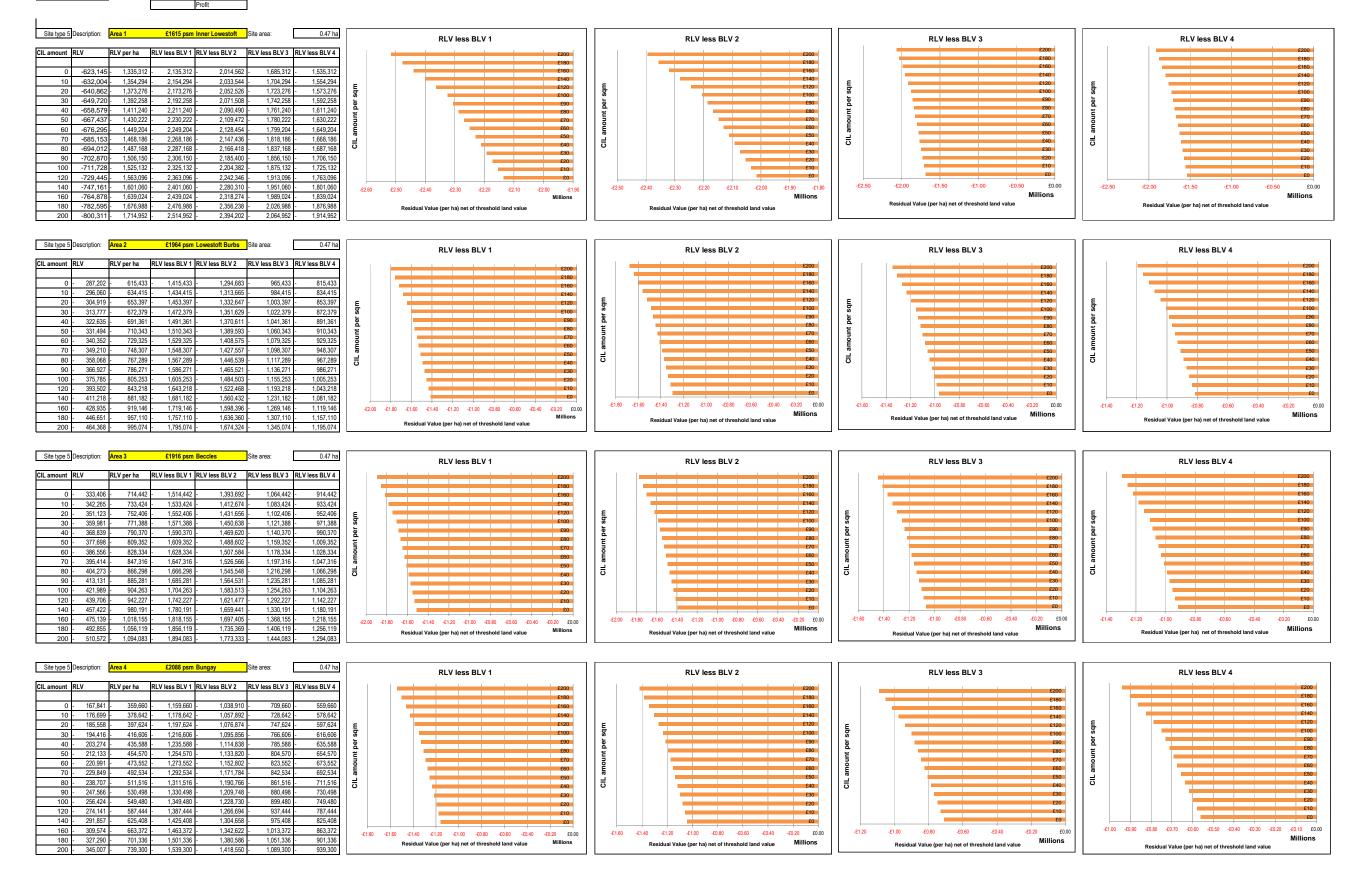
| 4 | Sales value inflation |
|------------------|-----------------------|
| <mark>35%</mark> | Build cost inflation |
| | Profit |

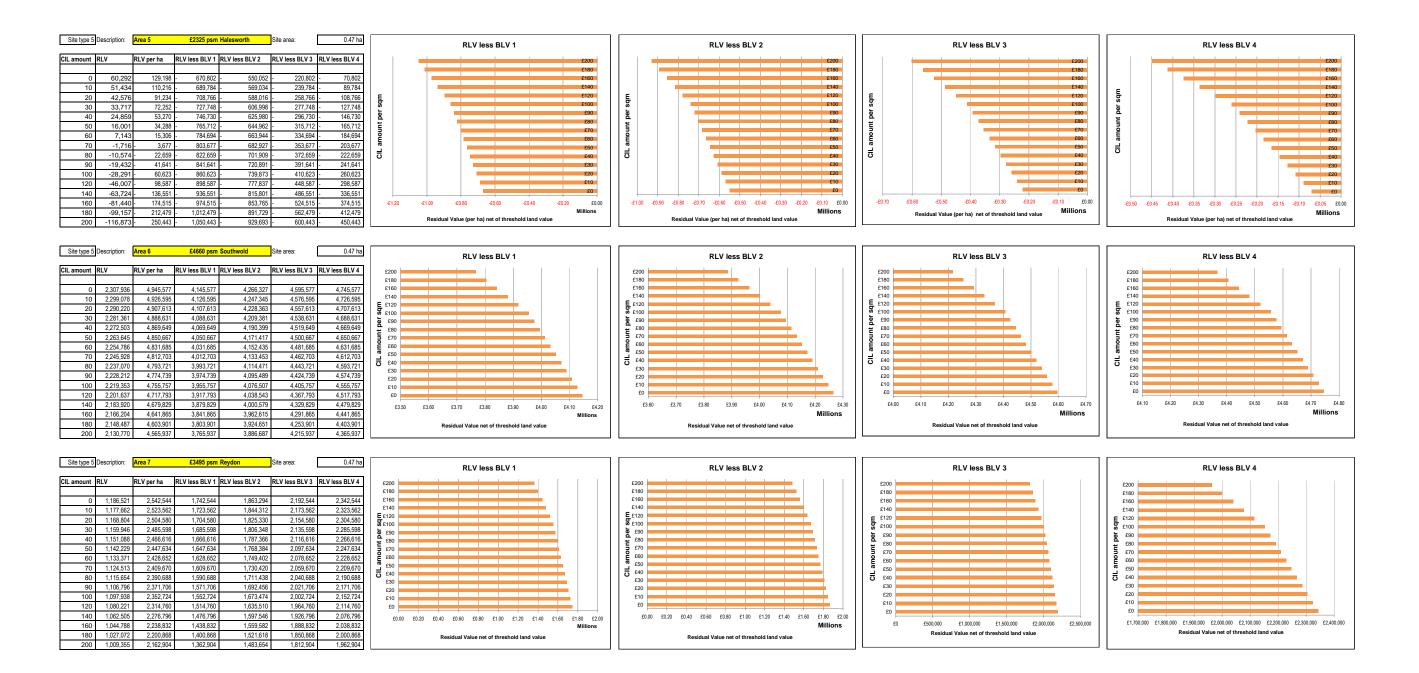




| Benchmark Land Values (per net developable ha) | | | | | | | | |
|--|-----------------|----------------|------------|--|--|--|--|--|
| BLV1 BLV2 BLV3 BLV4 | | | | | | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | | | |

| 3 | Sales value inflation |
|------------------|-----------------------|
| <mark>35%</mark> | Build cost inflation |
| | |





CSH level: 3 35%

| ict | Benchmark Land | Benchmark Land Values (per net developable ha) | | | | | | |
|-----|------------------|--|----------------|--|--|--|--|--|
| | BLV1 | BLV2 | BLV3 | | | | | |
| | Resi land (high) | Resi land (low) | Fmr industrial | | | | | |
| | £800,000 | £679,250 | £350,000 | | | | | |

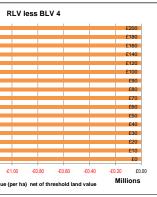
BLV4 Other uses £200,000

| -5% | Sales value inflation |
|-----|-----------------------|
| | Build cost inflation |
| | |

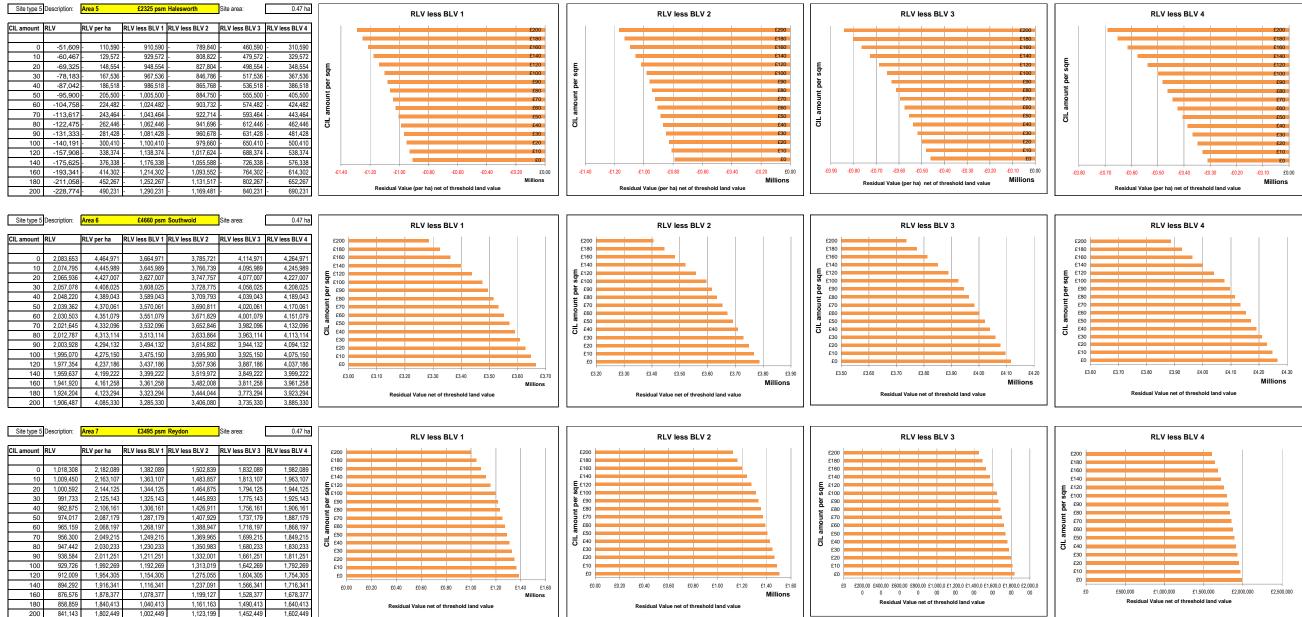
| Site type 5 Description: Area 1 E1615 psm Inner Lowestoft Site area: 0.47 ha CL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 -700,874 1.501,874 2.301,874 - 2.181,124 1.851,874 1.701,874 10 -700,374 1.501,874 2.301,874 - 2.181,124 1.851,874 1.701,874 10 -700,373 1.520,856 2.230,806 2.200,106 1.870,856 1.720,856 20 -718,591 1.539,838 2.339,838 2.219,088 1.889,838 1.739,838 30 -727,449 1.567,802 2.357,802 2.257,052 1.927,802 1.778,820 50 -745,166 1.566,784 2.396,784 2.276,034 1.946,784 1.798,784 60 -754,024 1.615,766 2.415,766 2.285,016 1.985,766 1.815,766 70 -762,882 1.634,748 2.333,239 2.003,730 1.853,730 2.435,730 2.232,280 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RL ¹ |
|--|----------------|----------------|----------------|--|
| Site type 5 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.47 ha CL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 381,728 817,989 1.617,969 1.497,239 1.167,989 1.017,969 10 390,587 836,971 1.636,971 1.516,221 1.186,971 1.036,971 20 399,445 855,953 1.055,953 1.554,203 1.026,953 1.055,953 30 408,303 874,935 1.547,495 1.573,167 1.243,917 1.039,917 50 426,020 912,899 1.712,899 1.592,149 1.262,899 1.112,899 60 434,878 931,881 1.731,881 1.611,131 1.281,881 1.131,881 70 443,736 988,828 1.768,832 1.668,076 1.339,845 1.169,845 90 441,453 988,828 1.788,828 1.680,706 1.337,845 1.120,883 100 447,37 | RLV less BLV 1 | RLV less BLV 2 | | CT amount be solution of the s |
| | | | | |
| Site type 5 Description: Area 3 £1916 psm Beccles Site area: 0.47 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 425,622 912,048 1,712,048 1,591,298 1,262,048 1,112,048 10 4424,641 931,030 1,731,030 1,610,280 1,282,048 1,112,048 20 443,339 950,012 1,750,012 1,282,026 1,300,012 1,1150,012 30 452,197 968,994 1,768,994 1,648,244 1,318,994 1,168,994 40 461,055 987,976 1,787,976 1,667,226 1,337,976 1,122,540 50 469,914 1,065,958 1,086,988 1,666,208 1,356,956 1,225,940 70 447,772 1,025,940 1,825,940 1,772,172 1,39,942 1,244,922 80 496,489 1,063,904 1,863,904 1,741,118 1,413,904 1,228,940 90 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV Be de la construcción de la |











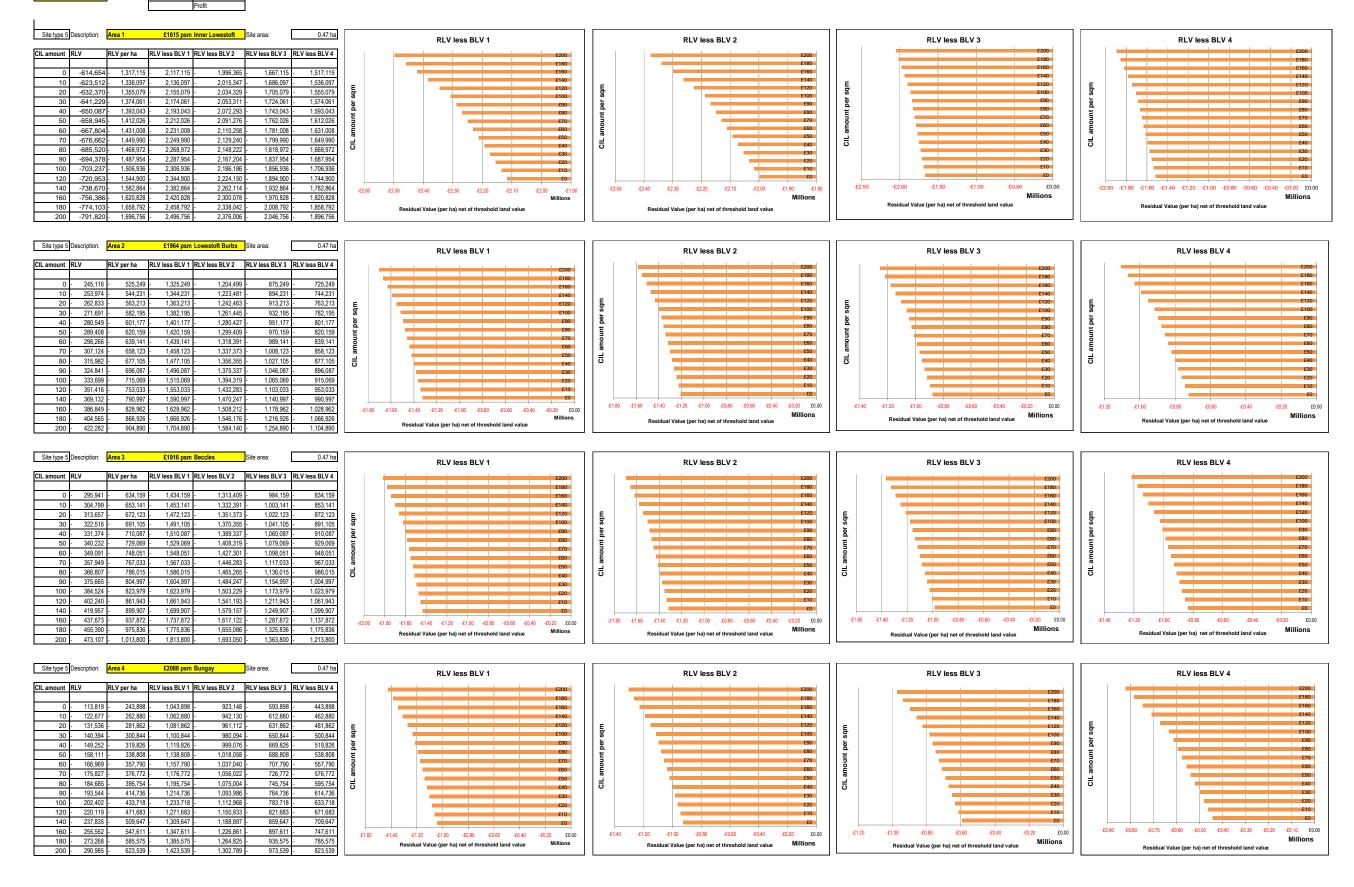
| | | | | | RLV le | ss BLV | 1 | | | |
|--------|------|----|-------|-------|--------|--------|-------|-------|-------|-------|
| | £200 | | | | | | | | 1 | |
| | £180 | | | | | | | | | |
| | £160 | | | | | | | | | |
| | £140 | | | | | | | | | |
| ε | £120 | | | | | | | - 1 | | |
| | £100 | | | | | | | | | |
| per | £90 | | | | | | | | | |
| 4 | £80 | | | | | | | | | |
| Ē | £70 | | | | | | | | | |
| amount | £60 | | | | | | | | | |
| a | £50 | | | | | | | | | |
| 님 | £40 | | | | | | | | | |
| - | £30 | | | | | | | | | |
| | £20 | | | | | | | | - | |
| | £10 | | | | | | | | | |
| | £0 | | | | | | | | | |
| | £0 | 00 | £0.20 | £0.40 | £0.60 | £0.80 | £1.00 | £1.20 | £1.40 | £1.6 |
| | 20 | | 20.20 | 20.40 | 20.00 | 20.00 | 21.00 | 21.20 | | lions |

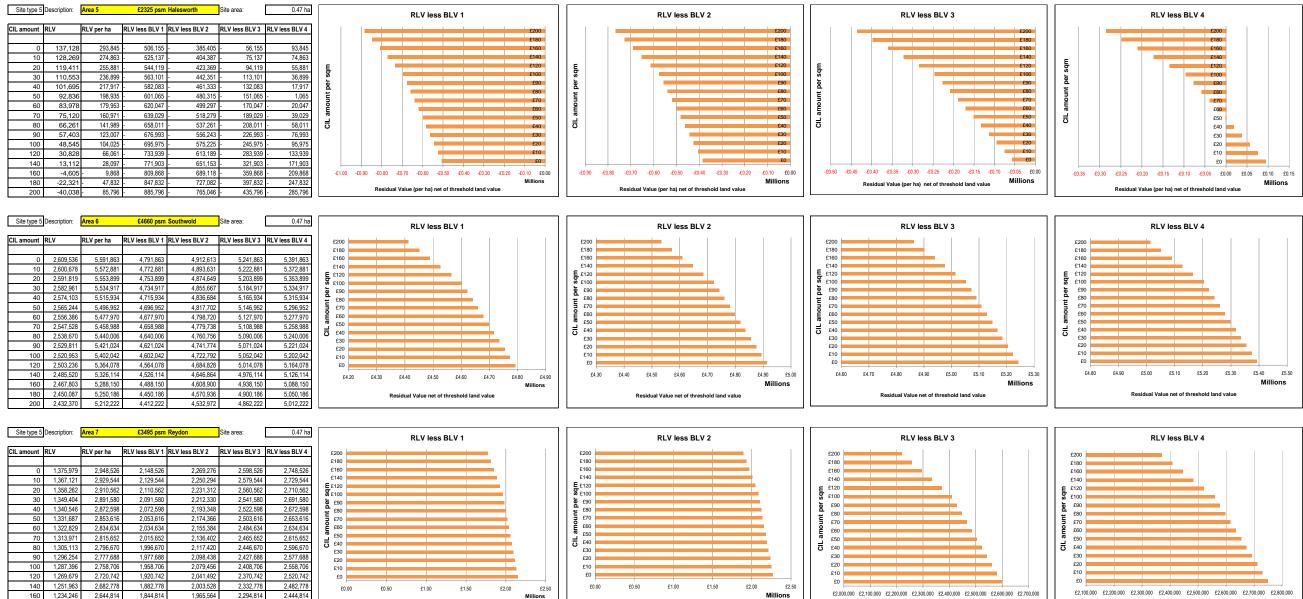
| | | | RLV le | ess BLV | 2 | | | | | | RI | LV I |
|--|-----|---|--------|---------|---|---|--|------------|--------------|---|----|------|
| £200 | | | | | | - | | | £200 | | - | |
| £180 | | Í | 1 | | | - | | | £180 | | | - |
| £160 £140 | | | | | | | | | £160 | 1 | | |
| | | | | | | | | | £140 | | | |
| £120 £100 | | | | | | | | sdm | £120 £100 | | | |
| £90 | | | | | | | | | £90 | | | |
| £80 | | | | | | | | a a | £80 | | | |
| £70 | | | _ | | | | | ĮĮ | £70 | | | |
| £60 | | | | | | | | amount per | £60 | | | |
| £50 | | | | | | | | an | £50 | | | |
| £90 £80 £70 £60 £50 £40 | | | | | | | | 님 | £40 | | | |
| £30 | ა 📃 | | | | | | | 10 | £30 | | | |
| £20 | ა 📂 | | | | | | | | £20 | | | |
| £10 | ა 📂 | | | | | | | | £10 | | | |
| £0 | ງ 📂 | | | | | | | | £0 | | | |

| | | | | | | | | | | | £140 |
|-------|----------|-----------|------------|-----------|-----------|--------|---------|---------|---|----------------|------|
| | | | | | | | | | | | |
| | | | | | | | | | | sqm | £120 |
| | | | | | | | | | | <u></u> | £100 |
| | | | | | | | | | | | |
| | | | | | | | | | | ē | £90 |
| | | | | _ | | | | | | CIL amount per | £80 |
| | | | | | | | | | | 2 | |
| | | | | | | | | | | 12 | £70 |
| | | | | | | | | | | ΙĔ | £60 |
| | | | | _ | | | | | | a | £50 |
| | | | | | | | | | | L - L | |
| | | | | | | | | | | 0 | £40 |
| | | | | | | | | | | | £30 |
| | | | | | | | | | | | £20 |
| | | - | | _ | | | | | | | |
| | | | | - | | | | | | | £10 |
| | | | | | | - | | | | | £0 |
| 0 £60 | 0,00 £80 | 0,00 £1,0 | 100,0 £1,2 | 00,0 £1,4 | 00.0 £1.6 | £ 0,00 | 1,800,0 | £2,000, | 0 | 1 | |
| | | | | | | 0 | 00 | 00 | | | £ |
| | | | | | | - | | 50 | | 1 | |
| sidua | I Value | net of t | hreshol | d land v | alue | | | | | 1 | |
| | | | | | | | | | | | |

| Benchmark Land Values (per net developable ha) | | | | | | |
|--|-----------------|----------------|------------|--|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | |

| 10% | Sales value inflation |
|-----|-----------------------|
| 5% | Build cost inflation |
| | |





160 1,234,246 2,644,814

180 1,216,530 2,606,850

200 1,198,813 2,568,885

1,844,814

1,806,85

1.768.885

1,965,564

1,927,600

1.889.635

2,294,814

2,256,850

2,218,885

2,444,814

Residual Value net of threshold land value

2,406,85

2.368.885

£2,100,000 £2,200,000 £2,300,000 £2,400,000 £2,500,000 £2,600,000 £2,700,000 £2,800,000 Residual Value net of threshold land value

£2,000,000 £2,100,000 £2,200,000 £2,300,000 £2,400,000 £2,500,000 £2,600,000 £2,700,000

Residual Value net of threshold land value

Millions

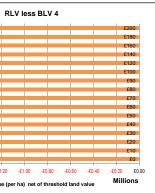
| Benchmark Land Values (per net developable ha) | | | | | |
|--|-----------------|----------------|------------|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | |

| CSH level: | 4 | Sales value infl |
|------------|-----|-------------------|
| Aff Hsg: | 35% | Build cost inflat |
| | | D |

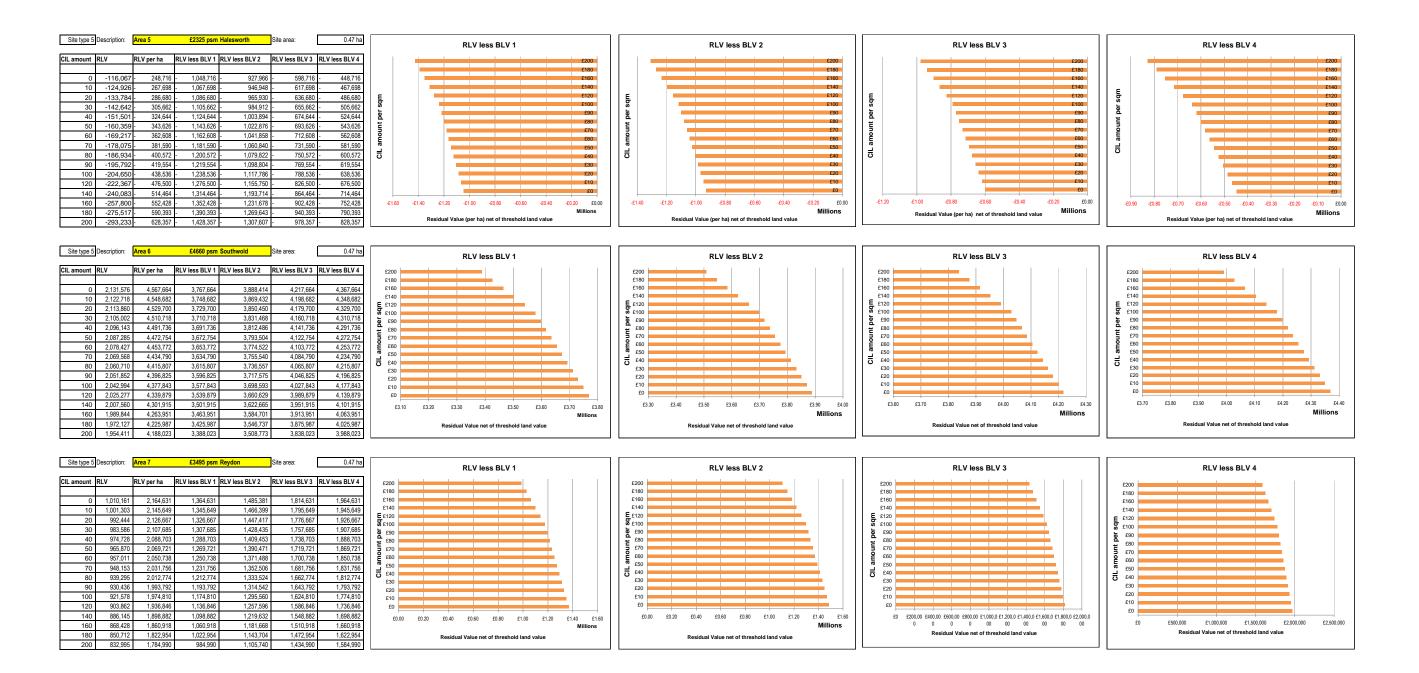
| Site type 5 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.47 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 -799,505 1,713,225 2,513,225 2,392,475 2,063,225 1,913,225 10 -808,363 1,732,207 2,430,439 2,101,189 1,351,189 20 -817,222 1,751,189 2,551,199 2,430,439 2,120,171 1,970,171 40 -834,938 1,789,153 2,569,153 2,468,403 2,139,173 1,980,135 50 -843,797 1,808,135 2,509,153 2,447,385 2,158,135 1,990,171 40 -852,655 1,827,117 2,627,117 2,505,367 2,177,117 2,002,135 50 -843,797 1,808,135 2,608,135 2,468,403 2,196,100 2,046,100 80 -870,371 1,846,100 2,646,100 2,215,032 2,216,032 2,216,032 90 -879,230 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | Classical value (per |
|---|--|---|--|---|
| Site type 5 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.47 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 -463,562 993,347 -1,793,347 -1,672,597 -1,343,347 -1,193,347 10 -472,420 -1,012,329 -1,812,329 -1,691,579 -1,362,329 -1,212,329 20 -481,278 -1,031,311 -1,831,311 -1,710,661 -1,311,311 -1,223,231 30 -490,137 -1,050,273 -1,869,275 -1,748,525 -1,445,257 -1,245,275 50 507,653 -1,089,275 -1,748,525 -1,445,273 -1,269,275 60 -516,711 -1,107,239 -1,907,239 -1,876,489 -1,457,239 -1,306,271 70 -525,570 -1,262,211 -1,805,471 -1,476,221 -1,328,267 70 -525,570 -1,762,521 -1,808,475 -1,445,203 -1,345,203 90 -534,428 -1,1 | Close sector sec | RLV less BLV 2 U u u u u u u u u u u u u u u u u u u u | RLV less BLV 3 | CI amonut per edu CI amonut pe |
| | | | | |
| Site type 5 Description: Area 3 £1916 psm Beccles Site area: 0.47 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 509,766 1.092,356 1.892,356 1.771,606 1.442,356 1.292,356 10 518,624 1.111,338 1.911,338 1.790,588 1.461,338 1.311,338 20 527,483 1.130,320 1.930,320 1.809,570 1.480,332 1.330,320 30 536,341 1.149,302 1.949,302 1.828,552 1.499,302 1.330,220 40 645,199 1.168,284 1.968,284 1.686,516 1.537,266 1.387,266 50 554,077 1.177,726 1.997,266 1.866,516 1.537,266 1.387,266 60 562,916 1.206,248 2.006,248 1.989,498 1.556,248 1.406,248 70 571,774 1.224,212 2.044,212 1.924,444 1.613,194 1.463,194 100 < | RLV less BLV 1 | RLV less BLV 2 | PLV less BLV 3 PLV 2 PLV 2 | CI au official de la complete de la |









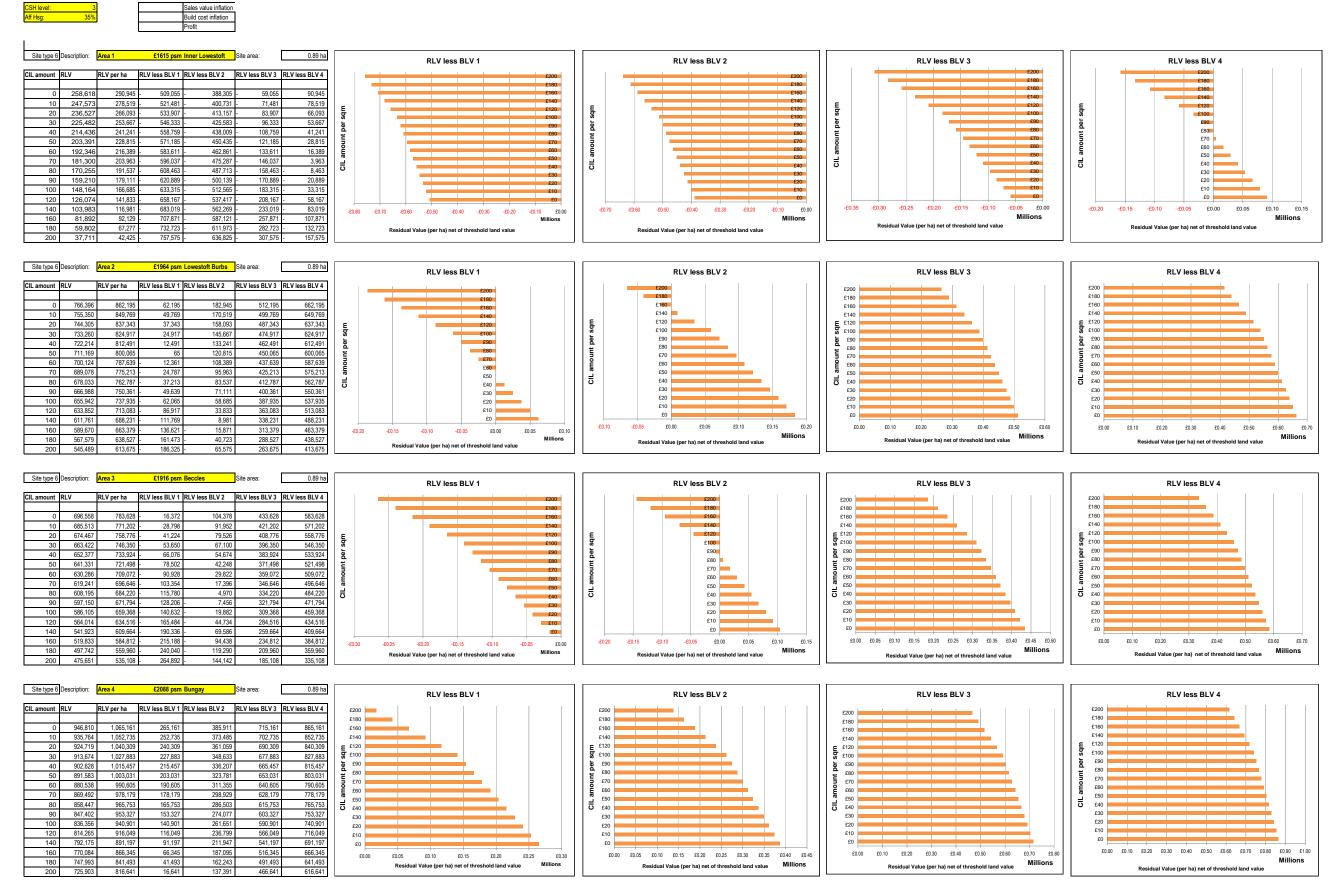


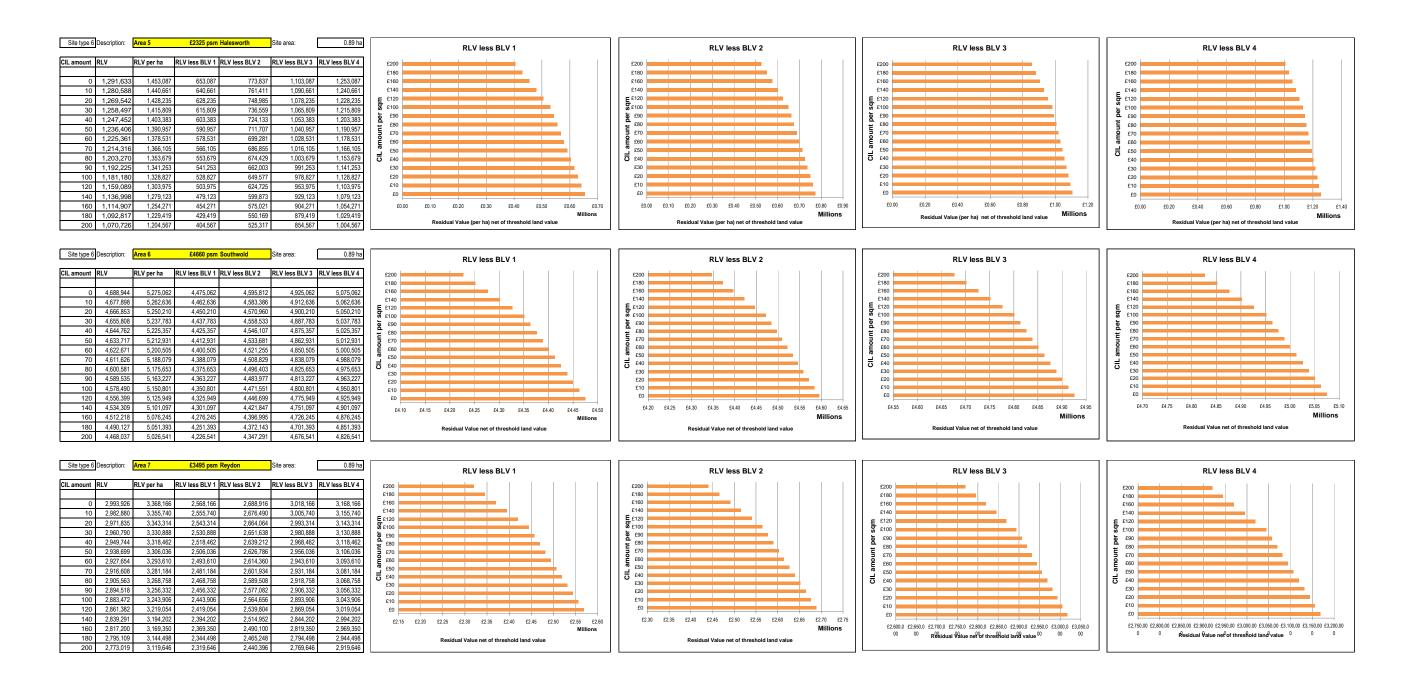
| rict | Benchmark Land Values (per net developable ha) | | | | | | | |
|------|--|-----------------|----------------|------------|--|--|--|--|
| | BLV1 | BLV2 | BLV3 | BLV4 | | | | |
| | Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | | |
| | £800,000 | £679,250 | £350,000 | £200,000 | | | | |

Other uses £200,000

SITE TYPE 6 40 UNITS HOUSES 45 UPH l level

| 3 | | Sales value |
|----|--|----------------|
| 5% | | Build cost int |



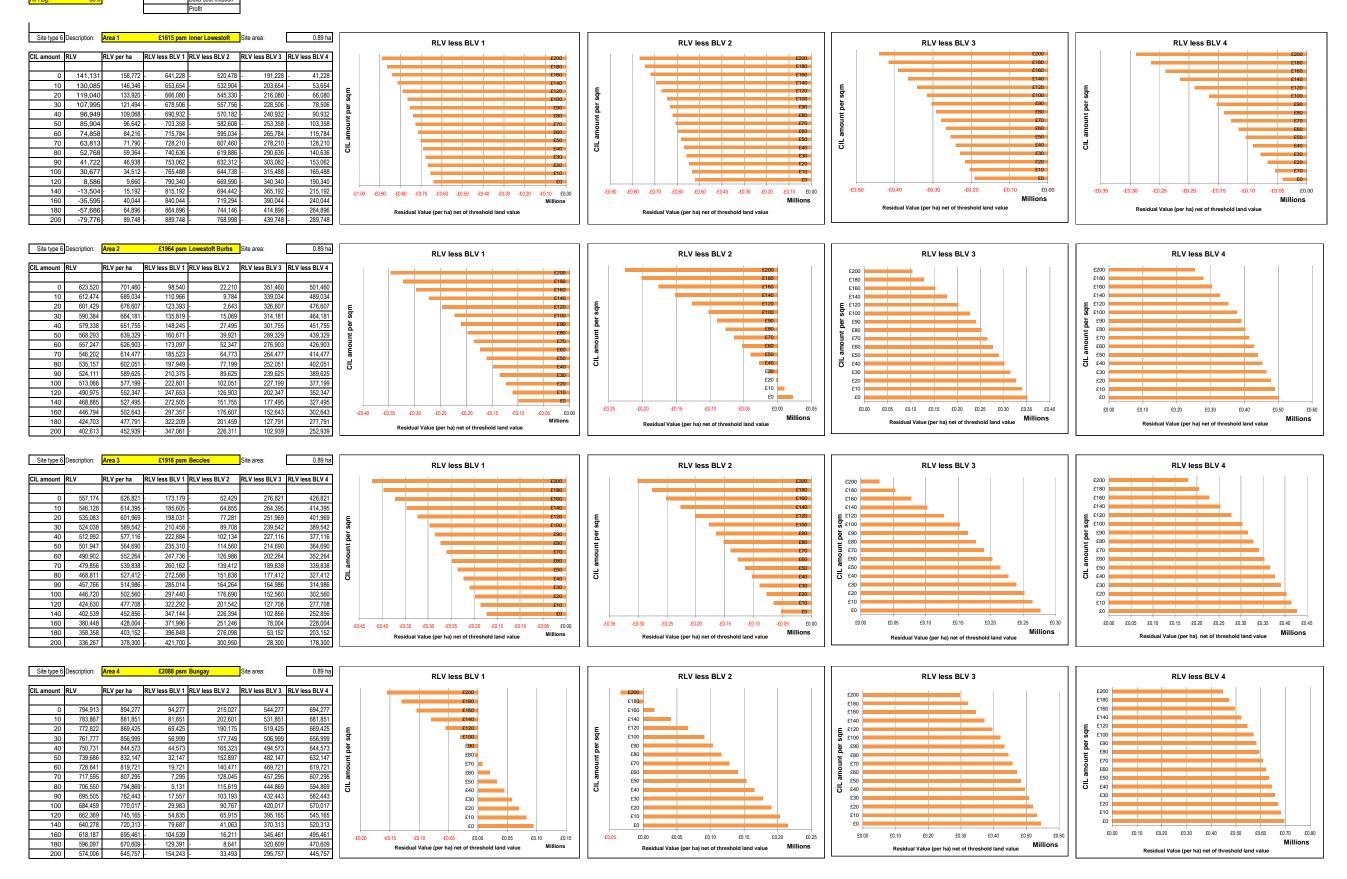


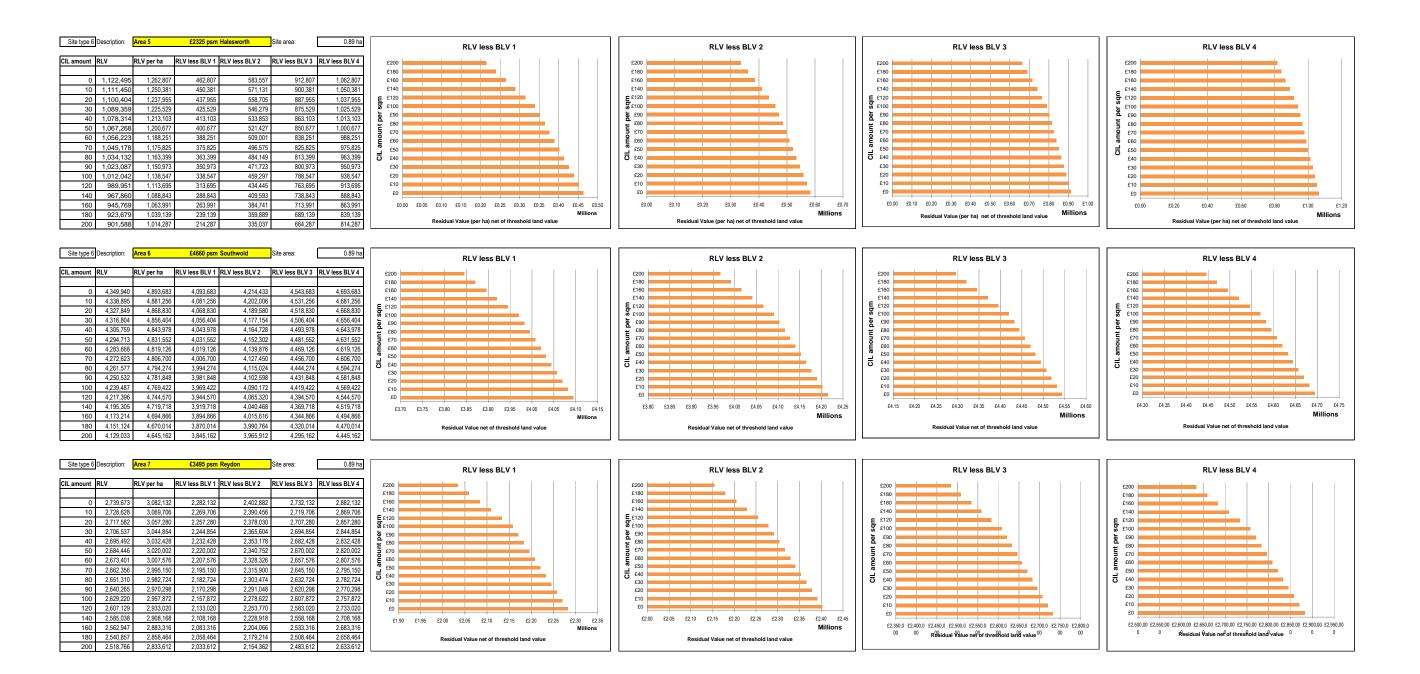
| rict | Benchmark Land | Benchmark Land Values (per net developable ha) | | | | | |
|------|------------------|--|----------------|--|--|--|--|
| | BLV1 | BLV2 | BLV3 | | | | |
| | Resi land (high) | Resi land (low) | Fmr industrial | | | | |
| | £800,000 | £679,250 | £350,000 | | | | |

BLV4 Other uses £200,000

SITE TYPE 6 40 UNITS HOUSES 45 UPH CSH level:

| -5% | Sales value inflation |
|-----|-----------------------|
| | Build cost inflation |





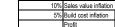
| ney District Benchmark Land Values (per net developable ha | | | | | |
|--|------------------|-----------------|----------------|--|--|
| | BLV1 | BLV2 | BLV3 | | |
| | Resi land (high) | Resi land (low) | Fmr industrial | | |
| | £800,000 | £679,250 | £350,000 | | |

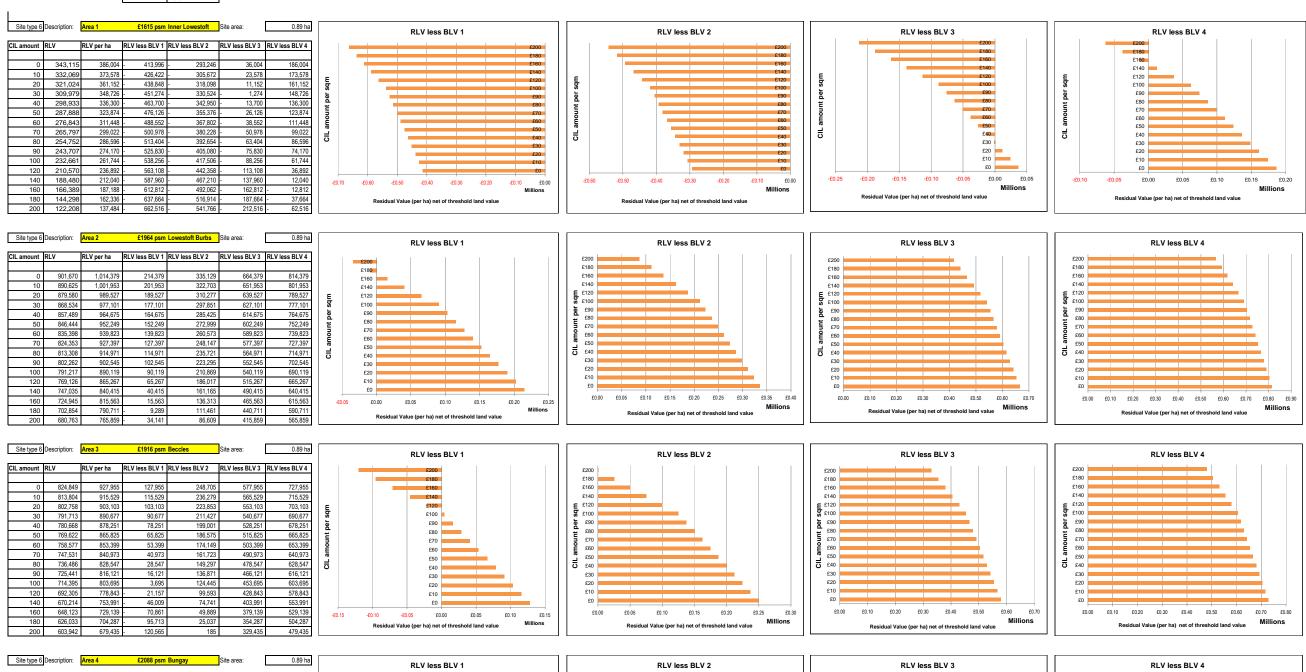
| SITE TYPE | 6 |
|-----------|---|
| 40 UNITS | |
| HOUSES | |
| 45 UPH | |

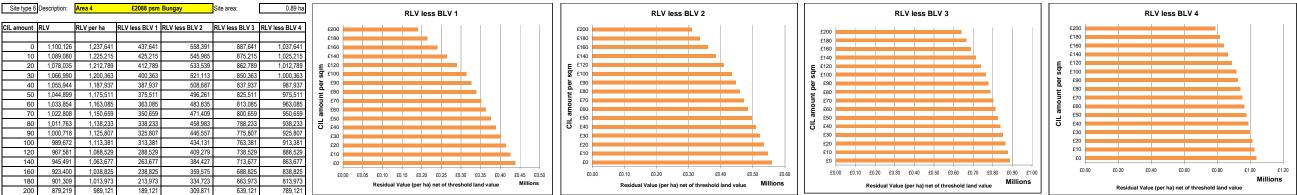
| Resi lanu (nign) | Resi Idilu (IUW) | FIIII IIIuusulai | l |
|------------------|------------------|------------------|---|
| £800,000 | £679,250 | £350,000 | |
| | | | |
| | | | |

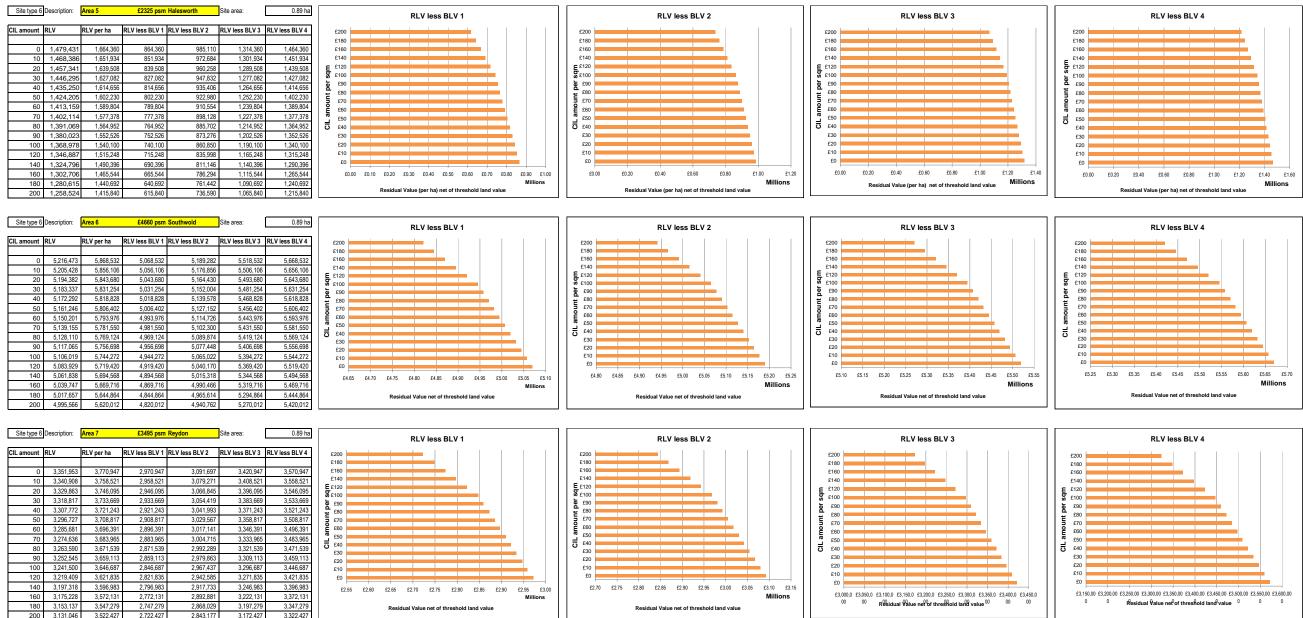
BLV4

Other uses £200,000





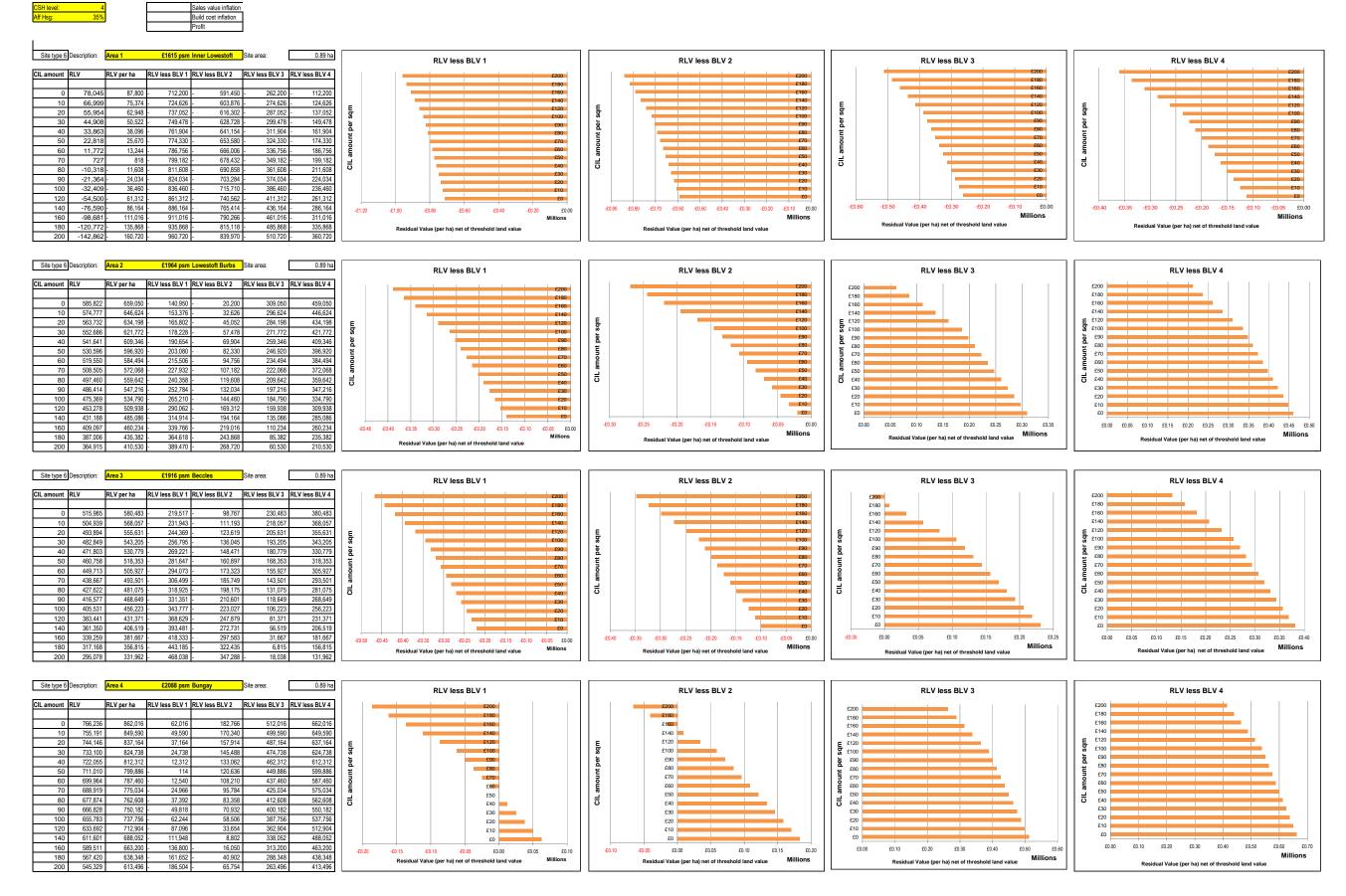


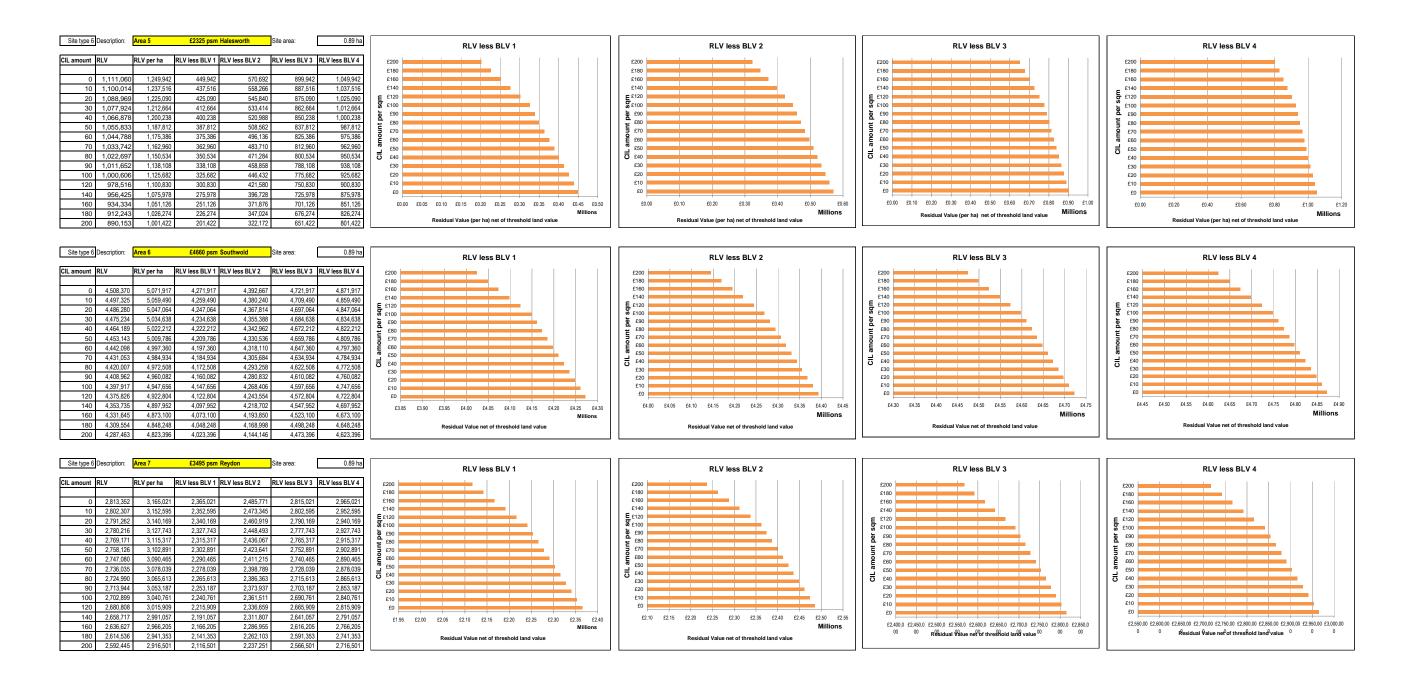


| ct | Benchmark Land | l Values (per net dev | velopable ha) | |
|----|------------------|-----------------------|----------------|------------|
| | BLV1 | BLV2 | BLV3 | BLV4 |
| | Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| | £800,000 | £679,250 | £350,000 | £200,000 |

SITE TYPE 6 40 UNITS HOUSES 45 UPH l level

| 4 | | Sales valu |
|----|--|------------|
| 5% | | Build cost |



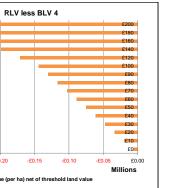


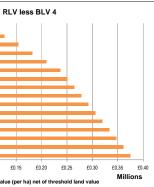
| strict | Benchmark Land Values (per net developable ha) | | | | |
|--------|--|-----------------|----------------|------------|--|
| | BLV1 | BLV2 | BLV3 | BLV4 | |
| | Resi land (high) | Resi land (low) | Fmr industrial | Other uses | |
| | £800,000 | £679,250 | £350,000 | £200,000 | |

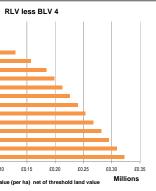
SITE TYPE 7 40 UNITS HOUSES 30 UPH CSH level: Aff Hsg:

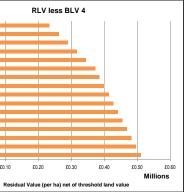
| 3 | Sales value inflation |
|-----|-----------------------|
| 35% | Build cost inflation |
| | P. 61 |

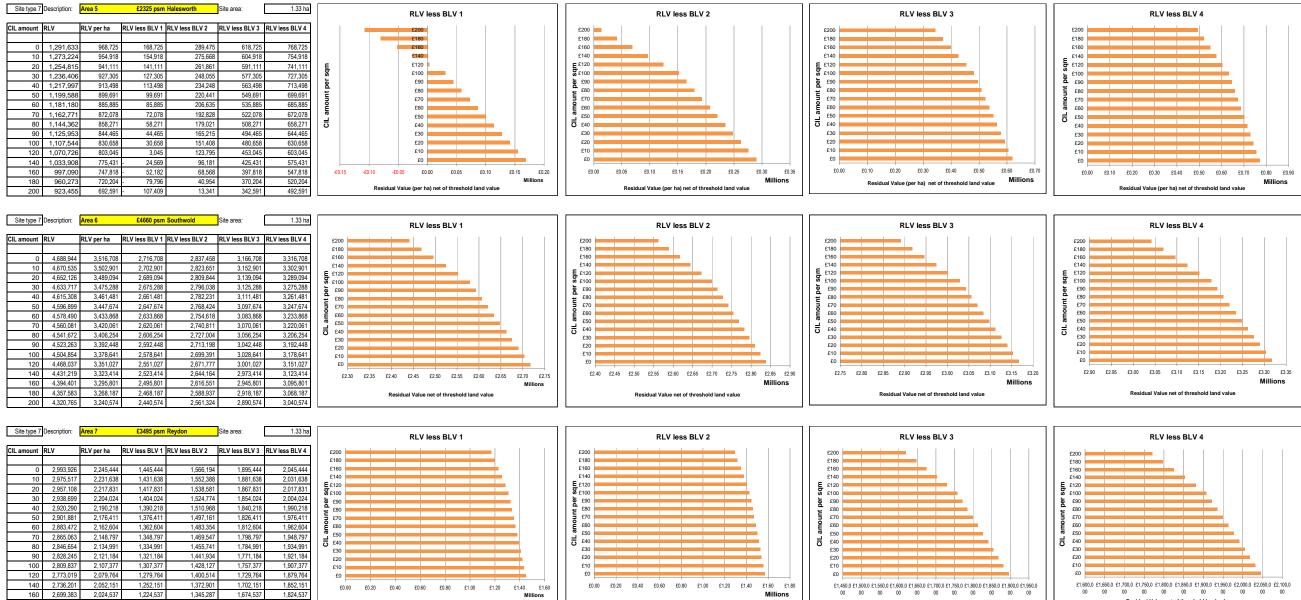
| Site type 7 Description: Area 1 E1615 psm Inner Lowestoft Site area: 1.33 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 258,618 193,963 606,037 4485,287 156,037 6,037 10 240,209 180,157 613,843 499,093 169,843 198,843 20 221,800 166,630 633,650 512,900 183,650 33,650 30 203,391 152,543 647,457 526,707 197,457 47,457 40 184,982 138,737 661,263 540,513 211,623 61,263 50 166,573 124,930 675,707 554,320 225,070 75,070 60 148,164 111,123 688,877 568,127 238,877 88,877 70 129,755 97,317 702,283 691,933 252,683 100,283 80 111,347 83,510 716,490 595 | HLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | CD.30 -ED.25 -ED.20 Residual Value (per |
|--|--|----------------|----------------|---|
| Site type 7 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 1.33 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 766,396 674,797 225,203 104,453 224,797 374,797 10 747,987 560,990 239,010 118,260 210,990 360,990 20 729,578 547,183 252,817 132,067 197,183 347,183 30 711,169 533,377 266,623 145,873 183,377 333,377 40 692,760 519,570 280,430 159,680 169,570 319,570 50 674,351 505,763 294,237 173,487 155,763 305,763 60 655,942 491,957 300,043 187,293 141,957 291,957 70 637,533 478,150 321,860 201,100 128,150 278,150 80 619,124 44,343 335,657 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV £180 £190 £190 £100 £100 £100 £100 £100 £100 £100 £100 £100 £100 £100 £100 £100 £100 £100 £00 £ |
| | | | | |
| Site type 7 Description: Area 3 £1916 psm Beccles Site area: 1.33 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 696,558 522,419 277,581 156,831 172,419 322,419 10 678,149 508,612 291,388 170,638 158,612 308,612 20 669,740 494,406 306,195 184,445 144,605 294,805 30 641,331 400,999 319,001 198,251 130,999 280,999 40 6622,922 467,192 332,808 -212,058 117,192 267,192 50 045,514 453,385 346,615 -225,865 103,385 239,578 70 567,696 425,772 374,228 223,672 89,578 239,578 70 567,696 425,772 374,228 223,478 75,772 225,772 80 549,287 411,965 384,352 41 | RLV less BLV 1 Exectly 1 Exectl | RLV less BLV 2 | RLV less BLV 3 | C 200 C 100 C |











Residual Value net of threshold land value

180 2,662,565

200 2.625.747 1.969.311

1,996,924

1,196,92

1,169,31

1,317,674

1.290.061

1,646,924

1.619.311

1,796,924

1 769 31

Residual Value net of threshold land value

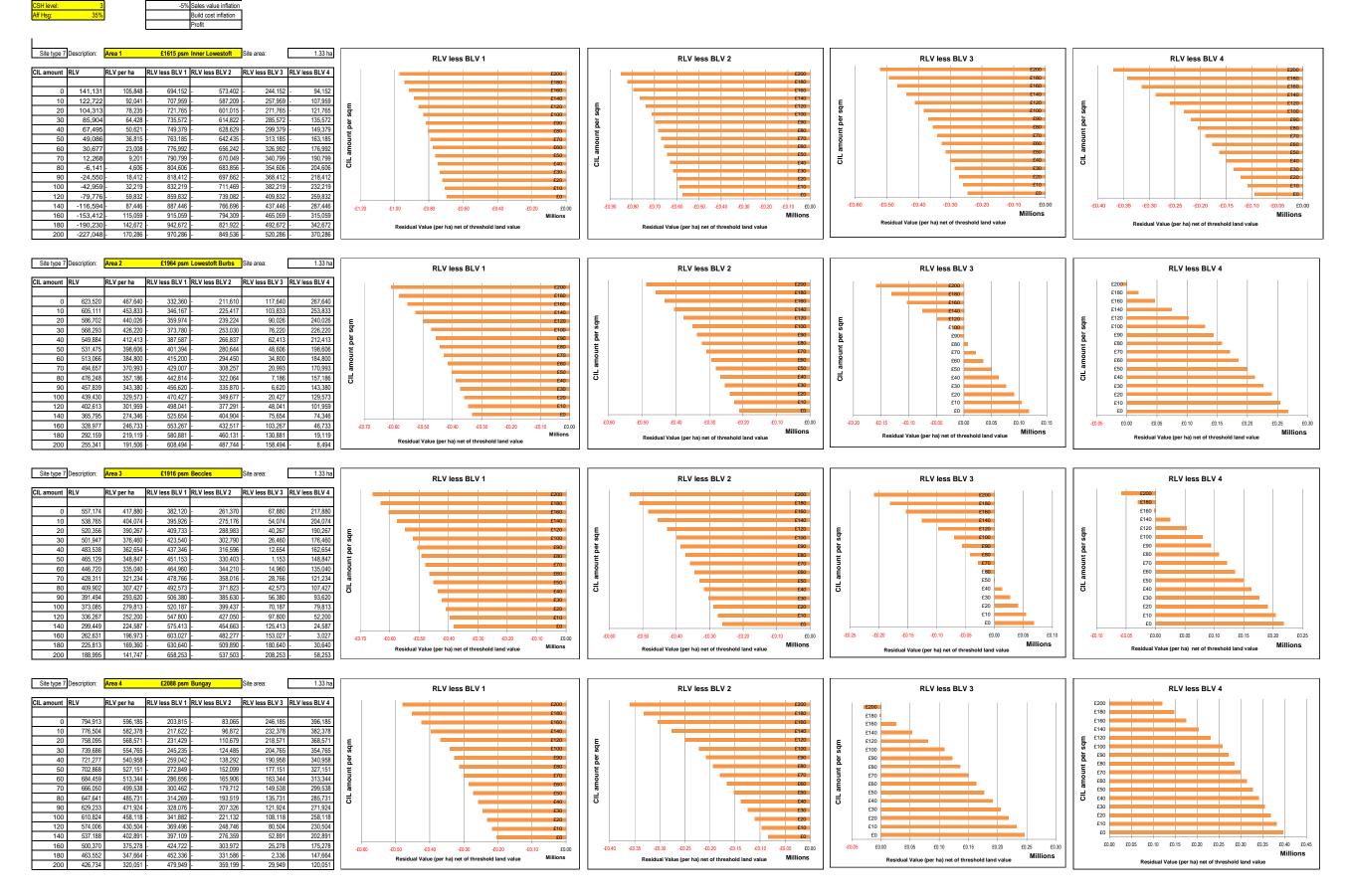
Residual Value net of threshold land value

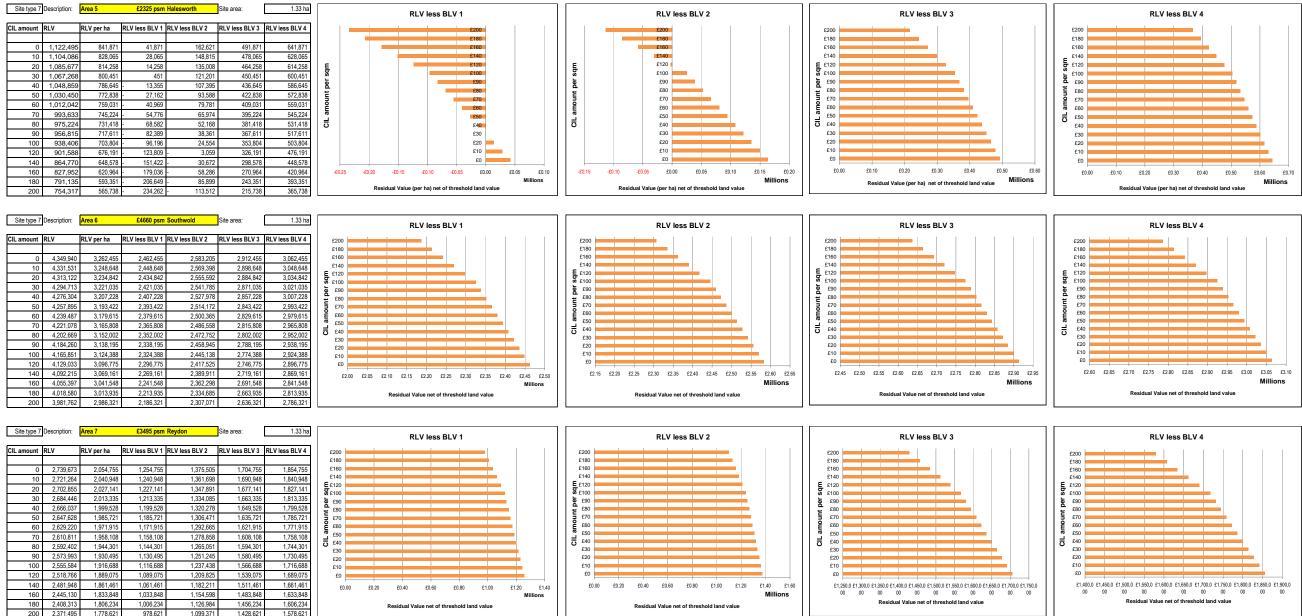
| ict | Benchmark Land | l Values (per net dev | velopable ha) |
|-----|------------------|-----------------------|----------------|
| | BLV1 | BLV2 | BLV3 |
| | Resi land (high) | Resi land (low) | Fmr industrial |
| | £800,000 | £679,250 | £350,000 |

BLV4 Other uses £200,000

SITE TYPE 7 40 UNITS HOUSES 30 UPH l level

| -5% | Sales value infla |
|-----|--------------------|
| | Build cost inflati |





 SH level:
 4

 ff Hsg:
 35%

| rict | Benchmark Land | l Values (per net dev | velopable ha) |
|------|------------------|-----------------------|----------------|
| | BLV1 | BLV2 | BLV3 |
| | Resi land (high) | Resi land (low) | Fmr industrial |
| | £800,000 | £679,250 | £350,000 |

BLV4 Other uses £200,000

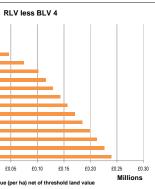
| HOUSES | |
|--------|--|
| 30 UPH | |

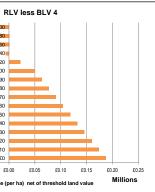
| Sales value inflation |
|-----------------------|
| Build cost inflation |
| Profit |

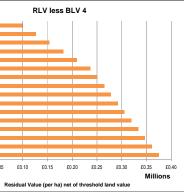
| Site type 7 Description: Area 1 £1615 psm Inner Lowestoft Site area: 1.33 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 78,045 58,533 741,467 620,717 291,467 141,467 10 59,636 44,727 755,273 634,523 305,273 155,273 20 41,227 30,920 769,080 648,330 319,080 169,080 30 22,818 17,113 782,887 662,137 332,887 182,887 40 4,409 3,307 766,693 675,943 346,693 196,693 50 -14,000 10,500 810,500 689,750 360,500 210,500 60 -32,409 24,307 824,307 703,557 374,307 224,307 70 -50,818 38,113 831,13 717,363 388,113 238,113 80 -69,227 51,920 861,920 -731,170 <th>RLV less BLV 1</th> <th>RLV less BLV 2 Upper provide the state of th</th> <th>RLV less BLV 3</th> <th>CIT TO CI</th> | RLV less BLV 1 | RLV less BLV 2 Upper provide the state of th | RLV less BLV 3 | CIT TO CI |
|---|----------------|---|----------------|--|
| Site type 7 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 1.33 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 585,822 439,367 360,633 239,883 89,367 239,367 10 567,413 425,560 374,440 253,690 75,556 225,560 20 549,005 411,753 388,427 267,497 61,753 211,753 30 530,596 397,947 402,053 281,303 47,947 197,947 40 512,187 384,140 415,860 295,110 34,140 184,140 50 493,778 370,333 429,667 308,917 20,333 170,333 60 473,569 356,527 443,473 22,723 6,527 156,527 70 4459,860 342,720 457,280 336,530 7,280 142,720 80 438,551 328,913 471,087 350,3 | RLV less BLV 1 | RLV less BLV 2 (US Jacobian Control of threshold land value | RLV less BLV 3 | Control Contro |
| Site type 7 Description: Area 3 £1916 psm Beccles Site area: 1.33 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 515,985 386,989 413,011 -292,261 36,989 186,989 10 497,576 373,182 426,818 -306,068 23,182 173,182 20 479,167 339,375 440,625 -319,875 9,375 195,375 30 460,758 345,659 454,431 -333,681 44,31 145,569 40 442,349 331,762 468,238 -347,488 18,238 131,762 50 423,940 317,955 482,045 -361,295 32,045 104,148 70 387,122 290,342 509,658 -388,908 59,658 90,342 80 368,713 276,535 523,465 140,145 72,722 62,728 90 350,305 262,728 537,727 416,522< | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV 2100 200 2 |
| Site type 7 Description: Area 4 £2088 psm Bungay Site area: 1.33 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 766.236 574.677 225.523 104.573 224.677 374.677 10 747.827 560.871 -239.129 -118.379 210.871 360.871 20 729.418 547.064 282.936 -132.168 197.064 347.064 30 711.010 533.257 266.743 -145.993 183.257 333.257 40 692.601 519.450 280.550 -159.800 169.450 319.450 50 674.192 505.644 294.356 -173.606 155.644 305.644 60 655.783 491.837 308.163 -187.413 141.837 291.837 70 637.374 478.030 321.970 -201.220 128.030 278.030 80 618.965 464.224 335.776 | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV |

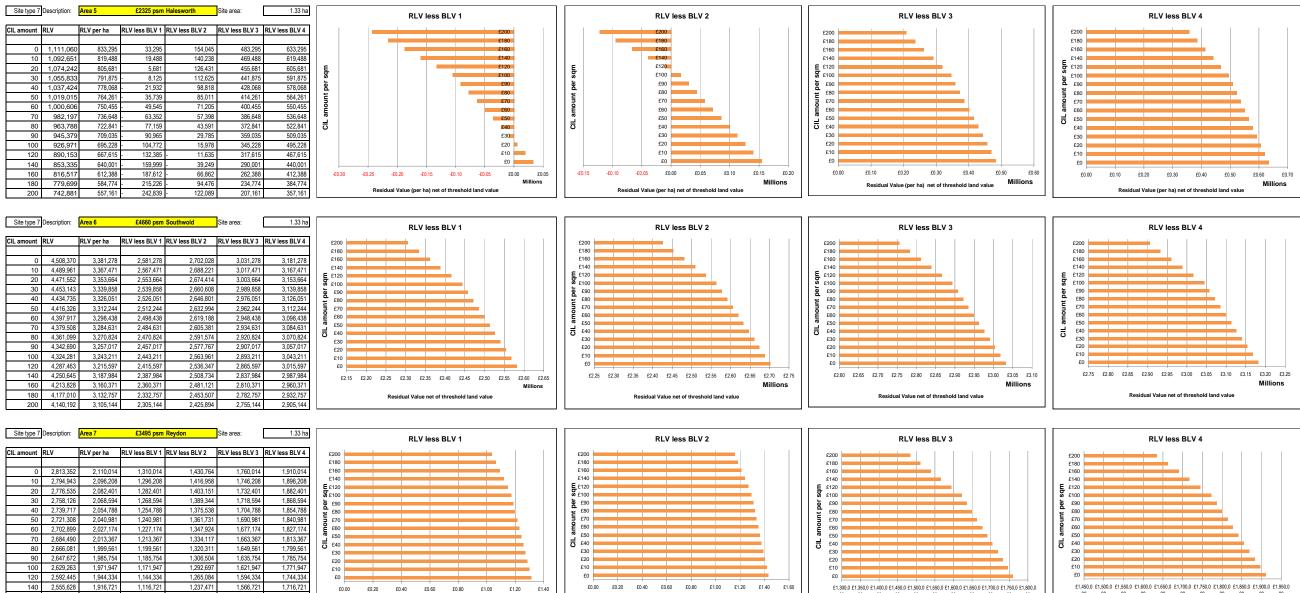
SITE TYPE 7 40 UNITS











£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20

Residual Value net of threshold land value

£1.40 £1.60

Millions

Residual Value net of threshold land value

1,237,471

1,209,857

1,182,244

1.154.631

1,116,72

1.089.10

1,061,49

1 033 88

160 2,518,810 1,889,107

200 2.445.174 1.833.881

1,861,494

180 2,481,992

1,566,721

1,539,107

1,511,494

1.483.881

1,716,721

1,689,107

1,661,494

1.633.881

£0.00

£0.20

£0.40 £0.60 £0.80 £1.00

Residual Value net of threshold land value

£1.20 £1.40 Millions

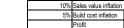
Residual Value net of threshold land value

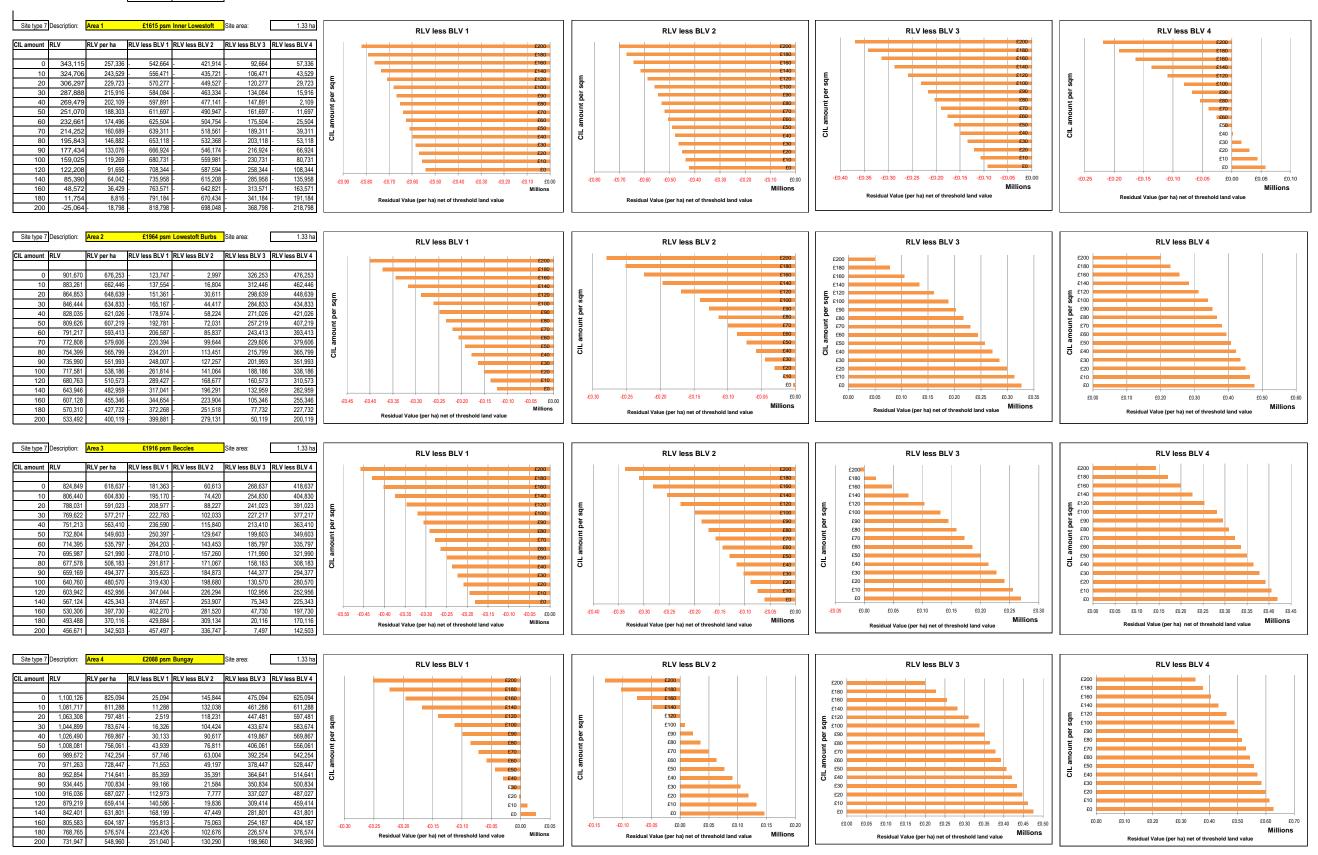
| eney District | Benchmark Land Values (per net developable ha) | | | |
|---------------|--|-----------------|----------------|--|
| | BLV1 | BLV2 | BLV3 | |
| | Resi land (high) | Resi land (low) | Fmr industrial | |
| | £800,000 | £679,250 | £350,000 | |

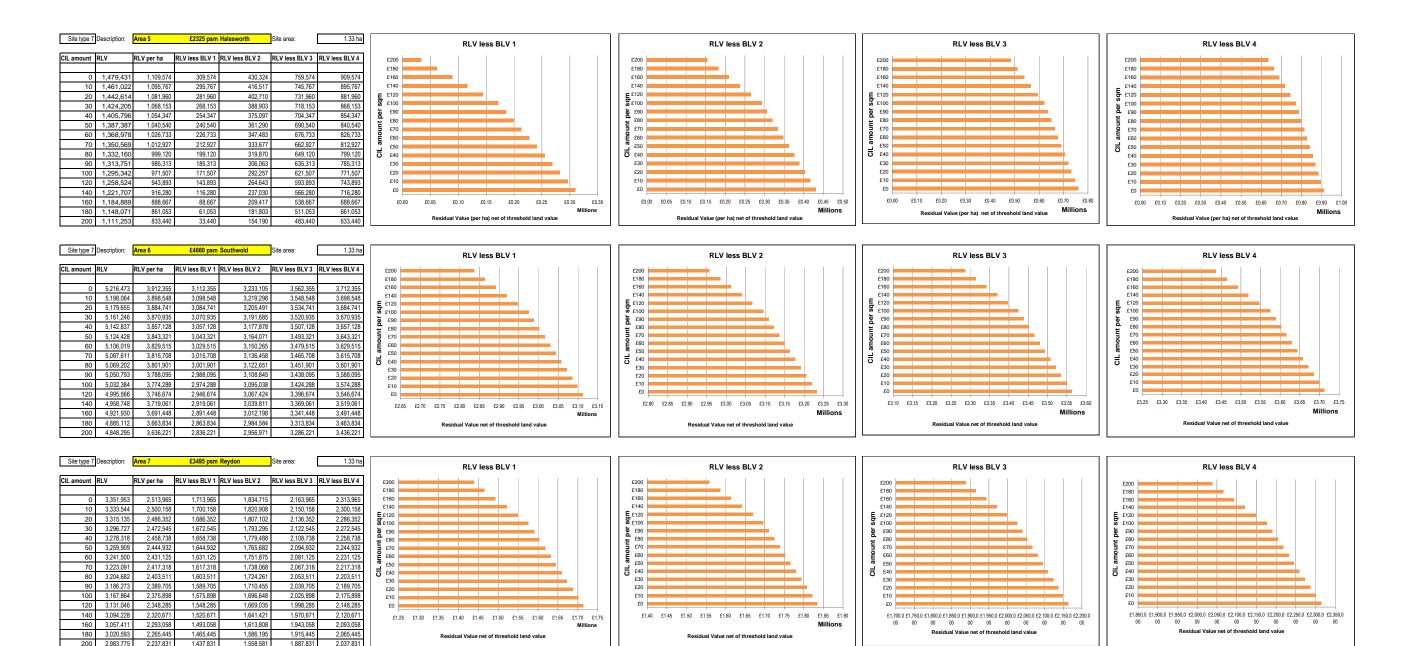
| SITE TYPE | 7 |
|-----------|---|
| 40 UNITS | |
| HOUSES | |
| 30 UPH | |

| Resi lanu (nign) | Resi Idilu (IUW) | Filli illuusulai | L |
|------------------|------------------|------------------|---|
| £800,000 | £679,250 | £350,000 | |
| | | | |
| | | | |
| | | | |

BLV4 Other uses £200,000









Appendix 3 Filtered residential appraisal results

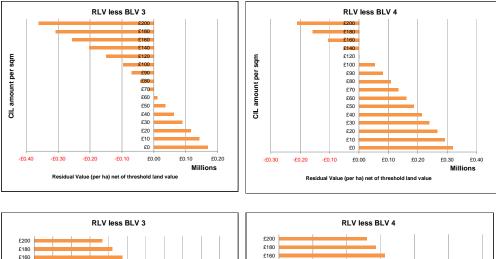
| SITE TYPE | 1 |
|-----------|---|
| 1 UNITS | |
| HOUSE | |
| 30 UPH | |

CSH level: Aff Hsg:

| Benchmark Land Values (per net developable ha) | | | |
|--|-----------------|----------------|------------|
| BLV1 | BLV2 | BLV3 | BLV4 |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

| 3 | Sales value inflation |
|----|-----------------------|
| 0% | Build cost inflation |
| | Profit |

| | • | | | | | |
|------------|--------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 17,291 | 518,726 | - 281,274 | - 160,524 | 168,726 | 318,726 |
| 10 | 16,408 | 492,246 | - 307,754 | - 187,004 | 142,246 | 292,246 |
| 20 | 15,526 | 465,767 | - 334,233 | - 213,483 | 115,767 | 265,767 |
| 30 | 14,643 | 439,287 | - 360,713 | - 239,963 | 89,287 | 239,287 |
| 40 | 13,760 | 412,808 | - 387,192 | - 266,442 | 62,808 | 212,808 |
| 50 | 12,878 | 386,329 | - 413,671 | - 292,921 | 36,329 | 186,329 |
| 60 | 11,995 | 359,849 | - 440,151 | - 319,401 | 9,849 | 159,849 |
| 70 | 11,112 | 333,370 | - 466,630 | - 345,880 | - 16,630 | 133,370 |
| 80 | 10,230 | 306,890 | - 493,110 | - 372,360 | - 43,110 | 106,890 |
| 90 | 9,347 | 280,411 | - 519,589 | - 398,839 | - 69,589 | 80,41 |
| 100 | 8,464 | 253,931 | - 546,069 | - 425,319 | - 96,069 | 53,93 |
| 120 | 6,699 | 200,973 | - 599,027 | - 478,277 | - 149,027 | 973 |
| 140 | 4,934 | 148,014 | - 651,986 | - 531,236 | - 201,986 | - 51,986 |
| 160 | 3,168 | 95,055 | - 704,945 | - 584,195 | - 254,945 | - 104,94 |
| 180 | 1,403 | 42,096 | - 757,904 | - 637,154 | - 307,904 | - 157,904 |
| 200 | -362 | - 10,863 | - 810,863 | - 690,113 | - 360,863 | - 210,86 |



£90

£70

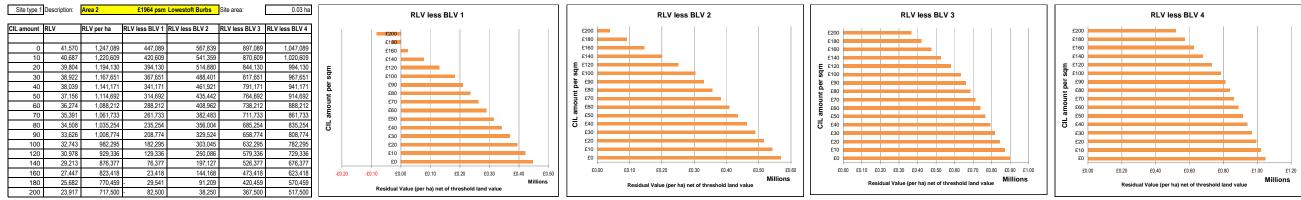
£60

£40

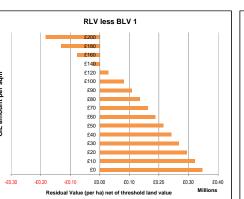
£30

£10

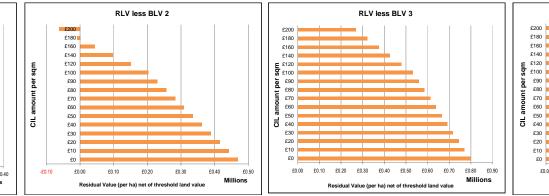
£0

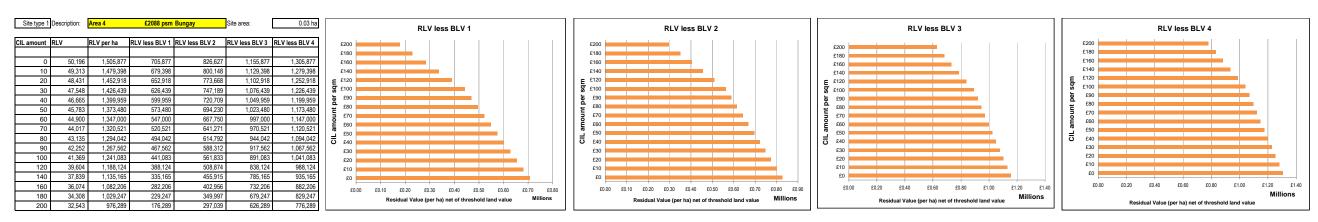


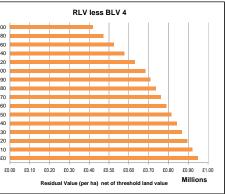
| Site type 1 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.03 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 38,230 | 1,146,913 | 346,913 | 467,663 | 796,913 | 946,913 |
| 10 | 37,348 | 1,120,433 | 320,433 | 441,183 | 770,433 | 920,433 |
| 20 | 36,465 | 1,093,954 | 293,954 | 414,704 | 743,954 | 893,954 |
| 30 | 35,582 | 1,067,475 | 267,475 | 388,225 | 717,475 | 867,475 |
| 40 | 34,700 | 1,040,995 | 240,995 | 361,745 | 690,995 | 840,995 |
| 50 | 33,817 | 1,014,516 | 214,516 | 335,266 | 664,516 | 814,516 |
| 60 | 32,935 | 988,036 | 188,036 | 308,786 | 638,036 | 788,036 |
| 70 | 32,052 | 961,557 | 161,557 | 282,307 | 611,557 | 761,557 |
| 80 | 31,169 | 935,077 | 135,077 | 255,827 | 585,077 | 735,077 |
| 90 | 30,287 | 908,598 | 108,598 | 229,348 | 558,598 | 708,598 |
| 100 | 29,404 | 882,119 | 82,119 | 202,869 | 532,119 | 682,119 |
| 120 | 27,639 | 829,160 | 29,160 | 149,910 | 479,160 | 629,160 |
| 140 | 25,873 | 776,201 | - 23,799 | 96,951 | 426,201 | 576,201 |
| 160 | 24,108 | 723,242 | - 76,758 | 43,992 | 373,242 | 523,242 |
| 180 | 22,343 | 670,283 | - 129,717 | - 8,967 | 320,283 | 470,283 |
| 200 | 20,577 | 617,324 | - 182,676 | - 61,926 | 267.324 | 417,324 |

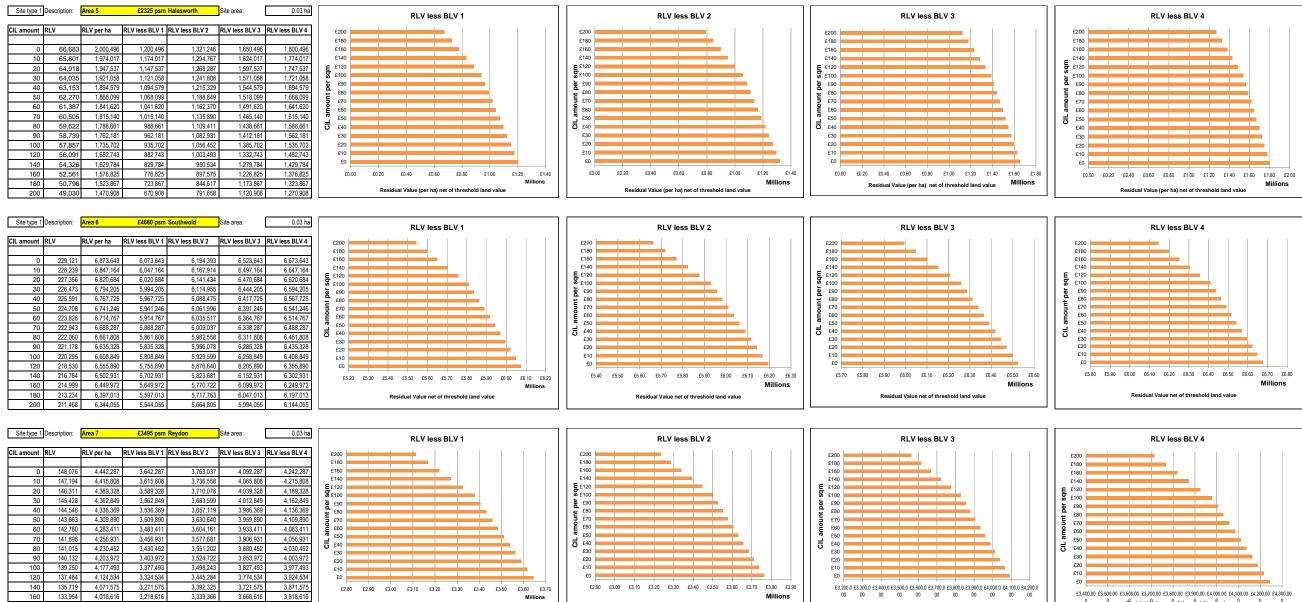


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Residual Value net of threshold land value

180

132,189 3,965,658

200 130.423 3.912.699

3,165,65

3.112.69

3,286,408

3.233.449

3,615,658

3.562.699

3,765,65

3 712 699

Residual Value net of threshold land value

E3.400,00 E3.500,00 E3.600,00 E3.700,00 E3.800,00 E3.900,00 E4.100,00 E4.100,00 E4.200,00 E4.300,00 0 Residual Value nePor threshold land value 0 0 0 0

Residual Value net of threshold land value

CSH level: Aff Hsg:

Т

| SITE TYPE | 1 | |
|-----------|---|--|
| 1 UNITS | | |
| HOUSE | | |
| 30 UPH | | |

| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

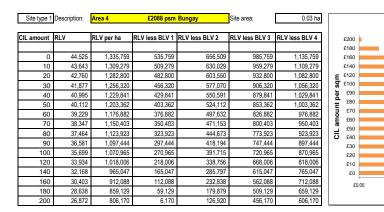
Benchmark Land Values (per net developable ha)

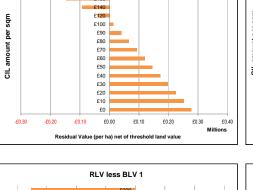
| : | 4 | Sales value inflation |
|---|----|-----------------------|
| | 0% | Build cost inflation |
| | | Profit |

| Site type 1 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.03 hi |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 11,620 | 348,607 | - 451,393 | - 330,643 | - 1,393 | 148,607 |
| 10 | 10,738 | 322,128 | - 477,872 | - 357,122 | - 27,872 | 122,128 |
| 20 | 9,855 | 295,649 | - 504,351 | - 383,601 | - 54,351 | 95,649 |
| 30 | 8,972 | 269,169 | - 530,831 | - 410,081 | - 80,831 | 69,169 |
| 40 | 8,090 | 242,690 | - 557,310 | - 436,560 | - 107,310 | 42,690 |
| 50 | 7,207 | 216,210 | - 583,790 | - 463,040 | - 133,790 | 16,210 |
| 60 | 6,324 | 189,731 | - 610,269 | - 489,519 | - 160,269 | - 10,269 |
| 70 | 5,442 | 163,251 | - 636,749 | - 515,999 | - 186,749 | - 36,749 |
| 80 | 4,559 | 136,772 | - 663,228 | - 542,478 | - 213,228 | - 63,22 |
| 90 | 3,676 | 110,293 | - 689,707 | - 568,957 | - 239,707 | - 89,707 |
| 100 | 2,794 | 83,813 | - 716,187 | - 595,437 | - 266,187 | - 116,187 |
| 120 | 1,028 | 30,854 | - 769,146 | - 648,396 | - 319,146 | - 169,146 |
| 140 | -737 | - 22,105 | - 822,105 | - 701,355 | - 372,105 | - 222,10 |
| 160 | -2,502 | - 75,063 | - 875,063 | - 754,313 | - 425,063 | - 275,063 |
| 180 | -4,267 | - 128,022 | - 928,022 | - 807,272 | - 478,022 | - 328,022 |
| 200 | -6,033 | - 180,981 | - 980,981 | - 860,231 | - 530,981 | - 380,981 |

| Site type 1 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.03 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| | | | | | - | |
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 35,899 | 1,076,971 | 276,971 | 397,721 | 726,971 | 876,971 |
| 10 | 35,016 | 1,050,491 | 250,491 | 371,241 | 700,491 | 850,491 |
| 20 | 34,134 | 1,024,012 | 224,012 | 344,762 | 674,012 | 824,012 |
| 30 | 33,251 | 997,532 | 197,532 | 318,282 | 647,532 | 797,532 |
| 40 | 32,368 | 971,053 | 171,053 | 291,803 | 621,053 | 771,053 |
| 50 | 31,486 | 944,574 | 144,574 | 265,324 | 594,574 | 744,574 |
| 60 | 30,603 | 918,094 | 118,094 | 238,844 | 568,094 | 718,094 |
| 70 | 29,720 | 891,615 | 91,615 | 212,365 | 541,615 | 691,615 |
| 80 | 28,838 | 865,135 | 65,135 | 185,885 | 515,135 | 665,135 |
| 90 | 27,955 | 838,656 | 38,656 | 159,406 | 488,656 | 638,656 |
| 100 | 27,073 | 812,176 | 12,176 | 132,926 | 462,176 | 612,176 |
| 120 | 25,307 | 759,218 | - 40,782 | 79,968 | 409,218 | 559,218 |
| 140 | 23,542 | 706,259 | - 93,741 | 27,009 | 356,259 | 506,259 |
| 160 | 21,777 | 653,300 | - 146,700 | - 25,950 | 303,300 | 453,300 |
| 180 | 20,011 | 600,341 | - 199,659 | - 78,909 | 250,341 | 400,341 |
| 200 | 18,246 | 547,382 | - 252,618 | - 131,868 | 197,382 | 347,382 |

| Site type 1 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.03 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 32,560 | 976,795 | 176,795 | 297,545 | 626,795 | 776,79 |
| 10 | 31,677 | 950,315 | 150,315 | 271,065 | 600,315 | 750,31 |
| 20 | 30,795 | 923,836 | 123,836 | 244,586 | 573,836 | 723,83 |
| 30 | 29,912 | 897,356 | 97,356 | 218,106 | 547,356 | 697,35 |
| 40 | 29,029 | 870,877 | 70,877 | 191,627 | 520,877 | 670,87 |
| 50 | 28,147 | 844,398 | 44,398 | 165,148 | 494,398 | 644,39 |
| 60 | 27,264 | 817,918 | 17,918 | 138,668 | 467,918 | 617,91 |
| 70 | 26,381 | 791,439 | - 8,561 | 112,189 | 441,439 | 591,43 |
| 80 | 25,499 | 764,959 | - 35,041 | 85,709 | 414,959 | 564,95 |
| 90 | 24,616 | 738,480 | - 61,520 | 59,230 | 388,480 | 538,48 |
| 100 | 23,733 | 712,000 | - 88,000 | 32,750 | 362,000 | 512,00 |
| 120 | 21,968 | 659,042 | - 140,958 | - 20,208 | 309,042 | 459,04 |
| 140 | 20,203 | 606,083 | - 193,917 | - 73,167 | 256,083 | 406,08 |
| 160 | 18,437 | 553,124 | - 246,876 | - 126,126 | 203,124 | 353,12 |
| 180 | 16,672 | 500,165 | - 299,835 | - 179,085 | 150,165 | 300,16 |
| 200 | 14,907 | 447,206 | - 352,794 | - 232,044 | 97,206 | 247,20 |





£160

£120

sqm

per

님

-£0.40

£200 |

£120

£90 £80

£70

£60

£50

£40 £30

£20

£10 £0

£0.00

-£0.30

E120 E100 E900 E800 E70 E60 E50 E40 E30

£20 £10

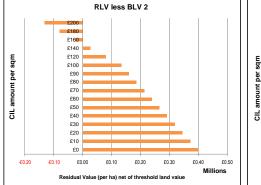
£0

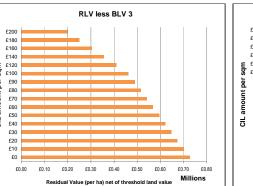
Residual Value (per ha) net of threshold land value

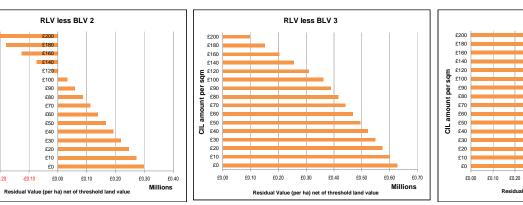
-£0.20 -£0.10 £0.00 £0.10 £0.20

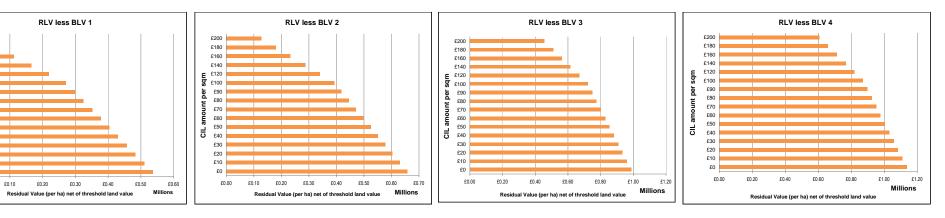
RLV less BLV 1

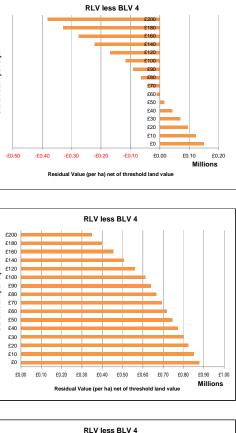
£180 £160











£160

£160 £140 £120 £100 £90 £80 £70 £60

£50

£40

£30 £20

£10

£0

-£0.10

- amount per sqm

님

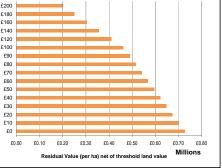
£0.30

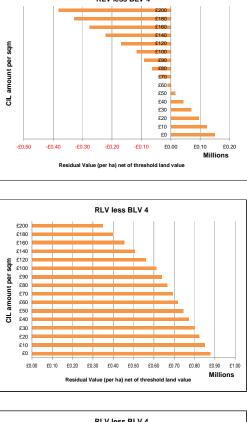
Millions

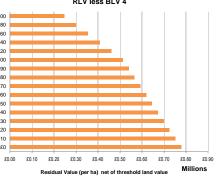
-£0.30

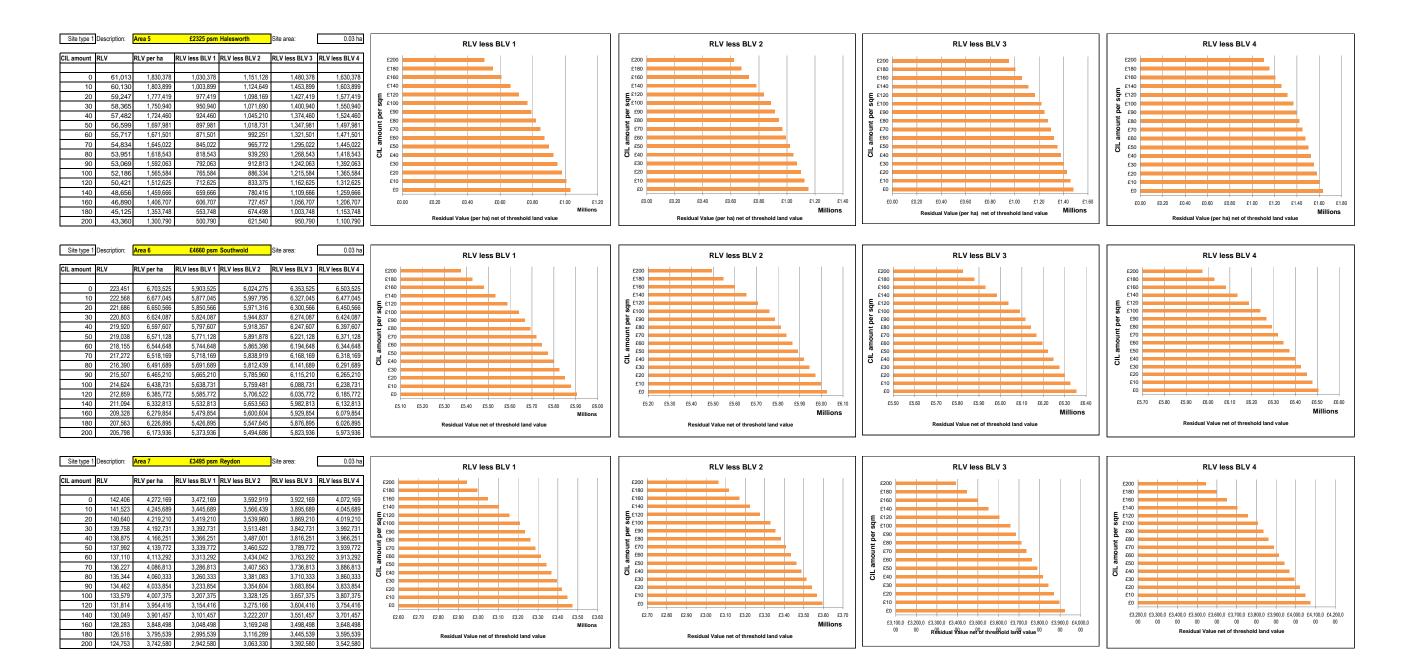
-£0.20

£120 £120 £100 063 t £70 £60 E40









CSH level: Aff Hsg:

| SITE TYPE | 1 | |
|-----------|---|--|
| 1 UNITS | | |
| HOUSE | | |
| 30 UPH | | |
| | | |

| Benchmark Land Values (per net developable ha) BI V1 BI V2 BI V3 BI V4 | | | | | | |
|--|-----------------|----------------|------------|--|--|--|
| | DETE | | | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | |

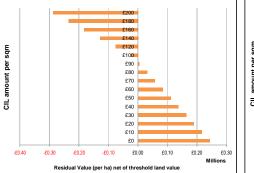
| 3 | -5% Sales value inflation |
|----|---------------------------|
| 0% | Build cost inflation |
| | Profit |

| Site type 1 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.03 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 11,673 | 350.200 | - 449.800 | - 329.050 | 200 | 150.200 |
| 10 | 10,791 | 323,721 | - 476.279 | - 355.529 | - 26.279 | 123,721 |
| 20 | 9,908 | | - 502,759 | - 382,009 | - 52,759 | 97,241 |
| 30 | 9,025 | | - 529,238 | - 408,488 | - 79,238 | 70,762 |
| 40 | 8,143 | 244,283 | - 555,717 | - 434,967 | - 105,717 | 44,283 |
| 50 | 7,260 | 217,803 | - 582,197 | - 461,447 | - 132,197 | 17,803 |
| 60 | 6,377 | 191,324 | - 608,676 | - 487,926 | - 158,676 | - 8,676 |
| 70 | 5,495 | 164,844 | - 635,156 | - 514,406 | - 185,156 | - 35,156 |
| 80 | 4,612 | 138,365 | - 661,635 | - 540,885 | - 211,635 | - 61,635 |
| 90 | 3,730 | 111,886 | - 688,114 | - 567,364 | - 238,114 | - 88,114 |
| 100 | 2,847 | 85,406 | - 714,594 | - 593,844 | - 264,594 | - 114,594 |
| 120 | 1,082 | 32,447 | - 767,553 | - 646,803 | - 317,553 | - 167,553 |
| 140 | -684 | - 20,512 | - 820,512 | - 699,762 | - 370,512 | - 220,512 |
| 160 | -2,449 | - 73,470 | - 873,470 | - 752,720 | - 423,470 | - 273,470 |
| 180 | -4,214 | - 126,429 | - 926,429 | - 805,679 | - 476,429 | - 326,429 |
| 200 | -5,980 | - 179,388 | - 979,388 | - 858,638 | - 529,388 | - 379,388 |

| Site type 1 Description: | | Area 2 £1964 psm Lowestoft Burbs | | | Site area: | 0.03 ha | |
|--------------------------|--------|----------------------------------|----------------|----------------|----------------|----------------|--|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | |
| | | | | | | | |
| 0 | 34,738 | 1,042,145 | 242,145 | 362,895 | 692,145 | 842,145 | |
| 10 | 33,856 | 1,015,666 | 215,666 | 336,416 | 665,666 | 815,666 | |
| 20 | 32,973 | 989,187 | 189,187 | 309,937 | 639,187 | 789,187 | |
| 30 | 32,090 | 962,707 | 162,707 | 283,457 | 612,707 | 762,707 | |
| 40 | 31,208 | 936,228 | 136,228 | 256,978 | 586,228 | 736,228 | |
| 50 | 30,325 | 909,748 | 109,748 | 230,498 | 559,748 | 709,748 | |
| 60 | 29,442 | 883,269 | 83,269 | 204,019 | 533,269 | 683,269 | |
| 70 | 28,560 | 856,789 | 56,789 | 177,539 | 506,789 | 656,789 | |
| 80 | 27,677 | 830,310 | 30,310 | 151,060 | 480,310 | 630,310 | |
| 90 | 26,794 | 803,831 | 3,831 | 124,581 | 453,831 | 603,831 | |
| 100 | 25,912 | 777,351 | - 22,649 | 98,101 | 427,351 | 577,351 | |
| 120 | 24,146 | 724,392 | - 75,608 | 45,142 | 374,392 | 524,392 | |
| 140 | 22,381 | 671,434 | - 128,566 | - 7,816 | 321,434 | 471,434 | |
| 160 | 20,616 | 618,475 | - 181,525 | - 60,775 | 268,475 | 418,475 | |
| 180 | 18,851 | 565,516 | - 234,484 | - 113,734 | 215,516 | 365,516 | |
| 200 | 17.085 | 512,557 | - 287.443 | - 166.693 | 162.557 | 312.557 | |

| Site type 1 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.03 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 31,566 | 946,978 | 146,978 | 267,728 | 596,978 | 746,978 |
| 10 | 30,683 | 920,499 | 120,499 | 241,249 | 570,499 | 720,499 |
| 20 | 29,801 | 894,019 | 94,019 | 214,769 | 544,019 | 694,01 |
| 30 | 28,918 | 867,540 | 67,540 | 188,290 | 517,540 | 667,54 |
| 40 | 28,035 | 841,061 | 41,061 | 161,811 | 491,061 | 641,06 |
| 50 | 27,153 | 814,581 | 14,581 | 135,331 | 464,581 | 614,58 |
| 60 | 26,270 | 788,102 | - 11,898 | 108,852 | 438,102 | 588,10 |
| 70 | 25,387 | 761,622 | - 38,378 | 82,372 | 411,622 | 561,62 |
| 80 | 24,505 | 735,143 | - 64,857 | 55,893 | 385,143 | 535,14 |
| 90 | 23,622 | 708,663 | - 91,337 | 29,413 | 358,663 | 508,66 |
| 100 | 22,739 | 682,184 | - 117,816 | 2,934 | 332,184 | 482,18 |
| 120 | 20,974 | 629,225 | - 170,775 | - 50,025 | 279,225 | 429,22 |
| 140 | 19,209 | 576,266 | - 223,734 | - 102,984 | 226,266 | 376,26 |
| 160 | 17,444 | 523,307 | - 276,693 | - 155,943 | 173,307 | 323,30 |
| 180 | 15,678 | 470,349 | - 329,651 | - 208,901 | 120,349 | 270,34 |
| 200 | 13,913 | 417,390 | - 382,610 | - 261,860 | 67.390 | 217,39 |

| Site type 1 Description: | | Area 4 | £2088 psm Bungay Site area: | | | 0.03 h | |
|--------------------------|--------|------------|-----------------------------|----------------|----------------|----------------|--|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | |
| | | | | | | | |
| 0 | 42,933 | 1,287,994 | 487,994 | 608,744 | 937,994 | 1,087,994 | |
| 10 | 42,050 | 1,261,515 | 461,515 | 582,265 | 911,515 | 1,061,515 | |
| 20 | 41,168 | 1,235,035 | 435,035 | 555,785 | 885,035 | 1,035,035 | |
| 30 | 40,285 | 1,208,556 | 408,556 | 529,306 | 858,556 | 1,008,556 | |
| 40 | 39,403 | 1,182,076 | 382,076 | 502,826 | 832,076 | 982,076 | |
| 50 | 38,520 | 1,155,597 | 355,597 | 476,347 | 805,597 | 955,597 | |
| 60 | 37,637 | 1,129,118 | 329,118 | 449,868 | 779,118 | 929,118 | |
| 70 | 36,755 | 1,102,638 | 302,638 | 423,388 | 752,638 | 902,638 | |
| 80 | 35,872 | 1,076,159 | 276,159 | 396,909 | 726,159 | 876,159 | |
| 90 | 34,989 | 1,049,679 | 249,679 | 370,429 | 699,679 | 849,679 | |
| 100 | 34,107 | 1,023,200 | 223,200 | 343,950 | 673,200 | 823,200 | |
| 120 | 32,341 | 970,241 | 170,241 | 290,991 | 620,241 | 770,241 | |
| 140 | 30,576 | 917,282 | 117,282 | 238,032 | 567,282 | 717,282 | |
| 160 | 28,811 | 864,323 | 64,323 | 185,073 | 514,323 | 664,323 | |
| 180 | 27,045 | 811,365 | 11,365 | 132,115 | 461,365 | 611,365 | |
| 200 | 25,280 | 758,406 | - 41,594 | 79,156 | 408,406 | 558,406 | |



RLV less BLV 1

Residual Value (per ha) net of threshold land value

£100

£100 £90 £80 £60 £50 £40 £30 £20 £10 £0

£0

sqm

per

님

sqm

per

님

-£0.50

-£0.40

£200 £180 £160 £140 £120 £100

£90 £80 £70

£60

£50

£40

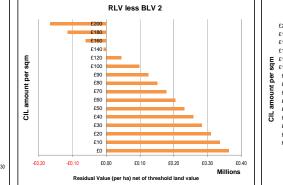
£30

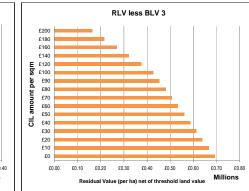
£20

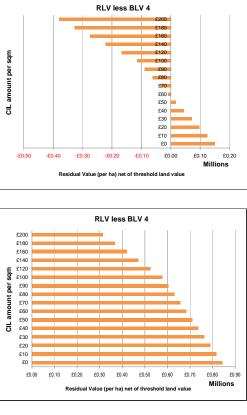
£10

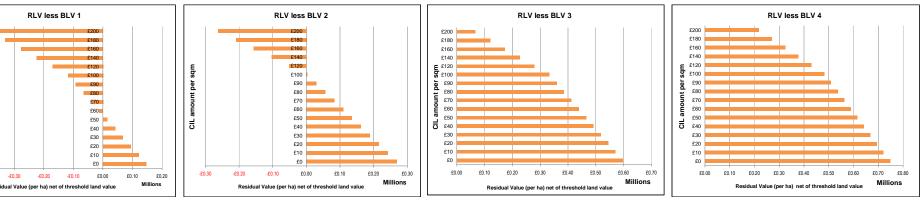
£0

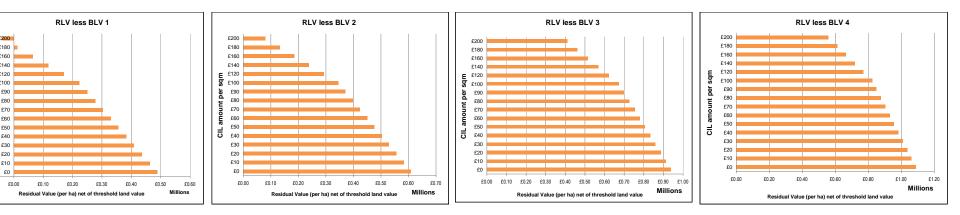
-£0.10

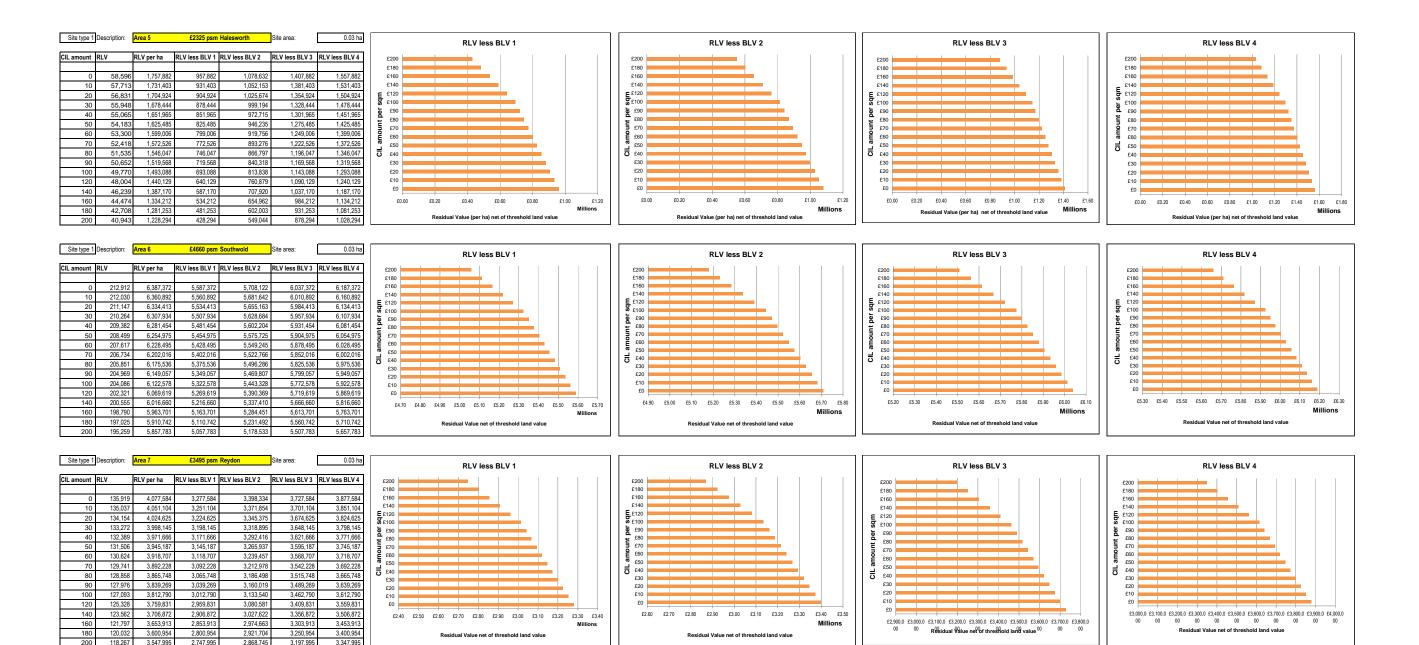












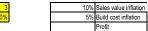
| hmark Land | Values (per net dev | velopable ha) |
|---------------|---------------------|-------------------------------|
| BLV1 | BLV2 | BLV3 |
| i land (high) | Resi land (low) | Fmr industri |
| 800,000 | £679,250 | £350,000 |
| | BLV1 | i land (high) Resi land (low) |

| 1 UNITS | |
|---------|--|
| HOUSE | |
| 30 UPH | |

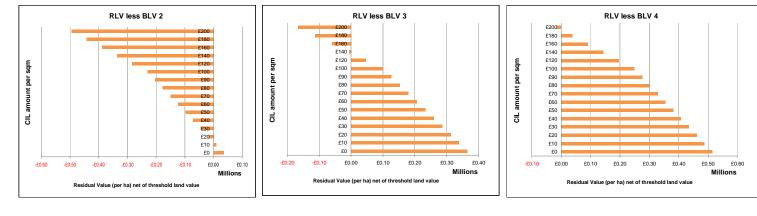
SITE TYPE

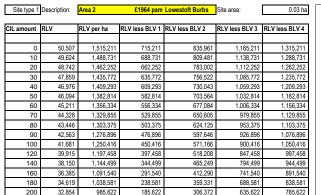
Fmr industrial £350,000 Other uses £200,000 Resi land (low) £679,250

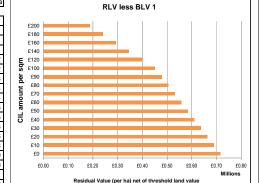
BLV4

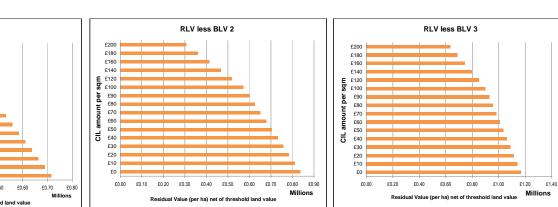


| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
|------------|--------|------------|----------------|----------------|----------------|----------------|
| | | | | | | |
| 0 | 23,800 | 714,011 | - 85,989 | 34,761 | 364,011 | 514,01 |
| 10 | 22,918 | 687,532 | - 112,468 | 8,282 | 337,532 | 487,53 |
| 20 | 22,035 | 661,052 | - 138,948 | - 18,198 | 311,052 | 461,05 |
| 30 | 21,152 | 634,573 | - 165,427 | - 44,677 | 284,573 | 434,57 |
| 40 | 20,270 | 608,093 | - 191,907 | - 71,157 | 258,093 | 408,09 |
| 50 | 19,387 | 581,614 | - 218,386 | - 97,636 | 231,614 | 381,61 |
| 60 | 18,504 | 555,135 | - 244,865 | - 124,115 | 205,135 | 355,13 |
| 70 | 17,622 | 528,655 | - 271,345 | - 150,595 | 178,655 | 328,65 |
| 80 | 16,739 | 502,176 | - 297,824 | - 177,074 | 152,176 | 302,17 |
| 90 | 15,857 | 475,696 | - 324,304 | - 203,554 | 125,696 | 275,69 |
| 100 | 14,974 | 449,217 | - 350,783 | - 230,033 | 99,217 | 249,21 |
| 120 | 13,209 | 396,258 | - 403,742 | - 282,992 | 46,258 | 196,25 |
| 140 | 11,443 | 343,299 | - 456,701 | - 335,951 | - 6,701 | 143,29 |
| 160 | 9,678 | 290,340 | - 509,660 | - 388,910 | - 59,660 | 90,34 |
| 180 | 7,913 | 237,381 | - 562,619 | - 441,869 | - 112,619 | 37,38 |
| 200 | 6,147 | 184,423 | - 615,577 | - 494,827 | - 165,577 | - 15,57 |

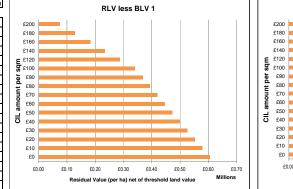


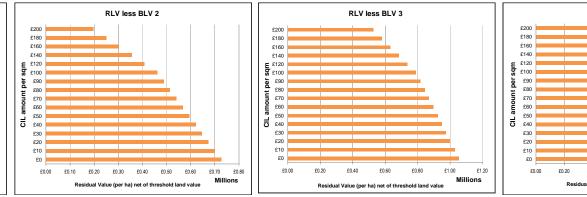


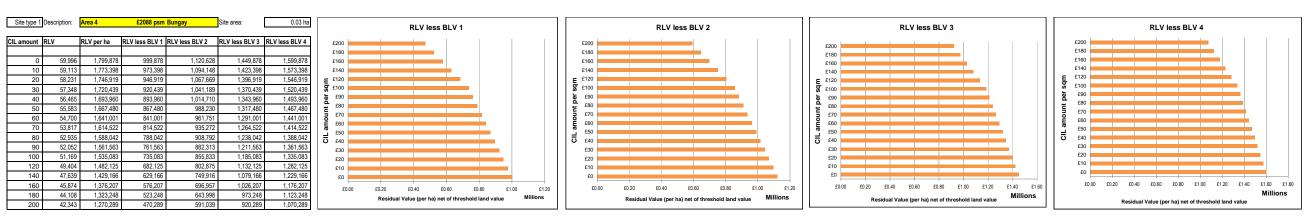


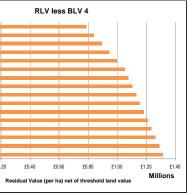


| Site type 1 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.03 hi |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| | | | | | | |
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 46,834 | 1,405,017 | 605,017 | 725,767 | 1,055,017 | 1,205,017 |
| 10 | 45,951 | 1,378,538 | 578,538 | 699,288 | 1,028,538 | 1,178,538 |
| 20 | 45,069 | 1,352,058 | 552,058 | 672,808 | 1,002,058 | 1,152,058 |
| 30 | 44,186 | 1,325,579 | 525,579 | 646,329 | 975,579 | 1,125,579 |
| 40 | 43,303 | 1,299,099 | 499,099 | 619,849 | 949,099 | 1,099,099 |
| 50 | 42,421 | 1,272,620 | 472,620 | 593,370 | 922,620 | 1,072,62 |
| 60 | 41,538 | 1,246,140 | 446,140 | 566,890 | 896,140 | 1,046,14 |
| 70 | 40,655 | 1,219,661 | 419,661 | 540,411 | 869,661 | 1,019,66 |
| 80 | 39,773 | 1,193,182 | 393,182 | 513,932 | 843,182 | 993,18 |
| 90 | 38,890 | 1,166,702 | 366,702 | 487,452 | 816,702 | 966,70 |
| 100 | 38,007 | 1,140,223 | 340,223 | 460,973 | 790,223 | 940,22 |
| 120 | 36,242 | 1,087,264 | 287,264 | 408,014 | 737,264 | 887,26 |
| 140 | 34,477 | 1,034,305 | 234,305 | 355,055 | 684,305 | 834,30 |
| 160 | 32,712 | 981,346 | 181,346 | 302,096 | 631,346 | 781,34 |
| 180 | 30,946 | 928,387 | 128,387 | 249,137 | 578,387 | 728,38 |
| 200 | 29,181 | 875,429 | 75,429 | 196,179 | 525,429 | 675,42 |









£200

£180 £160 £140

E120 £100

003 th per s

£70

£50

£30

£20

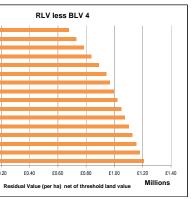
£10

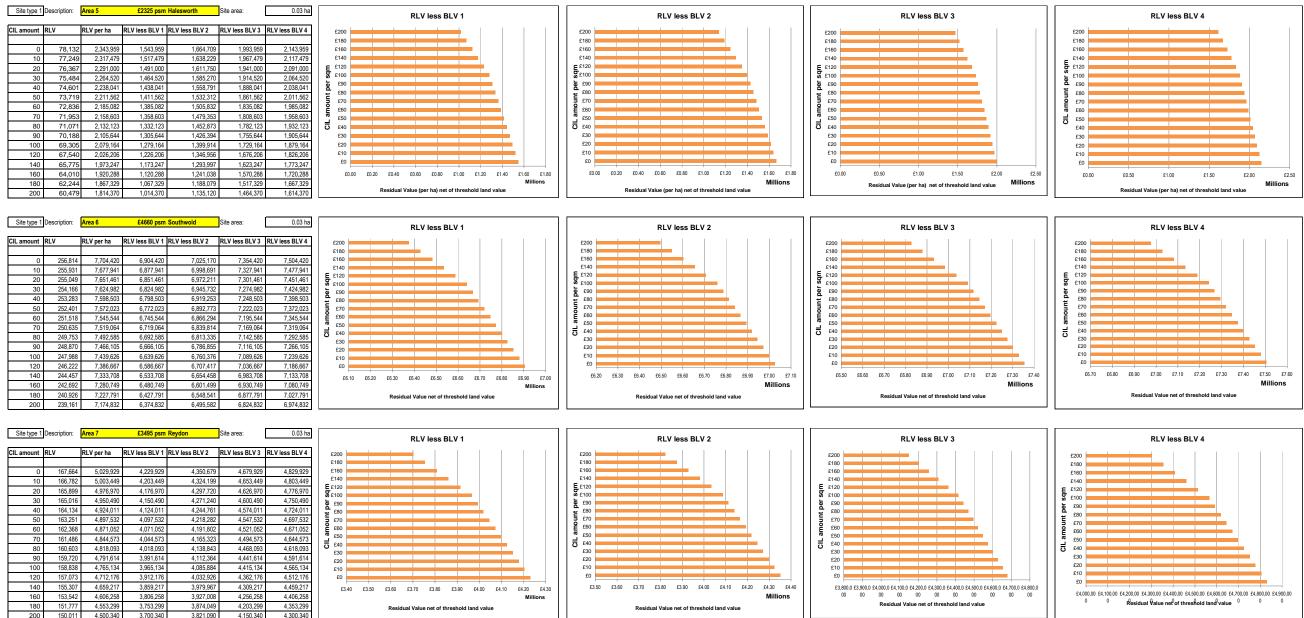
£0

£0.00

£0.20

5 £40



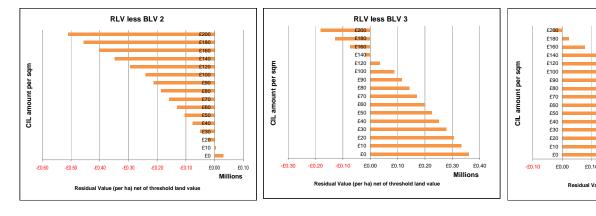


| SITE TYPE | 2 | |
|-----------|---|--|
| 4 UNITS | | |
| HOUSE | | |
| 30 UPH | | |

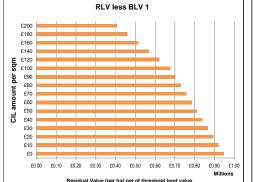
| Benchmark Land Values (per net developable ha) | | | | | | |
|--|-----------------|----------------|------------|--|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | |

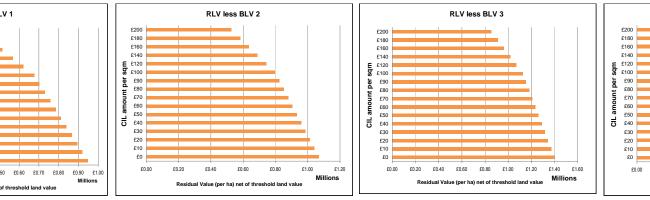
| 3 | Sales value inflation |
|----|-----------------------|
| 0% | Build cost inflation |
| | Profit |

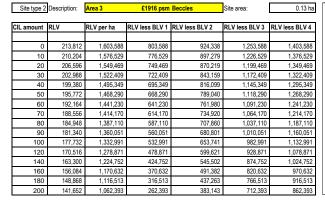
| Sile type 2 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.13 h |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 94,623 | 709,674 | - 90,326 | 30,424 | 359,674 | 509,674 |
| 10 | 91,015 | 682,614 | - 117,386 | 3,364 | 332,614 | 482,61 |
| 20 | 87,407 | 655,554 | - 144,446 | - 23,696 | 305,554 | 455,55 |
| 30 | 83,799 | 628,494 | - 171,506 | - 50,756 | 278,494 | 428,49 |
| 40 | 80,191 | 601,435 | - 198,565 | - 77,815 | 251,435 | 401,43 |
| 50 | 76,583 | 574,375 | - 225,625 | - 104,875 | 224,375 | 374,37 |
| 60 | 72,975 | 547,315 | - 252,685 | - 131,935 | 197,315 | 347,31 |
| 70 | 69,367 | 520,255 | - 279,745 | - 158,995 | 170,255 | 320,25 |
| 80 | 65,759 | 493,196 | - 306,804 | - 186,054 | 143,196 | 293,19 |
| 90 | 62,151 | 466,136 | - 333,864 | - 213,114 | 116,136 | 266,13 |
| 100 | 58,543 | 439,076 | - 360,924 | - 240,174 | 89,076 | 239,07 |
| 120 | 51,328 | 384,957 | - 415,043 | - 294,293 | 34,957 | 184,95 |
| 140 | 44,112 | 330,837 | - 469,163 | - 348,413 | - 19,163 | 130,83 |
| 160 | 36,896 | 276,717 | - 523,283 | - 402,533 | - 73,283 | 76,71 |
| 180 | 29,680 | 222,598 | - 577,402 | - 456,652 | - 127,402 | 22,59 |
| 200 | 22,464 | 168,478 | - 631,522 | - 510,772 | - 181,522 | - 31,52 |

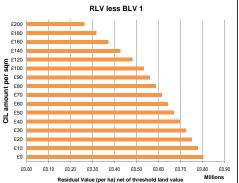


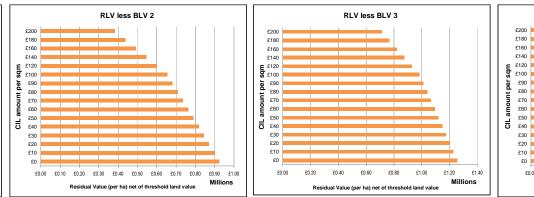
| Site type 2 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.13 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| IL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 232,819 | 1,746,140 | 946,140 | 1,066,890 | 1,396,140 | 1,546,140 |
| 10 | 229,211 | 1,719,080 | 919,080 | 1,039,830 | 1,369,080 | 1,519,080 |
| 20 | 225,603 | 1,692,020 | 892,020 | 1,012,770 | 1,342,020 | 1,492,020 |
| 30 | 221,995 | 1,664,960 | 864,960 | 985,710 | 1,314,960 | 1,464,960 |
| 40 | 218,387 | 1,637,901 | 837,901 | 958,651 | 1,287,901 | 1,437,901 |
| 50 | 214,779 | 1,610,841 | 810,841 | 931,591 | 1,260,841 | 1,410,841 |
| 60 | 211,171 | 1,583,781 | 783,781 | 904,531 | 1,233,781 | 1,383,781 |
| 70 | 207,563 | 1,556,721 | 756,721 | 877,471 | 1,206,721 | 1,356,721 |
| 80 | 203,955 | 1,529,661 | 729,661 | 850,411 | 1,179,661 | 1,329,661 |
| 90 | 200,347 | 1,502,602 | 702,602 | 823,352 | 1,152,602 | 1,302,602 |
| 100 | 196,739 | 1,475,542 | 675,542 | 796,292 | 1,125,542 | 1,275,542 |
| 120 | 189,523 | 1,421,422 | 621,422 | 742,172 | 1,071,422 | 1,221,422 |
| 140 | 182,307 | 1,367,303 | 567,303 | 688,053 | 1,017,303 | 1,167,303 |
| 160 | 175,091 | 1,313,183 | 513,183 | 633,933 | 963,183 | 1,113,183 |
| 180 | 167,875 | 1,259,064 | 459,064 | 579,814 | 909,064 | 1,059,064 |
| 200 | 160,659 | 1,204,944 | 404,944 | 525,694 | 854,944 | 1,004,944 |

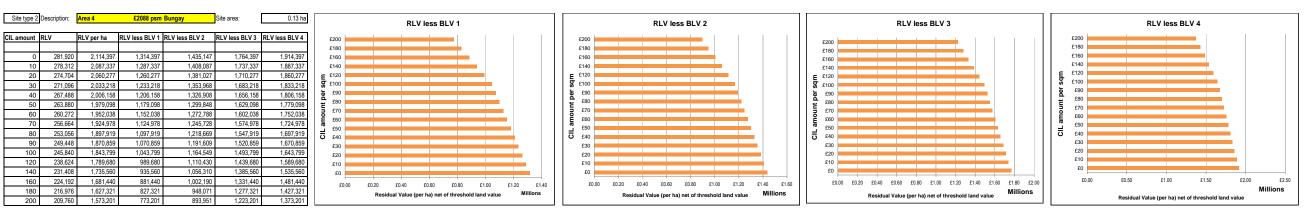


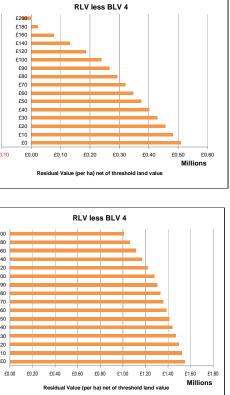


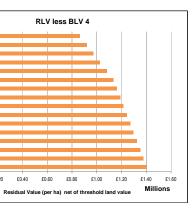












£90

£70

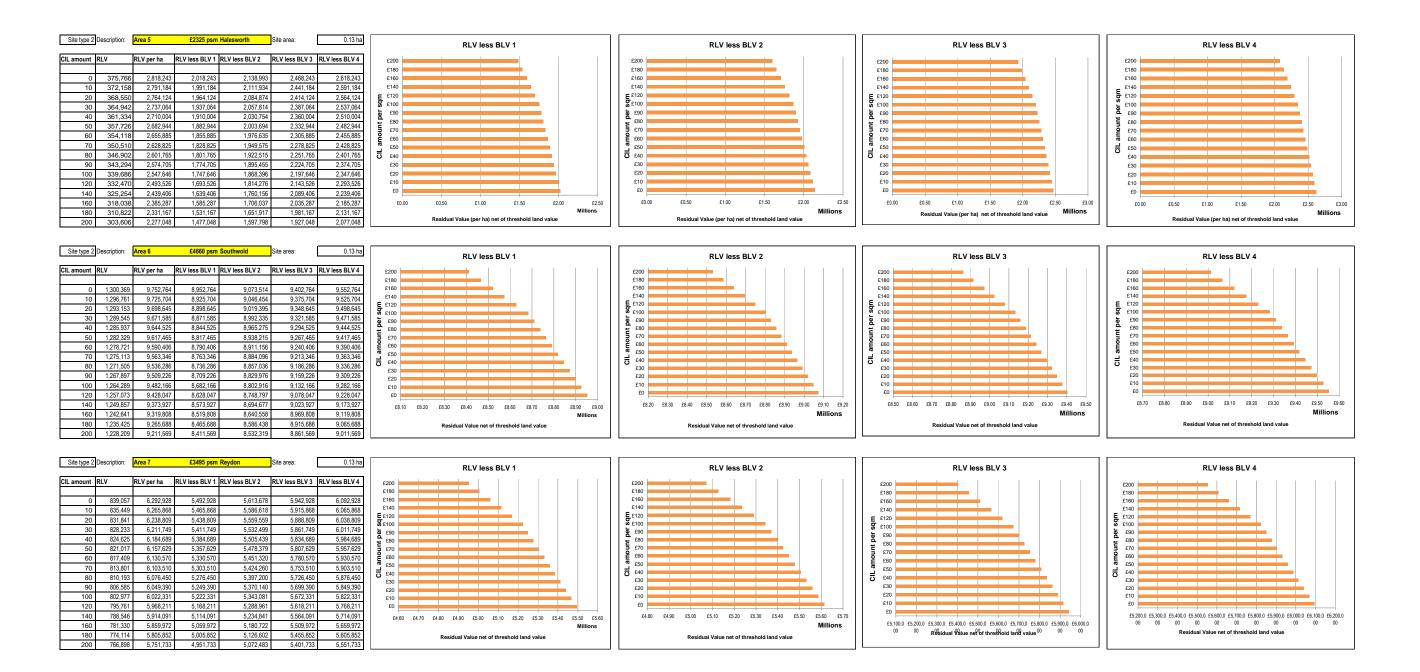
£60

£40

£30

£10

£0.00 £0.20



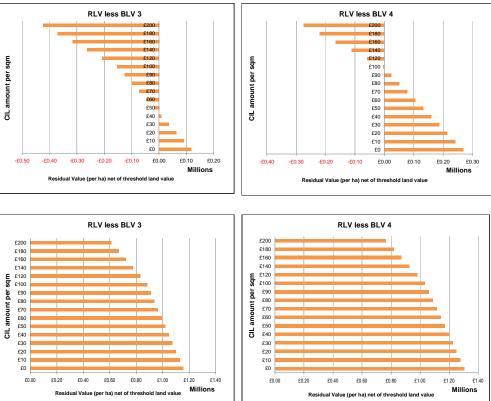
| SITE TYPE | 2 |
|-----------|---|
| 4 UNITS | |
| HOUSE | |
| 30 UPH | |

CSH level: Aff Hsg:

| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

| 4 | Sales value inflation |
|----|-----------------------|
| 0% | Build cost inflation |
| | Drofit |

| Site type 2 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.13 h |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | 00.004 | 407.405 | 000.005 | 040.445 | 447.405 | 007.40 |
| 0 | 62,281 | | - 332,895 | - 212,145 | 117,105 | 267,10 |
| 10 | 58,673 | | - 359,955 | - 239,205 | 90,045 | 240,04 |
| 20 | 55,065 | 412,985 | - 387,015 | - 266,265 | 62,985 | 212,98 |
| 30 | 51,457 | 385,925 | - 414,075 | - 293,325 | 35,925 | 185,92 |
| 40 | 47,849 | 358,866 | - 441,134 | - 320,384 | 8,866 | 158,86 |
| 50 | 44,241 | 331,806 | - 468,194 | - 347,444 | - 18,194 | 131,80 |
| 60 | 40,633 | 304,746 | - 495,254 | - 374,504 | - 45,254 | 104,74 |
| 70 | 37,025 | 277,686 | - 522,314 | - 401,564 | - 72,314 | 77,68 |
| 80 | 33,417 | 250,627 | - 549,373 | - 428,623 | - 99,373 | 50,62 |
| 90 | 29,809 | 223,567 | - 576,433 | - 455,683 | - 126,433 | 23,56 |
| 100 | 26,201 | 196,507 | - 603,493 | - 482,743 | - 153,493 | - 3,49 |
| 120 | 18,985 | 142,387 | - 657,613 | - 536,863 | - 207,613 | - 57,61 |
| 140 | 11,769 | 88,268 | - 711,732 | - 590,982 | - 261,732 | - 111,73 |
| 160 | 4,553 | 34,148 | - 765,852 | - 645,102 | - 315,852 | - 165,85 |
| 180 | -2,663 | - 19,971 | - 819,971 | - 699,221 | - 369,971 | - 219,97 |
| 200 | -9,879 | - 74,091 | - 874,091 | - 753,341 | - 424,091 | - 274,09 |



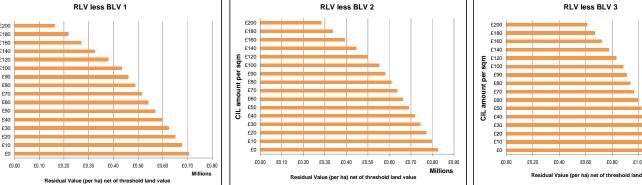
Site type 2 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.13 ha RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 CIL amount RLV £200 £180 200,476 1,503,571 703,57 824,321 1,153,571 1,303,57 £160 £140 676.51 10 196.868 1.476.511 797.261 1.126.511 1,276,511 1,099,451 649,451 770,201 193,260 1,449,451 1,249,451 £120 £100 20 30 189,652 1,422,391 622,39 743,141 1,072,391 1,222,391 083 **Jin Ser** 40 186.044 1.395.332 595.332 716.082 1.045.332 1.195.332 50 182,436 1,368,272 568,272 689,022 661,962 1,018,272 1,168,272 £70 £60 £50
 60
 178,828
 1,341,212

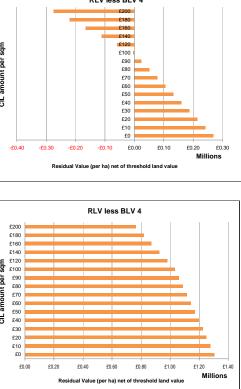
 70
 175,220
 1,314,152
 541,212 514,152 991,212 964,152 1,141,21 634,902 1,114,15
 80
 171,612
 1,287,092

 90
 168,004
 1,260,033
 487,092 460,033 607,842 580,783 937,092 910,033 1,087,092 1,060,033 렁 £40 £30 164,396 1,232,973 157,180 1,178,853 553,723 499,603 1,032,973 978,853 100 432,973 378,853 882,973 £20 £10 120 828,853 140 149,965 1,124,734 324,734 445,484 774,734 924,734 270,614 216,495 160 142,749 1.070,614 391,364 720.614 870,614 180 135,533 1,016,495 337,245 666,495 816,495 200 128,317 962,375 162,375 283,125 612,375 762.375

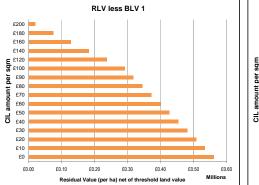
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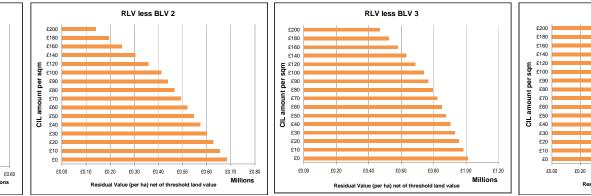
0.401

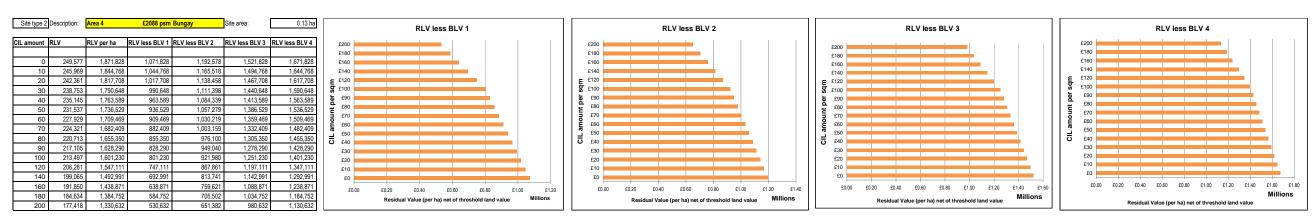


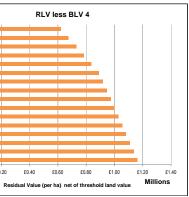


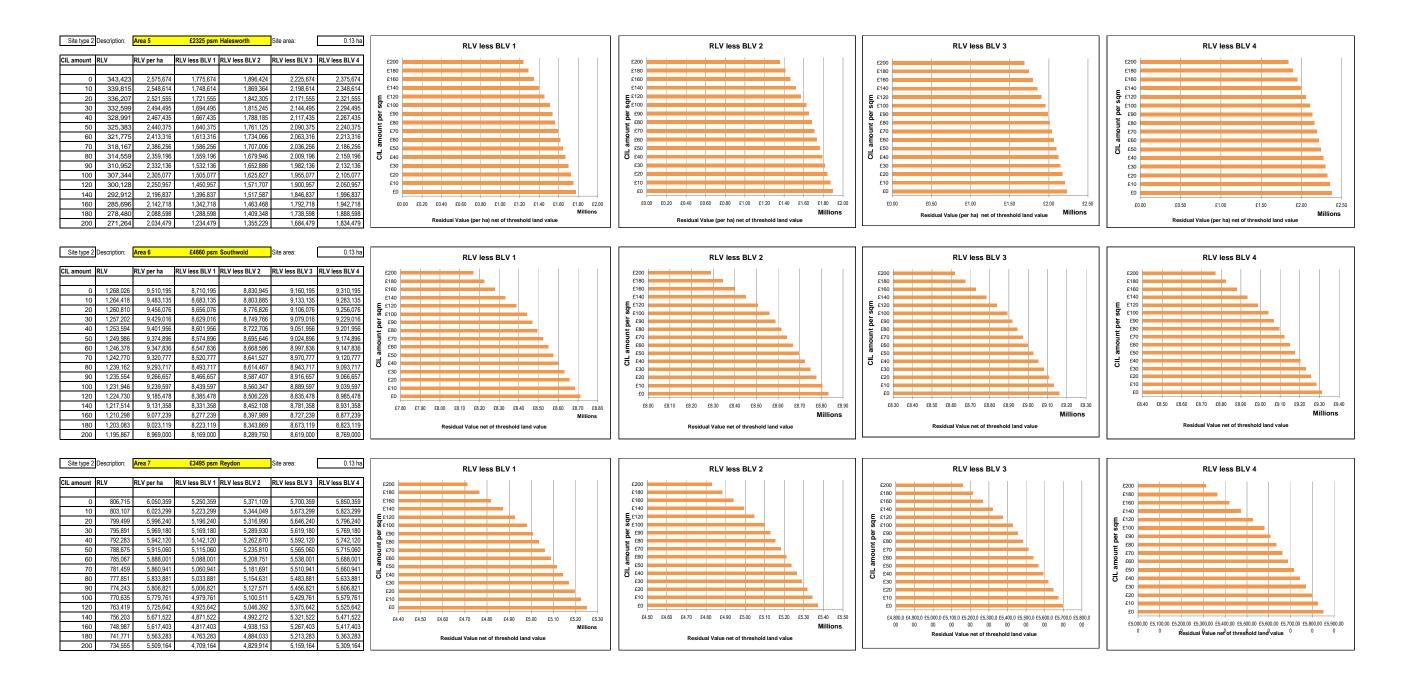
| Site type 2 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.13 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | NET per na | NET 1033 DET 1 | NET 1035 DET 2 | NET 1035 DET 5 | NET 1035 DET 4 |
| 0 | 181,469 | 1,361,019 | 561,019 | 681,769 | 1,011,019 | 1,161,019 |
| 10 | 177,861 | 1,333,960 | 533,960 | 654,710 | 983,960 | 1,133,960 |
| 20 | 174,253 | 1,306,900 | 506,900 | 627,650 | 956,900 | 1,106,900 |
| 30 | 170,645 | 1,279,840 | 479,840 | 600,590 | 929,840 | 1,079,840 |
| 40 | 167,037 | 1,252,780 | 452,780 | 573,530 | 902,780 | 1,052,780 |
| 50 | 163,429 | 1,225,721 | 425,721 | 546,471 | 875,721 | 1,025,721 |
| 60 | 159,821 | 1,198,661 | 398,661 | 519,411 | 848,661 | 998,661 |
| 70 | 156,213 | 1,171,601 | 371,601 | 492,351 | 821,601 | 971,601 |
| 80 | 152,605 | 1,144,541 | 344,541 | 465,291 | 794,541 | 944,541 |
| 90 | 148,998 | 1,117,481 | 317,481 | 438,231 | 767,481 | 917,481 |
| 100 | 145,390 | 1,090,422 | 290,422 | 411,172 | 740,422 | 890,422 |
| 120 | 138,174 | 1,036,302 | 236,302 | 357,052 | 686,302 | 836,302 |
| 140 | 130,958 | 982,183 | 182,183 | 302,933 | 632,183 | 782,183 |
| 160 | 123,742 | 928,063 | 128,063 | 248,813 | 578,063 | 728,063 |
| 180 | 116,526 | 873,943 | 73,943 | 194,693 | 523,943 | 673,943 |
| 200 | 109,310 | 819,824 | 19,824 | 140,574 | 469,824 | 619,824 |











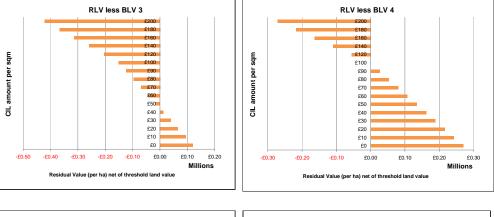
SITE TYPE 2 4 UNITS HOUSE 30 UPH

CSH level:

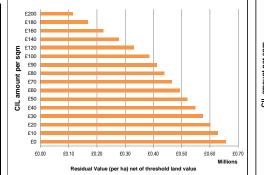
| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

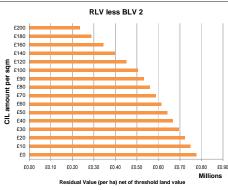
| 3 | -5% | Sales value inflation |
|----|-----|-----------------------|
| 0% | | Build cost inflation |
| | | Drofit |

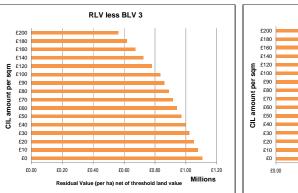
| Site type 2 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.13 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 62,648 | 469,861 | - 330,139 | - 209.389 | 119,861 | 269,861 |
| 10 | 59,040 | | - 357,199 | - 236,449 | 92,801 | 242,801 |
| 20 | 55,432 | | - 384,258 | - 263,508 | 65,742 | 215,742 |
| 30 | 51,824 | 388,682 | - 411,318 | - 290,568 | 38,682 | 188,682 |
| 40 | 48,216 | 361,622 | - 438,378 | - 317,628 | 11,622 | 161,622 |
| 50 | 44,608 | 334,562 | - 465,438 | - 344,688 | - 15,438 | 134,562 |
| 60 | 41,000 | 307,503 | - 492,497 | - 371,747 | - 42,497 | 107,503 |
| 70 | 37,392 | 280,443 | - 519,557 | - 398,807 | - 69,557 | 80,443 |
| 80 | 33,784 | 253,383 | - 546,617 | - 425,867 | - 96,617 | 53,383 |
| 90 | 30,176 | 226,323 | - 573,677 | - 452,927 | - 123,677 | 26,323 |
| 100 | 26,568 | 199,263 | - 600,737 | - 479,987 | - 150,737 | - 73 |
| 120 | 19,353 | 145,144 | - 654,856 | - 534,106 | - 204,856 | - 54,856 |
| 140 | 12,137 | 91,024 | - 708,976 | - 588,226 | - 258,976 | - 108,976 |
| 160 | 4,921 | 36,905 | - 763,095 | - 642,345 | - 313,095 | - 163,09 |
| 180 | -2,295 | - 17,215 | - 817,215 | - 696,465 | - 367,215 | - 217,21 |
| 200 | -9,511 | - 71,334 | - 871,334 | - 750,584 | - 421,334 | - 271,334 |

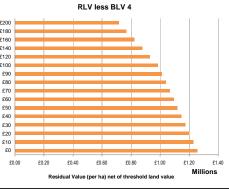


| 0.13 ha | Site area: | Lowestoft Burbs | £1964 psm | Area 2 | Description: | Site type 2 |
|----------------|----------------|-----------------|----------------|------------|--------------|-------------|
| RLV less BLV 4 | RLV less BLV 3 | RLV less BLV 2 | RLV less BLV 1 | RLV per ha | RLV | CIL amount |
| NET IC33 DET 4 | NET 1035 DET 5 | NEV 1033 DEV 2 | NET 1035 DET 1 | NET per na | | |
| 1,254,504 | 1,104,504 | 775,254 | 654,504 | 1,454,504 | 193,934 | 0 |
| 1,227,444 | 1,077,444 | 748,194 | 627,444 | 1,427,444 | 190,326 | 10 |
| 1,200,384 | 1,050,384 | 721,134 | 600,384 | 1,400,384 | 186,718 | 20 |
| 1,173,324 | 1,023,324 | 694,074 | 573,324 | 1,373,324 | 183,110 | 30 |
| 1,146,265 | 996,265 | 667,015 | 546,265 | 1,346,265 | 179,502 | 40 |
| 1,119,205 | 969,205 | 639,955 | 519,205 | 1,319,205 | 175,894 | 50 |
| 1,092,145 | 942,145 | 612,895 | 492,145 | 1,292,145 | 172,286 | 60 |
| 1,065,085 | 915,085 | 585,835 | 465,085 | 1,265,085 | 168,678 | 70 |
| 1,038,026 | 888,026 | 558,776 | 438,026 | 1,238,026 | 165,070 | 80 |
| 1,010,966 | 860,966 | 531,716 | 410,966 | 1,210,966 | 161,462 | 90 |
| 983,906 | 833,906 | 504,656 | 383,906 | 1,183,906 | 157,854 | 100 |
| 929,786 | 779,786 | 450,536 | 329,786 | 1,129,786 | 150,638 | 120 |
| 875,667 | 725,667 | 396,417 | 275,667 | 1,075,667 | 143,422 | 140 |
| 821,547 | 671,547 | 342,297 | 221,547 | 1,021,547 | 136,206 | 160 |
| 767,428 | 617,428 | 288,178 | 167,428 | 967,428 | 128,990 | 180 |
| 713,308 | 563,308 | 234,058 | 113,308 | 913,308 | 121,774 | 200 |

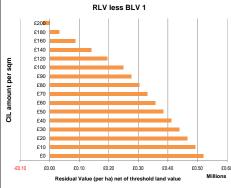


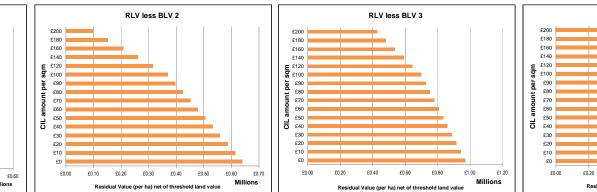


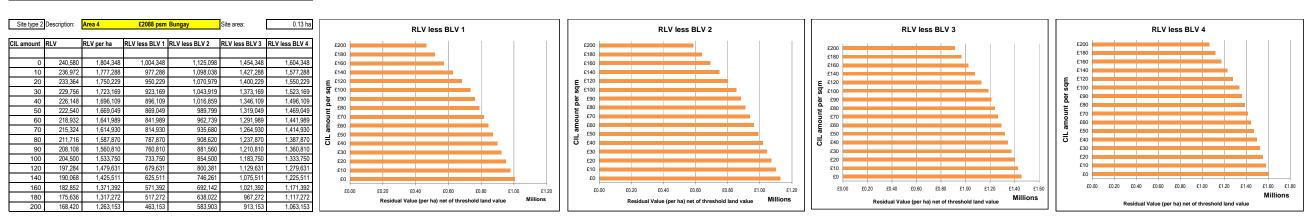


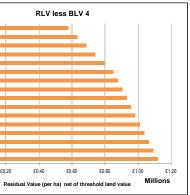


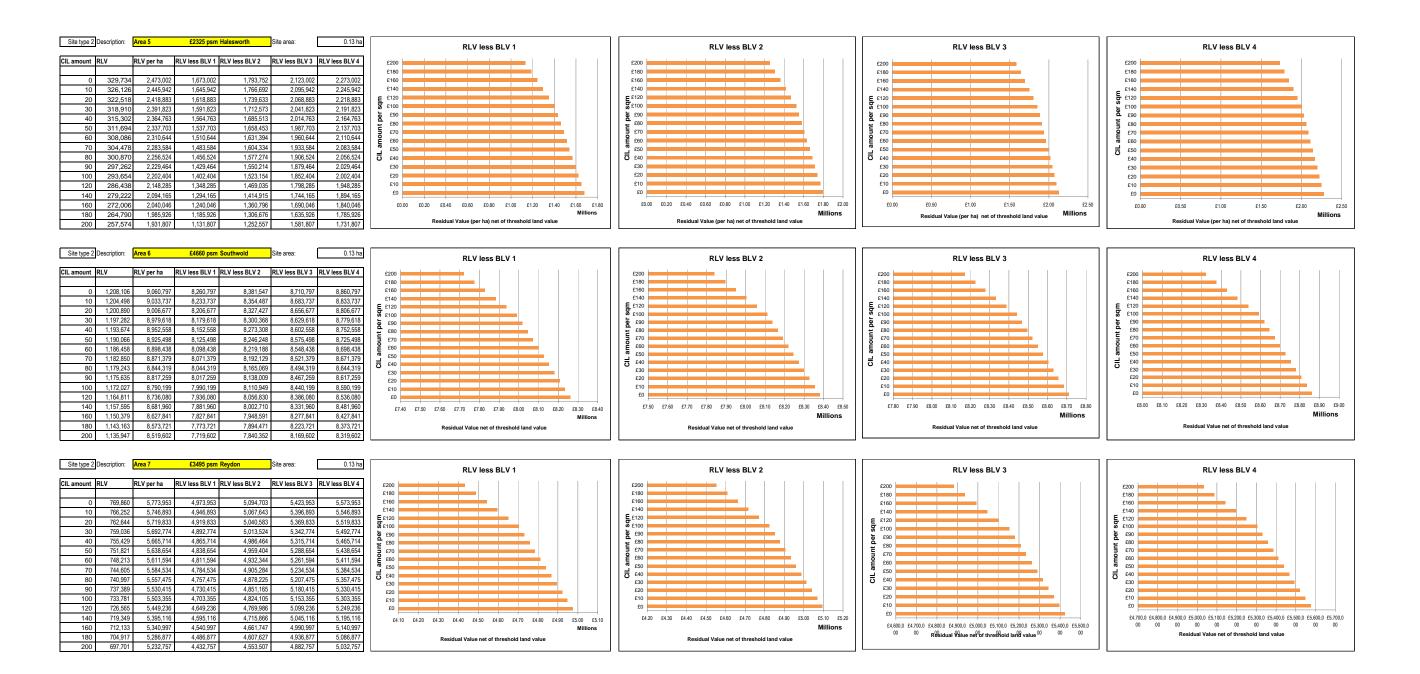
| Site type 2 | e 2 Description: Area 3 | | Area 3 £1916 psm Beccles | | otion: Area 3 £1916 psm Beccles | | Site area: | 0.13 ha | |
|-------------|-------------------------|------------|--------------------------|----------------|---------------------------------|----------------|------------|---------|--|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | | | |
| 0 | 175,877 | 1,319,080 | 519,080 | 639,830 | 969,080 | 1,119,080 | | | |
| 10 | 172,269 | 1,292,020 | 492,020 | 612,770 | 942,020 | 1,092,020 | | | |
| 20 | 168,661 | 1,264,961 | 464,961 | 585,711 | 914,961 | 1,064,961 | | | |
| 30 | 165,053 | 1,237,901 | 437,901 | 558,651 | 887,901 | 1,037,901 | | | |
| 40 | 161,445 | 1,210,841 | 410,841 | 531,591 | 860,841 | 1,010,841 | | | |
| 50 | 157,837 | 1,183,781 | 383,781 | 504,531 | 833,781 | 983,781 | | | |
| 60 | 154,230 | 1,156,721 | 356,721 | 477,471 | 806,721 | 956,721 | | | |
| 70 | 150,622 | 1,129,662 | 329,662 | 450,412 | 779,662 | 929,662 | | | |
| 80 | 147,014 | 1,102,602 | 302,602 | 423,352 | 752,602 | 902,602 | | | |
| 90 | 143,406 | 1,075,542 | 275,542 | 396,292 | 725,542 | 875,542 | | | |
| 100 | 139,798 | 1,048,482 | 248,482 | 369,232 | 698,482 | 848,482 | | | |
| 120 | 132,582 | 994,363 | 194,363 | 315,113 | 644,363 | 794,363 | | | |
| 140 | 125,366 | 940,243 | 140,243 | 260,993 | 590,243 | 740,243 | | | |
| 160 | 118,150 | 886,124 | 86,124 | 206,874 | 536,124 | 686,124 | | | |
| 180 | 110,934 | 832,004 | 32,004 | 152,754 | 482,004 | 632,004 | | | |
| 200 | 103,718 | 777,885 | - 22,115 | 98,635 | 427,885 | 577,885 | | | |











| SITE TYPE | 2 | |
|-----------|---|--|
| 4 UNITS | | |
| HOUSE | | |

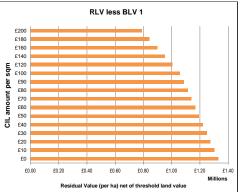
| Benchmark Land Values (per net developable ha) | | | | | |
|--|-----------------|----------------|------------|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | |

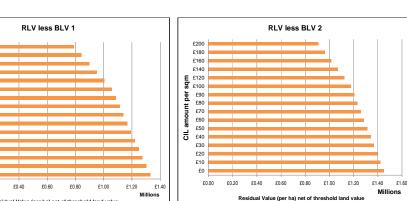
| HOUSE | |
|--------|--|
| 30 UPH | |

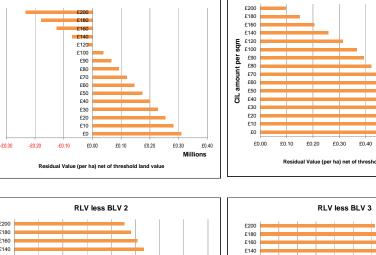
| 10% | Sales value inflation |
|-----|-----------------------|
| 5% | Build cost inflation |
| | Profit |

| | | | | | | | | | | | 1124 163 | s BLV 1 | | | | i I | | | | |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|----------|-------|------|-------------|-------------|-----------------|--------------|-------|----------|------------|-------|--------|----------|-----|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | | | - | | - | £200 | | | | i | | - | | - |
| | | | | | | | | | | | | £180 | | | | 11 | | | | _ |
| 0 | 131,621 | 987,158 | 187,158 | 307,908 | | | | | | | | £160 | | | | i I | | | | ۰. |
| 10 | 128,013 | 960,098 | 160,098 | 280,848 | | 760,098 | E | | | | | £140 £120 | | | | _ F | | | | |
| 20 | 124,405 | 933,039 | 133,039 | 253,789 | | | sdm | | | | | £100 | | | | sdu | | | | |
| 30 | 120,797 | 905,979 | 105,979 | 226,729 | | | 5 | | | | | £90 | | | | l ja | | | | |
| 40 | 117,189 | | 78,919 | 199,669 | | | ă F | | | | | £80 | | | | 1 H | | | | |
| 50 | 113,581 | 851,859 | 51,859 | 172,609 | 501,859 | 651,859 | amount | | | | | £70 | | | | amount per | | | | |
| 60 | 109,973 | 824,800 | 24,800 | 145,550 | | 624,800 | Ĕ | | | | | £60 | | | | all | | | | |
| 70 | 106,365 | | - 2,260 | 118,490 | | | с. | | | | | £50 £40 | | | | 님님 | | | | |
| 80 | 102,757 | 770,680 | - 29,320 | 91,430 | 420,680 | 570,680 | O | | | | | £40 £30 | | | | | | | | |
| 90 | 99,149 | 743,620 | - 56,380 | 64,370 | | 543,620 | | | | | | £20 | | | | 11 | | | | |
| 100 | 95,541 | 716,561 | - 83,439 | 37,311 | | 516,561 | | | | | | £10 | | | | i I | | | | |
| 120 | 88,325 | 662,441 | - 137,559 | | | 462,441 | | | | | | £0 | | | | i I | | | | |
| 140 | 81,110 | 608,321 | - 191,679 | | | 408,321 | -£0.4 | 0 -£I | 0.30 | -£0.20 | -£0.10 | £0.00 | £0.10 | £0.20 | £0.30 | i - | £0.30 | -£0.20 | -£0 | 10 |
| 160 | 73,894 | 554,202 | - 245,798 | - 125,048 | | | | | | | | | | ļ | Millions | i I | | | | |
| 180 | 66,678 | 500,082 | | | | | | | Res | idual Value | (per ha) ne | et of threshold | l land value | | | i I | | Re | sidual V | alu |
| 200 | 59,462 | 445,963 | - 354,037 | - 233,287 | 95,963 | 245,963 | | | | | | | | | | | | | | |
| | | | • | • | | | | | | | | | | | | | | | | |
| Site type 2 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.13 ha | | | | | RLV les | s BLV 1 | | | | | | | - | - |
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | | | 1 | | | - | | | | | 200 | | | |
| | | | | | | | £2 £1 | | | - i | | | | | | | 180 | | | - |
| 0 | 283.636 | 2,127,271 | 1.327.271 | 1.448.021 | 1.777.271 | 1,927,271 | £1 £1 | | | | | | | | | | 160 | | | _ |

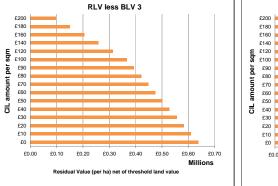
| 0 | 283,636 | 2,127,271 | 1,327,271 | 1,448,021 | 1,777,271 | 1,927,271 |
|-----|---------|-----------|-----------|-----------|-----------|-----------|
| 10 | 280,028 | 2,100,211 | 1,300,211 | 1,420,961 | 1,750,211 | 1,900,211 |
| 20 | 276,420 | 2,073,151 | 1,273,151 | 1,393,901 | 1,723,151 | 1,873,151 |
| 30 | 272,812 | 2,046,091 | 1,246,091 | 1,366,841 | 1,696,091 | 1,846,091 |
| 40 | 269,204 | 2,019,032 | 1,219,032 | 1,339,782 | 1,669,032 | 1,819,032 |
| 50 | 265,596 | 1,991,972 | 1,191,972 | 1,312,722 | 1,641,972 | 1,791,972 |
| 60 | 261,988 | 1,964,912 | 1,164,912 | 1,285,662 | 1,614,912 | 1,764,912 |
| 70 | 258,380 | 1,937,852 | 1,137,852 | 1,258,602 | 1,587,852 | 1,737,852 |
| 80 | 254,772 | 1,910,792 | 1,110,792 | 1,231,542 | 1,560,792 | 1,710,792 |
| 90 | 251,164 | 1,883,733 | 1,083,733 | 1,204,483 | 1,533,733 | 1,683,733 |
| 100 | 247,556 | 1,856,673 | 1,056,673 | 1,177,423 | 1,506,673 | 1,656,673 |
| 120 | 240,340 | 1,802,553 | 1,002,553 | 1,123,303 | 1,452,553 | 1,602,553 |
| 140 | 233,125 | 1,748,434 | 948,434 | 1,069,184 | 1,398,434 | 1,548,434 |
| 160 | 225,909 | 1,694,314 | 894,314 | 1,015,064 | 1,344,314 | 1,494,314 |
| 180 | 218,693 | 1,640,195 | 840,195 | 960,945 | 1,290,195 | 1,440,195 |
| 200 | 211,477 | 1,586,075 | 786,075 | 906,825 | 1,236,075 | 1,386,075 |





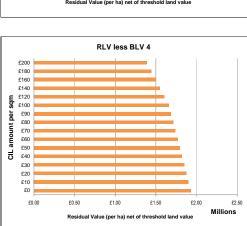


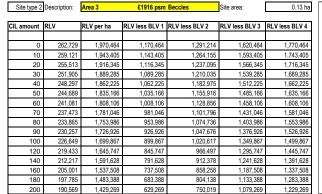
RLV less BLV 2

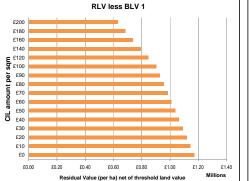


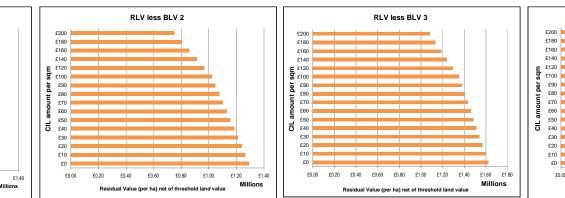
£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40 £1.60 £1.80 £2.00

Residual Value (per ha) net of threshold land value Millions









Millions

£120 £120 £100

063 E80 £70 £60

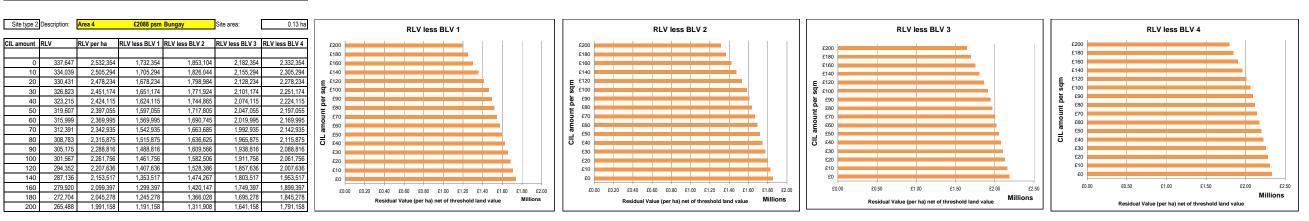
E40

£50

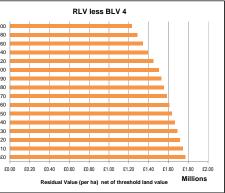
£30 £20

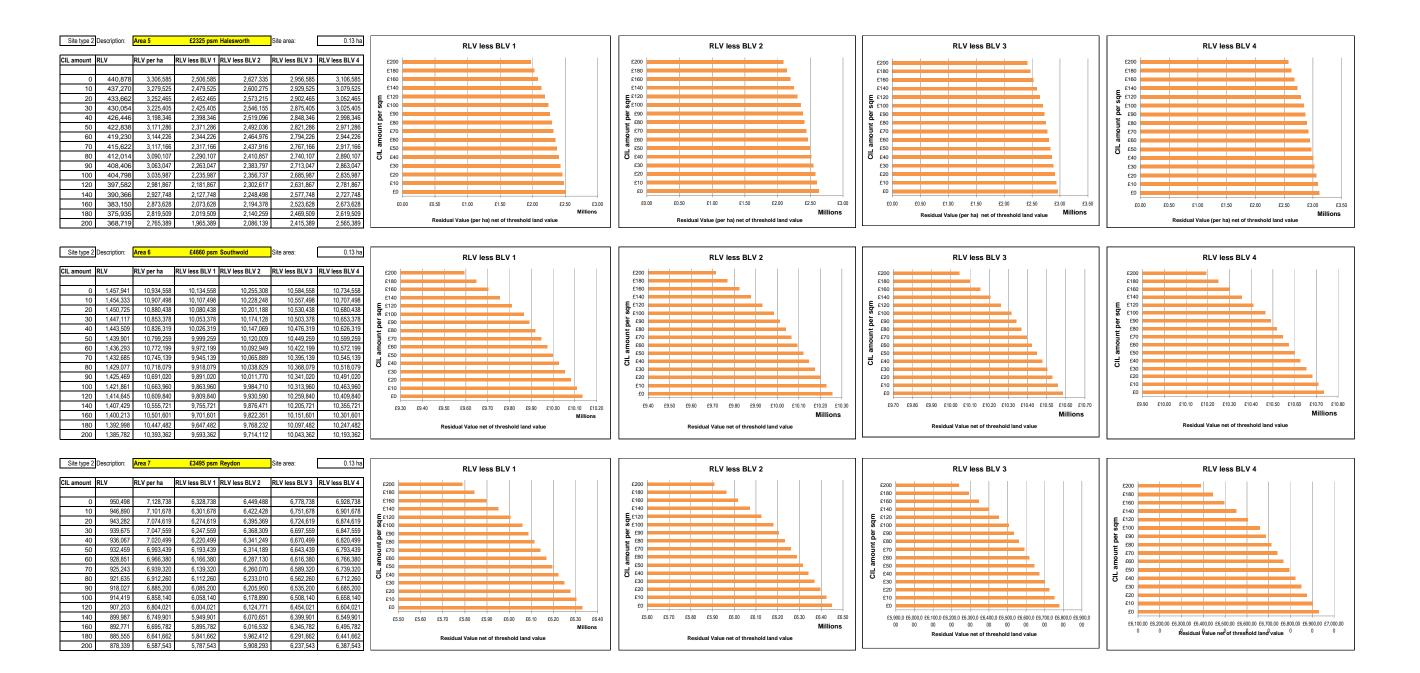
£10

£0









SITE TYPE 3 8 UNITS HOUSES 30 UPH

CSH level: Aff Hsg:

| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

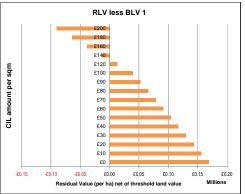
| 3 | Sales value inflation |
|-----|-----------------------|
| 20% | Build cost inflation |
| | Profit |

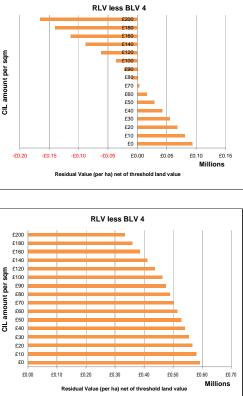
| Site type 3 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.27 h |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 78,298 | 293,618 | - 506,382 | - 385,632 | - 56,382 | 93,61 |
| 10 | 74,845 | 280,669 | - 519,331 | - 398,581 | - 69,331 | 80,66 |
| 20 | 71,392 | 267,720 | - 532,280 | - 411,530 | - 82,280 | 67,72 |
| 30 | 67,939 | 254,771 | - 545,229 | - 424,479 | - 95,229 | 54,77 |
| 40 | 64,486 | 241,822 | - 558,178 | - 437,428 | - 108,178 | 41,82 |
| 50 | 61,033 | 228,873 | - 571,127 | - 450,377 | - 121,127 | 28,87 |
| 60 | 57,580 | 215,925 | - 584,075 | - 463,325 | - 134,075 | 15,92 |
| 70 | 54,127 | 202,976 | - 597,024 | - 476,274 | - 147,024 | 2,97 |
| 80 | 50,674 | 190,027 | - 609,973 | - 489,223 | - 159,973 | - 9,97 |
| 90 | 47,221 | 177,078 | - 622,922 | - 502,172 | - 172,922 | - 22,92 |
| 100 | 43,768 | 164,129 | - 635,871 | - 515,121 | - 185,871 | - 35,87 |
| 120 | 36,862 | 138,231 | - 661,769 | - 541,019 | - 211,769 | - 61,76 |
| 140 | 29,956 | 112,333 | - 687,667 | - 566,917 | - 237,667 | - 87,66 |
| 160 | 23,049 | 86,436 | - 713,564 | - 592,814 | - 263,564 | - 113,56 |
| 180 | 16,143 | 60,538 | - 739,462 | - 618,712 | - 289,462 | - 139,46 |
| 200 | 9,237 | 34,640 | - 765,360 | - 644,610 | - 315,360 | - 165,36 |

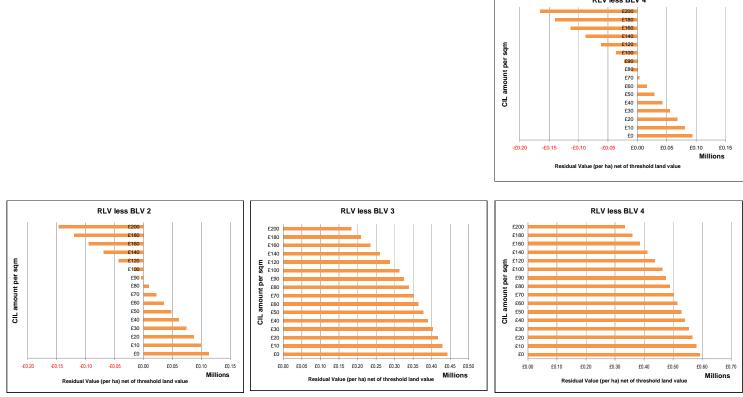
| Site type 3 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.27 h |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| IL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | 044.470 | 704 004 | 0.400 | 440.044 | 444.004 | 504.00 |
| 0 | 211,172 | 791,894 | - 8,106 | 112,644 | 441,894 | 591,89 |
| 10 | 207,719 | 778,945 | - 21,055 | 99,695 | 428,945 | 578,94 |
| 20 | 204,266 | 765,996 | - 34,004 | 86,746 | 415,996 | 565,99 |
| 30 | 200,812 | 753,047 | - 46,953 | 73,797 | 403,047 | 553,04 |
| 40 | 197,359 | 740,098 | - 59,902 | 60,848 | 390,098 | 540,09 |
| 50 | 193,906 | 727,149 | - 72,851 | 47,899 | 377,149 | 527,14 |
| 60 | 190,453 | 714,200 | - 85,800 | 34,950 | 364,200 | 514,20 |
| 70 | 187,000 | 701,251 | - 98,749 | 22,001 | 351,251 | 501,2 |
| 80 | 183,547 | 688,302 | - 111,698 | 9,052 | 338,302 | 488,30 |
| 90 | 180,094 | 675,353 | - 124,647 | - 3,897 | 325,353 | 475,35 |
| 100 | 176,641 | 662,404 | - 137,596 | - 16,846 | 312,404 | 462,40 |
| 120 | 169,735 | 636,507 | - 163,493 | - 42,743 | 286,507 | 436,50 |
| 140 | 162,829 | 610,609 | - 189,391 | - 68,641 | 260,609 | 410,60 |
| 160 | 155,923 | 584,711 | - 215,289 | - 94,539 | 234,711 | 384,71 |
| 180 | 149,017 | 558,813 | - 241,187 | - 120,437 | 208,813 | 358,81 |
| 200 | 142,111 | 532,915 | - 267,085 | - 146.335 | 182.915 | 332,91 |

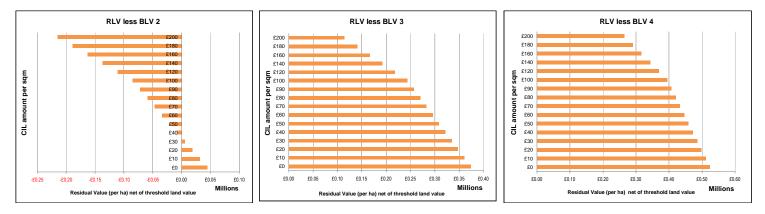
| Site type 3 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.27 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 192,897 | 723,363 | - 76,637 | 44,113 | 373,363 | 523,363 |
| 10 | 189,444 | 710,414 | - 89,586 | 31,164 | 360,414 | 510,414 |
| 20 | 185,991 | 697,465 | - 102,535 | 18,215 | 347,465 | 497,465 |
| 30 | 182,538 | 684,516 | - 115,484 | 5,266 | 334,516 | 484,510 |
| 40 | 179,085 | 671,567 | - 128,433 | - 7,683 | 321,567 | 471,56 |
| 50 | 175,632 | 658,618 | - 141,382 | - 20,632 | 308,618 | 458,618 |
| 60 | 172,178 | 645,669 | - 154,331 | - 33,581 | 295,669 | 445,669 |
| 70 | 168,725 | 632,720 | - 167,280 | - 46,530 | 282,720 | 432,72 |
| 80 | 165,272 | 619,772 | - 180,228 | - 59,478 | 269,772 | 419,77 |
| 90 | 161,819 | 606,823 | - 193,177 | - 72,427 | 256,823 | 406,82 |
| 100 | 158,366 | 593,874 | - 206,126 | - 85,376 | 243,874 | 393,87 |
| 120 | 151,460 | 567,976 | - 232,024 | - 111,274 | 217,976 | 367,970 |
| 140 | 144,554 | 542,078 | - 257,922 | - 137,172 | 192,078 | 342,07 |
| 160 | 137,648 | 516,180 | - 283,820 | - 163,070 | 166,180 | 316,18 |
| 180 | 130,742 | 490,282 | - 309,718 | - 188,968 | 140,282 | 290,28 |
| 200 | 123,836 | 464,385 | - 335,615 | - 214,865 | 114,385 | 264,38 |

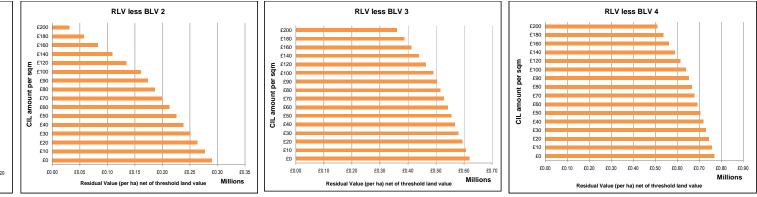
| Site type 3 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 0.27 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 258,382 | 968,931 | 168,931 | 289,681 | 618,931 | 768,931 |
| 10 | 254,929 | 955,982 | 155,982 | 276,732 | 605,982 | 755,982 |
| 20 | 251,476 | 943,033 | 143,033 | 263,783 | 593,033 | 743,033 |
| 30 | 248,023 | 930,085 | 130,085 | 250,835 | 580,085 | 730,085 |
| 40 | 244,570 | 917,136 | 117,136 | 237,886 | 567,136 | 717,13 |
| 50 | 241,116 | 904,187 | 104,187 | 224,937 | 554,187 | 704,187 |
| 60 | 237,663 | 891,238 | 91,238 | 211,988 | 541,238 | 691,23 |
| 70 | 234,210 | 878,289 | 78,289 | 199,039 | 528,289 | 678,289 |
| 80 | 230,757 | 865,340 | 65,340 | 186,090 | 515,340 | 665,340 |
| 90 | 227,304 | 852,391 | 52,391 | 173,141 | 502,391 | 652,391 |
| 100 | 223,851 | 839,442 | 39,442 | 160,192 | 489,442 | 639,442 |
| 120 | 216,945 | 813,544 | 13,544 | 134,294 | 463,544 | 613,544 |
| 140 | 210,039 | 787,647 | - 12,353 | 108,397 | 437,647 | 587,647 |
| 160 | 203,133 | 761,749 | - 38,251 | 82,499 | 411,749 | 561,749 |
| 180 | 196,227 | 735,851 | - 64,149 | 56,601 | 385,851 | 535,851 |
| 200 | 189,321 | 709,953 | - 90,047 | 30,703 | 359,953 | 509,953 |

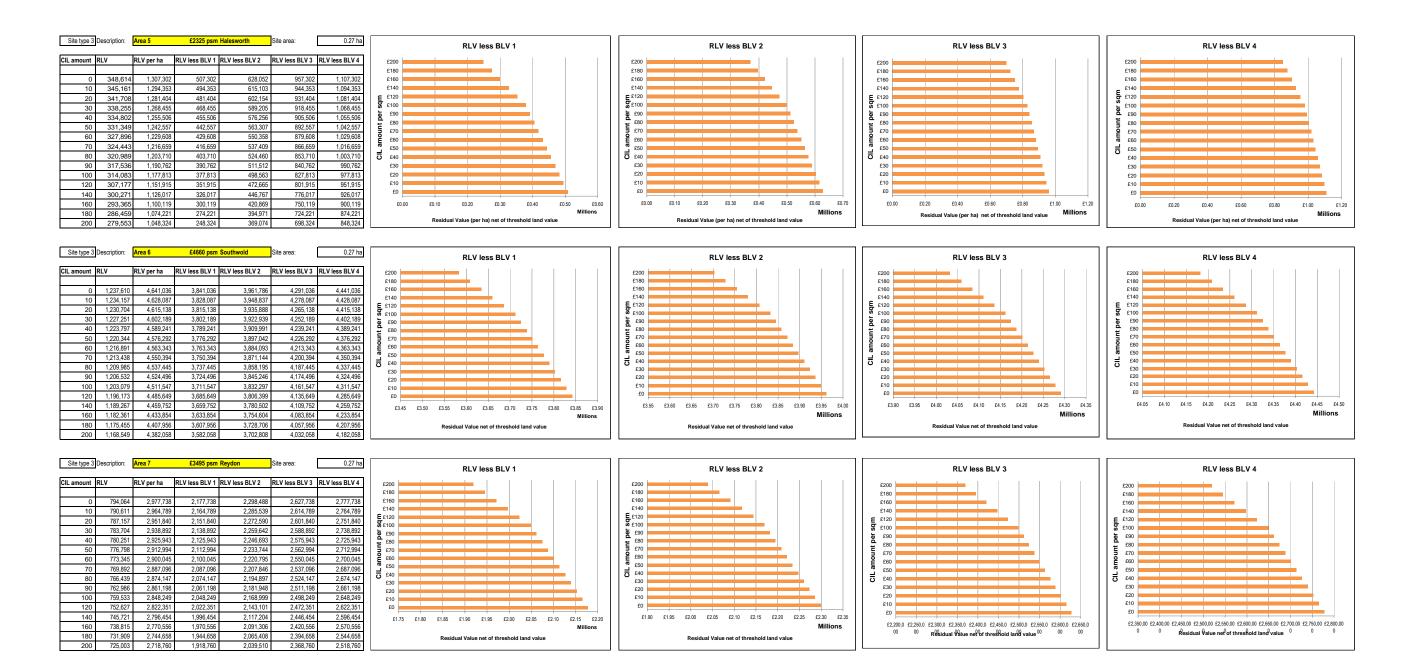












| SITE TYPE | 3 | |
|-----------|---|--|
| 8 UNITS | | |
| HOUSES | | |
| 30 UPH | | |

| Benchmark Land Values (per net developable ha) | | | | | | | | |
|--|-----------------|----------------|------------|--|--|--|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | | | |

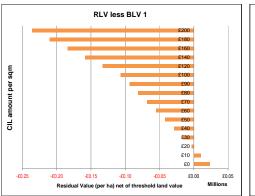
| CSH level: | 4 | Sales value inflat |
|------------|-----|----------------------|
| Aff Hsg: | 20% | Build cost inflation |
| | | Profit |

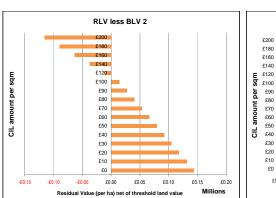
| Site type 3 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.27 h |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 39,358 | | - 652,406 | - 531,656 | - 202,406 | - 52,40 |
| 10 | 35,905 | 134,645 | - 665,355 | - 544,605 | - 215,355 | - 65,35 |
| 20 | 32,452 | 121,696 | - 678,304 | - 557,554 | - 228,304 | - 78,30 |
| 30 | 28,999 | 108,747 | - 691,253 | - 570,503 | - 241,253 | - 91,25 |
| 40 | 25,546 | 95,798 | - 704,202 | - 583,452 | - 254,202 | - 104,20 |
| 50 | 22,093 | 82,849 | - 717,151 | - 596,401 | - 267,151 | - 117,15 |
| 60 | 18,640 | 69,900 | - 730,100 | - 609,350 | - 280,100 | - 130,10 |
| 70 | 15,187 | 56,951 | - 743,049 | - 622,299 | - 293,049 | - 143,04 |
| 80 | 11,734 | 44,002 | - 755,998 | - 635,248 | - 305,998 | - 155,99 |
| 90 | 8,281 | 31,054 | - 768,946 | - 648,196 | - 318,946 | - 168,94 |
| 100 | 4,828 | 18,105 | - 781,895 | - 661,145 | - 331,895 | - 181,89 |
| 120 | -2,078 | - 7,793 | - 807,793 | - 687,043 | - 357,793 | - 207,79 |
| 140 | -8,984 | - 33,691 | - 833,691 | - 712,941 | - 383,691 | - 233,69 |
| 160 | -15,890 | - 59,589 | - 859,589 | - 738,839 | - 409,589 | - 259,58 |
| 180 | -22,796 | - 85,487 | - 885,487 | - 764,737 | - 435,487 | - 285,48 |
| 200 | -29,703 | - 111,384 | - 911.384 | - 790.634 | - 461.384 | - 311,38 |

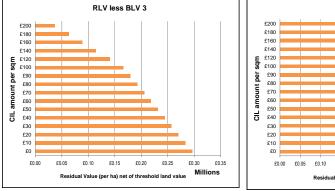
| Site type 3 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.27 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 172,232 | 645,869 | - 154,131 | - 33,381 | 295,869 | 445,869 |
| 10 | 168,779 | 632,920 | - 167,080 | - 46,330 | 282,920 | 432,920 |
| 20 | 165,326 | 619,971 | - 180,029 | - 59,279 | 269,971 | 419,971 |
| 30 | 161,873 | 607,022 | - 192,978 | - 72,228 | 257,022 | 407,022 |
| 40 | 158,420 | 594,074 | - 205,926 | - 85,176 | 244,074 | 394,074 |
| 50 | 154,967 | 581,125 | - 218,875 | - 98,125 | 231,125 | 381,125 |
| 60 | 151,514 | 568,176 | - 231,824 | - 111,074 | 218,176 | 368,176 |
| 70 | 148,060 | 555,227 | - 244,773 | - 124,023 | 205,227 | 355,227 |
| 80 | 144,607 | 542,278 | - 257,722 | - 136,972 | 192,278 | 342,278 |
| 90 | 141,154 | 529,329 | - 270,671 | - 149,921 | 179,329 | 329,329 |
| 100 | 137,701 | 516,380 | - 283,620 | - 162,870 | 166,380 | 316,380 |
| 120 | 130,795 | 490,482 | - 309,518 | - 188,768 | 140,482 | 290,482 |
| 140 | 123,889 | 464,585 | - 335,415 | - 214,665 | 114,585 | 264,585 |
| 160 | 116,983 | 438,687 | - 361,313 | - 240,563 | 88,687 | 238,687 |
| 180 | 110,077 | 412,789 | - 387,211 | - 266,461 | 62,789 | 212,789 |
| 200 | 103,171 | 386,891 | - 413,109 | - 292,359 | 36,891 | 186,891 |

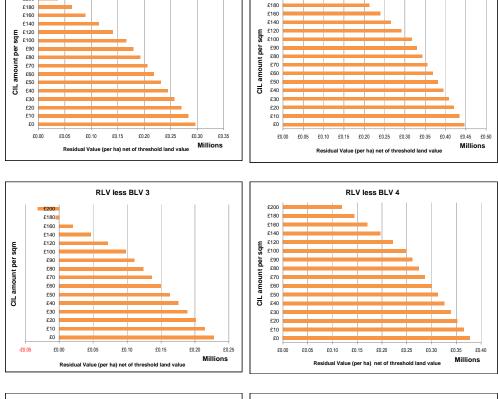
| Site type 3 | Description: | Area 3 £1916 psm Beccles | | | Site area: | 0.27 ha | |
|-------------|--------------|--------------------------|----------------|----------------|----------------|----------------|--|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | |
| 0 | 153,957 | 577,338 | - 222,662 | - 101,912 | 227,338 | 377,338 | |
| 10 | 150,504 | 564,390 | - 235,610 | - 114,860 | 214,390 | 364,390 | |
| 20 | 147,051 | 551,441 | - 248,559 | - 127,809 | 201,441 | 351,441 | |
| 30 | 143,598 | 538,492 | - 261,508 | - 140,758 | 188,492 | 338,492 | |
| 40 | 140,145 | 525,543 | - 274,457 | - 153,707 | 175,543 | 325,543 | |
| 50 | 136,692 | 512,594 | - 287,406 | - 166,656 | 162,594 | 312,594 | |
| 60 | 133,239 | 499,645 | - 300,355 | - 179,605 | 149,645 | 299,645 | |
| 70 | 129,786 | 486,696 | - 313,304 | - 192,554 | 136,696 | 286,696 | |
| 80 | 126,333 | 473,747 | - 326,253 | - 205,503 | 123,747 | 273,747 | |
| 90 | 122,880 | 460,798 | - 339,202 | - 218,452 | 110,798 | 260,798 | |
| 100 | 119,427 | 447,849 | - 352,151 | - 231,401 | 97,849 | 247,849 | |
| 120 | 112,520 | 421,952 | - 378,048 | - 257,298 | 71,952 | 221,952 | |
| 140 | 105,614 | 396,054 | - 403,946 | - 283,196 | 46,054 | 196,054 | |
| 160 | 98,708 | 370,156 | - 429,844 | - 309,094 | 20,156 | 170,156 | |
| 180 | 91,802 | 344,258 | - 455,742 | - 334,992 | - 5,742 | 144,258 | |
| 200 | 84,896 | 318,360 | - 481,640 | - 360,890 | - 31,640 | 118,360 | |

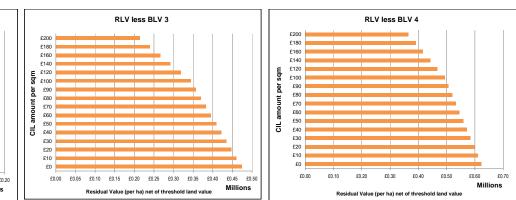
| Site type 3 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 0.27 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 219,442 | 822,907 | 22,907 | 143,657 | 472,907 | 622,907 |
| 10 | 215,989 | 809,958 | 9,958 | 130,708 | 459,958 | 609,958 |
| 20 | 212,536 | 797,009 | - 2,991 | 117,759 | 447,009 | 597,009 |
| 30 | 209,083 | 784,060 | - 15,940 | 104,810 | 434,060 | 584,06 |
| 40 | 205,630 | 771,111 | - 28,889 | 91,861 | 421,111 | 571,11 |
| 50 | 202,177 | 758,162 | - 41,838 | 78,912 | 408,162 | 558,16 |
| 60 | 198,724 | 745,213 | - 54,787 | 65,963 | 395,213 | 545,21 |
| 70 | 195,271 | 732,265 | - 67,735 | 53,015 | 382,265 | 532,26 |
| 80 | 191,818 | 719,316 | - 80,684 | 40,066 | 369,316 | 519,31 |
| 90 | 188,364 | 706,367 | - 93,633 | 27,117 | 356,367 | 506,36 |
| 100 | 184,911 | 693,418 | - 106,582 | 14,168 | 343,418 | 493,41 |
| 120 | 178,005 | 667,520 | - 132,480 | - 11,730 | 317,520 | 467,52 |
| 140 | 171,099 | 641,622 | - 158,378 | - 37,628 | 291,622 | 441,62 |
| 160 | 164,193 | 615,724 | - 184,276 | - 63,526 | 265,724 | 415,72 |
| 180 | 157,287 | 589,827 | - 210,173 | - 89,423 | 239,827 | 389,82 |
| 200 | 150,381 | 563,929 | - 236,071 | - 115,321 | 213,929 | 363,92 |

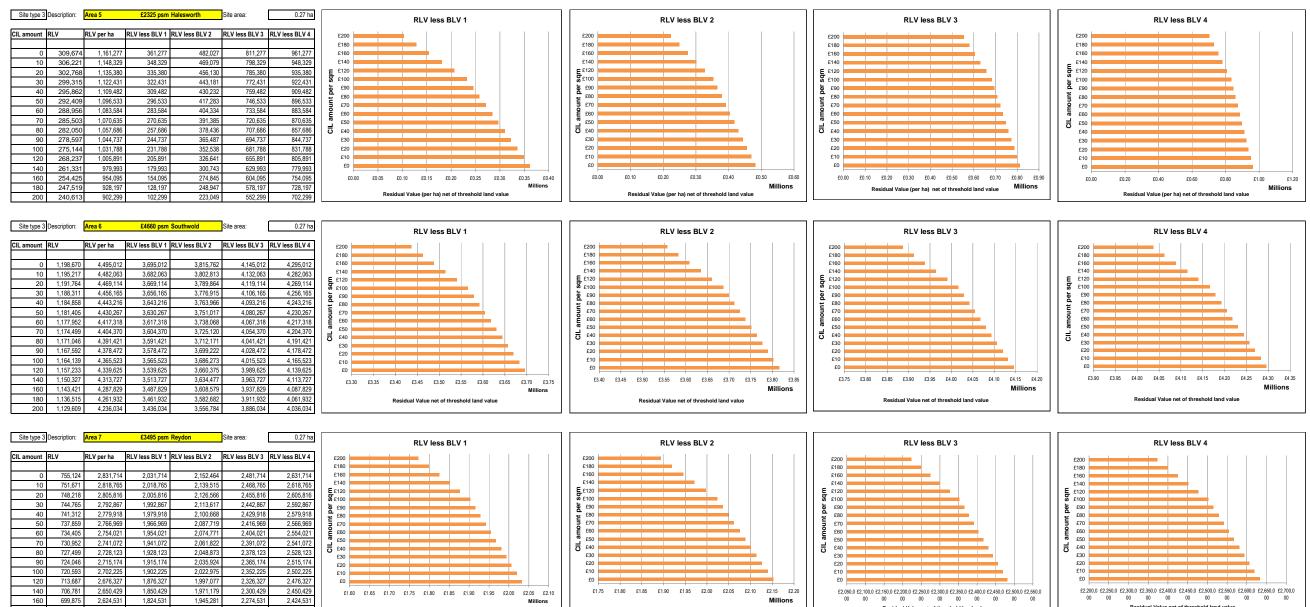












Residual Value net of threshold land value

180 692,969 2,598,634

200 686.063 2.572.736

1,798,63

1 772 73

1,919,384

1.893.486

2,248,634

2.222.736

2,398,634

2.372.736

Residual Value net of threshold land value

Residual Value net of threshold land value

Residual Value net of threshold land value

| SITE T | YPE 3 |
|---------|-------|
| 8 UNITS | 5 |
| HOUSE | S |
| 30 UPH | l . |
| | |

CSH level: Aff Hsg:

| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

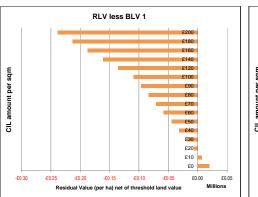
| 3 | -5% Sales value inflation |
|-----|---------------------------|
| 20% | Build cost inflation |
| | Profit |

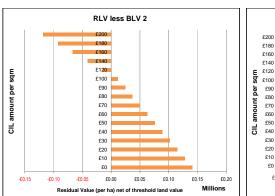
| Site type 3 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.27 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 47,554 | 178,329 | - 621,671 | - 500,921 | - 171,671 | - 21,671 |
| 10 | 44,101 | 165.380 | - 634.620 | - 513.870 | - 184.620 | - 34.620 |
| 20 | 40.648 | | - 647,568 | - 526.818 | - 197,568 | - 47,568 |
| 30 | 37,195 | 139,483 | - 660,517 | - 539,767 | - 210,517 | - 60,517 |
| 40 | 33,742 | 126,534 | - 673,466 | - 552,716 | - 223,466 | - 73,466 |
| 50 | 30,289 | 113,585 | - 686,415 | - 565,665 | - 236,415 | - 86,415 |
| 60 | 26,836 | 100,636 | - 699,364 | - 578,614 | - 249,364 | - 99,364 |
| 70 | 23,383 | 87,687 | - 712,313 | - 591,563 | - 262,313 | - 112,313 |
| 80 | 19,930 | 74,738 | - 725,262 | - 604,512 | - 275,262 | - 125,262 |
| 90 | 16,477 | 61,789 | - 738,211 | - 617,461 | - 288,211 | - 138,211 |
| 100 | 13,024 | 48,840 | - 751,160 | - 630,410 | - 301,160 | - 151,160 |
| 120 | 6,118 | 22,942 | - 777,058 | - 656,308 | - 327,058 | - 177,058 |
| 140 | -788 | - 2,955 | - 802,955 | - 682,205 | - 352,955 | - 202,955 |
| 160 | -7,694 | - 28,853 | - 828,853 | - 708,103 | - 378,853 | - 228,853 |
| 180 | -14,600 | - 54,751 | - 854,751 | - 734,001 | - 404,751 | - 254,751 |
| 200 | -21,506 | - 80,649 | - 880,649 | - 759,899 | - 430,649 | - 280,649 |

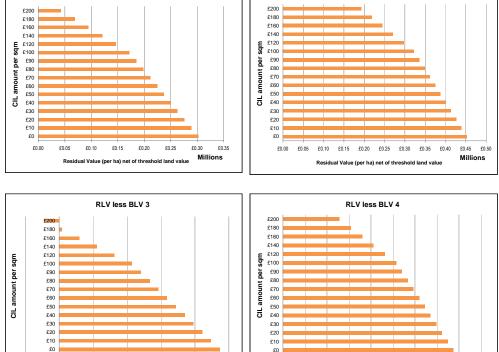
| Site type 3 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.27 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 173,784 | 651,691 | - 148,309 | - 27,559 | 301,691 | 451,691 |
| 10 | 170,331 | 638,742 | - 161,258 | - 40,508 | 288,742 | 438,742 |
| 20 | 166,878 | 625,793 | - 174,207 | - 53,457 | 275,793 | 425,793 |
| 30 | 163,425 | 612,844 | - 187,156 | - 66,406 | 262,844 | 412,844 |
| 40 | 159,972 | 599,895 | - 200,105 | - 79,355 | 249,895 | 399,895 |
| 50 | 156,519 | 586,947 | - 213,053 | - 92,303 | 236,947 | 386,947 |
| 60 | 153,066 | 573,998 | - 226,002 | - 105,252 | 223,998 | 373,998 |
| 70 | 149,613 | 561,049 | - 238,951 | - 118,201 | 211,049 | 361,049 |
| 80 | 146,160 | 548,100 | - 251,900 | - 131,150 | 198,100 | 348,100 |
| 90 | 142,707 | 535,151 | - 264,849 | - 144,099 | 185,151 | 335,151 |
| 100 | 139,254 | 522,202 | - 277,798 | - 157,048 | 172,202 | 322,202 |
| 120 | 132,348 | 496,304 | - 303,696 | - 182,946 | 146,304 | 296,304 |
| 140 | 125,442 | 470,406 | - 329,594 | - 208,844 | 120,406 | 270,406 |
| 160 | 118,536 | 444,509 | - 355,491 | - 234,741 | 94,509 | 244,509 |
| 180 | 111,630 | 418,611 | - 381,389 | - 260,639 | 68,611 | 218,611 |
| 200 | 104,723 | 392,713 | - 407,287 | - 286,537 | 42,713 | 192,713 |

| Site type 3 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.27 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 156.423 | 586.587 | - 213.413 | - 92.663 | 236.587 | 386.587 |
| 10 | 152,970 | 573,638 | - 215,413 | - 92,003 | 223,587 | 373.638 |
| 20 | 149,517 | 560,689 | - 239.311 | - 118,561 | 210.689 | 360,689 |
| 30 | 146.064 | 547,740 | - 252,260 | - 131,510 | 197,740 | 347,740 |
| 40 | 142,611 | 534,791 | - 265,209 | - 144,459 | 184,791 | 334,791 |
| 50 | 139,158 | 521,842 | - 278,158 | - 157,408 | 171,842 | 321,842 |
| 60 | 135,705 | 508,893 | - 291,107 | - 170,357 | 158,893 | 308,893 |
| 70 | 132,252 | 495,945 | - 304,055 | - 183,305 | 145,945 | 295,945 |
| 80 | 128,799 | 482,996 | - 317,004 | - 196,254 | 132,996 | 282,996 |
| 90 | 125,346 | 470,047 | - 329,953 | - 209,203 | 120,047 | 270,047 |
| 100 | 121,893 | 457,098 | - 342,902 | - 222,152 | 107,098 | 257,098 |
| 120 | 114,987 | 431,200 | - 368,800 | - 248,050 | 81,200 | 231,200 |
| 140 | 108,081 | 405,302 | - 394,698 | - 273,948 | 55,302 | 205,302 |
| 160 | 101,175 | 379,404 | - 420,596 | - 299,846 | 29,404 | 179,404 |
| 180 | 94,268 | 353,507 | - 446,493 | - 325,743 | 3,507 | 153,507 |
| 200 | 87,362 | 327,609 | - 472,391 | - 351,641 | - 22,391 | 127,609 |

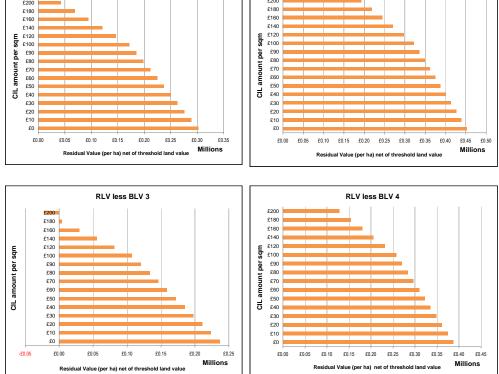
| Site type 3 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 0.27 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 218,634 | 819,877 | 19,877 | 140,627 | 469,877 | 619,877 |
| 10 | 215,181 | 806,928 | 6,928 | 127,678 | 456,928 | 606,928 |
| 20 | 211,728 | 793,979 | - 6,021 | 114,729 | 443,979 | 593,979 |
| 30 | 208,275 | 781,030 | - 18,970 | 101,780 | 431,030 | 581,030 |
| 40 | 204,822 | 768,081 | - 31,919 | 88,831 | 418,081 | 568,081 |
| 50 | 201,369 | 755,132 | - 44,868 | 75,882 | 405,132 | 555,132 |
| 60 | 197,916 | 742,183 | - 57,817 | 62,933 | 392,183 | 542,183 |
| 70 | 194,463 | 729,235 | - 70,765 | 49,985 | 379,235 | 529,235 |
| 80 | 191,010 | 716,286 | - 83,714 | 37,036 | 366,286 | 516,286 |
| 90 | 187,556 | 703,337 | - 96,663 | 24,087 | 353,337 | 503,337 |
| 100 | 184,103 | 690,388 | - 109,612 | 11,138 | 340,388 | 490,388 |
| 120 | 177,197 | 664,490 | - 135,510 | - 14,760 | 314,490 | 464,490 |
| 140 | 170,291 | 638,592 | - 161,408 | - 40,658 | 288,592 | 438,592 |
| 160 | 163,385 | 612,694 | - 187,306 | - 66,556 | 262,694 | 412,694 |
| 180 | 156,479 | 586,797 | - 213,203 | - 92,453 | 236,797 | 386,797 |
| 200 | 149,573 | 560,899 | - 239,101 | - 118,351 | 210,899 | 360,899 |

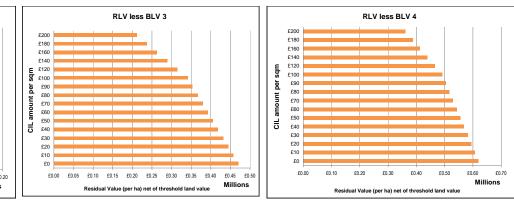


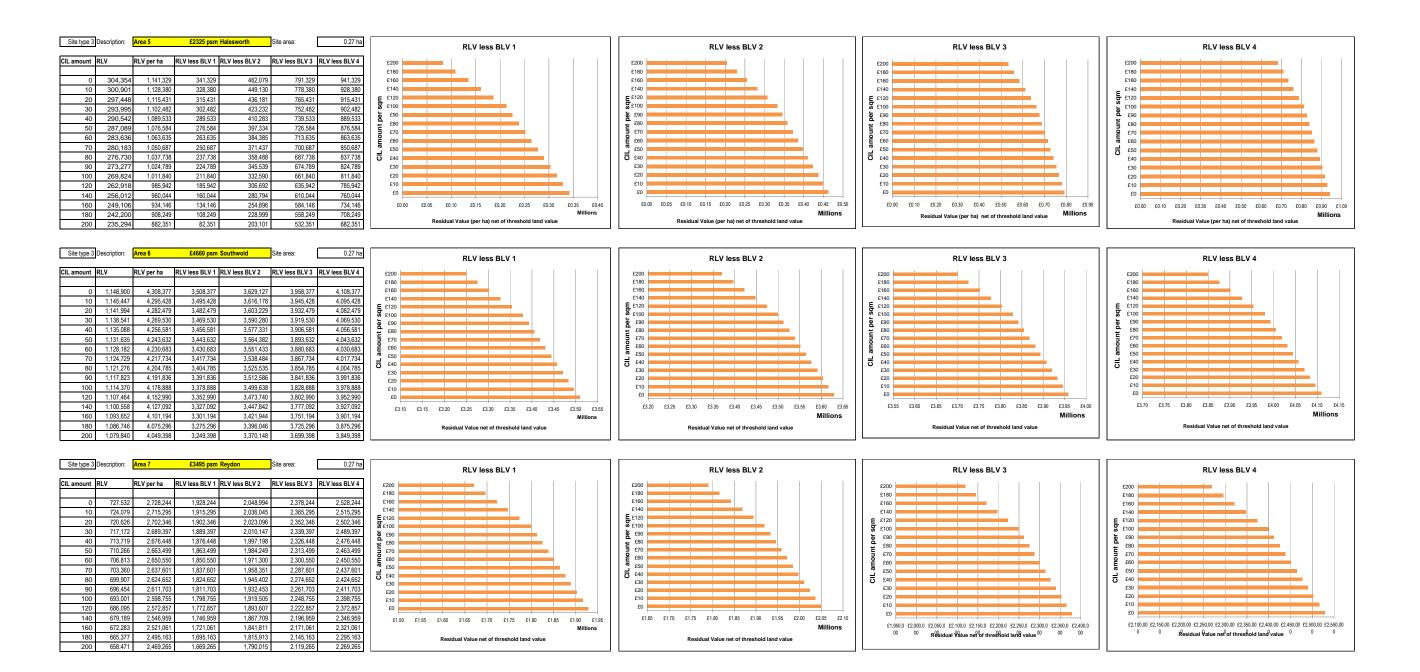




RLV less BLV 4







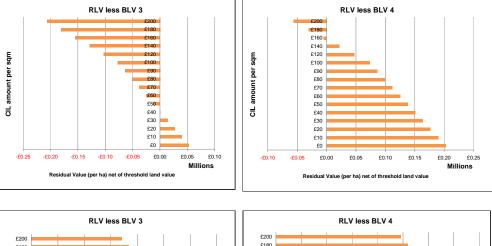
SITE TYPE 3 8 UNITS HOUSES 30 UPH

CSH level:

| BLV1 | BLV2 | velopable ha) BLV3 | BLV4 |
|------------------|-----------------|-----------------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

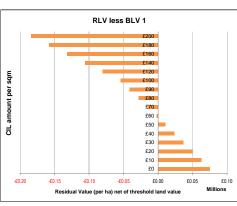
| 3 | 10% | Sales value inflation |
|-----------------|-----|-----------------------|
| <mark>)%</mark> | 5% | Build cost inflation |
| | | Drofit |

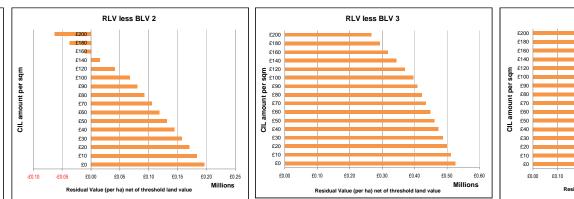
| Site type 3 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.27 h |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | 407.000 | 400 500 | 007.000 | 070 740 | 50.500 | 000 50 |
| 0 | 107,336 | | - 397,492 | - 276,742 | 52,508 | 202,50 |
| 10 | 103,883 | | - 410,440 | - 289,690 | 39,560 | 189,560 |
| 20 | 100,430 | 376,611 | - 423,389 | - 302,639 | 26,611 | 176,61 |
| 30 | 96,976 | 363,662 | - 436,338 | - 315,588 | 13,662 | 163,66 |
| 40 | 93,523 | 350,713 | - 449,287 | - 328,537 | 713 | 150,71 |
| 50 | 90,070 | 337,764 | - 462,236 | - 341,486 | - 12,236 | 137,76 |
| 60 | 86,617 | 324,815 | - 475,185 | - 354,435 | - 25,185 | 124,81 |
| 70 | 83,164 | 311,866 | - 488,134 | - 367,384 | - 38,134 | 111,86 |
| 80 | 79,711 | 298,917 | - 501,083 | - 380,333 | - 51,083 | 98,91 |
| 90 | 76,258 | 285,968 | - 514,032 | - 393,282 | - 64,032 | 85,96 |
| 100 | 72,805 | 273,019 | - 526,981 | - 406,231 | - 76,981 | 73,01 |
| 120 | 65,899 | 247,122 | - 552,878 | - 432,128 | - 102,878 | 47,12 |
| 140 | 58,993 | 221,224 | - 578,776 | - 458,026 | - 128,776 | 21,22 |
| 160 | 52,087 | 195,326 | - 604,674 | - 483,924 | - 154,674 | - 4,67 |
| 180 | 45,181 | 169,428 | - 630,572 | - 509,822 | - 180,572 | - 30,57 |
| 200 | 38,275 | 143,530 | - 656,470 | - 535,720 | - 206,470 | - 56,47 |

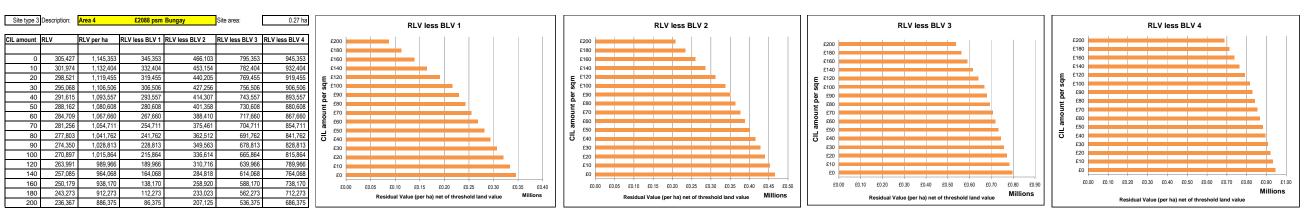


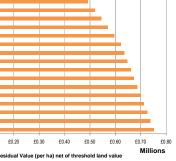
| Site type 3 | 3 Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.27 ha | | RLV less BLV 1 | RLV less BLV 2 RLV less BLV 3 | |
|-------------|----------------|------------|----------------|-----------------|----------------|----------------|--------|---|--|----------------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | | F200 | | £200 |
| 0 | 253,496 | 950,612 | 150,612 | 271,362 | 600,612 | 750,612 | | £180 £160 | 180 £180 £160 | £180 £160 |
| 10 | 250,043 | | 137,663 | | | | | £140 | £140 | £140 |
| 20 | 246,590 | 924,714 | 124,714 | | | 1 | E. | £120 | | E £120 |
| 30 | 243,137 | | 111,765 | | | 1 | SS. | £100 | | 60 200 |
| 40 | 239,684 | | 98,816 | 219,566 | | | bei | £90 | | 80 £80 |
| 50 | 236,231 | 885,867 | 85,867 | 206,617 | | 685,867 | Ĕ | £80 £70 | £70 | S £70 |
| 60 | 232,778 | 872,918 | 72,918 | 193,668 | | | 10 | £60 | 660 2 600 | € £60 |
| 70 | 229,325 | 859,969 | 59,969 | 180,719 | 509,969 | 659,969 | an | £50 | £50 r £50 | £50 |
| 80 | 225,872 | 847,020 | 47,020 | 167,770 | 497,020 | 647,020 | 님님 | £40 | Ē40 | 5 £40 |
| 90 | 222,419 | 834,071 | 34,071 | 154,821 | 484,071 | 634,071 | - | £30 | | £30 |
| 100 | 218,966 | | 21,122 | 141,872 | | | | £20 | £20 £10 | £20 £10 |
| 120 | 1 | | - 4,775 | | | | | £10 | | £10 £0 |
| 140 | 205,154 | 769,327 | - 30,673 | 90,077 | 419,327 | 569,327 | | £0 | | |
| 160 | 198,248 | 743,429 | - 56,571 | 64,179 | 393,429 | 543,429 | -£0.15 | 5 -£0.10 -£0.05 £0.00 £0.05 £0.10 £0.15 £0.20 | E0.00 E0.05 E0.10 E0.15 E0.20 E0.25 E0.30 E0.00 E0.10 E0.20 E0.30 E0.40 E0.50 E0.60 | £0.70 £0.00 £0.10 £0 |
| 180 | | | - 82,469 | 38,281 | | 517,531 | | Millions Residual Value (per ha) net of threshold land value | Millions Residual Value (per ha) net of threshold land value Millions Residual Value (per ha) net of threshold land value Millio | S Reside |
| 200 | 184,436 | 691,633 | - 108,367 | 12,383 | 341,633 | 491,633 | | Residual value (per ha) net or threshold land value | | |

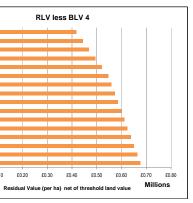
| Site type 3 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.27 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 233,394 | 875,228 | 75,228 | 195,978 | 525,228 | 675,228 |
| 10 | 229,941 | 862,279 | 62,279 | 183,029 | 512,279 | 662,279 |
| 20 | 226,488 | 849,330 | 49,330 | 170,080 | 499,330 | 649,330 |
| 30 | 223,035 | 836,381 | 36,381 | 157,131 | 486,381 | 636,381 |
| 40 | 219,582 | 823,432 | 23,432 | 144,182 | 473,432 | 623,432 |
| 50 | 216,129 | 810,483 | 10,483 | 131,233 | 460,483 | 610,483 |
| 60 | 212,676 | 797,534 | - 2,466 | 118,284 | 447,534 | 597,534 |
| 70 | 209,223 | 784,585 | - 15,415 | 105,335 | 434,585 | 584,585 |
| 80 | 205,770 | 771,636 | - 28,364 | 92,386 | 421,636 | 571,636 |
| 90 | 202,317 | 758,688 | - 41,312 | 79,438 | 408,688 | 558,688 |
| 100 | 198,864 | 745,739 | - 54,261 | 66,489 | 395,739 | 545,739 |
| 120 | 191,958 | 719,841 | - 80,159 | 40,591 | 369,841 | 519,841 |
| 140 | 185,051 | 693,943 | - 106,057 | 14,693 | 343,943 | 493,943 |
| 160 | 178,145 | 668,045 | - 131,955 | - 11,205 | 318,045 | 468,045 |
| 180 | 171,239 | 642,147 | - 157,853 | - 37,103 | 292,147 | 442,147 |
| 200 | 164.333 | 616,250 | - 183,750 | - 63,000 | 266.250 | 416,250 |

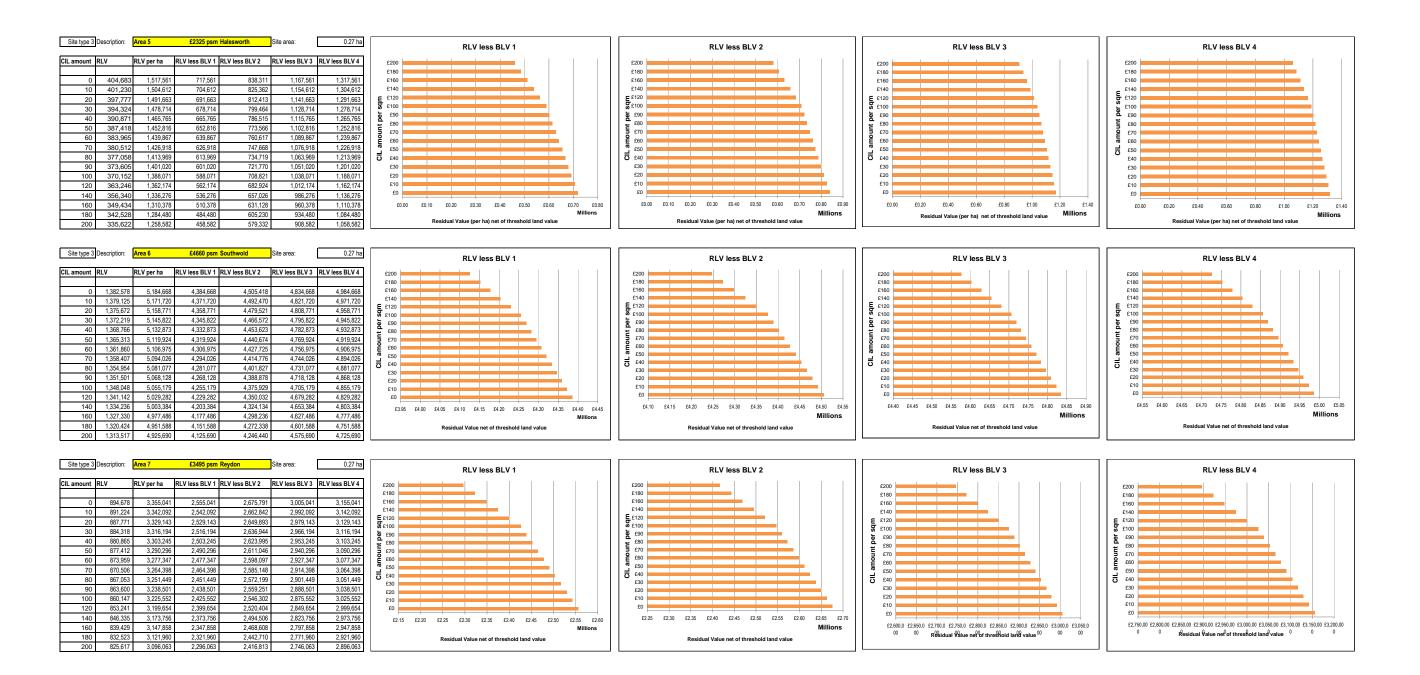






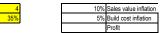






| SITE TYPE | 3 | |
|-----------|---|--|
| 8 UNITS | | |
| HOUSES | | |
| 30 UPH | | |
| 30 UPH | | |

| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

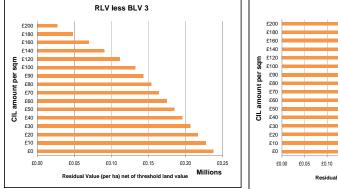


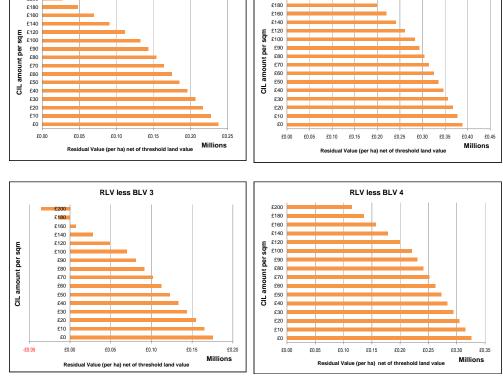
| Site type 3 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.27 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 35,506 | 133,149 | - 666,851 | - 546,101 | - 216,851 | - 66,851 |
| 10 | 32,701 | 122.628 | - 677.372 | - 556.622 | - 227.372 | - 77,372 |
| 20 | 29,895 | 112,107 | - 687,893 | - 567,143 | - 237,893 | - 87,893 |
| 30 | 27,090 | 101,586 | - 698,414 | - 577,664 | - 248,414 | - 98,414 |
| 40 | 24,284 | 91,065 | - 708,935 | - 588,185 | - 258,935 | - 108,935 |
| 50 | 21,479 | 80,544 | - 719,456 | - 598,706 | - 269,456 | - 119,456 |
| 60 | 18,673 | 70,023 | - 729,977 | - 609,227 | - 279,977 | - 129,977 |
| 70 | 15,867 | 59,502 | - 740,498 | - 619,748 | - 290,498 | - 140,498 |
| 80 | 13,062 | 48,981 | - 751,019 | - 630,269 | - 301,019 | - 151,019 |
| 90 | 10,256 | 38,460 | - 761,540 | - 640,790 | - 311,540 | - 161,540 |
| 100 | 7,451 | 27,940 | - 772,060 | - 651,310 | - 322,060 | - 172,060 |
| 120 | 1,839 | 6,898 | - 793,102 | - 672,352 | - 343,102 | - 193,102 |
| 140 | -3,772 | - 14,144 | - 814,144 | - 693,394 | - 364,144 | - 214,144 |
| 160 | -9,383 | - 35,186 | - 835,186 | - 714,436 | - 385,186 | - 235,186 |
| 180 | -14,994 | - 56,228 | - 856,228 | - 735,478 | - 406,228 | - 256,228 |
| 200 | -20,605 | - 77,270 | - 877,270 | - 756,520 | - 427,270 | - 277,270 |

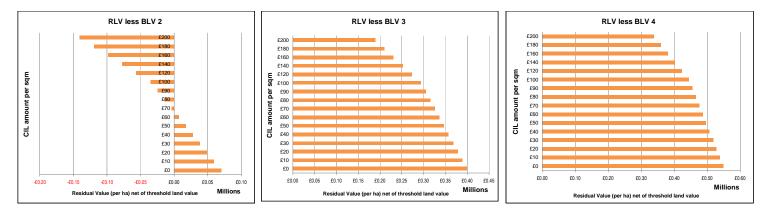
| Site type 3 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.27 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 156.678 | 587.541 | - 212.459 | - 91,709 | 237.541 | 387.541 |
| 10 | 153,872 | 577.020 | - 222,980 | - 102.230 | 227,020 | 377.020 |
| 20 | 151,067 | 566,499 | - 233.501 | - 112,751 | 216,499 | 366,499 |
| 30 | 148,261 | 555,978 | - 244,022 | - 123,272 | 205,978 | 355,97 |
| 40 | 145,455 | 545,457 | - 254,543 | - 133,793 | 195,457 | 345,45 |
| 50 | 142,650 | 534,937 | - 265,063 | - 144,313 | 184,937 | 334,93 |
| 60 | 139,844 | 524,416 | - 275,584 | - 154,834 | 174,416 | 324,41 |
| 70 | 137,039 | 513,895 | - 286,105 | - 165,355 | 163,895 | 313,89 |
| 80 | 134,233 | 503,374 | - 296,626 | - 175,876 | 153,374 | 303,37 |
| 90 | 131,427 | 492,853 | - 307,147 | - 186,397 | 142,853 | 292,85 |
| 100 | 128,622 | 482,332 | - 317,668 | - 196,918 | 132,332 | 282,33 |
| 120 | 123,011 | 461,290 | - 338,710 | - 217,960 | 111,290 | 261,29 |
| 140 | 117,399 | 440,248 | - 359,752 | - 239,002 | 90,248 | 240,24 |
| 160 | 111,788 | 419,206 | - 380,794 | - 260,044 | 69,206 | 219,20 |
| 180 | 106,177 | 398,164 | - 401,836 | - 281,086 | 48,164 | 198,16 |
| 200 | 100,566 | 377,122 | - 422,878 | - 302,128 | 27,122 | 177,12 |

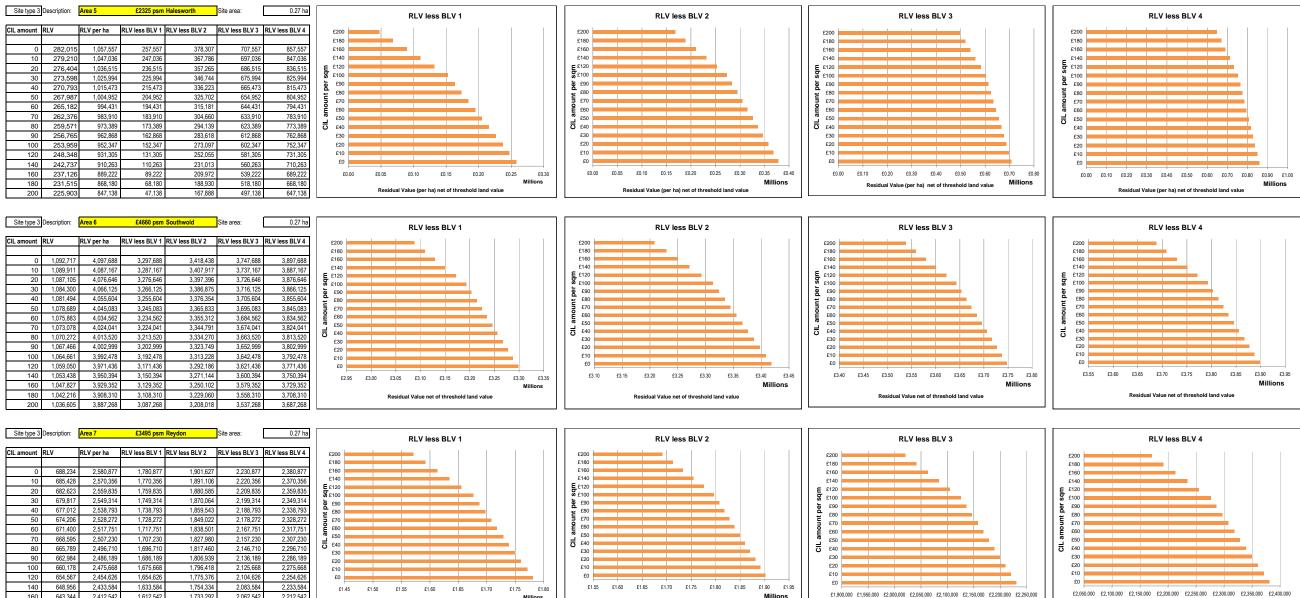
| Site type 3 | Description: | Area 3 | £1916 psm | Site area: | 0.27 ha | |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 140,012 | 525,046 | - 274,954 | - 154,204 | 175,046 | 325,046 |
| 10 | 137,207 | 514,525 | - 285,475 | - 164,725 | 164,525 | 314,525 |
| 20 | 134,401 | 504,004 | - 295,996 | - 175,246 | 154,004 | 304,004 |
| 30 | 131,596 | 493,483 | - 306,517 | - 185,767 | 143,483 | 293,483 |
| 40 | 128,790 | 482,962 | - 317,038 | - 196,288 | 132,962 | 282,962 |
| 50 | 125,984 | 472,441 | - 327,559 | - 206,809 | 122,441 | 272,441 |
| 60 | 123,179 | 461,920 | - 338,080 | - 217,330 | 111,920 | 261,920 |
| 70 | 120,373 | 451,399 | - 348,601 | - 227,851 | 101,399 | 251,399 |
| 80 | 117,568 | 440,878 | - 359,122 | - 238,372 | 90,878 | 240,878 |
| 90 | 114,762 | 430,357 | - 369,643 | - 248,893 | 80,357 | 230,357 |
| 100 | 111,956 | 419,836 | - 380,164 | - 259,414 | 69,836 | 219,836 |
| 120 | 106,345 | 398,794 | - 401,206 | - 280,456 | 48,794 | 198,794 |
| 140 | 100,734 | 377,752 | - 422,248 | - 301,498 | 27,752 | 177,752 |
| 160 | 95,123 | 356,710 | - 443,290 | - 322,540 | 6,710 | 156,710 |
| 180 | 89,512 | 335,668 | - 464,332 | - 343,582 | - 14,332 | 135,668 |
| 200 | 83,900 | 314,627 | - 485,373 | - 364,623 | - 35,373 | 114,627 |

| Site type 3 Description: | | Area 4 | £2088 psm | Site area: | 0.27 ha | |
|--------------------------|---------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 199.730 | 748.987 | - 51,013 | 69,737 | 398.987 | 548,98 |
| 10 | 196,924 | 738,466 | - 61,534 | 59,216 | 388,466 | 538,46 |
| 20 | 194,119 | | - 72,055 | 48.695 | 377,945 | 527,94 |
| 30 | 191,313 | 717,424 | - 82,576 | 38,174 | 367,424 | 517,42 |
| 40 | 188,508 | 706,903 | - 93,097 | 27,653 | 356,903 | 506,90 |
| 50 | 185,702 | 696,382 | - 103,618 | 17,132 | 346,382 | 496,38 |
| 60 | 182,896 | 685,861 | - 114,139 | 6,611 | 335,861 | 485,86 |
| 70 | 180,091 | 675,340 | - 124,660 | - 3,910 | 325,340 | 475,34 |
| 80 | 177,285 | 664,819 | - 135,181 | - 14,431 | 314,819 | 464,81 |
| 90 | 174,480 | 654,298 | - 145,702 | - 24,952 | 304,298 | 454,29 |
| 100 | 171,674 | 643,777 | - 156,223 | - 35,473 | 293,777 | 443,77 |
| 120 | 166,063 | 622,735 | - 177,265 | - 56,515 | 272,735 | 422,73 |
| 140 | 160,452 | 601,694 | - 198,306 | - 77,556 | 251,694 | 401,69 |
| 160 | 154,840 | 580,652 | - 219,348 | - 98,598 | 230,652 | 380,65 |
| 180 | 149,229 | 559,610 | - 240,390 | - 119,640 | 209,610 | 359,61 |
| 200 | 143,618 | 538,568 | - 261,432 | - 140,682 | 188,568 | 338,56 |









 120
 654,567
 2,454,626

 140
 648,956
 2,433,584
 1,754,334 160 643,344 2,412,542 1,612,54 1,733,292 2,062,542 2,212,542 180 637,733 2,391,50 1,591,50 1,712,250 2,041,500 2,191,50

1.691.208

2.020.458

2.170.458

1 570 45

200 632.122 2.370.458

£1.45 £1.50 £1.55 £1.60 £1.65 £1.70 £1.75 £1.80 Millions Residual Value net of threshold land value

£1.55 £1.60 £1.65 £1.70 £1.75 £1.80 £1.85 £1.90 £1.95 £1,900,000 £1,950,000 £2,000,000 £2,050,000 £2,100,000 £2,150,000 £2,200,000 £2,250,000 Millions Residual Value net of threshold land value Residual Value net of threshold land value

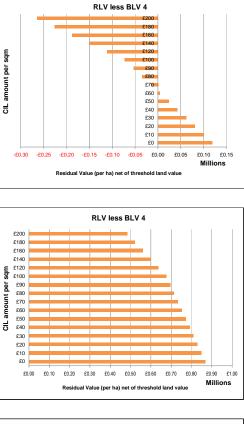
Residual Value net of threshold land value

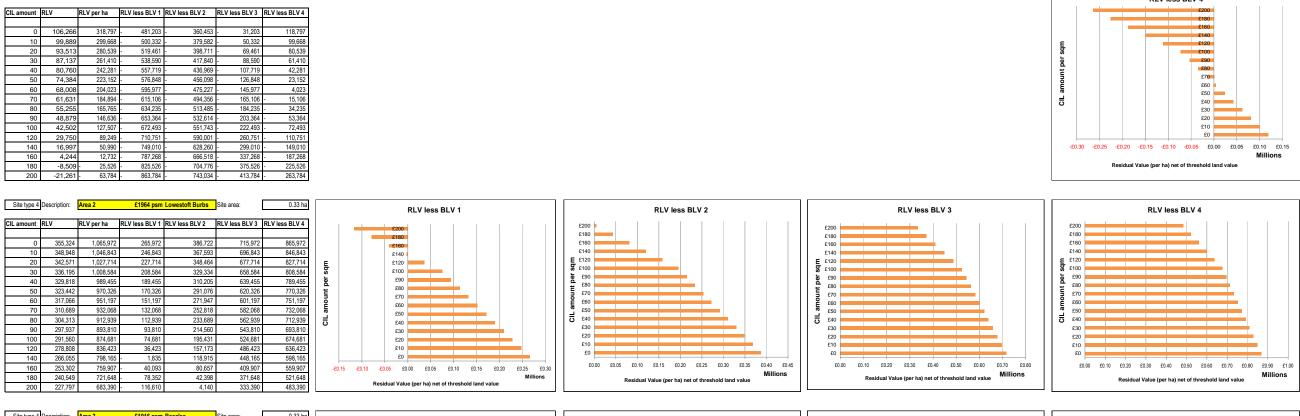
| SITE TYPE | 4 |
|-----------|---|
| 15 UNITS | |
| HOUSES | |
| 45 UPH | |

| Benchmark Land Values (per net developable ha) | | | | | |
|--|-----------------|----------------|------------|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | |

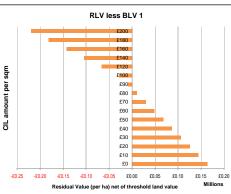
| el: | 3 | Sales value inflation |
|-----|-----|-----------------------|
| | 35% | Build cost inflation |
| | | Profit |

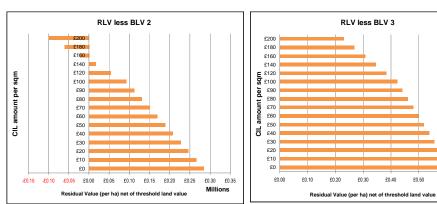
| Site type 4 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.33 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 106,266 | 318.797 | - 481.203 | - 360.453 | - 31.203 | 118,797 |
| 10 | 99,889 | | - 500.332 | - 379,582 | - 50,332 | 99,668 |
| 20 | 93,513 | | - 519,461 | - 398,711 | - 69,461 | 80,539 |
| 30 | 87,137 | 261,410 | - 538,590 | - 417,840 | - 88,590 | 61,410 |
| 40 | 80,760 | 242,281 | - 557,719 | - 436,969 | - 107,719 | 42,281 |
| 50 | 74,384 | 223,152 | - 576,848 | - 456,098 | - 126,848 | 23,152 |
| 60 | 68,008 | 204,023 | - 595,977 | - 475,227 | - 145,977 | 4,023 |
| 70 | 61,631 | 184,894 | - 615,106 | - 494,356 | - 165,106 | - 15,106 |
| 80 | 55,255 | 165,765 | - 634,235 | - 513,485 | - 184,235 | - 34,235 |
| 90 | 48,879 | 146,636 | - 653,364 | - 532,614 | - 203,364 | - 53,364 |
| 100 | 42,502 | 127,507 | - 672,493 | - 551,743 | - 222,493 | - 72,493 |
| 120 | 29,750 | 89,249 | - 710,751 | - 590,001 | - 260,751 | - 110,751 |
| 140 | 16,997 | 50,990 | - 749,010 | - 628,260 | - 299,010 | - 149,010 |
| 160 | 4,244 | 12,732 | - 787,268 | - 666,518 | - 337,268 | - 187,268 |
| 180 | -8,509 | - 25,526 | - 825,526 | - 704,776 | - 375,526 | - 225,526 |
| 200 | -21 261 | - 63 784 | - 863 784 | - 743 034 | - 413 784 | - 263.78 |

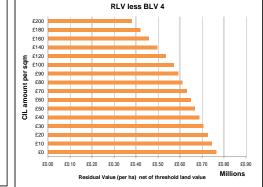




| Site type 4 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.33 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 321,069 | 963,208 | 163,208 | 283,958 | 613,208 | 763,208 |
| 10 | 314,693 | 944,079 | 144,079 | 264,829 | 594,079 | 744,079 |
| 20 | 308,317 | 924,950 | 124,950 | 245,700 | 574,950 | 724,950 |
| 30 | 301,940 | 905,821 | 105,821 | 226,571 | 555,821 | 705,821 |
| 40 | 295,564 | 886,692 | 86,692 | 207,442 | 536,692 | 686,692 |
| 50 | 289,188 | 867,563 | 67,563 | 188,313 | 517,563 | 667,563 |
| 60 | 282,811 | 848,434 | 48,434 | 169,184 | 498,434 | 648,434 |
| 70 | 276,435 | 829,305 | 29,305 | 150,055 | 479,305 | 629,305 |
| 80 | 270,059 | 810,176 | 10,176 | 130,926 | 460,176 | 610,176 |
| 90 | 263,682 | 791,047 | - 8,953 | 111,797 | 441,047 | 591,047 |
| 100 | 257,306 | 771,918 | - 28,082 | 92,668 | 421,918 | 571,918 |
| 120 | 244,553 | 733,660 | - 66,340 | 54,410 | 383,660 | 533,660 |
| 140 | 231,801 | 695,402 | - 104,598 | 16,152 | 345,402 | 495,402 |
| 160 | 219,048 | 657,143 | - 142,857 | - 22,107 | 307,143 | 457,143 |
| 180 | 206,295 | 618,885 | - 181,115 | - 60,365 | 268,885 | 418,885 |
| 200 | 193,542 | 580,627 | - 219.373 | - 98,623 | 230,627 | 380,627 |

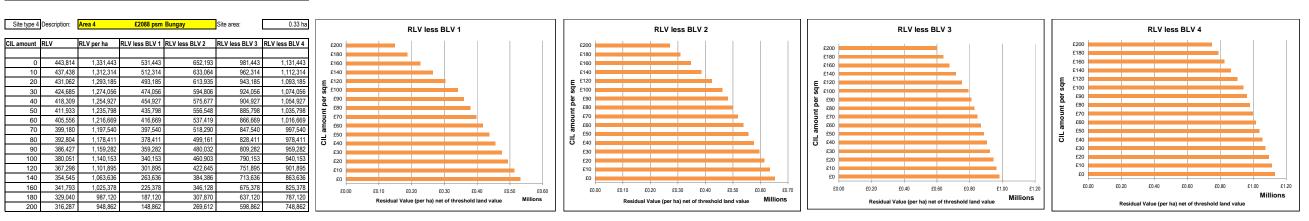


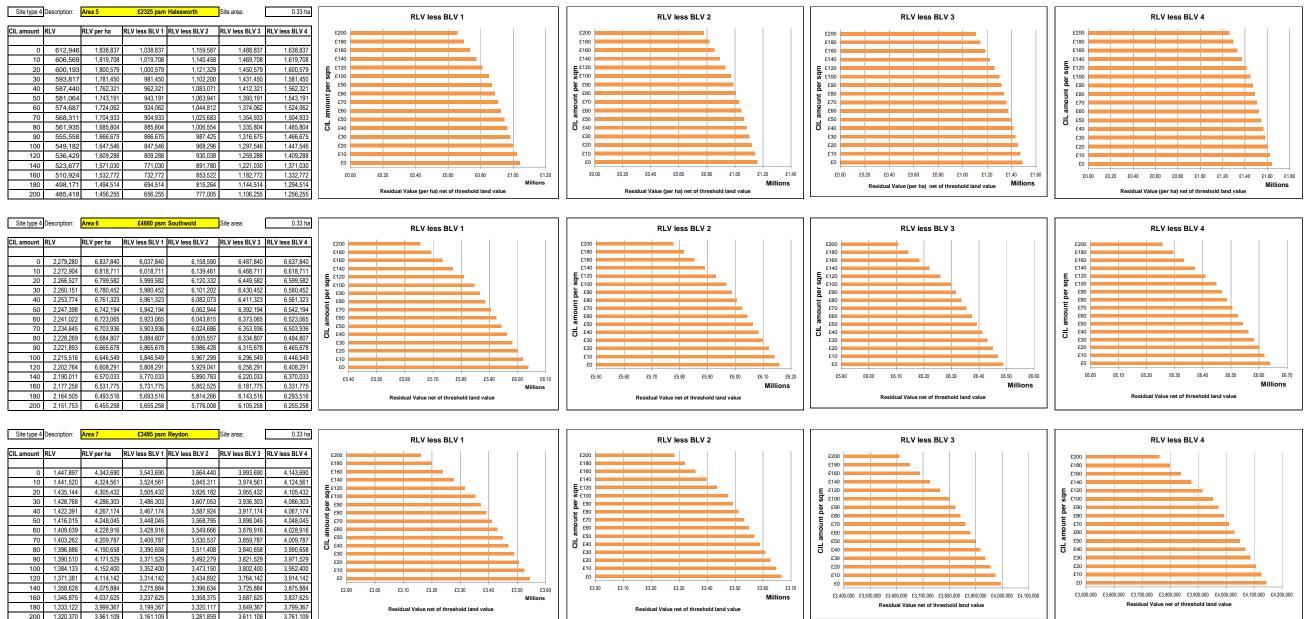




£0.60 £0.70

Millions





SITE TYPE 4 15 UNITS HOUSES 45 UPH

i.

| | | BLV3 | BLV4 |
|-----------------------|------------|------------|------------------|
| Resi land (high) Resi | land (low) | Fmr indust | trial Other uses |

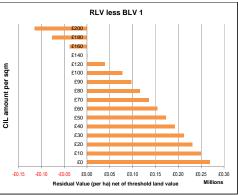
| CSH level: | 4 | Sales value inflati |
|------------|-----|----------------------|
| Aff Hsg: | 35% | Build cost inflation |
| | | Profit |

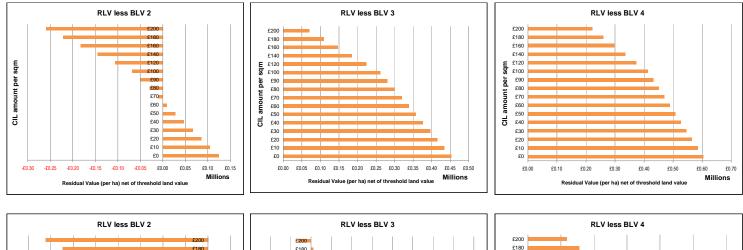
| Site type 4 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.33 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 18,557 | 55.671 | - 744.329 | - 623,579 | - 294.329 | - 144.329 |
| - | | | 1 | | | 1 |
| 10 | 12,181 | | - 763,458 | - 642,708 | - 313,458 | - 163,458 |
| 20 | 5,804 | | - 782,587 | - 661,837 | - 332,587 | - 182,587 |
| 30 | -572 | - 1,716 | - 801,716 | - 680,966 | - 351,716 | - 201,716 |
| 40 | -6,948 | - 20,845 | - 820,845 | - 700,095 | - 370,845 | - 220,845 |
| 50 | -13,325 | - 39,974 | - 839,974 | - 719,224 | - 389,974 | - 239,974 |
| 60 | -19,701 | - 59,103 | - 859,103 | - 738,353 | - 409,103 | - 259,103 |
| 70 | -26,077 | - 78,232 | - 878,232 | - 757,482 | - 428,232 | - 278,232 |
| 80 | -32,454 | - 97,361 | - 897,361 | - 776,611 | - 447,361 | - 297,361 |
| 90 | -38,830 | - 116,490 | - 916,490 | - 795,740 | - 466,490 | - 316,490 |
| 100 | -45,206 | - 135,619 | - 935,619 | - 814,869 | - 485,619 | - 335,619 |
| 120 | -57,959 | - 173,877 | - 973,877 | - 853,127 | - 523,877 | - 373,877 |
| 140 | -70,712 | - 212,136 | - 1,012,136 | - 891,386 | - 562,136 | - 412,136 |
| 160 | -83,465 | - 250,394 | - 1,050,394 | - 929,644 | - 600,394 | - 450,394 |
| 180 | -96,217 | - 288,652 | - 1,088,652 | - 967,902 | - 638,652 | - 488,652 |
| 200 | -108,970 | - 326,910 | - 1,126,910 | - 1,006,160 | - 676,910 | - 526,910 |

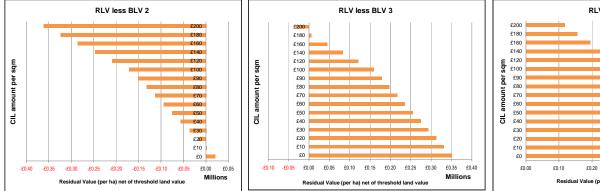
| Site type 4 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.33 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 267,615 | 802,846 | 2,846 | 123,596 | 452,846 | 602,846 |
| 10 | 261,239 | 783,717 | - 16,283 | 104,467 | 433,717 | 583,717 |
| 20 | 254,862 | 764,587 | - 35,413 | 85,337 | 414,587 | 564,587 |
| 30 | 248,486 | 745,458 | - 54,542 | 66,208 | 395,458 | 545,45 |
| 40 | 242,110 | 726,329 | - 73,671 | 47,079 | 376,329 | 526,32 |
| 50 | 235,733 | 707,200 | - 92,800 | 27,950 | 357,200 | 507,200 |
| 60 | 229,357 | 688,071 | - 111,929 | 8,821 | 338,071 | 488,07 |
| 70 | 222,981 | 668,942 | - 131,058 | - 10,308 | 318,942 | 468,942 |
| 80 | 216,604 | 649,813 | - 150,187 | - 29,437 | 299,813 | 449,81 |
| 90 | 210,228 | 630,684 | - 169,316 | - 48,566 | 280,684 | 430,68 |
| 100 | 203,852 | 611,555 | - 188,445 | - 67,695 | 261,555 | 411,55 |
| 120 | 191,099 | 573,297 | - 226,703 | - 105,953 | 223,297 | 373,29 |
| 140 | 178,346 | 535,039 | - 264,961 | - 144,211 | 185,039 | 335,03 |
| 160 | 165,594 | 496,781 | - 303,219 | - 182,469 | 146,781 | 296,78 |
| 180 | 152,841 | 458,522 | - 341,478 | - 220,728 | 108,522 | 258,52 |
| 200 | 140,088 | 420,264 | - 379,736 | - 258,986 | 70,264 | 220,26 |

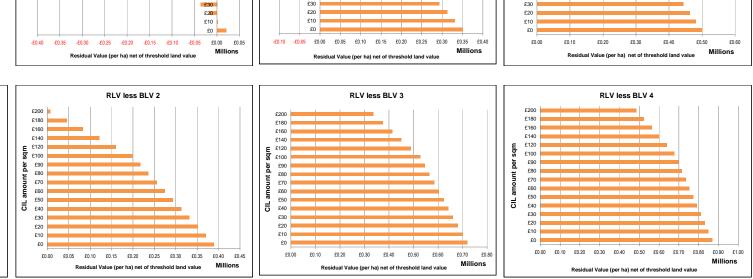
| Site type 4 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.33 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 233,361 | 700,082 | - 99,918 | 20,832 | 350,082 | 500,082 |
| 10 | 226,984 | 680,953 | - 119,047 | 1,703 | 330,953 | 480,953 |
| 20 | 220,608 | 661,824 | - 138,176 | - 17,426 | 311,824 | 461,824 |
| 30 | 214,232 | 642,695 | - 157,305 | - 36,555 | 292,695 | 442,695 |
| 40 | 207,855 | 623,566 | - 176,434 | - 55,684 | 273,566 | 423,566 |
| 50 | 201,479 | 604,437 | - 195,563 | - 74,813 | 254,437 | 404,437 |
| 60 | 195,103 | 585,308 | - 214,692 | - 93,942 | 235,308 | 385,308 |
| 70 | 188,726 | 566,179 | - 233,821 | - 113,071 | 216,179 | 366,179 |
| 80 | 182,350 | 547,050 | - 252,950 | - 132,200 | 197,050 | 347,050 |
| 90 | 175,974 | 527,921 | - 272,079 | - 151,329 | 177,921 | 327,921 |
| 100 | 169,597 | 508,792 | - 291,208 | - 170,458 | 158,792 | 308,792 |
| 120 | 156,845 | 470,534 | - 329,466 | - 208,716 | 120,534 | 270,534 |
| 140 | 144,092 | 432,275 | - 367,725 | - 246,975 | 82,275 | 232,275 |
| 160 | 131,339 | 394,017 | - 405,983 | - 285,233 | 44,017 | 194,017 |
| 180 | 118,586 | 355,759 | - 444,241 | - 323,491 | 5,759 | 155,759 |
| 200 | 105.834 | 317,501 | - 482,499 | - 361,749 | - 32,499 | 117,501 |

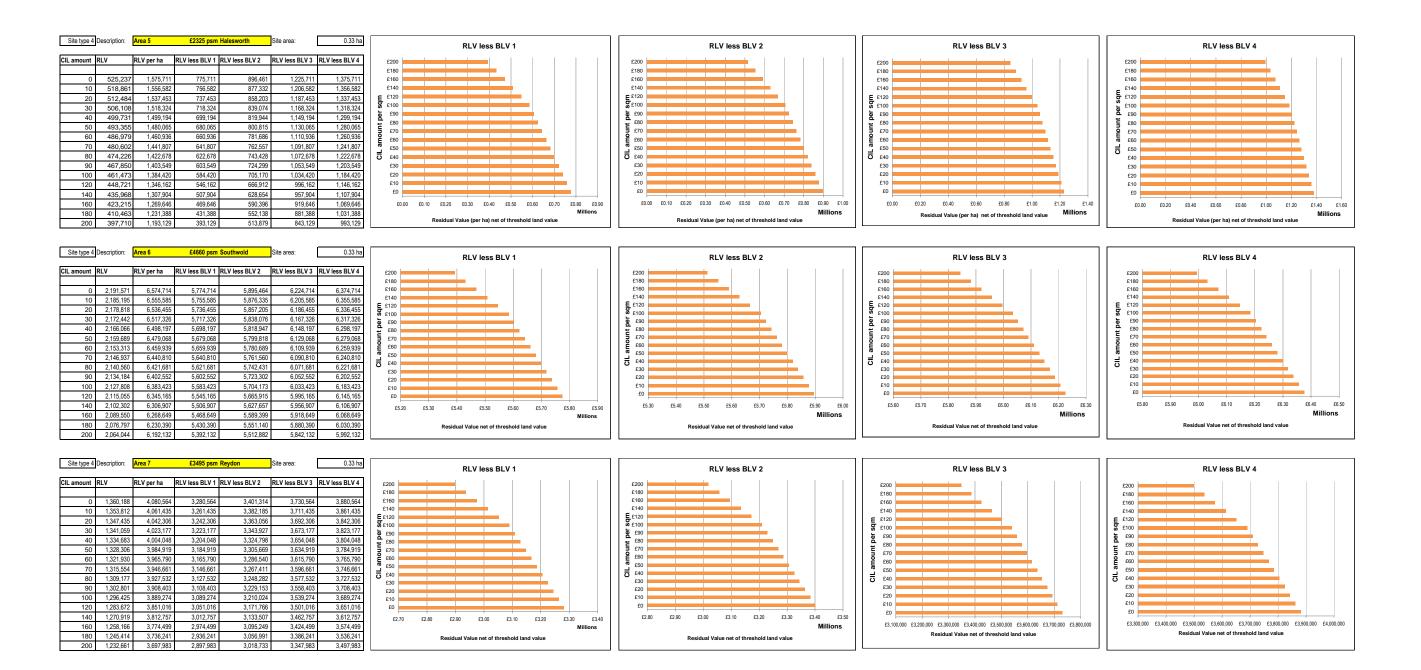
| Site type 4 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 0.33 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 356,106 | 1,068,317 | 268,317 | 389,067 | 718,317 | 868,317 |
| 10 | 349,729 | 1,049,188 | 249,188 | 369,938 | 699,188 | 849,188 |
| 20 | 343,353 | 1,030,059 | 230,059 | 350,809 | 680,059 | 830,059 |
| 30 | 336,977 | 1,010,930 | 210,930 | 331,680 | 660,930 | 810,930 |
| 40 | 330,600 | 991,801 | 191,801 | 312,551 | 641,801 | 791,801 |
| 50 | 324,224 | 972,672 | 172,672 | 293,422 | 622,672 | 772,672 |
| 60 | 317,848 | 953,543 | 153,543 | 274,293 | 603,543 | 753,543 |
| 70 | 311,471 | 934,414 | 134,414 | 255,164 | 584,414 | 734,414 |
| 80 | 305,095 | 915,285 | 115,285 | 236,035 | 565,285 | 715,285 |
| 90 | 298,719 | 896,156 | 96,156 | 216,906 | 546,156 | 696,156 |
| 100 | 292,342 | 877,027 | 77,027 | 197,777 | 527,027 | 677,027 |
| 120 | 279,589 | 838,768 | 38,768 | 159,518 | 488,768 | 638,768 |
| 140 | 266,837 | 800,510 | 510 | 121,260 | 450,510 | 600,510 |
| 160 | 254,084 | 762,252 | - 37,748 | 83,002 | 412,252 | 562,252 |
| 180 | 241,331 | 723,994 | - 76,006 | 44,744 | 373,994 | 523,994 |
| 200 | 228,579 | 685,736 | - 114,264 | 6,486 | 335,736 | 485,736 |











SITE TYPE 4 15 UNITS HOUSES 45 UPH

CSH level: Aff Hsg:

1

| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

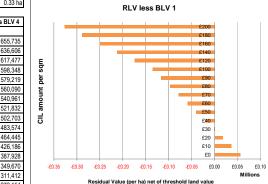
| 3 | -5% Sales value inflation |
|-----|---------------------------|
| 35% | Build cost inflation |
| | Profit |

| Site type 4 | Description: | Area 1 | £1015 psm | Inner Lowestoft | Site area: | 0.33 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 48,640 | 145,920 | - 654,080 | - 533,330 | - 204,080 | - 54,080 |
| 10 | 42,264 | 126,791 | - 673,209 | - 552,459 | - 223,209 | - 73,209 |
| 20 | 35,887 | 107,662 | - 692,338 | - 571,588 | - 242,338 | - 92,338 |
| 30 | 29,511 | 88,532 | - 711,468 | - 590,718 | - 261,468 | - 111,468 |
| 40 | 23,134 | 69,403 | - 730,597 | - 609,847 | - 280,597 | - 130,597 |
| 50 | 16,758 | 50,274 | - 749,726 | - 628,976 | - 299,726 | - 149,726 |
| 60 | 10,382 | 31,145 | - 768,855 | - 648,105 | - 318,855 | - 168,855 |
| 70 | 4,005 | 12,016 | - 787,984 | - 667,234 | - 337,984 | - 187,984 |
| 80 | -2,371 | - 7,113 | - 807,113 | - 686,363 | - 357,113 | - 207,113 |
| 90 | -8,747 | - 26,242 | - 826,242 | - 705,492 | - 376,242 | - 226,242 |
| 100 | -15,124 | - 45,371 | - 845,371 | - 724,621 | - 395,371 | - 245,371 |
| 120 | -27,876 | - 83,629 | - 883,629 | - 762,879 | - 433,629 | - 283,629 |
| 140 | -40,629 | - 121,887 | - 921,887 | - 801,137 | - 471,887 | - 321,887 |
| 160 | -53,382 | - 160,145 | - 960,145 | - 839,395 | - 510,145 | - 360,145 |
| 180 | -66,135 | - 198,404 | - 998,404 | - 877,654 | - 548,404 | - 398,404 |
| 200 | -78,887 | - 236,662 | - 1,036,662 | - 915,912 | - 586,662 | - 436,662 |

| Site type 4 | Description: | Area 2 £1964 psm Lowestoft Burbs | | | Site area: | 0.33 ha |
|-------------|--------------|----------------------------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |

| 0 | 285,245 | 855,735 | 55,735 | 176,485 | 505,735 | 655,735 |
|-----|---------|---------|-----------|-----------|---------|---------|
| 10 | 278,869 | 836,606 | 36,606 | 157,356 | 486,606 | 636,606 |
| 20 | 272,492 | 817,477 | 17,477 | 138,227 | 467,477 | 617,477 |
| 30 | 266,116 | 798,348 | - 1,652 | 119,098 | 448,348 | 598,348 |
| 40 | 259,740 | 779,219 | - 20,781 | 99,969 | 429,219 | 579,219 |
| 50 | 253,363 | 760,090 | - 39,910 | 80,840 | 410,090 | 560,090 |
| 60 | 246,987 | 740,961 | - 59,039 | 61,711 | 390,961 | 540,961 |
| 70 | 240,611 | 721,832 | - 78,168 | 42,582 | 371,832 | 521,832 |
| 80 | 234,234 | 702,703 | - 97,297 | 23,453 | 352,703 | 502,703 |
| 90 | 227,858 | 683,574 | - 116,426 | 4,324 | 333,574 | 483,574 |
| 100 | 221,482 | 664,445 | - 135,555 | - 14,805 | 314,445 | 464,445 |
| 120 | 208,729 | 626,186 | - 173,814 | - 53,064 | 276,186 | 426,186 |
| 140 | 195,976 | 587,928 | - 212,072 | - 91,322 | 237,928 | 387,928 |
| 160 | 183,223 | 549,670 | - 250,330 | - 129,580 | 199,670 | 349,670 |
| 180 | 170,471 | 511,412 | - 288,588 | - 167,838 | 161,412 | 311,412 |
| 200 | 157,718 | 473,154 | - 326,846 | - 206,096 | 123,154 | 273,154 |

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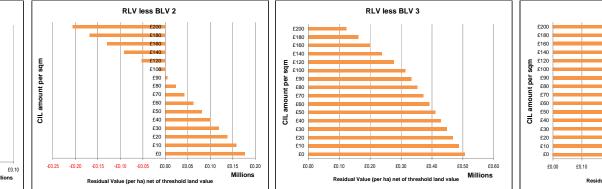
£200 £180 £160 £140 £120 £100

£90 £80

£70 £60 £50 £40

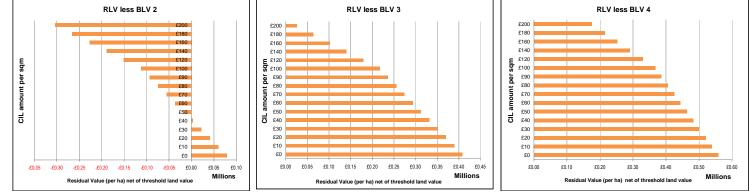
£30 £20

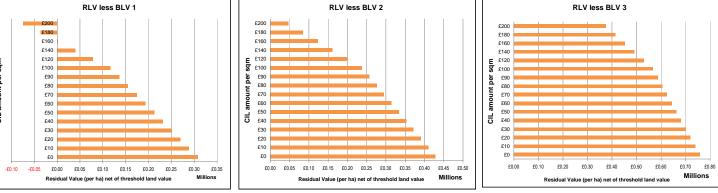
£10 £0

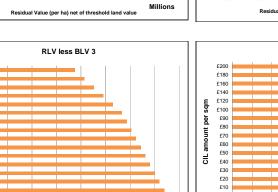


| Site type 4 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.33 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| 011 | D 111 | DIV. | | | | |
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 252,703 | 758,110 | - 41,890 | 78,860 | 408,110 | 558,110 |
| 10 | 246,327 | 738,981 | - 61,019 | | 388,981 | 538,981 |
| 20 | 239,951 | 719,852 | - 80,148 | 40,602 | 369,852 | 519,852 |
| 30 | 233,574 | 700,723 | - 99,277 | 21,473 | 350,723 | 500,723 |
| 40 | 227,198 | 681,594 | - 118,406 | 2,344 | 331,594 | 481,594 |
| 50 | 220,822 | 662,465 | - 137,535 | - 16,785 | 312,465 | 462,465 |
| 60 | 214,445 | 643,336 | - 156,664 | - 35,914 | 293,336 | 443,336 |
| 70 | 208,069 | 624,207 | - 175,793 | - 55,043 | 274,207 | 424,207 |
| 80 | 201,693 | 605,078 | - 194,922 | - 74,172 | 255,078 | 405,078 |
| 90 | 195,316 | 585,949 | - 214,051 | - 93,301 | 235,949 | 385,949 |
| 100 | 188,940 | 566,819 | - 233,181 | - 112,431 | 216,819 | 366,819 |
| 120 | 176,187 | 528,561 | - 271,439 | - 150,689 | 178,561 | 328,561 |
| 140 | 163,434 | 490,303 | - 309,697 | - 188,947 | 140,303 | 290,303 |
| 160 | 150,682 | 452,045 | - 347,955 | - 227,205 | 102,045 | 252,045 |
| 180 | 137,929 | 413,787 | - 386,213 | - 265,463 | 63,787 | 213,787 |
| 200 | 125,176 | 375,529 | - 424,471 | - 303,721 | 25,529 | 175,529 |

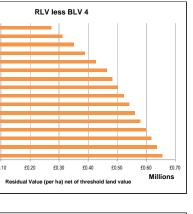
| Site type 4 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 0.33 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 369,311 | 1,107,933 | 307,933 | 428,683 | 757,933 | 907,933 |
| 10 | 362,935 | 1,088,804 | 288,804 | 409,554 | 738,804 | 888,804 |
| 20 | 356,558 | 1,069,675 | 269,675 | 390,425 | 719,675 | 869,675 |
| 30 | 350,182 | 1,050,546 | 250,546 | 371,296 | 700,546 | 850,546 |
| 40 | 343,806 | 1,031,417 | 231,417 | 352,167 | 681,417 | 831,417 |
| 50 | 337,429 | 1,012,288 | 212,288 | 333,038 | 662,288 | 812,288 |
| 60 | 331,053 | 993,159 | 193,159 | 313,909 | 643,159 | 793,159 |
| 70 | 324,677 | 974,030 | 174,030 | 294,780 | 624,030 | 774,030 |
| 80 | 318,300 | 954,901 | 154,901 | 275,651 | 604,901 | 754,901 |
| 90 | 311,924 | 935,772 | 135,772 | 256,522 | 585,772 | 735,772 |
| 100 | 305,548 | 916,643 | 116,643 | 237,393 | 566,643 | 716,643 |
| 120 | 292,795 | 878,385 | 78,385 | 199,135 | 528,385 | 678,385 |
| 140 | 280,042 | 840,126 | 40,126 | 160,876 | 490,126 | 640,126 |
| 160 | 267,289 | 801,868 | 1,868 | 122,618 | 451,868 | 601,868 |
| 180 | 254,537 | 763,610 | - 36,390 | 84,360 | 413,610 | 563,610 |
| 200 | 241,784 | 725,352 | - 74,648 | 46,102 | 375,352 | 525,352 |

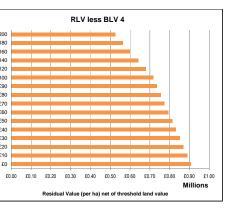


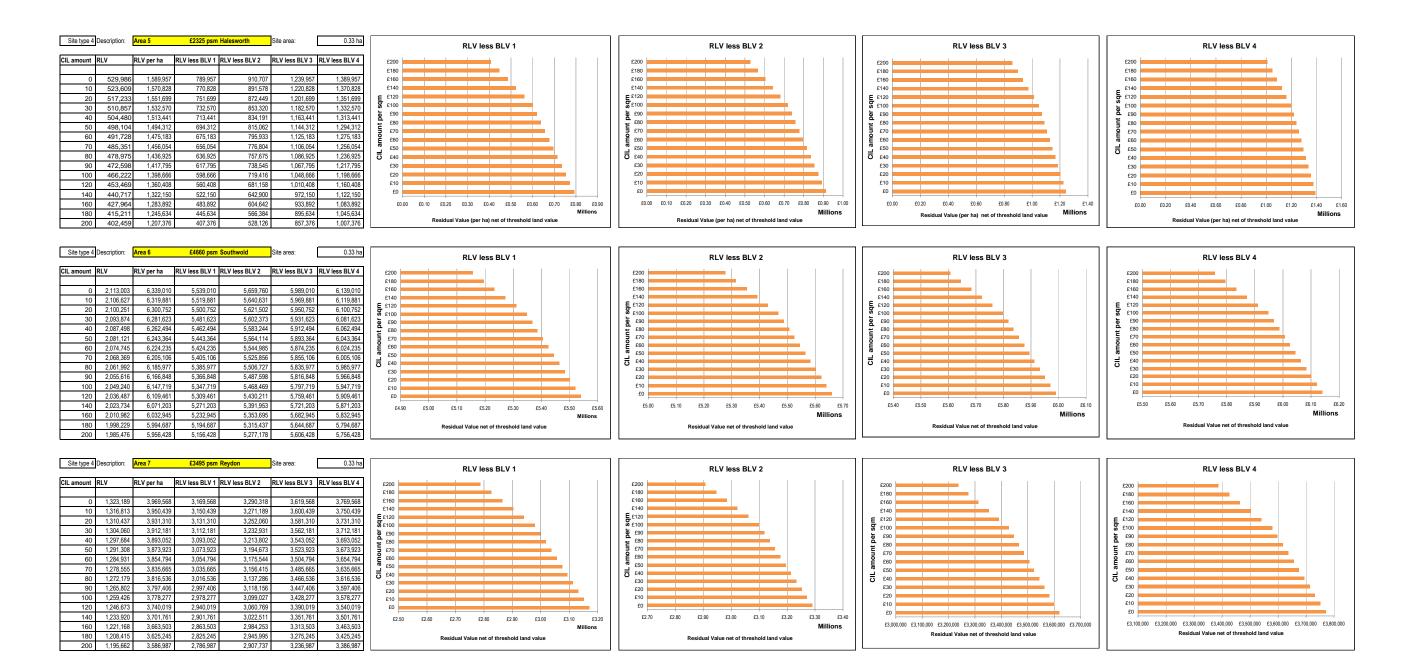




£0





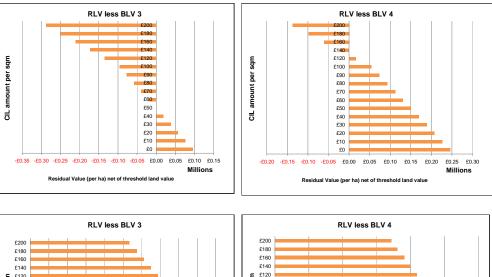


| SITE TYPE | 4 |
|-----------|---|
| 15 UNITS | |
| HOUSES | |
| 45 UPH | |

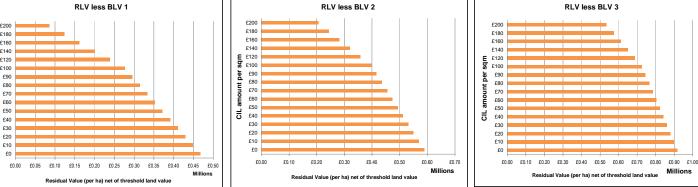
| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

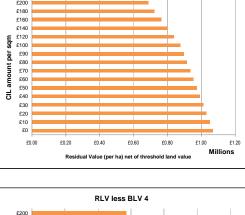
| 3 | 10% | Sales value inflation |
|-----------------|-----|-----------------------|
| <mark>i%</mark> | 5% | Build cost inflation |
| _ | | Drofit |

| Site type 4 | Description: | Area 1 | 0.33 ha | | | |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 148.427 | 445.281 | - 354.719 | - 233.969 | 95,281 | 245,28 |
| 10 | 148,427 | | - 373.848 | - 253,909 | 76,152 | 245,26 |
| 20 | 135,674 | | - 373,848 | - 253,098 | 57,023 | 220,13 |
| 30 | 129,298 | | - 412,106 | - 291,356 | 37,894 | 187,89 |
| 40 | 122,922 | | - 431,235 | | 18,765 | 168,76 |
| 50 | 116,545 | | - 450,364 | - 329,614 | - 364 | 149,63 |
| 60 | 110,169 | 330,507 | - 469,493 | - 348,743 | - 19,493 | 130,50 |
| 70 | 103,793 | 311,378 | - 488,622 | - 367,872 | - 38,622 | 111,37 |
| 80 | 97,416 | 292,249 | - 507,751 | - 387,001 | - 57,751 | 92,24 |
| 90 | 91,040 | 273,119 | - 526,881 | - 406,131 | - 76,881 | 73,11 |
| 100 | 84,663 | 253,990 | - 546,010 | - 425,260 | - 96,010 | 53,99 |
| 120 | 71,911 | 215,732 | - 584,268 | - 463,518 | - 134,268 | 15,73 |
| 140 | 59,158 | | - 622,526 | - 501,776 | - 172,526 | - 22,52 |
| 160 | 46,405 | | - 660,784 | - 540,034 | - 210,784 | - 60,78 |
| 180 | 33,653 | | - 699,042 | - 578,292 | - 249,042 | - 99,042 |
| 200 | 20,900 | 62,700 | - 737,300 | - 616,550 | - 287,300 | - 137,30 |

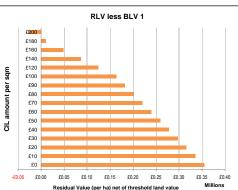


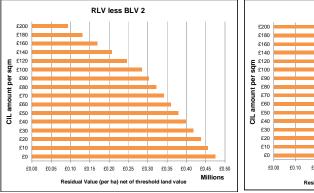
Site type 4 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.33 ha RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 CIL amount RLV £200 ⊨ £180 422,391 1,267,17 467,17 917,173 1,067,17 587,923 £160 £140 416,015 1,248,044 409,638 1,228,915 1,048,044 1,028,915 10 448.044 568,794 898.044 428,91 549,665 878,915 £120 £100 20 30 403,262 1,209,786 409,78 530,536 859,786 1,009,786 083 **Jin Ser** 40 396.886 1.190.657 390.657 511.407 840.657 990.657 371,527 352,398 971,527 952,398 50 390,509 1,171,52 492,277 821,527 £70 £60 £50 60 384,133 1,152,398 473.148 802,398 70 377,756 1,133,269 333,269 454,019 783,269 933,26 80 371,380 1,114,140 314,140 295,01 434,890 415,761 764,140 745,011 914,140 895,011 5 £40 90 365,004 1,095,011 £30 100 358,627 120 345,875 396,632 358,374 725,882 687,624 875,882 837,624 1,075,882 275,88 237,62 £20 £10 1,037,624 140 333,122 999,366 199,366 320,116 649,366 799,366 £0 281,858 243,600 160 320,369 961,108 161,108 611.108 761.108 180 307,617 922,850 122,850 572,850 722,850 200 294,864 884,591 84,591 205,341 534,591 684,591

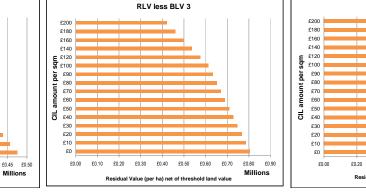


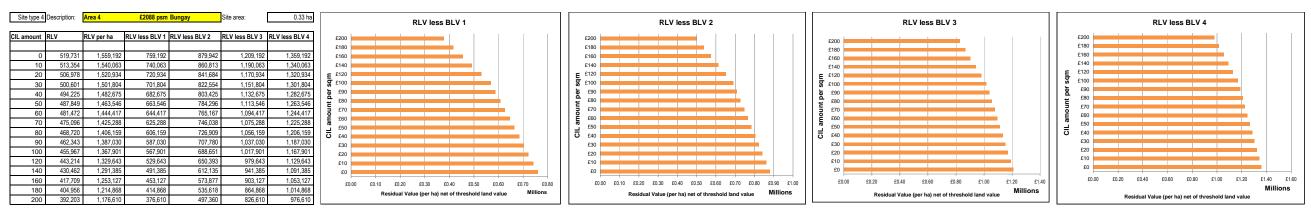


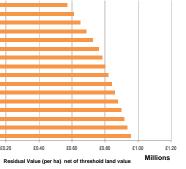
| Site type 4 | Description: | Area 3 | Area 3 £1916 psm Beccles | | Site area: | 0.33 ha |
|-------------|--------------|------------|--------------------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 384,711 | 1,154,133 | 354,133 | 474,883 | 804,133 | 954,133 |
| 10 | 378,335 | 1,135,004 | 335,004 | 455,754 | 785,004 | 935,004 |
| 20 | 371,958 | 1,115,875 | 315,875 | 436,625 | 765,875 | 915,875 |
| 30 | 365,582 | 1,096,746 | 296,746 | 417,496 | 746,746 | 896,746 |
| 40 | 359,206 | 1,077,617 | 277,617 | 398,367 | 727,617 | 877,617 |
| 50 | 352,829 | 1,058,488 | 258,488 | 379,238 | 708,488 | 858,488 |
| 60 | 346,453 | 1,039,359 | 239,359 | 360,109 | 689,359 | 839,359 |
| 70 | 340,077 | 1,020,230 | 220,230 | 340,980 | 670,230 | 820,230 |
| 80 | 333,700 | 1,001,101 | 201,101 | 321,851 | 651,101 | 801,101 |
| 90 | 327,324 | 981,972 | 181,972 | 302,722 | 631,972 | 781,972 |
| 100 | 320,948 | 962,843 | 162,843 | 283,593 | 612,843 | 762,843 |
| 120 | 308,195 | 924,584 | 124,584 | 245,334 | 574,584 | 724,584 |
| 140 | 295,442 | 886,326 | 86,326 | 207,076 | 536,326 | 686,326 |
| 160 | 282,689 | 848,068 | 48,068 | 168,818 | 498,068 | 648,068 |
| 180 | 269,937 | 809,810 | 9,810 | 130,560 | 459,810 | 609,810 |
| 200 | 257,184 | 771,552 | - 28,448 | 92,302 | 421,552 | 571,552 |

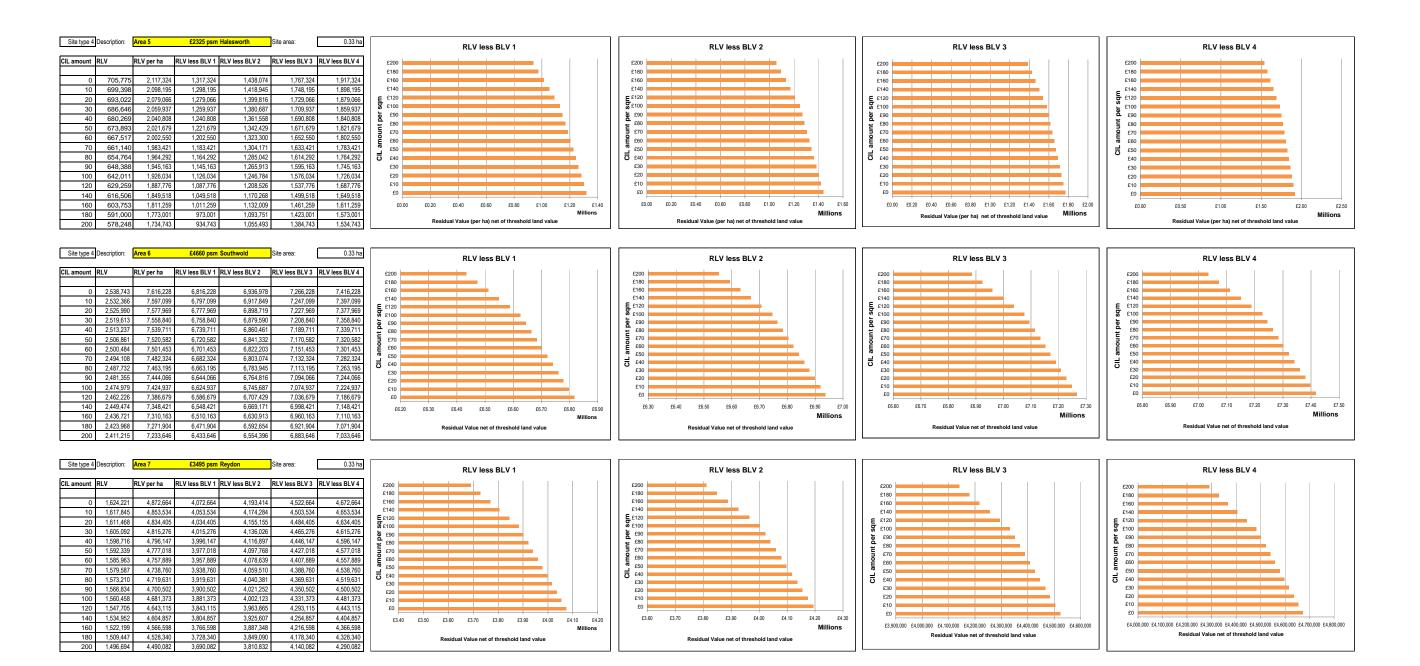












| Benchmark Land Values (per net developable ha) | | | | | | | |
|--|-----------------|----------------|------------|--|--|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | | |

SITE TYPE 5 35 UNITS FLATS 75 UPH

CSH level: 3 Aff Hsg: 35% Build cost inflation Profit

| Site type 5 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.47 ha |
|-------------|--------------|-------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | -623,145 | - 1,335,312 | - 2,135,312 | - 2,014,562 | - 1,685,312 | - 1,535,312 |
| 10 | -632,004 | - 1,354,294 | - 2,154,294 | - 2,033,544 | - 1,704,294 | - 1,554,294 |
| 20 | -640,862 | - 1,373,276 | - 2,173,276 | - 2,052,526 | - 1,723,276 | - 1,573,276 |
| 30 | -649,720 | - 1,392,258 | - 2,192,258 | - 2,071,508 | - 1,742,258 | - 1,592,258 |
| 40 | -658,579 | - 1,411,240 | - 2,211,240 | - 2,090,490 | - 1,761,240 | - 1,611,240 |
| 50 | -667,437 | - 1,430,222 | - 2,230,222 | - 2,109,472 | - 1,780,222 | - 1,630,222 |
| 60 | -676,295 | - 1,449,204 | - 2,249,204 | - 2,128,454 | - 1,799,204 | - 1,649,204 |
| 70 | -685,153 | - 1,468,186 | - 2,268,186 | - 2,147,436 | - 1,818,186 | - 1,668,186 |
| 80 | -694,012 | - 1,487,168 | - 2,287,168 | - 2,166,418 | - 1,837,168 | - 1,687,168 |
| 90 | -702,870 | - 1,506,150 | - 2,306,150 | - 2,185,400 | - 1,856,150 | - 1,706,150 |
| 100 | -711,728 | - 1,525,132 | - 2,325,132 | - 2,204,382 | - 1,875,132 | - 1,725,132 |
| 120 | -729,445 | - 1,563,096 | - 2,363,096 | - 2,242,346 | - 1,913,096 | - 1,763,090 |
| 140 | -747,161 | - 1,601,060 | - 2,401,060 | - 2,280,310 | - 1,951,060 | - 1,801,060 |
| 160 | -764,878 | - 1.639.024 | - 2.439.024 | - 2.318.274 | - 1,989,024 | - 1.839.024 |

 180
 -782,595
 1,676,988
 -2,476,988
 -2,356,238
 -2,026,988
 -1,876,988

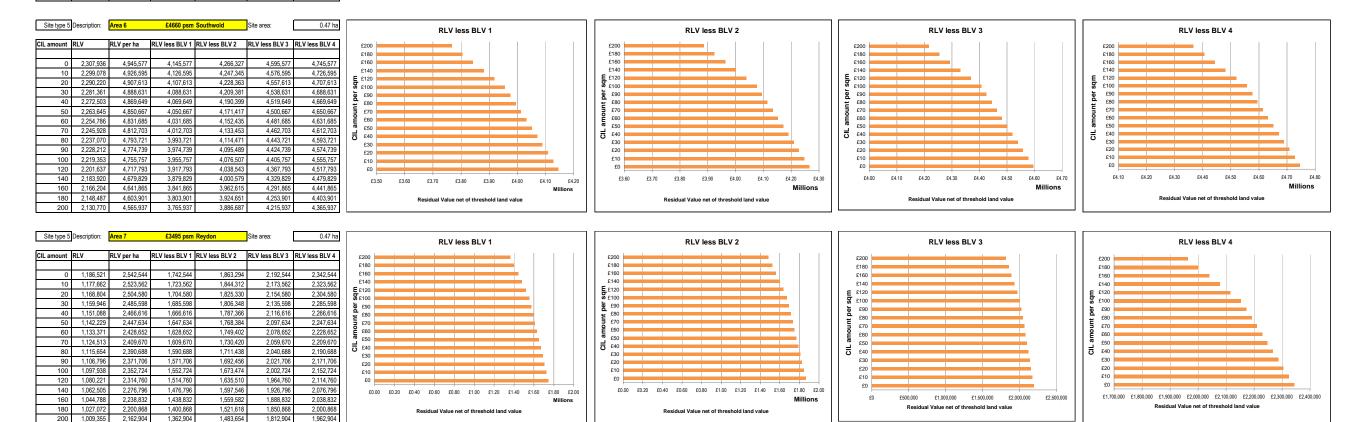
 200
 -800,311
 1,714,952
 -2,514,952
 -2,394,202
 -2,064,952
 1,914,952

| Site type 5 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.47 h |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | - 287,202 | - 615,433 | - 1,415,433 | - 1,294,683 | - 965,433 | - 815,433 |
| 10 | - 296,060 | - 634,415 | - 1,434,415 | - 1,313,665 | - 984,415 | - 834,41 |
| 20 | - 304,919 | - 653,397 | - 1,453,397 | - 1,332,647 | - 1,003,397 | - 853,39 |
| 30 | - 313,777 | - 672,379 | - 1,472,379 | - 1,351,629 | - 1,022,379 | - 872,379 |
| 40 | - 322,635 | - 691,361 | - 1,491,361 | - 1,370,611 | - 1,041,361 | - 891,36 |
| 50 | - 331,494 | - 710,343 | - 1,510,343 | - 1,389,593 | - 1,060,343 | - 910,343 |
| 60 | - 340,352 | - 729,325 | - 1,529,325 | - 1,408,575 | - 1,079,325 | - 929,32 |
| 70 | - 349,210 | - 748,307 | - 1,548,307 | - 1,427,557 | - 1,098,307 | - 948,30 |
| 80 | - 358,068 | - 767,289 | - 1,567,289 | - 1,446,539 | - 1,117,289 | - 967,28 |
| 90 | - 366,927 | - 786,271 | - 1,586,271 | - 1,465,521 | - 1,136,271 | - 986,27 |
| 100 | - 375,785 | - 805,253 | - 1,605,253 | - 1,484,503 | - 1,155,253 | - 1,005,25 |
| 120 | - 393,502 | - 843,218 | - 1,643,218 | - 1,522,468 | - 1,193,218 | - 1,043,21 |
| 140 | - 411,218 | - 881,182 | - 1,681,182 | - 1,560,432 | - 1,231,182 | - 1,081,18 |
| 160 | - 428,935 | - 919,146 | - 1,719,146 | - 1,598,396 | - 1,269,146 | - 1,119,14 |
| 180 | - 446,651 | - 957,110 | - 1,757,110 | - 1,636,360 | - 1,307,110 | - 1,157,11 |
| 200 | - 464,368 | - 995,074 | - 1,795,074 | - 1,674,324 | - 1,345,074 | - 1,195,074 |

| Site type 5 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.47 ha |
|-------------|--------------|-------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | - 333,406 | - 714,442 | - 1,514,442 | - 1,393,692 | - 1,064,442 | - 914,442 |
| 10 | - 342,265 | - 733,424 | - 1,533,424 | - 1,412,674 | - 1,083,424 | - 933,424 |
| 20 | - 351,123 | - 752,406 | - 1,552,406 | - 1,431,656 | - 1,102,406 | - 952,406 |
| 30 | - 359,981 | - 771,388 | - 1,571,388 | - 1,450,638 | - 1,121,388 | - 971,388 |
| 40 | - 368,839 | - 790,370 | - 1,590,370 | - 1,469,620 | - 1,140,370 | - 990,370 |
| 50 | - 377,698 | - 809,352 | - 1,609,352 | - 1,488,602 | - 1,159,352 | - 1,009,352 |
| 60 | - 386,556 | - 828,334 | - 1,628,334 | - 1,507,584 | - 1,178,334 | - 1,028,334 |
| 70 | - 395,414 | - 847,316 | - 1,647,316 | - 1,526,566 | - 1,197,316 | - 1,047,316 |
| 80 | - 404,273 | - 866,298 | - 1,666,298 | - 1,545,548 | - 1,216,298 | - 1,066,298 |
| 90 | - 413,131 | - 885,281 | - 1,685,281 | - 1,564,531 | - 1,235,281 | - 1,085,281 |
| 100 | - 421,989 | - 904,263 | - 1,704,263 | - 1,583,513 | - 1,254,263 | - 1,104,263 |
| 120 | - 439,706 | - 942,227 | - 1,742,227 | - 1,621,477 | - 1,292,227 | - 1,142,227 |
| 140 | - 457,422 | - 980,191 | - 1,780,191 | - 1,659,441 | - 1,330,191 | - 1,180,191 |
| 160 | - 475,139 | - 1,018,155 | - 1,818,155 | - 1,697,405 | - 1,368,155 | - 1,218,155 |
| 180 | - 492,855 | - 1,056,119 | - 1,856,119 | - 1,735,369 | - 1,406,119 | - 1,256,119 |
| 200 | - 510,572 | - 1,094,083 | - 1,894,083 | - 1,773,333 | - 1,444,083 | - 1,294,083 |

| Site type 5 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 0.47 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 407.044 | - 359.660 | - 1.159.660 | - 1.038.910 | - 709.660 | - 559.66 |
| - | - 167,841 | | 1 | 1 | | |
| 10 | - 176,699 | - 378,642 | - 1,178,642 | - 1,057,892 | - 728,642 | - 578,64 |
| 20 | - 185,558 | - 397,624 | - 1,197,624 | - 1,076,874 | - 747,624 | - 597,62 |
| 30 | - 194,416 | - 416,606 | - 1,216,606 | - 1,095,856 | - 766,606 | - 616,60 |
| 40 | - 203,274 | - 435,588 | - 1,235,588 | - 1,114,838 | - 785,588 | - 635,58 |
| 50 | - 212,133 | - 454,570 | - 1,254,570 | - 1,133,820 | - 804,570 | - 654,57 |
| 60 | - 220,991 | - 473,552 | - 1,273,552 | - 1,152,802 | - 823,552 | - 673,55 |
| 70 | - 229,849 | - 492,534 | - 1,292,534 | - 1,171,784 | - 842,534 | - 692,53 |
| 80 | - 238,707 | - 511,516 | - 1,311,516 | - 1,190,766 | - 861,516 | - 711,51 |
| 90 | - 247,566 | - 530,498 | - 1,330,498 | - 1,209,748 | - 880,498 | - 730,49 |
| 100 | - 256,424 | - 549,480 | - 1,349,480 | - 1,228,730 | - 899,480 | - 749,48 |
| 120 | - 274,141 | - 587,444 | - 1,387,444 | - 1,266,694 | - 937,444 | - 787,44 |
| 140 | - 291,857 | - 625,408 | - 1,425,408 | - 1,304,658 | - 975,408 | - 825,40 |
| 160 | - 309,574 | - 663,372 | - 1,463,372 | - 1,342,622 | - 1,013,372 | - 863,37 |
| 180 | - 327,290 | - 701,336 | - 1,501,336 | - 1,380,586 | - 1,051,336 | - 901,33 |
| 200 | - 345,007 | - 739,300 | - 1,539,300 | - 1,418,550 | - 1,089,300 | - 939,30 |

| Site type 5 | Description: | Area 5 £2325 psm Halesworth | | | Site area: | 0.47 ha | |
|-------------|--------------|-----------------------------|----------------|----------------|----------------|----------------|--|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | |
| 0 | 60,292 | 129,198 | - 670,802 | - 550,052 | - 220,802 | - 70,802 | |
| 10 | 51,434 | | - 689,784 | - 569,034 | - 239,784 | - 89,784 | |
| 20 | 42,576 | | - 708,766 | - 588.016 | - 258,766 | - 108,766 | |
| 30 | 33,717 | | - 727,748 | - 606,998 | - 277,748 | - 127,748 | |
| 40 | 24,859 | | - 746,730 | - 625,980 | - 296,730 | - 146,730 | |
| 50 | 16,001 | 34,288 | - 765,712 | - 644,962 | - 315,712 | - 165,712 | |
| 60 | 7,143 | 15,306 | - 784,694 | - 663,944 | - 334,694 | - 184,694 | |
| 70 | -1,716 | - 3,677 | - 803,677 | - 682,927 | - 353,677 | - 203,677 | |
| 80 | -10,574 | - 22,659 | - 822,659 | - 701,909 | - 372,659 | - 222,659 | |
| 90 | -19,432 | - 41,641 | - 841,641 | - 720,891 | - 391,641 | - 241,641 | |
| 100 | -28,291 | - 60,623 | - 860,623 | - 739,873 | - 410,623 | - 260,623 | |
| 120 | -46,007 | - 98,587 | - 898,587 | - 777,837 | - 448,587 | - 298,587 | |
| 140 | -63,724 | - 136,551 | - 936,551 | - 815,801 | - 486,551 | - 336,551 | |
| 160 | -81,440 | - 174,515 | - 974,515 | - 853,765 | - 524,515 | - 374,515 | |
| 180 | -99,157 | - 212,479 | - 1,012,479 | - 891,729 | - 562,479 | - 412,479 | |
| 200 | -116,873 | - 250,443 | - 1,050,443 | - 929,693 | - 600,443 | - 450,443 | |



| CIL Viability Waveney District | Benchmark Land Values (per net developable ha) | | | | | |
|--------------------------------|--|-----------------|----------------|------------|--|--|
| | BLV1 | BLV2 | BLV3 | BLV4 | | |
| SITE TYPE 5 | Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | |
| 35 UNITS | £800,000 | £679,250 | £350,000 | £200,000 | | |

SITE TYPE 5 35 UNITS FLATS 75 UPH CSH level: Aff Hsg:

| 4 | | ŝ |
|-----|--|----|
| 35% | | I. |

| | Sales value inflation |
|-----|-----------------------|
| 5 | Build cost inflation |
| · – | Profit |

| Site type 5 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.47 ha |
|-------------|--------------|-------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | -799,505 | - 1,713,225 | - 2,513,225 | - 2,392,475 | - 2,063,225 | - 1,913,225 |
| 10 | -808,363 | | - 2,513,223 | - 2,411,457 | - 2,003,223 | - 1,932,207 |
| 20 | -817,222 | | - 2,551,189 | - 2,430,439 | - 2,101,189 | - 1,951,189 |
| 30 | -826,080 | - 1,770,171 | - 2,570,171 | - 2,449,421 | - 2,120,171 | - 1,970,171 |
| 40 | -834,938 | - 1,789,153 | - 2,589,153 | - 2,468,403 | - 2,139,153 | - 1,989,153 |
| 50 | -843,797 | - 1,808,135 | - 2,608,135 | - 2,487,385 | - 2,158,135 | - 2,008,135 |
| 60 | -852,655 | - 1,827,117 | - 2,627,117 | - 2,506,367 | - 2,177,117 | - 2,027,117 |
| 70 | -861,513 | - 1,846,100 | - 2,646,100 | - 2,525,350 | - 2,196,100 | - 2,046,100 |
| 80 | -870,371 | - 1,865,082 | - 2,665,082 | - 2,544,332 | - 2,215,082 | - 2,065,082 |
| 90 | -879,230 | - 1,884,064 | - 2,684,064 | - 2,563,314 | - 2,234,064 | - 2,084,064 |
| 100 | -888,088 | - 1,903,046 | - 2,703,046 | - 2,582,296 | - 2,253,046 | - 2,103,046 |
| 120 | -905,805 | - 1,941,010 | - 2,741,010 | - 2,620,260 | - 2,291,010 | - 2,141,010 |
| 140 | -923,521 | - 1,978,974 | - 2,778,974 | - 2,658,224 | - 2,328,974 | - 2,178,974 |
| 160 | -941,238 | - 2,016,938 | - 2,816,938 | - 2,696,188 | - 2,366,938 | - 2,216,938 |
| 180 | -958,954 | - 2,054,902 | - 2,854,902 | - 2,734,152 | - 2,404,902 | - 2,254,902 |
| 200 | -976,671 | - 2,092,866 | - 2,892,866 | - 2,772,116 | - 2,442,866 | - 2,292,866 |

| Site type 5 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.47 ha |
|-------------|--------------|-------------|----------------|-----------------|----------------|------------------------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | - 463,562 | - 993,347 | - 1,793,347 | - 1,672,597 | - 1,343,347 | - 1,193,347 |
| 10 | - 472,420 | - 1,012,329 | - 1,812,329 | - 1,691,579 | - 1,362,329 | - 1,212,329 |
| 20 | - 481,278 | - 1,031,311 | - 1,831,311 | - 1,710,561 | - 1,381,311 | 1,231,31 |
| 30 | - 490,137 | - 1,050,293 | - 1,850,293 | - 1,729,543 | - 1,400,293 | - 1,250,293 |
| 40 | - 498,995 | - 1,069,275 | - 1,869,275 | - 1,748,525 | - 1,419,275 | - 1,269,275 |
| 50 | - 507,853 | - 1,088,257 | - 1,888,257 | - 1,767,507 | - 1,438,257 | - 1,288,25 |
| 60 | - 516,711 | - 1,107,239 | - 1,907,239 | - 1,786,489 | - 1,457,239 | - 1,307,23 |
| 70 | - 525,570 | - 1,126,221 | - 1,926,221 | - 1,805,471 | - 1,476,221 | - 1,326,22 |
| 80 | - 534,428 | - 1,145,203 | - 1,945,203 | - 1,824,453 | - 1,495,203 | - 1,345,20 |
| 90 | - 543,286 | - 1,164,185 | - 1,964,185 | - 1,843,435 | - 1,514,185 | - 1,364,18 |
| 100 | - 552,145 | - 1,183,167 | - 1,983,167 | - 1,862,417 | - 1,533,167 | - 1,383,16 |
| 120 | - 569,861 | - 1,221,131 | - 2,021,131 | - 1,900,381 | - 1,571,131 | - 1,421,13 |
| 140 | - 587,578 | - 1,259,095 | - 2,059,095 | - 1,938,345 | - 1,609,095 | - 1,459,09 |
| 160 | - 605,294 | - 1,297,059 | - 2,097,059 | - 1,976,309 | - 1,647,059 | - 1,497,05 |
| 180 | - 623,011 | - 1,335,023 | - 2,135,023 | - 2,014,273 | - 1,685,023 | - 1,535,02 |
| 200 | - 640.727 | - 1,372,987 | - 2,172,987 | - 2,052,237 | - 1,722,987 | - 1,572,98 |

| Site type 5 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.47 h |
|-------------|--------------|-------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | - 509,766 | - 1,092,356 | - 1,892,356 | - 1,771,606 | - 1,442,356 | - 1,292,356 |
| 10 | - 518,624 | - 1,111,338 | - 1,911,338 | - 1,790,588 | - 1,461,338 | - 1,311,338 |
| 20 | - 527,483 | - 1,130,320 | - 1,930,320 | - 1,809,570 | - 1,480,320 | - 1,330,320 |
| 30 | - 536,341 | - 1,149,302 | - 1,949,302 | - 1,828,552 | - 1,499,302 | - 1,349,302 |
| 40 | - 545,199 | - 1,168,284 | - 1,968,284 | - 1,847,534 | - 1,518,284 | - 1,368,284 |
| 50 | - 554,057 | - 1,187,266 | - 1,987,266 | - 1,866,516 | - 1,537,266 | - 1,387,266 |
| 60 | - 562,916 | - 1,206,248 | - 2,006,248 | - 1,885,498 | - 1,556,248 | - 1,406,248 |
| 70 | - 571,774 | - 1,225,230 | - 2,025,230 | - 1,904,480 | - 1,575,230 | - 1,425,230 |
| 80 | - 580,632 | - 1,244,212 | - 2,044,212 | - 1,923,462 | - 1,594,212 | - 1,444,212 |
| 90 | - 589,491 | - 1,263,194 | - 2,063,194 | - 1,942,444 | - 1,613,194 | - 1,463,194 |
| 100 | - 598,349 | - 1,282,176 | - 2,082,176 | - 1,961,426 | - 1,632,176 | - 1,482,170 |
| 120 | - 616,065 | - 1,320,140 | - 2,120,140 | - 1,999,390 | - 1,670,140 | - 1,520,140 |
| 140 | - 633,782 | - 1,358,104 | - 2,158,104 | - 2,037,354 | - 1,708,104 | - 1,558,104 |
| 160 | - 651,499 | - 1,396,068 | - 2,196,068 | - 2,075,318 | - 1,746,068 | - 1,596,068 |
| 180 | - 669,215 | - 1,434,032 | - 2,234,032 | - 2,113,282 | - 1,784,032 | - 1,634,032 |
| 200 | - 686,932 | - 1,471,997 | - 2,271,997 | - 2,151,247 | - 1,821,997 | - 1,671,997 |

| Site type 5 | Description: | <mark>Area 4</mark> | £2088 psm | Bungay | Site area: | 0.47 h |
|-------------|--------------|---------------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | - 344,201 | - 737,573 | - 1,537,573 | - 1,416,823 | - 1,087,573 | - 937,573 |
| 10 | - 353,059 | - 756,555 | - 1,556,555 | - 1,435,805 | - 1,106,555 | - 956,555 |
| 20 | - 361,917 | - 775,537 | - 1,575,537 | - 1,454,787 | - 1,125,537 | - 975,53 |
| 30 | - 370,776 | - 794,519 | - 1,594,519 | - 1,473,769 | - 1,144,519 | - 994,519 |
| 40 | - 379,634 | - 813,501 | - 1,613,501 | - 1,492,751 | - 1,163,501 | - 1,013,501 |
| 50 | - 388,492 | - 832,483 | - 1,632,483 | - 1,511,733 | - 1,182,483 | - 1,032,483 |
| 60 | - 397,351 | - 851,465 | - 1,651,465 | - 1,530,715 | - 1,201,465 | - 1,051,46 |
| 70 | - 406,209 | - 870,447 | - 1,670,447 | - 1,549,697 | - 1,220,447 | - 1,070,44 |
| 80 | - 415,067 | - 889,430 | - 1,689,430 | - 1,568,680 | - 1,239,430 | - 1,089,430 |
| 90 | - 423,925 | - 908,412 | - 1,708,412 | - 1,587,662 | - 1,258,412 | - 1,108,412 |
| 100 | - 432,784 | - 927,394 | - 1,727,394 | - 1,606,644 | - 1,277,394 | - 1,127,394 |
| 120 | - 450,500 | - 965,358 | - 1,765,358 | - 1,644,608 | - 1,315,358 | - 1,165,358 |
| 140 | - 468,217 | - 1,003,322 | - 1,803,322 | - 1,682,572 | - 1,353,322 | - 1,203,322 |
| 160 | - 485,933 | - 1,041,286 | - 1,841,286 | - 1,720,536 | - 1,391,286 | - 1,241,286 |
| 180 | - 503,650 | - 1,079,250 | - 1,879,250 | - 1,758,500 | - 1,429,250 | - 1,279,250 |
| 200 | - 521,367 | - 1,117,214 | - 1,917,214 | - 1,796,464 | - 1,467,214 | - 1,317,21 |

| Site type 5 | Description: | Area 5 | £2325 psm | Halesworth | Site area: | 0.47 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| IL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | -116,067 | - 248,716 | - 1,048,716 | - 927,966 | - 598,716 | - 448,716 |
| 10 | -124,926 | - 267,698 | - 1,067,698 | - 946,948 | - 617,698 | - 467,698 |
| 20 | -133,784 | - 286,680 | - 1,086,680 | - 965,930 | - 636,680 | - 486,680 |
| 30 | -142,642 | - 305,662 | - 1,105,662 | - 984,912 | - 655,662 | - 505,662 |
| 40 | -151,501 | - 324,644 | - 1,124,644 | - 1,003,894 | - 674,644 | - 524,644 |
| 50 | -160,359 | - 343,626 | - 1,143,626 | - 1,022,876 | - 693,626 | - 543,626 |
| 60 | -169,217 | - 362,608 | - 1,162,608 | - 1,041,858 | - 712,608 | - 562,608 |
| 70 | -178,075 | - 381,590 | - 1,181,590 | - 1,060,840 | - 731,590 | - 581,590 |
| 80 | -186,934 | - 400,572 | - 1,200,572 | - 1,079,822 | - 750,572 | - 600,572 |
| 90 | -195,792 | - 419,554 | - 1,219,554 | - 1,098,804 | - 769,554 | - 619,554 |
| 100 | -204,650 | - 438,536 | - 1,238,536 | - 1,117,786 | - 788,536 | - 638,536 |
| 120 | -222,367 | - 476,500 | - 1,276,500 | - 1,155,750 | - 826,500 | - 676,500 |
| 140 | -240,083 | - 514,464 | - 1,314,464 | - 1,193,714 | - 864,464 | - 714,464 |
| 160 | -257,800 | - 552,428 | - 1,352,428 | - 1,231,678 | - 902,428 | - 752,428 |
| 180 | -275,517 | - 590,393 | - 1,390,393 | - 1,269,643 | - 940,393 | - 790,393 |
| 200 | -293,233 | - 628,357 | - 1,428,357 | - 1,307,607 | - 978,357 | - 828,357 |

180 850,712

200 832,995 1,784,990

1,822,954

1,022,95

984,990

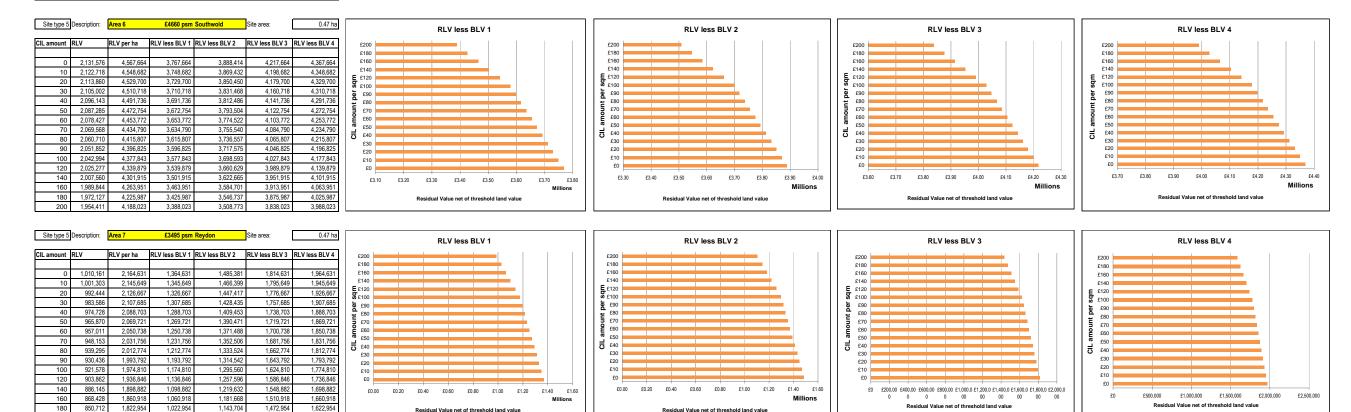
1,143,704

1.105.740

1,434,990

1.584.990

Residual Value net of threshold land value



Residual Value net of threshold land value

| CIL Viability Waveney District | Benchmark Land | l Values (per net dev | velopable ha) | |
|--------------------------------|------------------|-----------------------|----------------|------------|
| | BLV1 | BLV2 | BLV3 | BLV4 |
| SITE TYPE 5 | Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| 35 UNITS | £800,000 | £679,250 | £350,000 | £200,000 |

SITE TYPE 5 35 UNITS FLATS 75 UPH

CSH level: 3 Aff Hsg: 35% -5% Sales value inflation Build cost inflation Profit

| Site type 5 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.47 h |
|-------------|--------------|-------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | 700.074 | 4 504 074 | 0.004.074 | 0.404.404 | 4 054 074 | 4 704 07 |
| 0 | -700,874 | 1 | - 2,301,874 | - 2,181,124 | - 1,851,874 | - 1,701,874 |
| 10 | -709,733 | | - 2,320,856 | - 2,200,106 | - 1,870,856 | - 1,720,856 |
| 20 | -718,591 | - 1,539,838 | - 2,339,838 | - 2,219,088 | - 1,889,838 | - 1,739,83 |
| 30 | -727,449 | - 1,558,820 | - 2,358,820 | - 2,238,070 | - 1,908,820 | - 1,758,820 |
| 40 | -736,308 | - 1,577,802 | - 2,377,802 | - 2,257,052 | - 1,927,802 | - 1,777,802 |
| 50 | -745,166 | - 1,596,784 | - 2,396,784 | - 2,276,034 | - 1,946,784 | - 1,796,784 |
| 60 | -754,024 | - 1,615,766 | - 2,415,766 | - 2,295,016 | - 1,965,766 | - 1,815,766 |
| 70 | -762,882 | - 1,634,748 | - 2,434,748 | - 2,313,998 | - 1,984,748 | - 1,834,748 |
| 80 | -771,741 | - 1,653,730 | - 2,453,730 | - 2,332,980 | - 2,003,730 | - 1,853,730 |
| 90 | -780,599 | - 1,672,712 | - 2,472,712 | - 2,351,962 | - 2,022,712 | - 1,872,712 |
| 100 | -789,457 | - 1,691,694 | - 2,491,694 | - 2,370,944 | - 2,041,694 | - 1,891,694 |
| 120 | -807,174 | - 1,729,658 | - 2,529,658 | - 2,408,908 | - 2,079,658 | - 1,929,65 |
| 140 | -824,890 | - 1,767,622 | - 2,567,622 | - 2,446,872 | - 2,117,622 | - 1,967,622 |
| 160 | -842,607 | - 1,805,586 | - 2,605,586 | - 2,484,836 | - 2,155,586 | - 2,005,580 |
| 180 | -860,324 | - 1,843,551 | - 2,643,551 | - 2,522,801 | - 2,193,551 | - 2,043,55 |
| 200 | -878,040 | - 1,881,515 | - 2,681,515 | - 2,560,765 | - 2,231,515 | - 2,081,51 |

| Site type 5 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.47 ha |
|-------------|--------------|-------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | 001 700 | | | | | |
| 0 | - 381,728 | - 817,989 | - 1,617,989 | - 1,497,239 | - 1,167,989 | - 1,017,989 |
| 10 | - 390,587 | - 836,971 | - 1,636,971 | - 1,516,221 | - 1,186,971 | - 1,036,971 |
| 20 | - 399,445 | - 855,953 | - 1,655,953 | - 1,535,203 | - 1,205,953 | - 1,055,953 |
| 30 | - 408,303 | - 874,935 | - 1,674,935 | - 1,554,185 | - 1,224,935 | - 1,074,935 |
| 40 | - 417,161 | - 893,917 | - 1,693,917 | - 1,573,167 | - 1,243,917 | - 1,093,917 |
| 50 | - 426,020 | - 912,899 | - 1,712,899 | - 1,592,149 | - 1,262,899 | - 1,112,899 |
| 60 | - 434,878 | - 931,881 | - 1,731,881 | - 1,611,131 | - 1,281,881 | - 1,131,881 |
| 70 | - 443,736 | - 950,863 | - 1,750,863 | - 1,630,113 | - 1,300,863 | - 1,150,863 |
| 80 | - 452,595 | - 969,845 | - 1,769,845 | - 1,649,095 | - 1,319,845 | - 1,169,845 |
| 90 | - 461,453 | - 988,828 | - 1,788,828 | - 1,668,078 | - 1,338,828 | - 1,188,828 |
| 100 | - 470,311 | - 1,007,810 | - 1,807,810 | - 1,687,060 | - 1,357,810 | - 1,207,810 |
| 120 | - 488,028 | - 1,045,774 | - 1,845,774 | - 1,725,024 | - 1,395,774 | - 1,245,774 |
| 140 | - 505,744 | - 1,083,738 | - 1,883,738 | - 1,762,988 | - 1,433,738 | - 1,283,738 |
| 160 | - 523,461 | - 1,121,702 | - 1,921,702 | - 1,800,952 | - 1,471,702 | - 1,321,702 |
| 180 | - 541,177 | - 1,159,666 | - 1,959,666 | - 1,838,916 | - 1,509,666 | - 1,359,666 |
| 200 | - 558.894 | - 1,197,630 | - 1,997,630 | - 1,876,880 | - 1.547.630 | - 1,397,630 |

| Site type 5 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.47 h |
|-------------|--------------|-------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | - 425,622 | - 912,048 | - 1,712,048 | - 1,591,298 | - 1,262,048 | - 1,112,048 |
| 10 | - 434,481 | - 931,030 | - 1,731,030 | - 1,610,280 | - 1,281,030 | - 1,131,030 |
| 20 | - 443,339 | - 950,012 | - 1,750,012 | - 1,629,262 | - 1,300,012 | - 1,150,012 |
| 30 | - 452,197 | - 968,994 | - 1,768,994 | - 1,648,244 | - 1,318,994 | - 1,168,994 |
| 40 | - 461,055 | - 987,976 | - 1,787,976 | - 1,667,226 | - 1,337,976 | - 1,187,970 |
| 50 | - 469,914 | - 1,006,958 | - 1,806,958 | - 1,686,208 | - 1,356,958 | - 1,206,958 |
| 60 | - 478,772 | - 1,025,940 | - 1,825,940 | - 1,705,190 | - 1,375,940 | - 1,225,940 |
| 70 | - 487,630 | - 1,044,922 | - 1,844,922 | - 1,724,172 | - 1,394,922 | - 1,244,922 |
| 80 | - 496,489 | - 1,063,904 | - 1,863,904 | - 1,743,154 | - 1,413,904 | - 1,263,904 |
| 90 | - 505,347 | - 1,082,886 | - 1,882,886 | - 1,762,136 | - 1,432,886 | - 1,282,880 |
| 100 | - 514,205 | - 1,101,868 | - 1,901,868 | - 1,781,118 | - 1,451,868 | - 1,301,868 |
| 120 | - 531,922 | - 1,139,832 | - 1,939,832 | - 1,819,082 | - 1,489,832 | - 1,339,832 |
| 140 | - 549,638 | - 1,177,796 | - 1,977,796 | - 1,857,046 | - 1,527,796 | - 1,377,790 |
| 160 | - 567,355 | - 1,215,760 | - 2,015,760 | - 1,895,010 | - 1,565,760 | - 1,415,760 |
| 180 | - 585,071 | - 1,253,725 | - 2,053,725 | - 1,932,975 | - 1,603,725 | - 1,453,72 |
| 200 | - 602,788 | - 1,291,689 | - 2,091,689 | - 1,970,939 | - 1,641,689 | - 1,491,689 |

| Site type 5 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 0.47 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | - 268,335 | - 575,004 | - 1,375,004 | - 1,254,254 | - 925,004 | - 775,004 |
| 10 | - 277,194 | - 593,986 | - 1,393,986 | - 1,273,236 | - 943,986 | - 793,986 |
| 20 | - 286,052 | - 612,968 | - 1,412,968 | - 1,292,218 | - 962,968 | - 812,968 |
| 30 | - 294,910 | - 631,951 | - 1,431,951 | - 1,311,201 | - 981,951 | - 831,951 |
| 40 | - 303,769 | - 650,933 | - 1,450,933 | - 1,330,183 | - 1,000,933 | - 850,933 |
| 50 | - 312,627 | - 669,915 | - 1,469,915 | - 1,349,165 | - 1,019,915 | - 869,91 |
| 60 | - 321,485 | - 688,897 | - 1,488,897 | - 1,368,147 | - 1,038,897 | - 888,89 |
| 70 | - 330,343 | - 707,879 | - 1,507,879 | - 1,387,129 | - 1,057,879 | - 907,879 |
| 80 | - 339,202 | - 726,861 | - 1,526,861 | - 1,406,111 | - 1,076,861 | - 926,86 |
| 90 | - 348,060 | - 745,843 | - 1,545,843 | - 1,425,093 | - 1,095,843 | - 945,843 |
| 100 | - 356,918 | - 764,825 | - 1,564,825 | - 1,444,075 | - 1,114,825 | - 964,82 |
| 120 | - 374,635 | - 802,789 | - 1,602,789 | - 1,482,039 | - 1,152,789 | - 1,002,789 |
| 140 | - 392,351 | - 840,753 | - 1,640,753 | - 1,520,003 | - 1,190,753 | - 1,040,753 |
| 160 | - 410,068 | - 878,717 | - 1,678,717 | - 1,557,967 | - 1,228,717 | - 1,078,71 |
| 180 | - 427,784 | - 916,681 | - 1,716,681 | - 1,595,931 | - 1,266,681 | - 1,116,68 |
| 200 | - 445,501 | - 954,645 | - 1,754,645 | - 1,633,895 | - 1,304,645 | - 1,154,64 |

| Site type 5 | Description: | Area 5 | £2325 psm | Halesworth | Site area: | 0.47 h |
|-------------|--------------|------------|----------------|----------------|----------------|--|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | -51,609 | - 110,590 | - 910,590 | - 789,840 | - 460.590 | - 310,590 |
| 10 | -60,467 | | - 929,572 | - 808,822 | - 400,530 | - 329,572 |
| 20 | -69,325 | | - 948.554 | - 827,804 | - 498,554 | - 348,55 |
| 30 | -78,183 | | - 967,536 | - 846,786 | - 517,536 | - 367,536 |
| 40 | -87,042 | - 186,518 | - 986,518 | - 865,768 | - 536,518 | - 386,518 |
| 50 | -95,900 | - 205,500 | - 1,005,500 | - 884,750 | - 555,500 | - 405,50 |
| 60 | -104,758 | - 224,482 | - 1,024,482 | - 903,732 | - 574,482 | - 424,48 |
| 70 | -113,617 | - 243,464 | - 1,043,464 | - 922,714 | - 593,464 | - 443,46 |
| 80 | -122,475 | - 262,446 | - 1,062,446 | - 941,696 | - 612,446 | - 462,44 |
| 90 | -131,333 | - 281,428 | - 1,081,428 | - 960,678 | - 631,428 | - 481,42 |
| 100 | -140,191 | - 300,410 | - 1,100,410 | - 979,660 | - 650,410 | - 500,41 |
| 120 | -157,908 | - 338,374 | - 1,138,374 | - 1,017,624 | - 688,374 | - 538,37 |
| 140 | -175,625 | - 376,338 | - 1,176,338 | - 1,055,588 | - 726,338 | - 576,33 |
| 160 | -193,341 | - 414,302 | - 1,214,302 | - 1,093,552 | - 764,302 | - 614,30 |
| 180 | -211,058 | - 452,267 | - 1,252,267 | - 1,131,517 | - 802,267 | - 652,26 |
| 200 | -228,774 | - 490,231 | - 1,290,231 | - 1,169,481 | - 840,231 | 690,23⁻ |

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1.123.199

1,078,37

1,040,41

1.002.449

160 876,576 1,878,377

200 841,143 1,802,449

180 858,859 1,840,41

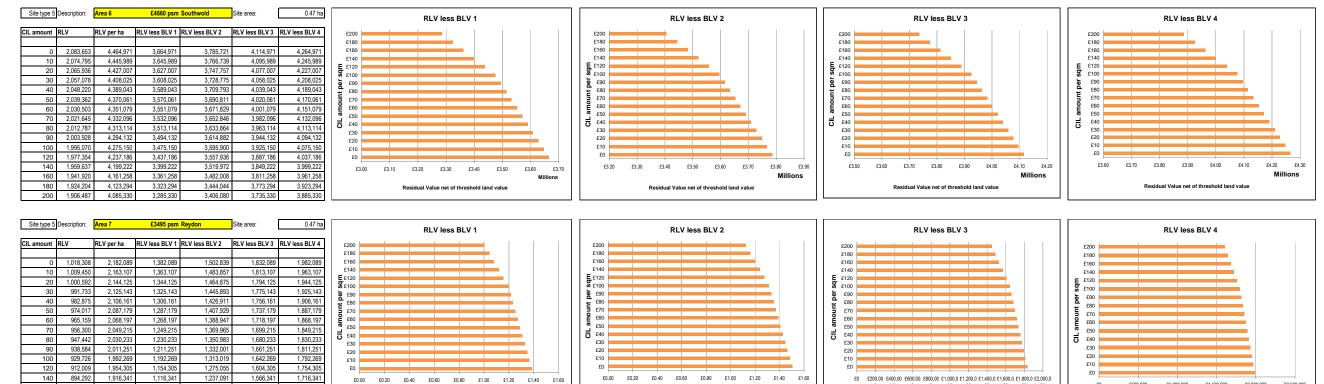
1,528,377 1,490,413

1,452,449

1,678,377

1,640,413

1.602.449



Residual Value net of threshold land value

£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40 £1.60

Residual Value net of threshold land value

Millions

£1,000,000 £1,500,000 £2,000,000 £2,500,000 Residual Value net of threshold land value

£0

£500,000

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 £600.00
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 £1,000.0
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Residual Value net of threshold land value

Millions

| Benchmark Land | l Values (per net dev | velopable ha) | | |
|------------------|-----------------------|----------------|------------|--|
| BLV1 | BLV2 | BLV3 | BLV4 | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | |
| £800,000 | £679,250 | £350,000 | £200,000 | |

SITE TYPE 5 35 UNITS FLATS 75 UPH

CSH level: 3 Aff Hsg: 35% Profit

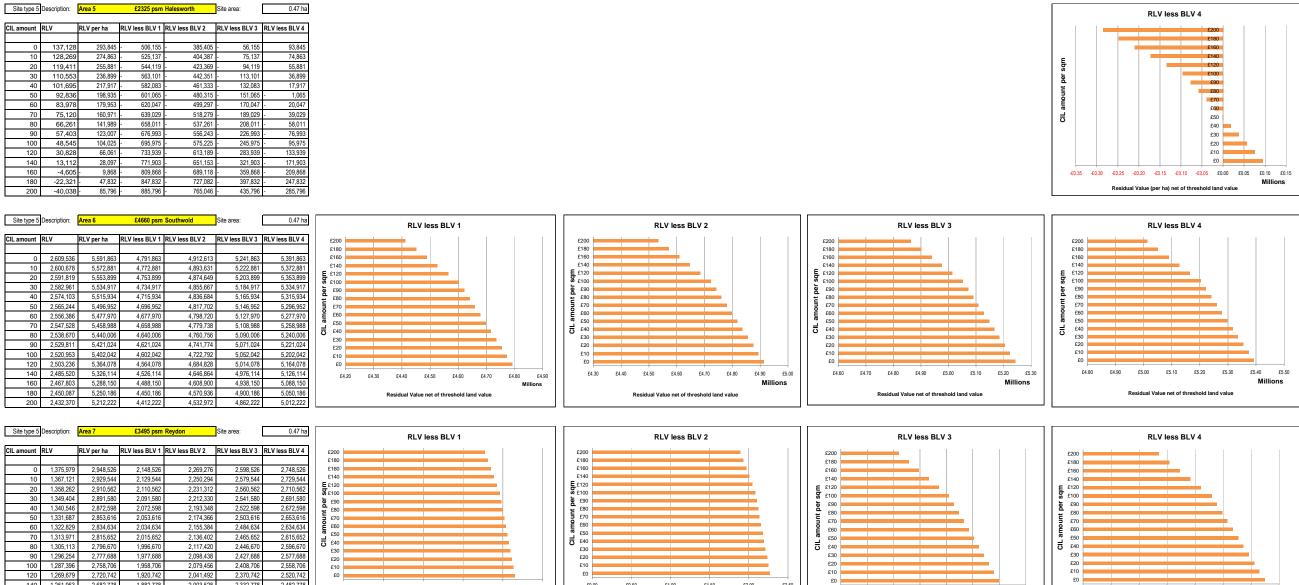
| Site type 5 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.47 ha |
|-------------|--------------|-------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | -614,654 | - 1,317,115 | - 2,117,115 | - 1,996,365 | - 1,667,115 | - 1,517,115 |
| 10 | -623,512 | - 1,336,097 | - 2,136,097 | - 2,015,347 | - 1,686,097 | - 1,536,097 |
| 20 | -632,370 | - 1,355,079 | - 2,155,079 | - 2,034,329 | - 1,705,079 | - 1,555,079 |
| 30 | -641,229 | - 1,374,061 | - 2,174,061 | - 2,053,311 | - 1,724,061 | - 1,574,061 |
| 40 | -650,087 | - 1,393,043 | - 2,193,043 | - 2,072,293 | - 1,743,043 | - 1,593,043 |
| 50 | -658,945 | - 1,412,026 | - 2,212,026 | - 2,091,276 | - 1,762,026 | - 1,612,020 |
| 60 | -667,804 | - 1,431,008 | - 2,231,008 | - 2,110,258 | - 1,781,008 | - 1,631,008 |
| 70 | -676,662 | - 1,449,990 | - 2,249,990 | - 2,129,240 | - 1,799,990 | - 1,649,990 |
| 80 | -685,520 | - 1,468,972 | - 2,268,972 | - 2,148,222 | - 1,818,972 | - 1,668,972 |
| 90 | -694,378 | - 1,487,954 | - 2,287,954 | - 2,167,204 | - 1,837,954 | - 1,687,954 |
| 100 | -703,237 | - 1,506,936 | - 2,306,936 | - 2,186,186 | - 1,856,936 | - 1,706,930 |
| 120 | -720,953 | - 1,544,900 | - 2,344,900 | - 2,224,150 | - 1,894,900 | - 1,744,900 |
| 140 | -738,670 | - 1,582,864 | - 2,382,864 | - 2,262,114 | - 1,932,864 | - 1,782,864 |
| 160 | -756,386 | - 1,620,828 | - 2,420,828 | - 2,300,078 | - 1,970,828 | - 1,820,828 |
| 180 | -774,103 | - 1,658,792 | - 2,458,792 | - 2,338,042 | - 2,008,792 | - 1,858,792 |
| 200 | -791,820 | - 1,696,756 | - 2,496,756 | - 2,376,006 | - 2,046,756 | - 1,896,756 |

| Site type 5 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.47 h |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | - 245,116 | - 525,249 | - 1,325,249 | - 1,204,499 | - 875,249 | - 725,249 |
| 10 | - 253,974 | - 544,231 | - 1,344,231 | - 1,223,481 | - 894,231 | - 744,23 |
| 20 | - 262,833 | - 563,213 | - 1,363,213 | - 1,242,463 | - 913,213 | - 763,213 |
| 30 | - 271,691 | - 582,195 | - 1,382,195 | - 1,261,445 | - 932,195 | - 782,19 |
| 40 | - 280,549 | - 601,177 | - 1,401,177 | - 1,280,427 | - 951,177 | - 801,17 |
| 50 | - 289,408 | - 620,159 | - 1,420,159 | - 1,299,409 | - 970,159 | - 820,15 |
| 60 | - 298,266 | - 639,141 | - 1,439,141 | - 1,318,391 | - 989,141 | - 839,14 |
| 70 | - 307,124 | - 658,123 | - 1,458,123 | - 1,337,373 | - 1,008,123 | - 858,12 |
| 80 | - 315,982 | - 677,105 | - 1,477,105 | - 1,356,355 | - 1,027,105 | - 877,10 |
| 90 | - 324,841 | - 696,087 | - 1,496,087 | - 1,375,337 | - 1,046,087 | - 896,08 |
| 100 | - 333,699 | - 715,069 | - 1,515,069 | - 1,394,319 | - 1,065,069 | - 915,06 |
| 120 | - 351,416 | - 753,033 | - 1,553,033 | - 1,432,283 | - 1,103,033 | - 953,033 |
| 140 | - 369,132 | - 790,997 | - 1,590,997 | - 1,470,247 | - 1,140,997 | - 990,99 |
| 160 | - 386,849 | - 828,962 | - 1,628,962 | - 1,508,212 | - 1,178,962 | - 1,028,96 |
| 180 | - 404,565 | - 866,926 | - 1,666,926 | - 1,546,176 | - 1,216,926 | - 1,066,92 |
| 200 | - 422,282 | - 904.890 | - 1.704.890 | - 1.584.140 | - 1.254.890 | - 1,104,89 |

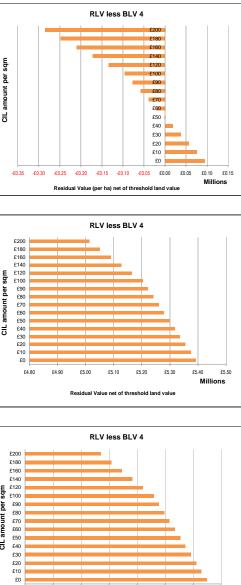
| Site type 5 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.47 h |
|-------------|--------------|-------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | - 295,941 | - 634,159 | - 1,434,159 | - 1,313,409 | - 984,159 | - 834,15 |
| 10 | - 304,799 | - 653,141 | - 1,453,141 | - 1,332,391 | - 1,003,141 | - 853,14 |
| 20 | - 313,657 | - 672,123 | - 1,472,123 | - 1,351,373 | - 1,022,123 | - 872,123 |
| 30 | - 322,516 | | - 1,491,105 | - 1,370,355 | - 1,041,105 | - 891,10 |
| 40 | - 331,374 | - 710,087 | - 1,510,087 | - 1,389,337 | - 1,060,087 | - 910,08 |
| 50 | - 340,232 | - 729,069 | - 1,529,069 | - 1,408,319 | - 1,079,069 | - 929,069 |
| 60 | - 349,091 | - 748,051 | - 1,548,051 | - 1,427,301 | - 1,098,051 | - 948,05 |
| 70 | - 357,949 | - 767,033 | - 1,567,033 | - 1,446,283 | - 1,117,033 | - 967,033 |
| 80 | - 366,807 | - 786,015 | - 1,586,015 | - 1,465,265 | - 1,136,015 | - 986,01 |
| 90 | - 375,665 | - 804,997 | - 1,604,997 | - 1,484,247 | - 1,154,997 | - 1,004,99 |
| 100 | - 384,524 | - 823,979 | - 1,623,979 | - 1,503,229 | - 1,173,979 | - 1,023,979 |
| 120 | - 402,240 | - 861,943 | - 1,661,943 | - 1,541,193 | - 1,211,943 | - 1,061,943 |
| 140 | - 419,957 | - 899,907 | - 1,699,907 | - 1,579,157 | - 1,249,907 | - 1,099,90 |
| 160 | - 437,673 | - 937,872 | - 1,737,872 | - 1,617,122 | - 1,287,872 | - 1,137,872 |
| 180 | - 455,390 | - 975,836 | - 1,775,836 | - 1,655,086 | - 1,325,836 | - 1,175,830 |
| 200 | - 473,107 | - 1,013,800 | - 1,813,800 | - 1,693,050 | - 1,363,800 | - 1,213,800 |

| Site type 5 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 0.47 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | 000.440 | =00.000 | |
| 0 | - 113,819 | - 243,898 | - 1,043,898 | - 923,148 | - 593,898 | - 443,89 |
| 10 | - 122,677 | - 262,880 | - 1,062,880 | - 942,130 | - 612,880 | - 462,88 |
| 20 | - 131,536 | - 281,862 | - 1,081,862 | - 961,112 | - 631,862 | - 481,86 |
| 30 | - 140,394 | - 300,844 | - 1,100,844 | - 980,094 | - 650,844 | - 500,84 |
| 40 | - 149,252 | - 319,826 | - 1,119,826 | - 999,076 | - 669,826 | - 519,82 |
| 50 | - 158,111 | - 338,808 | - 1,138,808 | - 1,018,058 | - 688,808 | - 538,80 |
| 60 | - 166,969 | - 357,790 | - 1,157,790 | - 1,037,040 | - 707,790 | - 557,79 |
| 70 | - 175,827 | - 376,772 | - 1,176,772 | - 1,056,022 | - 726,772 | - 576,77 |
| 80 | - 184,685 | - 395,754 | - 1,195,754 | - 1,075,004 | - 745,754 | - 595,75 |
| 90 | - 193,544 | - 414,736 | - 1,214,736 | - 1,093,986 | - 764,736 | - 614,73 |
| 100 | - 202,402 | - 433,718 | - 1,233,718 | - 1,112,968 | - 783,718 | - 633,71 |
| 120 | - 220,119 | - 471,683 | - 1,271,683 | - 1,150,933 | - 821,683 | - 671,68 |
| 140 | - 237,835 | - 509,647 | - 1,309,647 | - 1,188,897 | - 859,647 | - 709,64 |
| 160 | - 255,552 | - 547,611 | - 1,347,611 | - 1,226,861 | - 897,611 | - 747,61 |
| 180 | - 273,268 | - 585,575 | - 1,385,575 | - 1,264,825 | - 935,575 | - 785,57 |
| 200 | - 290,985 | - 623,539 | - 1,423,539 | - 1,302,789 | - 973,539 | - 823,53 |

| Site type 5 | Description: | Area 5 | £2325 psm | Halesworth | Site area: | 0.47 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 137,128 | 293,845 | - 506,155 | - 385,405 | - 56,155 | 93,845 |
| 10 | 128,269 | 274,863 | - 525,137 | - 404,387 | - 75,137 | 74,863 |
| 20 | 119,411 | 255,881 | - 544,119 | - 423,369 | - 94,119 | 55,881 |
| 30 | 110,553 | 236,899 | - 563,101 | - 442,351 | - 113,101 | 36,899 |
| 40 | 101,695 | 217,917 | - 582,083 | - 461,333 | - 132,083 | 17,917 |
| 50 | 92,836 | 198,935 | - 601,065 | - 480,315 | - 151,065 | - 1,065 |
| 60 | 83,978 | 179,953 | - 620,047 | - 499,297 | - 170,047 | - 20,047 |
| 70 | 75,120 | 160,971 | - 639,029 | - 518,279 | - 189,029 | - 39,029 |
| 80 | 66,261 | 141,989 | - 658,011 | - 537,261 | - 208,011 | - 58,011 |
| 90 | 57,403 | 123,007 | - 676,993 | - 556,243 | - 226,993 | - 76,993 |
| 100 | 48,545 | 104,025 | - 695,975 | - 575,225 | - 245,975 | - 95,975 |
| 120 | 30,828 | 66,061 | - 733,939 | - 613,189 | - 283,939 | - 133,939 |
| 140 | 13,112 | 28,097 | - 771,903 | - 651,153 | - 321,903 | - 171,903 |
| 160 | -4,605 | - 9,868 | - 809,868 | - 689,118 | - 359,868 | - 209,868 |
| 180 | -22,321 | - 47,832 | - 847,832 | - 727,082 | - 397,832 | - 247,832 |
| 200 | -40,038 | - 85,796 | - 885,796 | - 765,046 | - 435,796 | - 285,796 |



| CIL amount | nt RL | V | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | £200 | | | | | 1 | £20 | 00 | | | | | | £20 | 0 | | 1 | £200 | |
|------------|-------|-----------|------------|----------------|----------------|----------------|----------------|----------------------|--------|-----------------|-------------------|-------|----------|--------------|-------|--------|-------------------|------------------|-------|---------|-------------|--|----------------------|---------|-------------------|-------------------------|
| | | | | | | | | £180 | | | | - | | £18 | | | | | | | £18 | | | | £180 | |
| C | 0 | 1,375,979 | 2,948,526 | 2,148,526 | 2,269,276 | 2,598,526 | 2,748,526 | £160 | | | | | | £16 | | | | | | | £16 | 0 | | | £160 | |
| 10 | 0 | 1,367,121 | 2,929,544 | 2,129,544 | 2,250,294 | 2,579,544 | 2,729,544 | £140 | | | | | | £14 | | | | | | | £14 | 10 | | | £140 | |
| 20 | 0 | 1,358,262 | 2,910,562 | 2,110,562 | 2,231,312 | 2,560,562 | 2,710,562 | E £120 S £100 | | | | | | 512 S £10 | 20 | | | | | | E £12 | | - | | E £120 | |
| 30 | 0 | 1,349,404 | 2,891,580 | 2,091,580 | 2,212,330 | 2,541,580 | 2,691,580 | 001 2 100 002 100 | | | | | | 10 £9 | | | | | | | 5 £10 | | | | S £100 | |
| 40 | 0 | 1,340,546 | 2,872,598 | 2,072,598 | 2,193,348 | 2,522,598 | 2,672,598 | <u>1</u> £80 | | | | | | ± £8 | | | | | | | ber ber | | | | 063 B | |
| 50 | 0 | 1,331,687 | 2,853,616 | 2,053,616 | 2,174,366 | 2,503,616 | 2,653,616 | E70 | | | | | | 5 £7 | | | | | | | 1 1 f7 | | | | 1 £70 | |
| 60 | 0 | 1,322,829 | 2,834,634 | 2,034,634 | 2,155,384 | 2,484,634 | 2,634,634 | £60 | | | | | | E £6 | | | | | | | Đ Đ | 0 | | | 2 £60 | |
| 70 | 0 | 1,313,971 | 2,815,652 | 2,015,652 | 2,136,402 | 2,465,652 | 2,615,652 | £50 | | | | | | | | | | | | | R £5 | io | | | τα _{£50} | |
| 80 | 0 | 1,305,113 | 2,796,670 | 1,996,670 | 2,117,420 | 2,446,670 | 2,596,670 | 5 £40 £30 | | | | | | £3 | | | | | | | 5 £4 | 10 | | | 5 £40 | |
| 90 | 0 | 1,296,254 | 2,777,688 | 1,977,688 | 2,098,438 | 2,427,688 | 2,577,688 | £20 | | | | | | £2 | 20 | | | | _ | | £3 | | | | £30 | |
| 100 | 0 | 1,287,396 | 2,758,706 | 1,958,706 | 2,079,456 | 2,408,706 | 2,558,706 | £10 | | | | | | £1 | 10 | | | | | | £2 | | | | £20 £10 | |
| 120 | 0 | 1,269,679 | 2,720,742 | 1,920,742 | 2,041,492 | 2,370,742 | 2,520,742 | £0 | | | | | | £ | £0 | | 1 | 1 | 1 | | £1 | 0 | | | £10 | |
| 140 | 0 | 1,251,963 | 2,682,778 | 1,882,778 | 2,003,528 | 2,332,778 | 2,482,778 | £0.00 | £0.50 | £1.00 | £1.50 | £2.00 | £2.50 | | £0.00 | £0.50 | £1.00 | £1.50 | £2.00 | £2.50 | 2 | | | - | 20 | |
| 160 | 0 | 1,234,246 | 2,644,814 | 1,844,814 | 1,965,564 | 2,294,814 | 2,444,814 | | | | | | Millions | | | | | | M | illions | £ | 2,000,000 £2,100,000 £2,200,000 £2,300,000 | | 700,000 | £2,1 | 00,000 £2,200,000 £2,30 |
| 180 | 0 | 1,216,530 | 2,606,850 | 1,806,850 | 1,927,600 | 2,256,850 | 2,406,850 | | Residu | al Value net of | threshold land va | lue | | | | Residu | al Value net of t | nreshold land va | alue | | | Residual Value net of | threshold land value | | | Resid |
| 200 | 0 | 1,198,813 | 2,568,885 | 1,768,885 | 1,889,635 | 2,218,885 | 2,368,885 | | | | | | | | | | | | | | | | | | | |



£2,300,000 £2,400,000 £2,500,000 £2,600,000 £2,700,000 £2,800,000 esidual Value net of threshold land value

SITE TYPE 6 40 UNITS HOUSES 45 UPH

Т

| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

| CSH level: | 3 | Sales value infla |
|------------|-----|----------------------|
| Aff Hsg: | 35% | Build cost inflation |
| | | Profit |

| Site type 6 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.89 hi |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 258,618 | 290,945 | - 509,055 | - 388,305 | - 59,055 | 90,945 |
| 10 | 247,573 | 278,519 | - 521,481 | - 400,731 | - 71,481 | 78,519 |
| 20 | 236,527 | 266,093 | - 533,907 | - 413,157 | - 83,907 | 66,093 |
| 30 | 225,482 | 253,667 | - 546,333 | - 425,583 | - 96,333 | 53,667 |
| 40 | 214,436 | 241,241 | - 558,759 | - 438,009 | - 108,759 | 41,241 |
| 50 | 203,391 | 228,815 | - 571,185 | - 450,435 | - 121,185 | 28,815 |
| 60 | 192,346 | 216,389 | - 583,611 | - 462,861 | - 133,611 | 16,38 |
| 70 | 181,300 | 203,963 | - 596,037 | - 475,287 | - 146,037 | 3,96 |
| 80 | 170,255 | 191,537 | - 608,463 | - 487,713 | - 158,463 | - 8,463 |
| 90 | 159,210 | 179,111 | - 620,889 | - 500,139 | - 170,889 | - 20,889 |
| 100 | 148,164 | 166,685 | - 633,315 | - 512,565 | - 183,315 | - 33,315 |
| 120 | 126,074 | 141,833 | - 658,167 | - 537,417 | - 208,167 | - 58,167 |
| 140 | 103,983 | 116,981 | - 683,019 | - 562,269 | - 233,019 | - 83,019 |
| 160 | 81,892 | 92,129 | - 707,871 | - 587,121 | - 257,871 | - 107,87 |
| 180 | 59,802 | 67,277 | - 732,723 | - 611,973 | - 282,723 | - 132,723 |
| 200 | 37,711 | 42,425 | - 757,575 | - 636,825 | - 307,575 | - 157,575 |

| | | | | | | R |
|--------------------|-----|-----|----|------|--------|----------|
| | | | | | | |
| _ | | | | | | - |
| CIL amount per sqm | | | | | | |
| untpe | | | | | | |
| - amo | | | | | | |
| 0 | | | | | | |
| | | | | | | |
| | -£0 | .20 | -£ | 0.15 | -£0 | .10 |
| | | | | Re | sidual | Value (p |
| | | | | | | |

£200

£180

£160 £140

E120 £100

003 th per s

£70

£50

£30

£20

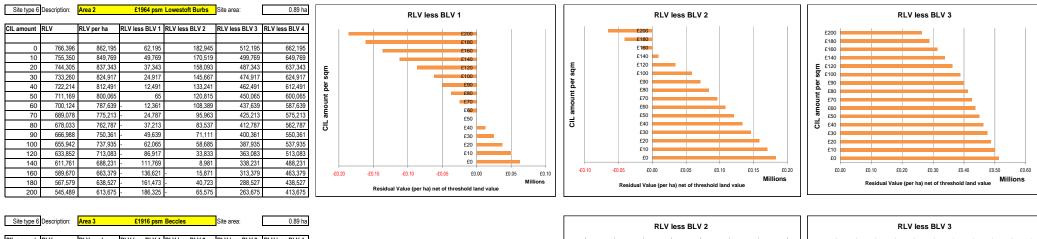
£10

£0

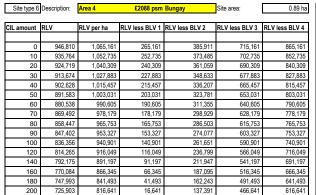
£0.00

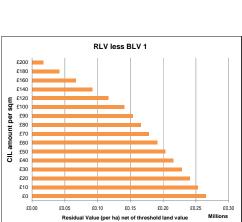
£0.10

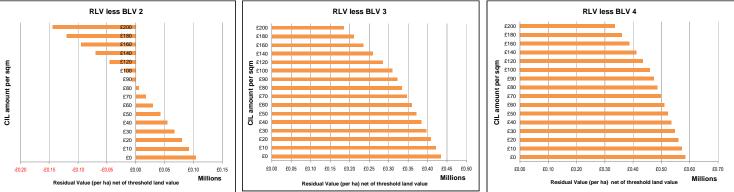
5 £40

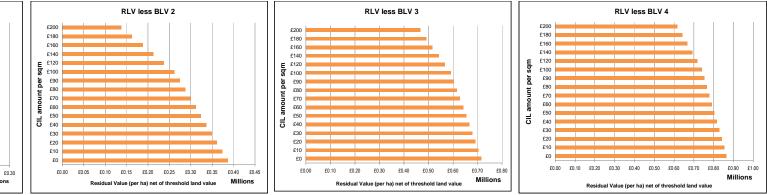


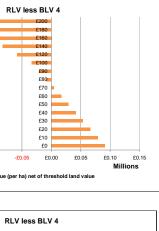
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
|------------|---------|------------|----------------|----------------|----------------|----------------|
| | | | | | | |
| 0 | 696,558 | 783,628 | - 16,372 | 104,378 | 433,628 | 583,62 |
| 10 | 685,513 | 771,202 | - 28,798 | 91,952 | 421,202 | 571,20 |
| 20 | 674,467 | 758,776 | - 41,224 | 79,526 | 408,776 | 558,77 |
| 30 | 663,422 | 746,350 | - 53,650 | 67,100 | 396,350 | 546,35 |
| 40 | 652,377 | 733,924 | - 66,076 | 54,674 | 383,924 | 533,92 |
| 50 | 641,331 | 721,498 | - 78,502 | 42,248 | 371,498 | 521,49 |
| 60 | 630,286 | 709,072 | - 90,928 | 29,822 | 359,072 | 509,07 |
| 70 | 619,241 | 696,646 | - 103,354 | 17,396 | 346,646 | 496,64 |
| 80 | 608,195 | 684,220 | - 115,780 | 4,970 | 334,220 | 484,22 |
| 90 | 597,150 | 671,794 | - 128,206 | - 7,456 | 321,794 | 471,79 |
| 100 | 586,105 | 659,368 | - 140,632 | - 19,882 | 309,368 | 459,36 |
| 120 | 564,014 | 634,516 | - 165,484 | - 44,734 | 284,516 | 434,51 |
| 140 | 541,923 | 609,664 | - 190,336 | - 69,586 | 259,664 | 409,66 |
| 160 | 519,833 | 584,812 | - 215,188 | - 94,438 | 234,812 | 384,81 |
| 180 | 497,742 | 559,960 | - 240,040 | - 119,290 | 209,960 | 359,96 |
| 200 | 475.651 | 535,108 | - 264,892 | - 144.142 | 185,108 | 335,10 |

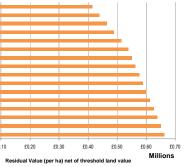


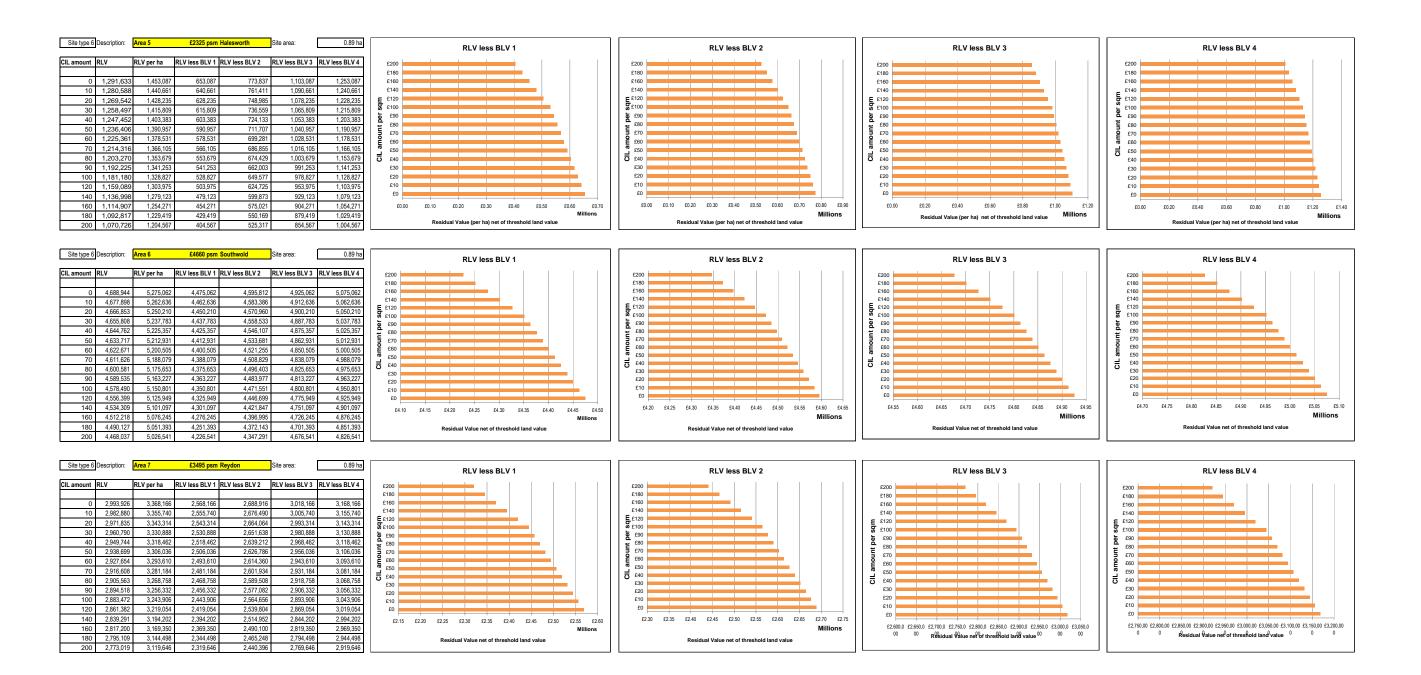












SITE TYPE 6 40 UNITS HOUSES 45 UPH

| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

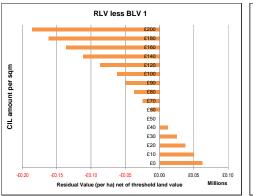
| CSH level: | 4 | Sales value infla |
|------------|-----|----------------------|
| Aff Hsg: | 35% | Build cost inflation |
| | | Profit |

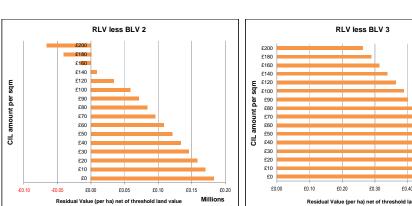
| Site type 6 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.89 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 78,045 | 87,800 | - 712,200 | - 591,450 | - 262,200 | - 112,200 |
| 10 | 66,999 | 75,374 | - 724,626 | - 603,876 | - 274,626 | - 124,626 |
| 20 | 55,954 | 62,948 | - 737,052 | - 616,302 | - 287,052 | - 137,05 |
| 30 | 44,908 | 50,522 | - 749,478 | - 628,728 | - 299,478 | - 149,478 |
| 40 | 33,863 | 38,096 | - 761,904 | - 641,154 | - 311,904 | - 161,904 |
| 50 | 22,818 | 25,670 | - 774,330 | - 653,580 | - 324,330 | - 174,330 |
| 60 | 11,772 | 13,244 | - 786,756 | - 666,006 | - 336,756 | - 186,756 |
| 70 | 727 | 818 | - 799,182 | - 678,432 | - 349,182 | - 199,18 |
| 80 | -10,318 | - 11,608 | - 811,608 | - 690,858 | - 361,608 | - 211,60 |
| 90 | -21,364 | - 24,034 | - 824,034 | - 703,284 | - 374,034 | - 224,03 |
| 100 | -32,409 | - 36,460 | - 836,460 | - 715,710 | - 386,460 | - 236,46 |
| 120 | -54,500 | - 61,312 | - 861,312 | - 740,562 | - 411,312 | - 261,31 |
| 140 | -76,590 | - 86,164 | - 886,164 | - 765,414 | - 436,164 | - 286,16 |
| 160 | -98,681 | - 111,016 | - 911,016 | - 790,266 | - 461,016 | - 311,01 |
| 180 | -120,772 | - 135,868 | - 935,868 | - 815,118 | - 485,868 | - 335,86 |
| 200 | -142,862 | - 160,720 | - 960,720 | - 839,970 | - 510,720 | - 360,72 |

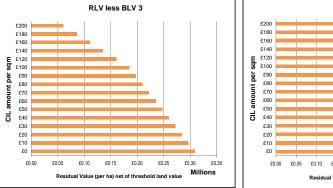
| Site type 6 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.89 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 585.822 | 659.050 | - 140.950 | - 20.200 | 309.050 | 459.050 |
| 10 | 574,777 | 646,624 | - 153,376 | - 32,626 | 296,624 | 446,624 |
| 20 | 563,732 | 634,198 | - 165,802 | - 45,052 | 284,198 | 434,198 |
| 30 | 552,686 | 621,772 | - 178,228 | - 57,478 | 271,772 | 421,772 |
| 40 | 541,641 | 609,346 | - 190,654 | - 69,904 | 259,346 | 409,346 |
| 50 | 530,596 | 596,920 | - 203,080 | - 82,330 | 246,920 | 396,920 |
| 60 | 519,550 | 584,494 | - 215,506 | - 94,756 | 234,494 | 384,494 |
| 70 | 508,505 | 572,068 | - 227,932 | - 107,182 | 222,068 | 372,068 |
| 80 | 497,460 | 559,642 | - 240,358 | - 119,608 | 209,642 | 359,642 |
| 90 | 486,414 | 547,216 | - 252,784 | - 132,034 | 197,216 | 347,216 |
| 100 | 475,369 | 534,790 | - 265,210 | - 144,460 | 184,790 | 334,790 |
| 120 | 453,278 | 509,938 | - 290,062 | - 169,312 | 159,938 | 309,938 |
| 140 | 431,188 | 485,086 | - 314,914 | - 194,164 | 135,086 | 285,086 |
| 160 | 409,097 | 460,234 | - 339,766 | - 219,016 | 110,234 | 260,234 |
| 180 | 387,006 | 435,382 | - 364,618 | - 243,868 | 85,382 | 235,382 |
| 200 | 364,915 | 410,530 | - 389,470 | - 268,720 | 60,530 | 210,530 |

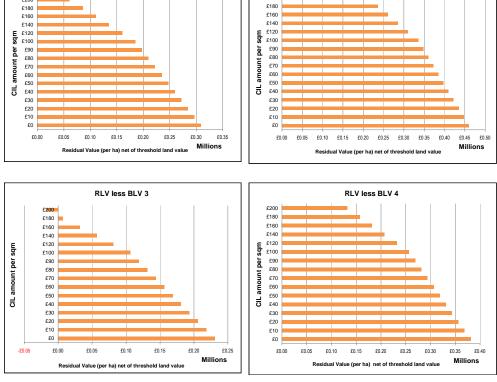
| Site type 6 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.89 hi |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 515.985 | 580.483 | - 219.517 | - 98.767 | 230.483 | 380.483 |
| 10 | 504,939 | 568.057 | - 219,517 | - 96,707 | 230,463 | 368.05 |
| 20 | 493,894 | 555,631 | - 244,369 | - 123,619 | 205,631 | 355,63 |
| 30 | 482,849 | 543,205 | - 256,795 | - 136.045 | 193.205 | 343.20 |
| 40 | 471,803 | 530,779 | - 269,221 | - 148,471 | 180,779 | 330,77 |
| 50 | 460,758 | 518,353 | - 281,647 | - 160,897 | 168,353 | 318,35 |
| 60 | 449,713 | 505,927 | - 294,073 | - 173,323 | 155,927 | 305,92 |
| 70 | 438,667 | 493,501 | - 306,499 | - 185,749 | 143,501 | 293,50 |
| 80 | 427,622 | 481,075 | - 318,925 | - 198,175 | 131,075 | 281,07 |
| 90 | 416,577 | 468,649 | - 331,351 | - 210,601 | 118,649 | 268,64 |
| 100 | 405,531 | 456,223 | - 343,777 | - 223,027 | 106,223 | 256,22 |
| 120 | 383,441 | 431,371 | - 368,629 | - 247,879 | 81,371 | 231,37 |
| 140 | 361,350 | 406,519 | - 393,481 | - 272,731 | 56,519 | 206,51 |
| 160 | 339,259 | 381,667 | - 418,333 | - 297,583 | 31,667 | 181,66 |
| 180 | 317,168 | 356,815 | - 443,185 | - 322,435 | 6,815 | 156,81 |
| 200 | 295,078 | 331,962 | - 468,038 | - 347,288 | - 18,038 | 131,96 |

| Site type 6 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 0.89 hi |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 766,236 | 862,016 | 62,016 | 182,766 | 512,016 | 662,016 |
| 10 | 755,191 | 849,590 | 49,590 | 170,340 | 499,590 | 649,590 |
| 20 | 744,146 | 837,164 | 37,164 | 157,914 | 487,164 | 637,164 |
| 30 | 733,100 | 824,738 | 24,738 | 145,488 | 474,738 | 624,73 |
| 40 | 722,055 | 812,312 | 12,312 | 133,062 | 462,312 | 612,31 |
| 50 | 711,010 | 799,886 | - 114 | 120,636 | 449,886 | 599,886 |
| 60 | 699,964 | 787,460 | - 12,540 | 108,210 | 437,460 | 587,460 |
| 70 | 688,919 | 775,034 | - 24,966 | 95,784 | 425,034 | 575,034 |
| 80 | 677,874 | 762,608 | - 37,392 | 83,358 | 412,608 | 562,60 |
| 90 | 666,828 | 750,182 | - 49,818 | 70,932 | 400,182 | 550,182 |
| 100 | 655,783 | 737,756 | - 62,244 | 58,506 | 387,756 | 537,756 |
| 120 | 633,692 | 712,904 | - 87,096 | 33,654 | 362,904 | 512,904 |
| 140 | 611,601 | 688,052 | - 111,948 | 8,802 | 338,052 | 488,05 |
| 160 | 589,511 | 663,200 | - 136,800 | - 16,050 | 313,200 | 463,200 |
| 180 | 567,420 | 638,348 | - 161,652 | - 40,902 | 288,348 | 438,344 |
| 200 | 545,329 | 613,496 | - 186,504 | - 65,754 | 263,496 | 413,49 |

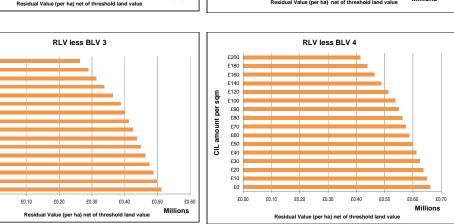


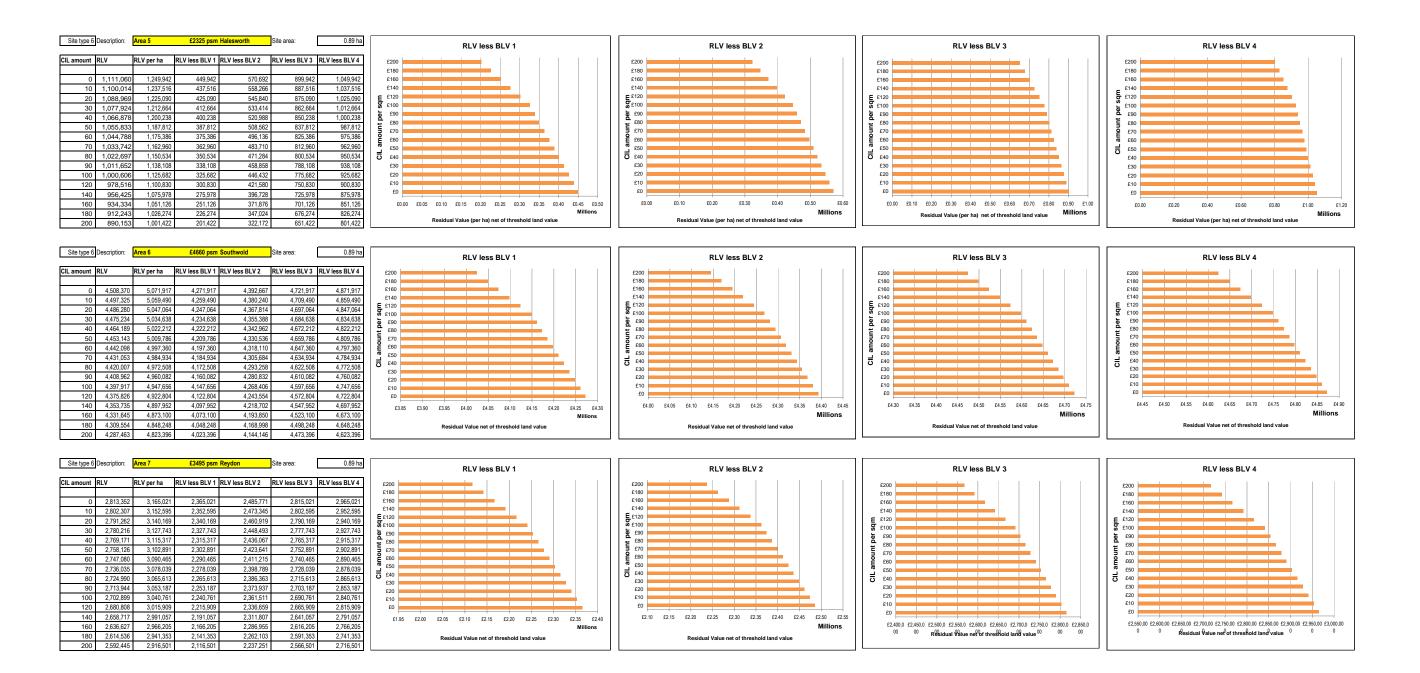






RLV less BLV 4





SITE TYPE 6 40 UNITS HOUSES 45 UPH

CSH level: Aff Hsg:

| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

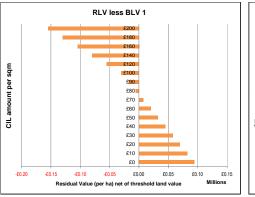
| 3 | -5% | Sales value inflation |
|-----|-----|-----------------------|
| 35% | | Build cost inflation |
| | | Profit |

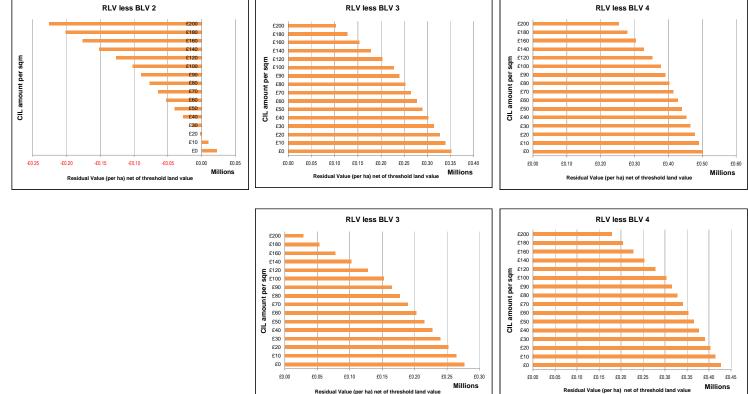
| Site type 6 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.89 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 141,131 | 158.772 | - 641,228 | - 520.478 | - 191,228 | - 41,228 |
| 10 | 130.085 | | - 653.654 | - 520,478 | - 191,228 | - 41,220 |
| 20 | 119,040 | | - 666,080 | - 545,330 | - 205,034 | - 66,080 |
| 30 | 107,995 | | - 678.506 | - 557,756 | - 228,506 | - 78,506 |
| 40 | 96,949 | | - 690,932 | - 570,182 | - 240,932 | - 90,932 |
| 50 | 85,904 | 96,642 | - 703,358 | - 582,608 | - 253,358 | - 103,358 |
| 60 | 74,858 | 84,216 | - 715,784 | - 595,034 | - 265,784 | - 115,784 |
| 70 | 63,813 | 71,790 | - 728,210 | - 607,460 | - 278,210 | - 128,210 |
| 80 | 52,768 | 59,364 | - 740,636 | - 619,886 | - 290,636 | - 140,630 |
| 90 | 41,722 | 46,938 | - 753,062 | - 632,312 | - 303,062 | - 153,062 |
| 100 | 30,677 | 34,512 | - 765,488 | - 644,738 | - 315,488 | - 165,488 |
| 120 | 8,586 | 9,660 | - 790,340 | - 669,590 | - 340,340 | - 190,340 |
| 140 | -13,504 | - 15,192 | - 815,192 | - 694,442 | - 365,192 | - 215,192 |
| 160 | -35,595 | - 40,044 | - 840,044 | - 719,294 | - 390,044 | - 240,044 |
| 180 | -57,686 | - 64,896 | - 864,896 | - 744,146 | - 414,896 | - 264,89 |
| 200 | -79,776 | - 89,748 | - 889,748 | - 768,998 | - 439,748 | - 289,74 |

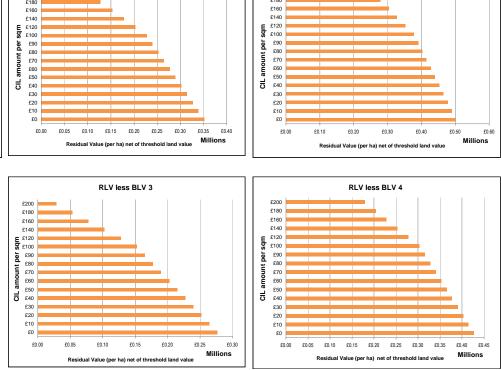
| Site type 6 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 0.89 h |
|-------------|--------------|------------|-----------------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 623.520 | 701.460 | - 98.540 | 22.210 | 351.460 | 501.46 |
| 10 | 623,520 | 689.034 | - 96,540 - 110,966 | 9,784 | 339.034 | 489.03 |
| | | | | | | |
| 20 | 601,429 | 676,607 | - 123,393 | - 2,643 | 326,607 | 476,60 |
| 30 | 590,384 | 664,181 | - 135,819 | - 15,069 | 314,181 | 464,18 |
| 40 | 579,338 | 651,755 | - 148,245 | - 27,495 | 301,755 | 451,75 |
| 50 | 568,293 | 639,329 | - 160,671 | - 39,921 | 289,329 | 439,32 |
| 60 | 557,247 | 626,903 | - 173,097 | - 52,347 | 276,903 | 426,90 |
| 70 | 546,202 | 614,477 | - 185,523 | - 64,773 | 264,477 | 414,47 |
| 80 | 535,157 | 602,051 | - 197,949 | - 77,199 | 252,051 | 402,05 |
| 90 | 524,111 | 589,625 | - 210,375 | - 89,625 | 239,625 | 389,62 |
| 100 | 513,066 | 577,199 | - 222,801 | - 102,051 | 227,199 | 377,19 |
| 120 | 490,975 | 552,347 | - 247,653 | - 126,903 | 202,347 | 352,34 |
| 140 | 468,885 | 527,495 | - 272,505 | - 151,755 | 177,495 | 327,49 |
| 160 | 446,794 | 502,643 | - 297,357 | - 176,607 | 152,643 | 302,64 |
| 180 | 424,703 | 477,791 | - 322,209 | - 201,459 | 127,791 | 277,79 |
| 200 | 402.613 | 452.939 | - 347,061 | - 226,311 | 102,939 | 252,93 |

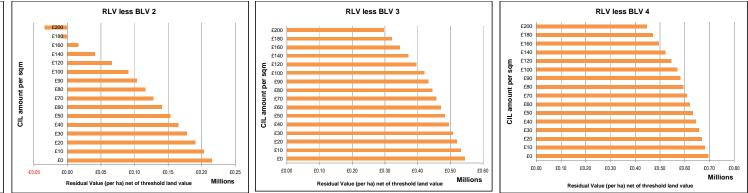
| Site type 6 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 0.89 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 557,174 | 626,821 | - 173,179 | - 52,429 | 276,821 | 426,821 |
| 10 | 546,128 | 614,395 | - 185,605 | - 64,855 | 264,395 | 414,395 |
| 20 | 535,083 | 601,969 | - 198,031 | - 77,281 | 251,969 | 401,969 |
| 30 | 524,038 | 589,542 | - 210,458 | - 89,708 | 239,542 | 389,542 |
| 40 | 512,992 | 577,116 | - 222,884 | - 102,134 | 227,116 | 377,116 |
| 50 | 501,947 | 564,690 | - 235,310 | - 114,560 | 214,690 | 364,690 |
| 60 | 490,902 | 552,264 | - 247,736 | - 126,986 | 202,264 | 352,264 |
| 70 | 479,856 | 539,838 | - 260,162 | - 139,412 | 189,838 | 339,838 |
| 80 | 468,811 | 527,412 | - 272,588 | - 151,838 | 177,412 | 327,412 |
| 90 | 457,766 | 514,986 | - 285,014 | - 164,264 | 164,986 | 314,986 |
| 100 | 446,720 | 502,560 | - 297,440 | - 176,690 | 152,560 | 302,560 |
| 120 | 424,630 | 477,708 | - 322,292 | - 201,542 | 127,708 | 277,708 |
| 140 | 402,539 | 452,856 | - 347,144 | - 226,394 | 102,856 | 252,856 |
| 160 | 380,448 | 428,004 | - 371,996 | - 251,246 | 78,004 | 228,004 |
| 180 | 358,358 | 403,152 | - 396,848 | - 276,098 | 53,152 | 203,152 |
| 200 | 336.267 | 378.300 | - 421,700 | - 300.950 | 28.300 | 178.300 |

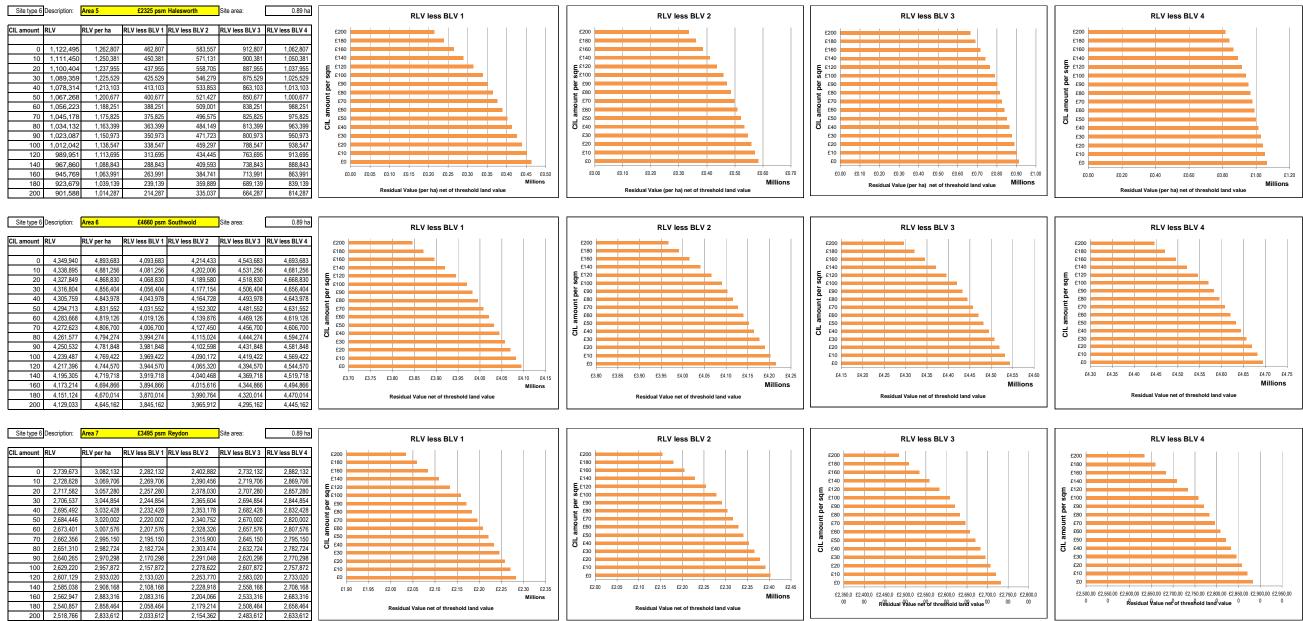
| Site type 6 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 0.89 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 794,913 | 894,277 | 94,277 | 215,027 | 544,277 | 694,277 |
| 10 | 783,867 | 881,851 | 81,851 | 202,601 | 531,851 | 681,851 |
| 20 | 772,822 | 869,425 | 69,425 | 190,175 | 519,425 | 669,425 |
| 30 | 761,777 | 856,999 | 56,999 | 177,749 | 506,999 | 656,999 |
| 40 | 750,731 | 844,573 | 44,573 | 165,323 | 494,573 | 644,573 |
| 50 | 739,686 | 832,147 | 32,147 | 152,897 | 482,147 | 632,14 |
| 60 | 728,641 | 819,721 | 19,721 | 140,471 | 469,721 | 619,72 |
| 70 | 717,595 | 807,295 | 7,295 | 128,045 | 457,295 | 607,29 |
| 80 | 706,550 | 794,869 | - 5,131 | 115,619 | 444,869 | 594,869 |
| 90 | 695,505 | 782,443 | - 17,557 | 103,193 | 432,443 | 582,443 |
| 100 | 684,459 | 770,017 | - 29,983 | 90,767 | 420,017 | 570,01 |
| 120 | 662,369 | 745,165 | - 54,835 | 65,915 | 395,165 | 545,16 |
| 140 | 640,278 | 720,313 | - 79,687 | 41,063 | 370,313 | 520,313 |
| 160 | 618,187 | 695,461 | - 104,539 | 16,211 | 345,461 | 495,46 |
| 180 | 596,097 | 670,609 | - 129,391 | - 8,641 | 320,609 | 470,609 |
| 200 | 574,006 | 645,757 | - 154,243 | - 33,493 | 295,757 | 445,75 |











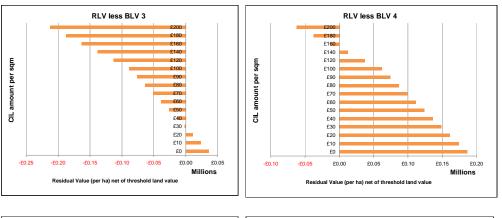
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
|------------|-----------|------------|----------------|----------------|----------------|----------------|
| | | | | | | |
| 0 | 2,739,673 | 3,082,132 | 2,282,132 | 2,402,882 | 2,732,132 | 2,882,132 |
| 10 | 2,728,628 | 3,069,706 | 2,269,706 | 2,390,456 | 2,719,706 | 2,869,706 |
| 20 | 2,717,582 | 3,057,280 | 2,257,280 | 2,378,030 | 2,707,280 | 2,857,280 |
| 30 | 2,706,537 | 3,044,854 | 2,244,854 | 2,365,604 | 2,694,854 | 2,844,854 |
| 40 | 2,695,492 | 3,032,428 | 2,232,428 | 2,353,178 | 2,682,428 | 2,832,428 |
| 50 | 2,684,446 | 3,020,002 | 2,220,002 | 2,340,752 | 2,670,002 | 2,820,002 |
| 60 | 2,673,401 | 3,007,576 | 2,207,576 | 2,328,326 | 2,657,576 | 2,807,576 |
| 70 | 2,662,356 | 2,995,150 | 2,195,150 | 2,315,900 | 2,645,150 | 2,795,150 |
| 80 | 2,651,310 | 2,982,724 | 2,182,724 | 2,303,474 | 2,632,724 | 2,782,724 |
| 90 | 2,640,265 | 2,970,298 | 2,170,298 | 2,291,048 | 2,620,298 | 2,770,298 |
| 100 | 2,629,220 | 2,957,872 | 2,157,872 | 2,278,622 | 2,607,872 | 2,757,872 |
| 120 | 2,607,129 | 2,933,020 | 2,133,020 | 2,253,770 | 2,583,020 | 2,733,020 |
| 140 | 2,585,038 | 2,908,168 | 2,108,168 | 2,228,918 | 2,558,168 | 2,708,168 |
| 160 | 2,562,947 | 2,883,316 | 2,083,316 | 2,204,066 | 2,533,316 | 2,683,316 |
| 180 | 2,540,857 | 2,858,464 | 2,058,464 | 2,179,214 | 2,508,464 | 2,658,464 |

| SITE TYPE | 6 |
|-----------|---|
| 40 UNITS | |
| HOUSES | |
| 45 UPH | |

| Benchmark Land Values (per net developable ha) BLV1 BLV2 BLV3 BLV4 | | | | | |
|---|----------|----------------|------------|--|--|
| DETT | DETE | | | | |
| Resi land (high) | . , | Fmr industrial | Other uses | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | |

| 3 | 10% | Sales value inflation |
|------------------|-----|-----------------------|
| <mark>15%</mark> | 5% | Build cost inflation |
| | | Profit |

| Site type 6 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 0.89 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 343,115 | 386,004 | - 413,996 | - 293,246 | 36,004 | 186,004 |
| 10 | 332,069 | 373,578 | - 426,422 | - 305,672 | 23,578 | 173,578 |
| 20 | 321,024 | 361,152 | - 438,848 | - 318,098 | 11,152 | 161,152 |
| 30 | 309,979 | 348,726 | - 451,274 | - 330,524 | - 1,274 | 148,726 |
| 40 | 298,933 | 336,300 | - 463,700 | - 342,950 | - 13,700 | 136,300 |
| 50 | 287,888 | 323,874 | - 476,126 | - 355,376 | - 26,126 | 123,874 |
| 60 | 276,843 | 311,448 | - 488,552 | - 367,802 | - 38,552 | 111,448 |
| 70 | 265,797 | 299,022 | - 500,978 | - 380,228 | - 50,978 | 99,022 |
| 80 | 254,752 | 286,596 | - 513,404 | - 392,654 | - 63,404 | 86,596 |
| 90 | 243,707 | 274,170 | - 525,830 | - 405,080 | - 75,830 | 74,170 |
| 100 | 232,661 | 261,744 | - 538,256 | - 417,506 | - 88,256 | 61,744 |
| 120 | 210,570 | 236,892 | - 563,108 | - 442,358 | - 113,108 | 36,892 |
| 140 | 188,480 | 212,040 | - 587,960 | - 467,210 | - 137,960 | 12,040 |
| 160 | 166,389 | 187,188 | - 612,812 | - 492,062 | - 162,812 | - 12,812 |
| 180 | 144,298 | 162,336 | - 637,664 | - 516,914 | - 187,664 | - 37,664 |
| 200 | 122,208 | 137,484 | - 662,516 | - 541,766 | - 212,516 | - 62,516 |



£200

£180

£160 £140

E120 £100

003 th per s

5 £70

5 £40

Millions

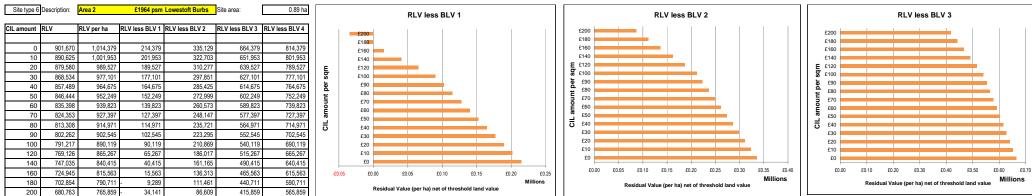
£50

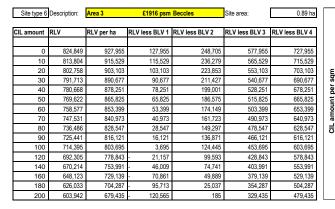
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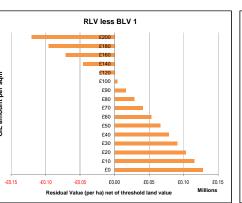
£10

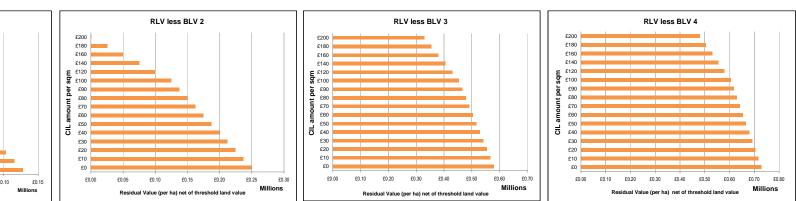
£0

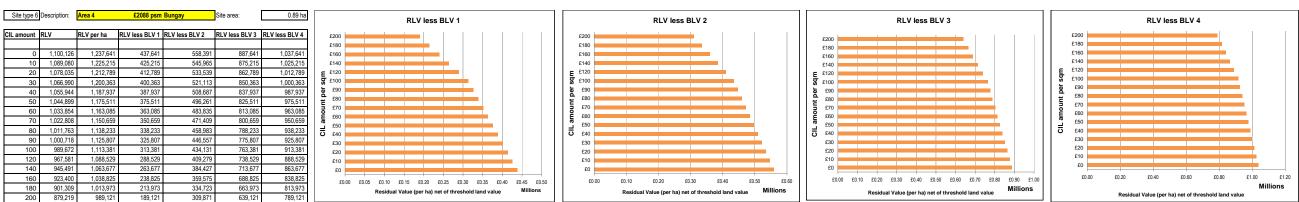
£20

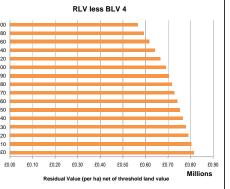


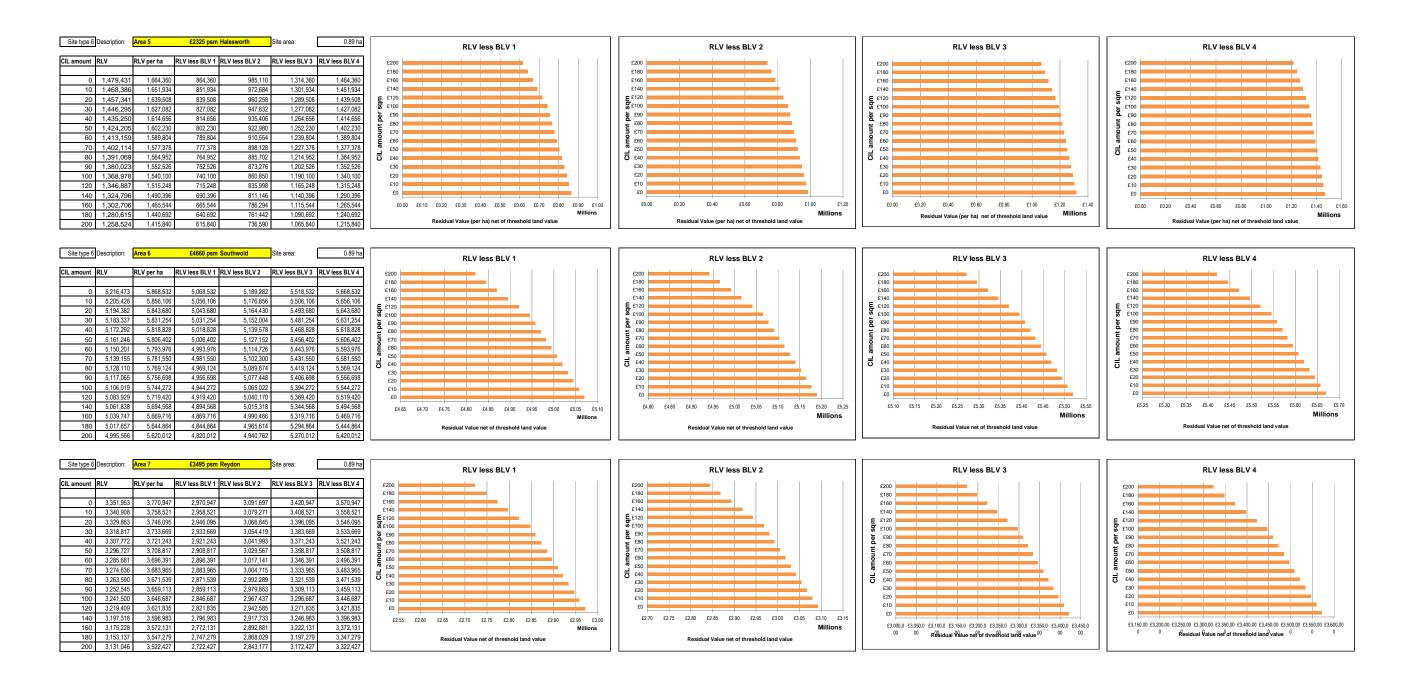












| SITE TYPE | 7 |
|-----------|---|
| 40 UNITS | |
| HOUSES | |
| 30 UPH | |

| Benchmark Land | Values (per net dev | velopable ha) | |
|------------------|---------------------|----------------|------------|
| BLV1 | BLV2 | BLV3 | BLV4 |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

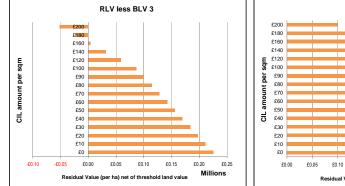
| CSH level: | 3 | Sales value inflat |
|------------|-----|----------------------|
| Aff Hsg: | 35% | Build cost inflation |
| | | Profit |

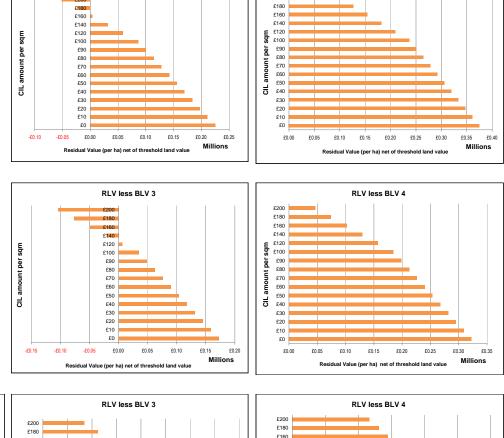
| Site type 7 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 1.33 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 258,618 | 193.963 | - 606.037 | - 485.287 | - 156.037 | - 6.037 |
| 10 | 240,209 | | - 619.843 | - 405,207 | - 169.843 | - 0,037 |
| 20 | 221,800 | | - 633,650 | - 512,900 | - 183,650 | - 33,650 |
| 30 | 203,391 | 152,543 | - 647,457 | - 526,707 | - 197,457 | - 47,457 |
| 40 | 184,982 | 138,737 | - 661,263 | - 540,513 | - 211,263 | - 61,263 |
| 50 | 166,573 | 124,930 | - 675,070 | - 554,320 | - 225,070 | - 75,070 |
| 60 | 148,164 | 111,123 | - 688,877 | - 568,127 | - 238,877 | - 88,877 |
| 70 | 129,755 | 97,317 | - 702,683 | - 581,933 | - 252,683 | - 102,683 |
| 80 | 111,347 | 83,510 | - 716,490 | - 595,740 | - 266,490 | - 116,490 |
| 90 | 92,938 | 69,703 | - 730,297 | - 609,547 | - 280,297 | - 130,29 |
| 100 | 74,529 | 55,897 | - 744,103 | - 623,353 | - 294,103 | - 144,103 |
| 120 | 37,711 | 28,283 | - 771,717 | - 650,967 | - 321,717 | - 171,71 |
| 140 | 893 | 670 | - 799,330 | - 678,580 | - 349,330 | - 199,330 |
| 160 | -35,925 | - 26,944 | - 826,944 | - 706,194 | - 376,944 | - 226,944 |
| 180 | -72,743 | - 54,557 | - 854,557 | - 733,807 | - 404,557 | - 254,55 |
| 200 | -109,560 | - 82,170 | - 882,170 | - 761,420 | - 432,170 | - 282,170 |

| Site type 7 | Description: | <mark>Area 2</mark> | £1964 psm | Lowestoft Burbs | Site area: | 1.33 h |
|-------------|--------------|---------------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 766,396 | 574,797 | - 225,203 | - 104,453 | 224,797 | 374,797 |
| 10 | 747,987 | 560,990 | - 239,010 | - 118,260 | 210,990 | 360,990 |
| 20 | 729,578 | 547,183 | - 252,817 | - 132,067 | 197,183 | 347,183 |
| 30 | 711,169 | 533,377 | - 266,623 | - 145,873 | 183,377 | 333,37 |
| 40 | 692,760 | 519,570 | - 280,430 | - 159,680 | 169,570 | 319,570 |
| 50 | 674,351 | 505,763 | - 294,237 | - 173,487 | 155,763 | 305,763 |
| 60 | 655,942 | 491,957 | - 308,043 | - 187,293 | 141,957 | 291,95 |
| 70 | 637,533 | 478,150 | - 321,850 | - 201,100 | 128,150 | 278,15 |
| 80 | 619,124 | 464,343 | - 335,657 | - 214,907 | 114,343 | 264,34 |
| 90 | 600,716 | 450,537 | - 349,463 | - 228,713 | 100,537 | 250,53 |
| 100 | 582,307 | 436,730 | - 363,270 | - 242,520 | 86,730 | 236,73 |
| 120 | 545,489 | 409,117 | - 390,883 | - 270,133 | 59,117 | 209,11 |
| 140 | 508,671 | 381,503 | - 418,497 | - 297,747 | 31,503 | 181,50 |
| 160 | 471,853 | 353,890 | - 446,110 | - 325,360 | 3,890 | 153,89 |
| 180 | 435,035 | 326,276 | - 473,724 | - 352,974 | - 23,724 | 126,27 |
| 200 | 398,217 | 298,663 | - 501,337 | - 380,587 | - 51,337 | 98,66 |

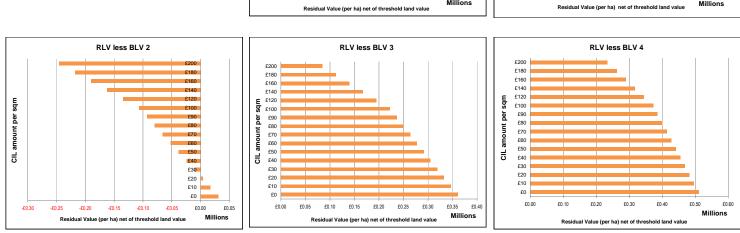
| Site type 7 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 1.33 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 696.558 | 522.419 | - 277,581 | - 156.831 | 172,419 | 322,419 |
| 10 | 678,149 | 508.612 | - 291.388 | - 170.638 | 158.612 | 308.612 |
| 20 | 659,740 | 494.805 | - 305.195 | - 184.445 | 144.805 | 294.805 |
| 30 | 641,331 | 480,999 | - 319.001 | - 198.251 | 130,999 | 280,999 |
| 40 | 622.922 | 467,192 | - 332.808 | - 212.058 | 117,192 | 267,192 |
| 50 | 604,514 | 453,385 | - 346,615 | - 225,865 | 103,385 | 253,385 |
| 60 | 586,105 | 439,578 | - 360,422 | - 239,672 | 89,578 | 239,578 |
| 70 | 567,696 | 425,772 | - 374,228 | - 253,478 | 75,772 | 225,772 |
| 80 | 549,287 | 411,965 | - 388,035 | - 267,285 | 61,965 | 211,965 |
| 90 | 530,878 | 398,158 | - 401,842 | - 281,092 | 48,158 | 198,158 |
| 100 | 512,469 | 384,352 | - 415,648 | - 294,898 | 34,352 | 184,352 |
| 120 | 475,651 | 356,738 | - 443,262 | - 322,512 | 6,738 | 156,738 |
| 140 | 438,833 | 329,125 | - 470,875 | - 350,125 | - 20,875 | 129,125 |
| 160 | 402,015 | 301,512 | - 498,488 | - 377,738 | - 48,488 | 101,512 |
| 180 | 365,198 | 273,898 | - 526,102 | - 405,352 | - 76,102 | 73,898 |
| 200 | 328,380 | 246,285 | - 553,715 | - 432,965 | - 103,715 | 46,285 |

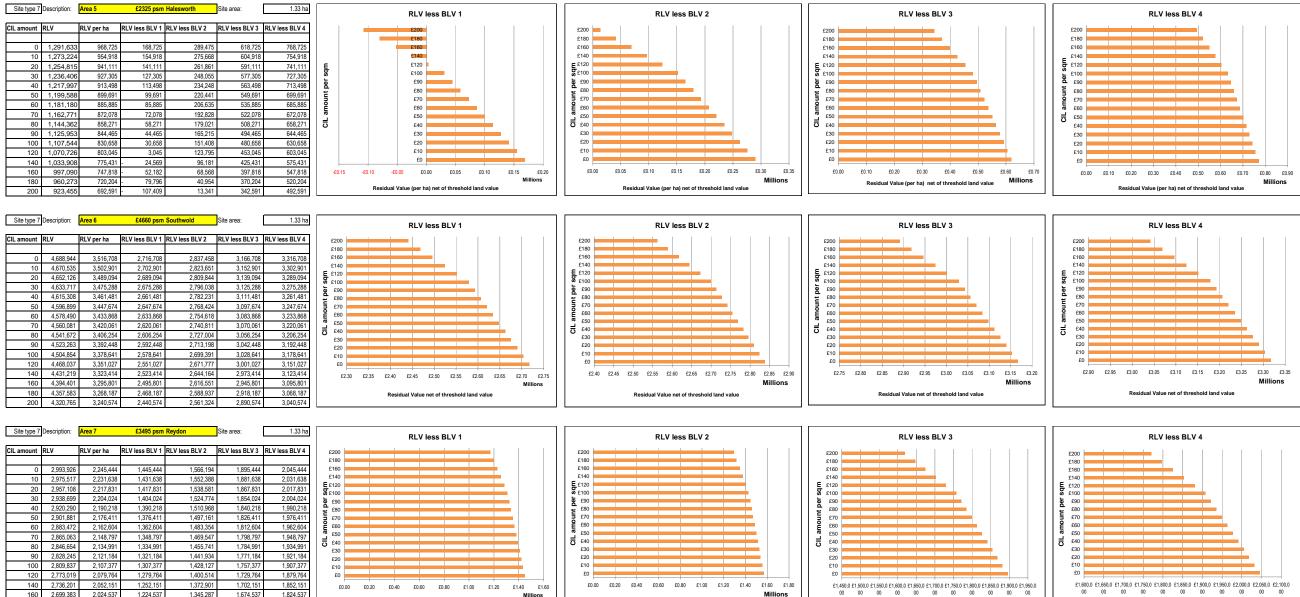
| Site type 7 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 1.33 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 946.810 | 710,107 | - 89.893 | 30,857 | 360,107 | 510,107 |
| 10 | 928,401 | 696.301 | - 103,699 | 17,051 | 346.301 | 496,301 |
| 20 | 909.992 | 682,494 | - 117.506 | 3,244 | 332,494 | 482,494 |
| 30 | 891,583 | 668,687 | - 131,313 | - 10,563 | 318,687 | 468,687 |
| 40 | 873,174 | 654,881 | - 145,119 | - 24,369 | 304,881 | 454,881 |
| 50 | 854,765 | 641,074 | - 158,926 | - 38,176 | 291,074 | 441,074 |
| 60 | 836,356 | 627,267 | - 172,733 | - 51,983 | 277,267 | 427,267 |
| 70 | 817,947 | 613,460 | - 186,540 | - 65,790 | 263,460 | 413,460 |
| 80 | 799,538 | 599,654 | - 200,346 | - 79,596 | 249,654 | 399,654 |
| 90 | 781,129 | 585,847 | - 214,153 | - 93,403 | 235,847 | 385,847 |
| 100 | 762,721 | 572,040 | - 227,960 | - 107,210 | 222,040 | 372,040 |
| 120 | 725,903 | 544,427 | - 255,573 | - 134,823 | 194,427 | 344,427 |
| 140 | 689,085 | 516,814 | - 283,186 | - 162,436 | 166,814 | 316,814 |
| 160 | 652,267 | 489,200 | - 310,800 | - 190,050 | 139,200 | 289,200 |
| 180 | 615,449 | 461,587 | - 338,413 | - 217,663 | 111,587 | 261,587 |
| 200 | 578,631 | 433,974 | - 366,026 | - 245,276 | 83,974 | 233,974 |





RLV less BLV 4





| 10 | 2,975,517 | 2,231,638 | 1,431,638 | 1,552,388 | 1,881,638 | 2,031,638 |
|-----|-----------|-----------|-----------|-----------|-----------|-----------|
| 20 | 2,957,108 | 2,217,831 | 1,417,831 | 1,538,581 | 1,867,831 | 2,017,831 |
| 30 | 2,938,699 | 2,204,024 | 1,404,024 | 1,524,774 | 1,854,024 | 2,004,024 |
| 40 | 2,920,290 | 2,190,218 | 1,390,218 | 1,510,968 | 1,840,218 | 1,990,218 |
| 50 | 2,901,881 | 2,176,411 | 1,376,411 | 1,497,161 | 1,826,411 | 1,976,411 |
| 60 | 2,883,472 | 2,162,604 | 1,362,604 | 1,483,354 | 1,812,604 | 1,962,604 |
| 70 | 2,865,063 | 2,148,797 | 1,348,797 | 1,469,547 | 1,798,797 | 1,948,797 |
| 80 | 2,846,654 | 2,134,991 | 1,334,991 | 1,455,741 | 1,784,991 | 1,934,991 |
| 90 | 2,828,245 | 2,121,184 | 1,321,184 | 1,441,934 | 1,771,184 | 1,921,184 |
| 100 | 2,809,837 | 2,107,377 | 1,307,377 | 1,428,127 | 1,757,377 | 1,907,377 |
| 120 | 2,773,019 | 2,079,764 | 1,279,764 | 1,400,514 | 1,729,764 | 1,879,764 |
| 140 | 2,736,201 | 2,052,151 | 1,252,151 | 1,372,901 | 1,702,151 | 1,852,151 |
| 160 | 2,699,383 | 2,024,537 | 1,224,537 | 1,345,287 | 1,674,537 | 1,824,537 |
| 180 | 2,662,565 | 1,996,924 | 1,196,924 | 1,317,674 | 1,646,924 | 1,796,924 |
| 200 | 2,625,747 | 1,969,311 | 1,169,311 | 1,290,061 | 1,619,311 | 1,769,311 |

| | | | | | | | RL | V le | ss BL\ | /1 | | | | | |
|------------|------|-----|-----|----|-----|----|-----|------|--------|-----|-----|-------|------|-------------|---------------|
| | £200 | | | | | | | | | | | | | | |
| | £180 | | | | | | | | | | | | | | |
| | £160 | | | | | | | | | | | | | | |
| | £140 | | | | | | | | | | _ | | | | |
| E | £120 | | _ | | _ | | | | | _ | | | - | | |
| s | £100 | | _ | | _ | | | | | _ | | | | | |
| e | £90 | | | | | | | | _ | | | | | | |
| amount per | £80 | | | | | | | _ | | | | | | | |
| 5 | £70 | | | | | | | | | | | | | | |
| 2 | £60 | | | | | | | | | | | | | | |
| ar | £50 | | | | | | | | | | | | | | |
| G | £40 | | | | | | | | | | | | | | |
| 0 | £30 | | | | | | | | | | | | | | |
| | £20 | | | | | | | | | | | | | | |
| | £10 | | | | | | | | | | | | | | |
| | £0 | | | | | | | | | | | | | - | |
| | | | | | | | | | | | | - | | | |
| | £0 | .00 | £0. | 20 | £0. | 40 | £0. | 60 | £0.80 | £1. | .00 | £1.20 | £1.4 | 40 Milli | £1.60 ions |

| | RLV | less E | 3LV 2 | | | | | RLV le | ss BL\ | / 3 | |
|--|-----|--------|-------|--|-----------------------|--------------------------|--|--------|--------|-----|---|
| 200 £180 £140 £140 £140 £140 £140 £120 0013 £20 £0 £0 £30 £30 £30 £30 £30 £30 | | | | | CII amoritet and some | £90 £80 £70 £60 | | | | | , |

Residual Value net of threshold land value

| 7 | |
|---|---|
| | |
| | |
| | |
| | 7 |

| Benchmark Land Values (per net developable ha) | | | | | | | | | |
|--|-----------------|----------------|------------|--|--|--|--|--|--|
| BLV1 | BLV2 | BLV3 | BLV4 | | | | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | | | | |

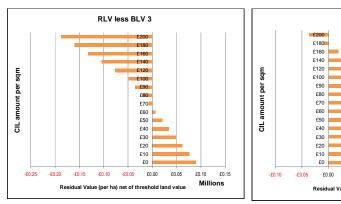


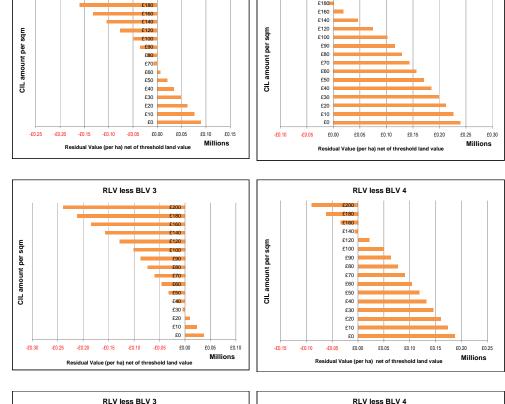
| Site type 7 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 1.33 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 78,045 | 58,533 | - 741,467 | - 620,717 | - 291,467 | - 141,467 |
| 10 | 59,636 | 44,727 | - 755,273 | - 634,523 | - 305,273 | - 155,273 |
| 20 | 41,227 | 30,920 | - 769,080 | - 648,330 | - 319,080 | - 169,080 |
| 30 | 22,818 | 17,113 | - 782,887 | - 662,137 | - 332,887 | - 182,887 |
| 40 | 4,409 | 3,307 | - 796,693 | - 675,943 | - 346,693 | - 196,693 |
| 50 | -14,000 | - 10,500 | - 810,500 | - 689,750 | - 360,500 | - 210,500 |
| 60 | -32,409 | - 24,307 | - 824,307 | - 703,557 | - 374,307 | - 224,307 |
| 70 | -50,818 | - 38,113 | - 838,113 | - 717,363 | - 388,113 | - 238,113 |
| 80 | -69,227 | - 51,920 | - 851,920 | - 731,170 | - 401,920 | - 251,920 |
| 90 | -87,636 | - 65,727 | - 865,727 | - 744,977 | - 415,727 | - 265,727 |
| 100 | -106,045 | - 79,533 | - 879,533 | - 758,783 | - 429,533 | - 279,533 |
| 120 | -142,862 | - 107,147 | - 907,147 | - 786,397 | - 457,147 | - 307,14 |
| 140 | -179,680 | - 134,760 | - 934,760 | - 814,010 | - 484,760 | - 334,76 |
| 160 | -216,498 | - 162,374 | - 962,374 | - 841,624 | - 512,374 | - 362,374 |
| 180 | -253,316 | - 189,987 | - 989,987 | - 869,237 | - 539,987 | - 389,98 |
| 200 | -290,134 | - 217,600 | - 1,017,600 | - 896,850 | - 567.600 | - 417,600 |

| Site type 7 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 1.33 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 585,822 | 439,367 | - 360,633 | - 239,883 | 89,367 | 239,367 |
| 10 | 567,413 | 425,560 | - 374,440 | - 253,690 | 75,560 | 225,560 |
| 20 | 549,005 | 411,753 | - 388,247 | - 267,497 | 61,753 | 211,753 |
| 30 | 530,596 | 397,947 | - 402,053 | - 281,303 | 47,947 | 197,947 |
| 40 | 512,187 | 384,140 | - 415,860 | - 295,110 | 34,140 | 184,140 |
| 50 | 493,778 | 370,333 | - 429,667 | - 308,917 | 20,333 | 170,333 |
| 60 | 475,369 | 356,527 | - 443,473 | - 322,723 | 6,527 | 156,527 |
| 70 | 456,960 | 342,720 | - 457,280 | - 336,530 | - 7,280 | 142,720 |
| 80 | 438,551 | 328,913 | - 471,087 | - 350,337 | - 21,087 | 128,913 |
| 90 | 420,142 | 315,107 | - 484,893 | - 364,143 | - 34,893 | 115,10 |
| 100 | 401,733 | 301,300 | - 498,700 | - 377,950 | - 48,700 | 101,300 |
| 120 | 364,915 | 273,687 | - 526,313 | - 405,563 | - 76,313 | 73,68 |
| 140 | 328,098 | 246,073 | - 553,927 | - 433,177 | - 103,927 | 46,073 |
| 160 | 291,280 | 218,460 | - 581,540 | - 460,790 | - 131,540 | 18,46 |
| 180 | 254,462 | 190,846 | - 609,154 | - 488,404 | - 159,154 | - 9,154 |
| 200 | 217,644 | 163,233 | - 636,767 | - 516,017 | - 186,767 | - 36,767 |

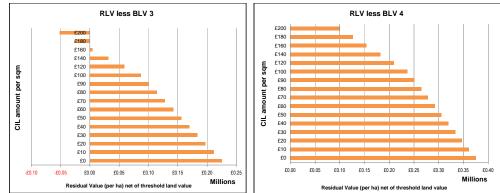
| Site type 7 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 1.33 h |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 545 005 | 000.000 | - 413.011 | 000.004 | 00,000 | 186.98 |
| - | 515,985 | 386,989 | | - 292,261 | 36,989 | |
| 10 | 497,576 | 373,182 | - 426,818 | - 306,068 | 23,182 | 173,18 |
| 20 | 479,167 | 359,375 | - 440,625 | - 319,875 | 9,375 | 159,37 |
| 30 | 460,758 | 345,569 | - 454,431 | - 333,681 | - 4,431 | 145,56 |
| 40 | 442,349 | 331,762 | - 468,238 | - 347,488 | - 18,238 | 131,76 |
| 50 | 423,940 | 317,955 | - 482,045 | - 361,295 | - 32,045 | 117,95 |
| 60 | 405,531 | 304,148 | - 495,852 | - 375,102 | - 45,852 | 104,14 |
| 70 | 387,122 | 290,342 | - 509,658 | - 388,908 | - 59,658 | 90,34 |
| 80 | 368,713 | 276,535 | - 523,465 | - 402,715 | - 73,465 | 76,53 |
| 90 | 350,305 | 262,728 | - 537,272 | - 416,522 | - 87,272 | 62,72 |
| 100 | 331,896 | 248,922 | - 551,078 | - 430,328 | - 101,078 | 48,92 |
| 120 | 295,078 | 221,308 | - 578,692 | - 457,942 | - 128,692 | 21,30 |
| 140 | 258,260 | 193,695 | - 606,305 | - 485,555 | - 156,305 | - 6,30 |
| 160 | 221,442 | 166,082 | - 633,918 | - 513,168 | - 183,918 | - 33,91 |
| 180 | 184,624 | 138,468 | - 661,532 | - 540,782 | - 211,532 | - 61,53 |
| 200 | 147.806 | 110.855 | - 689,145 | - 568.395 | - 239,145 | - 89,14 |

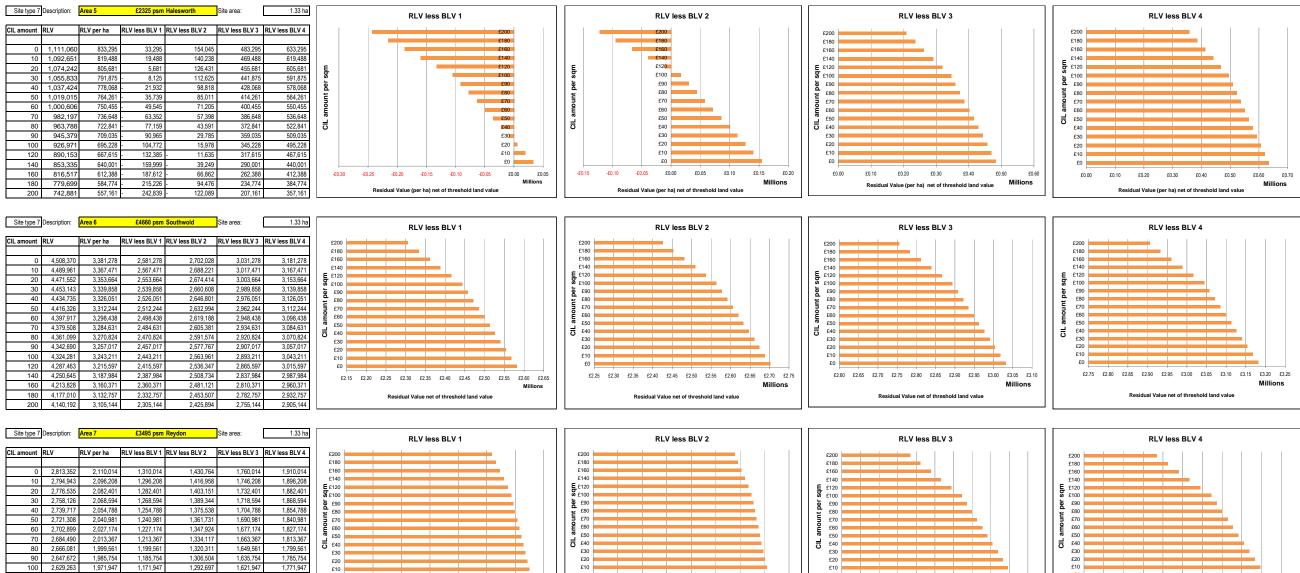
| Site type 7 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 1.33 ha | |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|--|
| IL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | |
| 0 | 766,236 | 574,677 | - 225,323 | - 104,573 | 224,677 | 374,67 | |
| 10 | 747,827 | 560,871 | - 239,129 | - 118,379 | 210,871 | 360,87 | |
| 20 | 729,418 | 547,064 | - 252,936 | - 132,186 | 197,064 | 347,06 | |
| 30 | 711,010 | 533,257 | - 266,743 | - 145,993 | 183,257 | 333,25 | |
| 40 | 692,601 | 519,450 | - 280,550 | - 159,800 | 169,450 | 319,45 | |
| 50 | 674,192 | 505,644 | - 294,356 | - 173,606 | 155,644 | 305,64 | |
| 60 | 655,783 | 491,837 | - 308,163 | - 187,413 | 141,837 | 291,83 | |
| 70 | 637,374 | 478,030 | - 321,970 | - 201,220 | 128,030 | 278,03 | |
| 80 | 618,965 | 464,224 | - 335,776 | - 215,026 | 114,224 | 264,22 | |
| 90 | 600,556 | 450,417 | - 349,583 | - 228,833 | 100,417 | 250,41 | |
| 100 | 582,147 | 436,610 | - 363,390 | - 242,640 | 86,610 | 236,61 | |
| 120 | 545,329 | 408,997 | - 391,003 | - 270,253 | 58,997 | 208,99 | |
| 140 | 508,512 | 381,384 | - 418,616 | - 297,866 | 31,384 | 181,38 | |
| 160 | 471,694 | 353,770 | - 446,230 | - 325,480 | 3,770 | 153,77 | |
| 180 | 434,876 | 326,157 | - 473,843 | - 353,093 | - 23,843 | 126,15 | |
| 200 | 398,058 | 298,544 | - 501,456 | - 380,706 | - 51,456 | 98,54 | |





RLV less BLV 4





 120
 2,592,445
 1,944,334

 140
 2,555,628
 1,916,721
 1,144,33 1,265,084 1,594,334 1,744,334 1,237,471 1,566,721 1,716,721 1,116,72 160 2,518,810 1,889,107 1.089.10 1,209,857 1,539,107 1,689,107 180 2,481,992 1,861,494 1,061,49 1,182,244 1,511,494 1,661,494

1 033 88

1.154.631

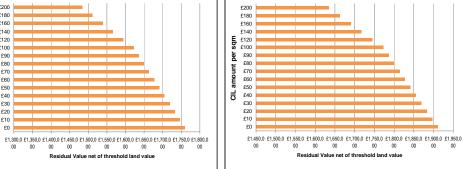
1.483.881

1.633.881

200 2.445.174 1.833.881

£0 £0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40 Millions Residual Value net of threshold land value

£0 £0 £0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40 £1.60 Millions Residual Value net of threshold land value



| SITE TYPE | 7 |
|-----------|---|
| 40 UNITS | |
| HOUSES | |
| 30 UPH | |
| | |

| Benchmark Land Values (per net developable ha) | | | | | | | | |
|--|-----------------|----------------|------------|--|--|--|--|--|
| BLV1 BLV2 BLV3 BLV4 | | | | | | | | |
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses | | | | | |
| £800,000 | £679,250 | £350,000 | £200,000 | | | | | |

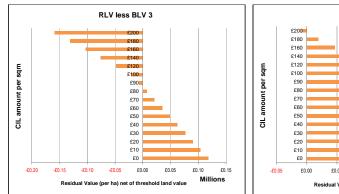
| CSH level: | 3 | -5% | Sales value inflation |
|------------|-----|-----|-----------------------|
| Aff Hsg: | 35% | | Build cost inflation |
| | | | Profit |

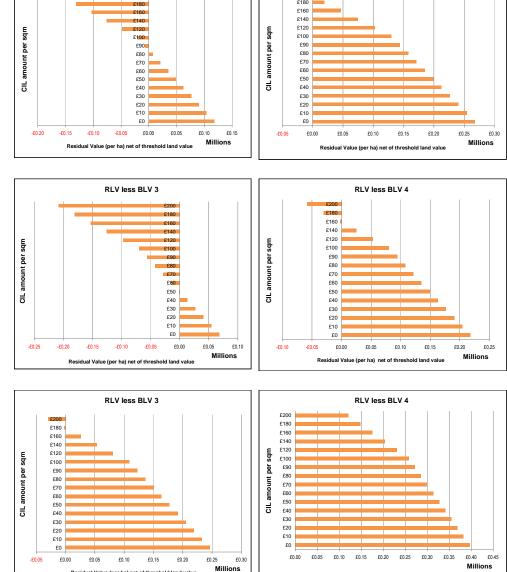
| Site type 7 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 1.33 h |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 141,131 | 105,848 | - 694,152 | - 573,402 | - 244,152 | - 94,152 |
| 10 | 122,722 | 92,041 | - 707,959 | - 587,209 | - 257,959 | - 107,95 |
| 20 | 104,313 | 78,235 | - 721,765 | - 601,015 | - 271,765 | - 121,76 |
| 30 | 85,904 | 64,428 | - 735,572 | - 614,822 | - 285,572 | - 135,57 |
| 40 | 67,495 | 50,621 | - 749,379 | - 628,629 | - 299,379 | - 149,37 |
| 50 | 49,086 | 36,815 | - 763,185 | - 642,435 | - 313,185 | - 163,18 |
| 60 | 30,677 | 23,008 | - 776,992 | - 656,242 | - 326,992 | - 176,99 |
| 70 | 12,268 | 9,201 | - 790,799 | - 670,049 | - 340,799 | - 190,79 |
| 80 | -6,141 | - 4,606 | - 804,606 | - 683,856 | - 354,606 | - 204,60 |
| 90 | -24,550 | - 18,412 | - 818,412 | - 697,662 | - 368,412 | - 218,41 |
| 100 | -42,959 | - 32,219 | - 832,219 | - 711,469 | - 382,219 | - 232,21 |
| 120 | -79,776 | - 59,832 | - 859,832 | - 739,082 | - 409,832 | - 259,83 |
| 140 | -116,594 | - 87,446 | - 887,446 | - 766,696 | - 437,446 | - 287,44 |
| 160 | -153,412 | - 115,059 | - 915,059 | - 794,309 | - 465,059 | - 315,05 |
| 180 | -190,230 | - 142,672 | - 942,672 | - 821,922 | - 492,672 | - 342,67 |
| 200 | -227,048 | - 170,286 | - 970,286 | - 849,536 | - 520,286 | - 370,28 |

| Site type 7 | Description: | Area 2 £1964 psm Lowestoft Burbs | | | Site area: | 1.33 ha | |
|-------------|--------------|----------------------------------|----------------|----------------|----------------|----------------|--|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 | |
| 0 | 623,520 | 467,640 | - 332,360 | - 211,610 | 117,640 | 267,640 | |
| 10 | 605,111 | 453,833 | - 346,167 | - 225,417 | 103,833 | 253,833 | |
| 20 | 586,702 | 440,026 | - 359,974 | - 239,224 | 90,026 | 240,026 | |
| 30 | 568,293 | 426,220 | - 373,780 | - 253,030 | 76,220 | 226,220 | |
| 40 | 549,884 | 412,413 | - 387,587 | - 266,837 | 62,413 | 212,413 | |
| 50 | 531,475 | 398,606 | - 401,394 | - 280,644 | 48,606 | 198,606 | |
| 60 | 513,066 | 384,800 | - 415,200 | - 294,450 | 34,800 | 184,800 | |
| 70 | 494,657 | 370,993 | - 429,007 | - 308,257 | 20,993 | 170,993 | |
| 80 | 476,248 | 357,186 | - 442,814 | - 322,064 | 7,186 | 157,186 | |
| 90 | 457,839 | 343,380 | - 456,620 | - 335,870 | - 6,620 | 143,380 | |
| 100 | 439,430 | 329,573 | - 470,427 | - 349,677 | - 20,427 | 129,573 | |
| 120 | 402,613 | 301,959 | - 498,041 | - 377,291 | - 48,041 | 101,959 | |
| 140 | 365,795 | 274,346 | - 525,654 | - 404,904 | - 75,654 | 74,346 | |
| 160 | 328,977 | 246,733 | - 553,267 | - 432,517 | - 103,267 | 46,733 | |
| 180 | 292,159 | 219,119 | - 580,881 | - 460,131 | - 130,881 | 19,119 | |
| 200 | 255,341 | 191,506 | - 608,494 | - 487,744 | - 158,494 | - 8,494 | |

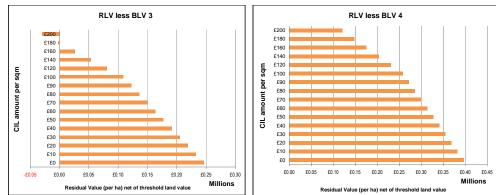
| Site type 7 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 1.33 ha |
|-------------|--------------|-----------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 557,174 | 417,880 | - 382,120 | - 261,370 | 67,880 | 217,880 |
| 10 | 538,765 | 404.074 | - 395.926 | - 201,370 | 54.074 | 204.074 |
| 20 | 520,356 | 404,074 390,267 | - 395,926 | - 275,176 | 40.267 | 204,074 |
| | | | | | | |
| 30 | 501,947 | 376,460 | - 423,540 | - 302,790 | 26,460 | 176,460 |
| 40 | 483,538 | 362,654 | - 437,346 | - 316,596 | 12,654 | 162,654 |
| 50 | 465,129 | 348,847 | - 451,153 | - 330,403 | - 1,153 | 148,847 |
| 60 | 446,720 | 335,040 | - 464,960 | - 344,210 | - 14,960 | 135,040 |
| 70 | 428,311 | 321,234 | - 478,766 | - 358,016 | - 28,766 | 121,234 |
| 80 | 409,902 | 307,427 | - 492,573 | - 371,823 | - 42,573 | 107,427 |
| 90 | 391,494 | 293,620 | - 506,380 | - 385,630 | - 56,380 | 93,620 |
| 100 | 373,085 | 279,813 | - 520,187 | - 399,437 | - 70,187 | 79,813 |
| 120 | 336,267 | 252,200 | - 547,800 | - 427,050 | - 97,800 | 52,200 |
| 140 | 299,449 | 224,587 | - 575,413 | - 454,663 | - 125,413 | 24,587 |
| 160 | 262,631 | 196,973 | - 603,027 | - 482,277 | - 153,027 | - 3,027 |
| 180 | 225,813 | 169,360 | - 630,640 | - 509,890 | - 180,640 | - 30,640 |
| 200 | 188.995 | 141,747 | - 658,253 | - 537,503 | - 208,253 | - 58,253 |

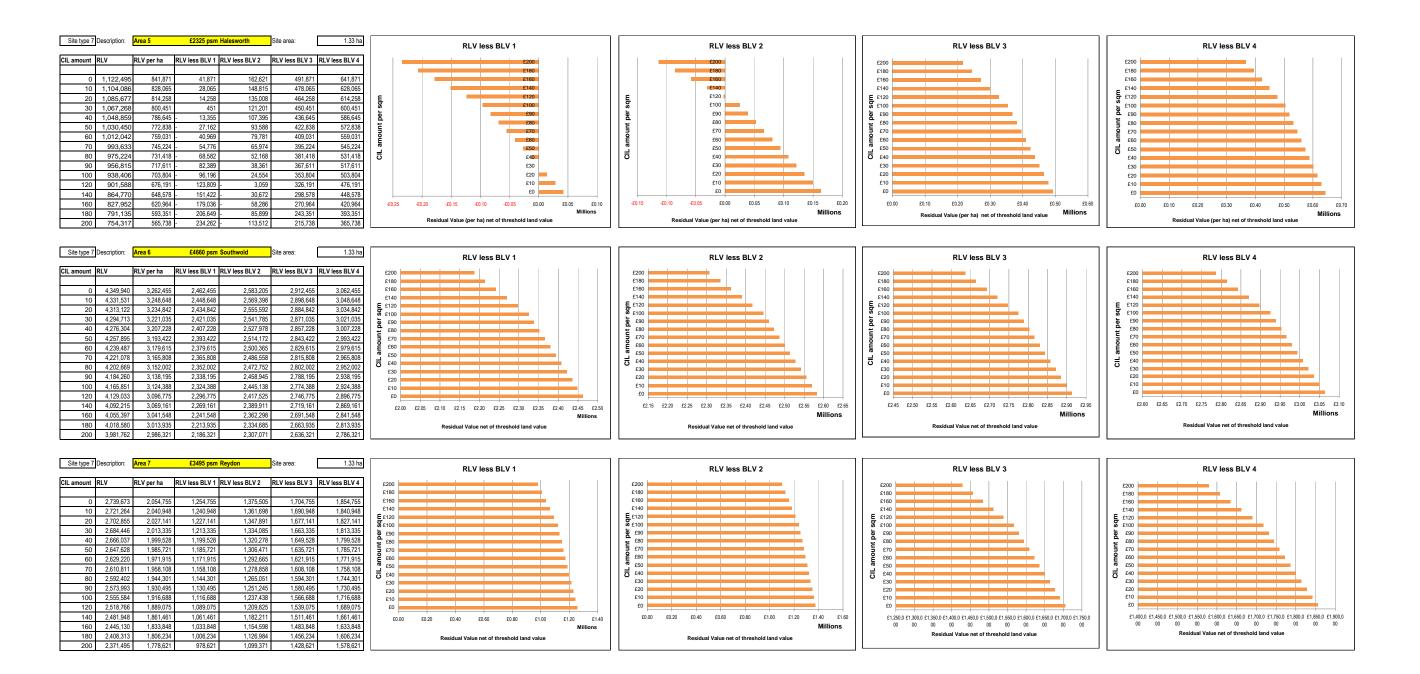
| Site type 7 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 1.33 hi |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 794,913 | 596,185 | - 203,815 | - 83,065 | 246,185 | 396,185 |
| 10 | 776,504 | 582,378 | - 217,622 | - 96,872 | 232,378 | 382,37 |
| 20 | 758,095 | 568,571 | - 231,429 | - 110,679 | 218,571 | 368,57 |
| 30 | 739,686 | 554,765 | - 245,235 | - 124,485 | 204,765 | 354,76 |
| 40 | 721,277 | 540,958 | - 259,042 | - 138,292 | 190,958 | 340,95 |
| 50 | 702,868 | 527,151 | - 272,849 | - 152,099 | 177,151 | 327,15 |
| 60 | 684,459 | 513,344 | - 286,656 | - 165,906 | 163,344 | 313,34 |
| 70 | 666,050 | 499,538 | - 300,462 | - 179,712 | 149,538 | 299,53 |
| 80 | 647,641 | 485,731 | - 314,269 | - 193,519 | 135,731 | 285,73 |
| 90 | 629,233 | 471,924 | - 328,076 | - 207,326 | 121,924 | 271,92 |
| 100 | 610,824 | 458,118 | - 341,882 | - 221,132 | 108,118 | 258,11 |
| 120 | 574,006 | 430,504 | - 369,496 | - 248,746 | 80,504 | 230,50 |
| 140 | 537,188 | 402,891 | - 397,109 | - 276,359 | 52,891 | 202,89 |
| 160 | 500,370 | 375,278 | - 424,722 | - 303,972 | 25,278 | 175,27 |
| 180 | 463,552 | 347,664 | - 452,336 | - 331,586 | - 2,336 | 147,66 |
| 200 | 426,734 | 320,051 | - 479,949 | - 359,199 | - 29,949 | 120,05 |





RLV less BLV 4

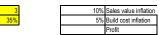




SITE TYPE 7 40 UNITS HOUSES 30 UPH

CSH level:

| BLV1 | BLV2 | BLV3 | BLV4 |
|------------------|-----------------|----------------|------------|
| Resi land (high) | Resi land (low) | Fmr industrial | Other uses |
| £800,000 | £679,250 | £350,000 | £200,000 |

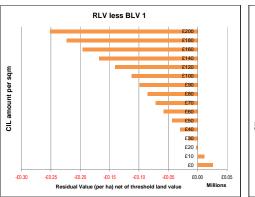


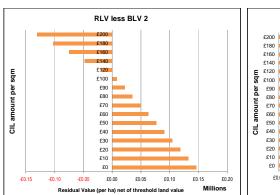
| Site type 7 | Description: | Area 1 | £1615 psm | Inner Lowestoft | Site area: | 1.33 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 343,115 | 257,336 | - 542,664 | - 421,914 | - 92,664 | 57,336 |
| 10 | 324,706 | 243,529 | - 556,471 | - 435,721 | - 106,471 | 43,529 |
| 20 | 306,297 | 229,723 | - 570,277 | - 449,527 | - 120,277 | 29,723 |
| 30 | 287,888 | 215,916 | - 584,084 | - 463,334 | - 134,084 | 15,916 |
| 40 | 269,479 | 202,109 | - 597,891 | - 477,141 | - 147,891 | 2,109 |
| 50 | 251,070 | 188,303 | - 611,697 | - 490,947 | - 161,697 | - 11,697 |
| 60 | 232,661 | 174,496 | - 625,504 | - 504,754 | - 175,504 | - 25,504 |
| 70 | 214,252 | 160,689 | - 639,311 | - 518,561 | - 189,311 | - 39,311 |
| 80 | 195,843 | 146,882 | - 653,118 | - 532,368 | - 203,118 | - 53,118 |
| 90 | 177,434 | 133,076 | - 666,924 | - 546,174 | - 216,924 | - 66,924 |
| 100 | 159,025 | 119,269 | - 680,731 | - 559,981 | - 230,731 | - 80,731 |
| 120 | 122,208 | 91,656 | - 708,344 | - 587,594 | - 258,344 | - 108,344 |
| 140 | 85,390 | 64,042 | - 735,958 | - 615,208 | - 285,958 | - 135,958 |
| 160 | 48,572 | 36,429 | - 763,571 | - 642,821 | - 313,571 | - 163,571 |
| 180 | 11,754 | 8,816 | - 791,184 | - 670,434 | - 341,184 | - 191,184 |
| 200 | -25,064 | - 18,798 | - 818,798 | - 698,048 | - 368,798 | - 218,798 |

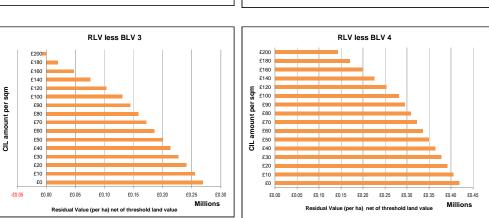
| Site type 7 | Description: | Area 2 | £1964 psm | Lowestoft Burbs | Site area: | 1.33 ha |
|-------------|--------------|------------|----------------|-----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 901,670 | 676,253 | - 123,747 | - 2,997 | 326,253 | 476,253 |
| 10 | 883,261 | 662,446 | - 137,554 | - 16,804 | 312,446 | 462,446 |
| 20 | 864,853 | 648,639 | - 151,361 | - 30,611 | 298,639 | 448,639 |
| 30 | 846,444 | 634,833 | - 165,167 | - 44,417 | 284,833 | 434,833 |
| 40 | 828,035 | 621,026 | - 178,974 | - 58,224 | 271,026 | 421,026 |
| 50 | 809,626 | 607,219 | - 192,781 | - 72,031 | 257,219 | 407,219 |
| 60 | 791,217 | 593,413 | - 206,587 | - 85,837 | 243,413 | 393,413 |
| 70 | 772,808 | 579,606 | - 220,394 | - 99,644 | 229,606 | 379,60 |
| 80 | 754,399 | 565,799 | - 234,201 | - 113,451 | 215,799 | 365,79 |
| 90 | 735,990 | 551,993 | - 248,007 | - 127,257 | 201,993 | 351,993 |
| 100 | 717,581 | 538,186 | - 261,814 | - 141,064 | 188,186 | 338,18 |
| 120 | 680,763 | 510,573 | - 289,427 | - 168,677 | 160,573 | 310,573 |
| 140 | 643,946 | 482,959 | - 317,041 | - 196,291 | 132,959 | 282,95 |
| 160 | 607,128 | 455,346 | - 344,654 | - 223,904 | 105,346 | 255,346 |
| 180 | 570,310 | 427,732 | - 372,268 | - 251,518 | 77,732 | 227,73 |
| 200 | 533,492 | 400,119 | - 399,881 | - 279,131 | 50,119 | 200,119 |

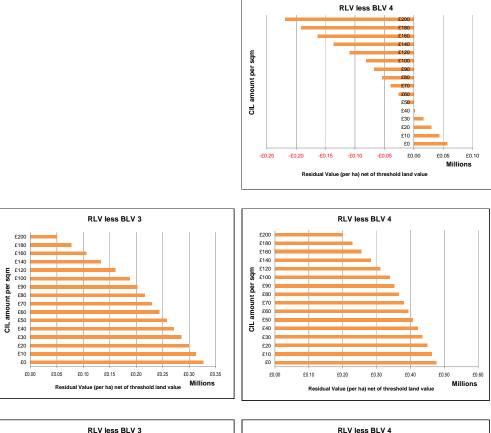
| Site type 7 | Description: | Area 3 | £1916 psm | Beccles | Site area: | 1.33 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| 0 | 824,849 | 618.637 | - 181.363 | - 60.613 | 268.637 | 418,637 |
| 10 | 806.440 | 604.830 | - 195,170 | - 74.420 | 254.830 | 418,037 |
| 20 | 788.031 | 591,023 | - 208.977 | - 88.227 | 241,023 | 391,023 |
| 30 | 769,622 | 577,217 | - 222,783 | - 102,033 | 227,217 | 377,21 |
| 40 | 751,213 | 563,410 | - 236,590 | - 115,840 | 213,410 | 363,410 |
| 50 | 732,804 | 549,603 | - 250,397 | - 129,647 | 199,603 | 349,603 |
| 60 | 714,395 | 535,797 | - 264,203 | - 143,453 | 185,797 | 335,79 |
| 70 | 695,987 | 521,990 | - 278,010 | - 157,260 | 171,990 | 321,99 |
| 80 | 677,578 | 508,183 | - 291,817 | - 171,067 | 158,183 | 308,18 |
| 90 | 659,169 | 494,377 | - 305,623 | - 184,873 | 144,377 | 294,37 |
| 100 | 640,760 | 480,570 | - 319,430 | - 198,680 | 130,570 | 280,57 |
| 120 | 603,942 | 452,956 | - 347,044 | - 226,294 | 102,956 | 252,95 |
| 140 | 567,124 | 425,343 | - 374,657 | - 253,907 | 75,343 | 225,34 |
| 160 | 530,306 | 397,730 | - 402,270 | - 281,520 | 47,730 | 197,73 |
| 180 | 493,488 | 370,116 | - 429,884 | - 309,134 | 20,116 | 170,11 |
| 200 | 456,671 | 342,503 | - 457,497 | - 336,747 | - 7,497 | 142,50 |

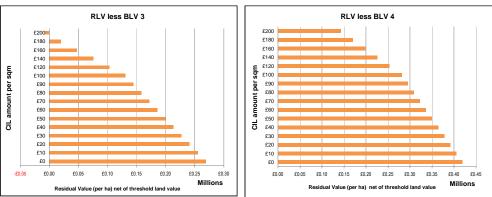
| Site type 7 | Description: | Area 4 | £2088 psm | Bungay | Site area: | 1.33 ha |
|-------------|--------------|------------|----------------|----------------|----------------|----------------|
| CIL amount | RLV | RLV per ha | RLV less BLV 1 | RLV less BLV 2 | RLV less BLV 3 | RLV less BLV 4 |
| | | | | | | |
| 0 | 1,100,126 | 825,094 | 25,094 | 145,844 | 475,094 | 625,094 |
| 10 | 1,081,717 | 811,288 | 11,288 | 132,038 | 461,288 | 611,288 |
| 20 | 1,063,308 | 797,481 | - 2,519 | 118,231 | 447,481 | 597,48 |
| 30 | 1,044,899 | 783,674 | - 16,326 | 104,424 | 433,674 | 583,674 |
| 40 | 1,026,490 | 769,867 | - 30,133 | 90,617 | 419,867 | 569,867 |
| 50 | 1,008,081 | 756,061 | - 43,939 | 76,811 | 406,061 | 556,06 |
| 60 | 989,672 | 742,254 | - 57,746 | 63,004 | 392,254 | 542,25 |
| 70 | 971,263 | 728,447 | - 71,553 | 49,197 | 378,447 | 528,44 |
| 80 | 952,854 | 714,641 | - 85,359 | 35,391 | 364,641 | 514,64 |
| 90 | 934,445 | 700,834 | - 99,166 | 21,584 | 350,834 | 500,83 |
| 100 | 916,036 | 687,027 | - 112,973 | 7,777 | 337,027 | 487,02 |
| 120 | 879,219 | 659,414 | - 140,586 | - 19,836 | 309,414 | 459,41 |
| 140 | 842,401 | 631,801 | - 168,199 | - 47,449 | 281,801 | 431,80 |
| 160 | 805,583 | 604,187 | - 195,813 | - 75,063 | 254,187 | 404,18 |
| 180 | 768,765 | 576,574 | - 223,426 | - 102,676 | 226,574 | 376,57 |
| 200 | 731,947 | 548,960 | - 251,040 | - 130,290 | 198,960 | 348,96 |



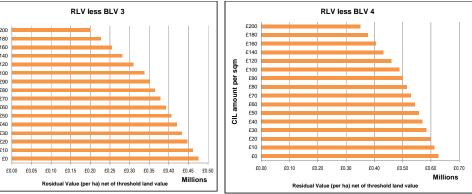


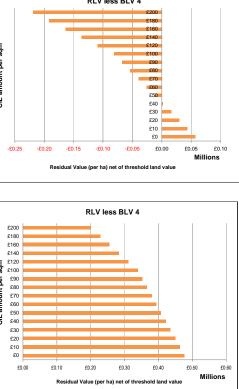


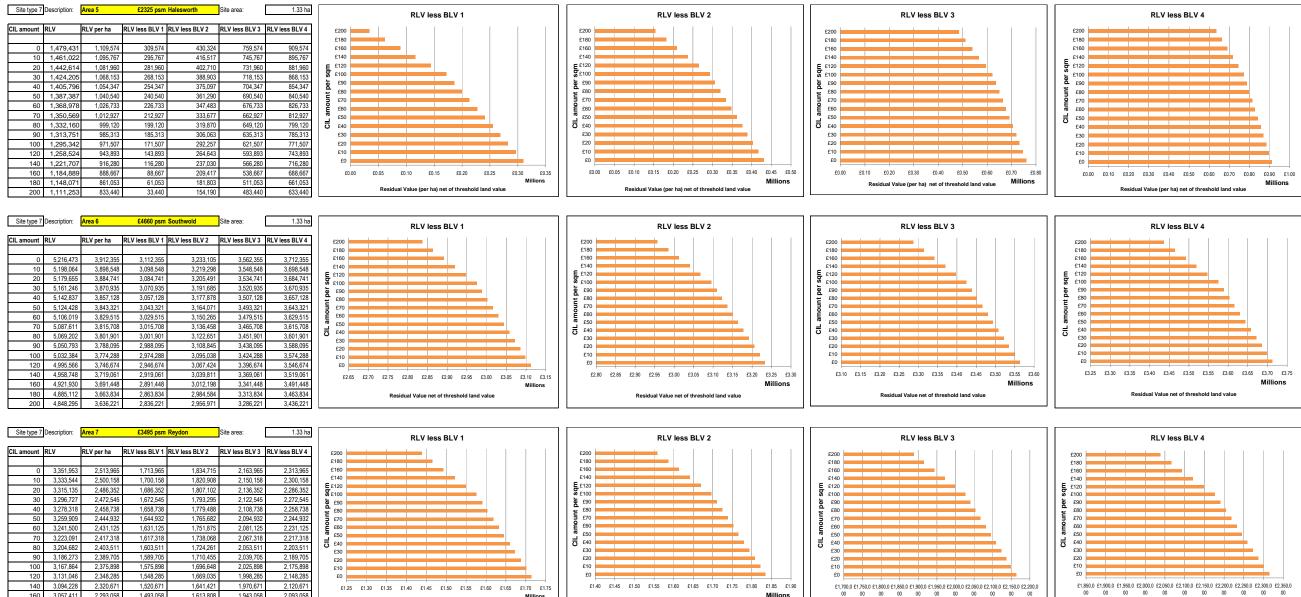












Millions

Residual Value net of threshold land value

Residual Value net of threshold land value

160 3.057.411 2.293.058

180 3,020,593 2,265,445

200 2,983,775 2,237,831

1.493.05

1,465,44

1 437 83

1,613,808

1,586,195

1.558.581

1,943,058

1,915,445

1.887.831

2,093,058

2,065,44

2.037.831

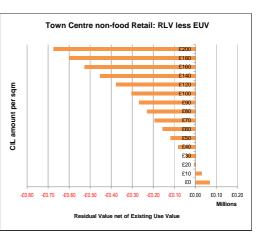
Residual Value net of threshold land value

Residual Value net of threshold land value



Appendix 4 Commercial appraisal results

| DEVELOPMENT APPRAISAL | | | - |
|--|------------------------------|-------------------|------------------------|
| Commercial Development | | Use class: | TC NF RETAIL |
| DEVELOPMENT VALUE | | | |
| - | | . (| |
| Rental Income | Area 17,6 | £ psf 74 16.00 | £ per annum 282,784 |
| Rent - area 1 | | | |
| Rent - area 2 | 10,0 | | 160,000 |
| Rent - area 3 | 10,0 | | 160,000 |
| Total rental income | 37,6 | 74 | 602,784 |
| Rent free/voids (years) | | 2 0.8900 | |
| Total revenue, capitalised (including all costs) | | 6.00% | 6 8,941,260 |
| GROSS DEVELOPMENT VALUE | | | 8,941,260 |
| Purchaser's costs | 5.75 | 5% 514,122 | 8,427,138 |
| DEVELOPMENT COSTS | | | |
| Development Ocela | | | |
| Development Costs | £5 psf 18,837 | ant | 94,185 |
| Demolition costs | £5 psf 18,837 | sqi | |
| Building costs Area | £82 psf 44,322 85% grs to | not | 3,634,433 |
| External works | 44,3ZZ 85% gis to | 10.00% | 6 363,443 |
| | | | |
| Professional fees Section 106 costs | | 10.00% | |
| Section 106 costs | | 10 | 6 823,529 |
| Disposal Costs Letting Agent's fee (% of rent) | | 10.00% | 60,278 |
| | | | , |
| Agent's fees (on capital value) | | 1.00% | |
| Legal fees (% of capital value) | | 0.75% | 667,059 |
| Interest on Finance | 10 11 | | |
| Total development duration | 18 months | | |
| Loan arrangement fee | 40 | 1.00% | |
| Interest on Construction Costs | 18 months | 6.50% | 6 259,584 |
| Profit Developer's profit on Total Revenue | | 20.00% | 6 1,685,428 |
| Developer's profit on Total Nevenue | | 20.007 | 1,000,420 |
| TOTAL DEVELOPMENT COSTS | | | 7,539,807 |
| AND VALUE | | | |
| Land surplus | | | 887,331 |
| Stamp duty | | 4.00% | |
| Agent's fees | | 1.25% | |
| Legal fees | | 0.50% | |
| Interest on land finance | 18 months | 6.50% | |
| RESIDUAL LAND VALUE | | | 754,769 |
| | | | |
| Existing use value | | | |
| Assumes existing space is 50% of new | 50% 18,8 | | |
| Rent per sq ft | £10 | | |
| Rental income per annum | 188,3 | 70 | |
| Rent free/voids (years) | | 3 0.7938 | 5 |
| Total revenue, capitalised (including all costs) | | 8.00% | |
| , | | 2.007 | .,, |
| Refurbishment costs | £30 | osf 565,110 |) |
| Fees | | 7% 39,558 | |
| Purchaser's costs | 5.7 | 5% | 72,70 |
| Existing use value | | | 1,191,80 |
| | | | |
| EUV including Landowner premium | 20 |)% | 1,430,160 |
| | | | |



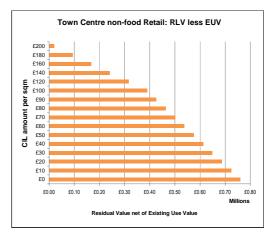
| | CIL amount | RLV |
|--------|------------|-----------|
| | | |
| 1 | £0 | £66,263 |
| 2 3 | £10 | £29,180 |
| | £20 | -£7,903 |
| 4 | £30 | -£44,985 |
| 5 | £40 | -£82,068 |
| 6 | £50 | -£119,151 |
| 7 | £60 | -£156,233 |
| 8 | £70 | -£193,316 |
| 9 | £80 | -£230,399 |
| 10 | £90 | -£267,481 |
| 11 | £100 | -£304,564 |
| 12 | £120 | -£378,729 |
| 13 | £140 | -£452,895 |
| 14 | £160 | -£527,060 |
| 15 | £180 | -£601,225 |
| 16 | £200 | -£675,391 |

Surplus available to fund CIL

(675,391)

| DEVELOPMENT APPRAISAL | | | r |
|---|----------------------|------------|--------------------------------|
| Commercial Development | | Use class: | TC NF RETAIL |
| | | | |
| DEVELOPMENT VALUE | | | |
| Rental Income | Area | £psf | £ per annum |
| Rent - area 1 | 17,674 | | . 318,132 |
| Rent - area 2 | 10,000 | 18.00 | 180,000 |
| Rent - area 3 | 10,000 | | 180,000 |
| Total rental income | 37,674 | | 678,132 |
| Rent free/voids (years) | 2 | 0.8900 | |
| Total revenue, capitalised (including all costs) | 2 | 6.00% | 10,058,918 |
| ·;(| | | ,, |
| GROSS DEVELOPMENT VALUE | | | 40.050.040 |
| Purchaser's costs | 5.75% | 578,388 | 10,058,918 9,480,530 |
| | | | |
| DEVELOPMENT COSTS | | | |
| | | | |
| Development Costs | | | |
| Demolition costs | £5 psf 18,837 sq | t | 94,185 |
| Building costs | £82 psf | | 3,634,433 |
| Area | 44,322 85% grs to ne | | |
| External works | | 10.00% | |
| Professional fees | | 10.00% | |
| Section 106 costs | | 16 | 823,529 |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | 67,813 |
| Agent's fees (on capital value) | | 1.00% | |
| Legal fees (% of capital value) | | 0.75% | |
| Interest on Finance | | | |
| Interest on Finance Total development duration | 18 months | | |
| Loan arrangement fee | To monuts | 1.00% | 53,248 |
| Interest on Construction Costs | 18 months | 6.50% | |
| | | | |
| Profit | | | |
| Developer's profit on Total Revenue | | 20.00% | 1,896,106 |
| | | | |
| TOTAL DEVELOPMENT COSTS | | | 7,777,579 |
| LAND VALUE | | | |
| | | | |
| Land surplus | | | 1,702,951 |
| Stamp duty | | 4.00% | |
| Agent's fees | | 1.25% | |
| Legal fees | | 0.50% | (|
| Interest on land finance | 18 months | 6.50% | (156,491) |
| RESIDUAL LAND VALUE | | | 1,448,541 |
| | | | |
| Existing use value | | | |
| Assumes existing space is 50% of new | 50% 18,837 | | |
| Rent per sq ft | £10 ps | | |
| Rental income per annum | 188,370 | | |
| | | | |
| Rent free/voids (years) | 3 | | |
| Total revenue, capitalised (including all costs) | | 8.00% | 1,869,177 |
| | | | |
| Refurbishment costs | £30 ps | | |
| Fees | 7% | 39,558 | |
| Purchaser's costs | 5.75% | | 72,709 |
| Eviating was value | | | 4 404 000 |
| Existing use value | | | 1,191,800 |
| EUV including Landowner premium | 20% | D | 1,430,160 |
| | | | |

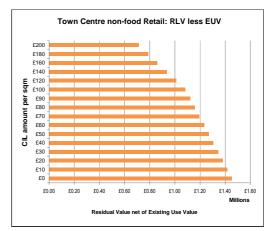
Surplus available to fund CIL 18,381



| | CIL amount | RLV |
|----|------------|----------|
| | | KLV |
| 1 | £0 | £760,034 |
| 2 | £10 | £722,952 |
| 3 | £20 | £685,869 |
| 4 | £30 | £648,786 |
| 5 | £40 | £611,703 |
| 6 | £50 | £574,621 |
| 7 | £60 | £537,538 |
| 8 | £70 | £500,455 |
| 9 | £80 | £463,373 |
| 10 | £90 | £426,290 |
| 11 | £100 | £389,207 |
| 12 | £120 | £315,042 |
| 13 | £140 | £240,877 |
| 14 | £160 | £166,711 |
| 15 | £180 | £92,546 |
| 16 | £200 | £18,381 |

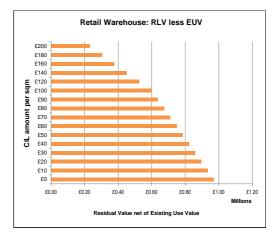
| DEVELOPMENT APPRAISAL | | | |
|---|---------------------|-------------------|--------------|
| Commercial Development | | Use class: | TC NF RETAIL |
| | | | |
| DEVELOPMENT VALUE | | | |
| Rental Income | Area | £psf | £ per annum |
| Rent - area 1 | 17,674 | | 353,480 |
| Rent - area 2 | 10,000 | | 200,000 |
| Rent - area 3 | 10,000 | 20.00 | 200,000 |
| Total rental income | 37,674 | l. | 753,480 |
| | | | |
| Rent free/voids (years) | 2 | 2 0.8900 6.00% | 44 470 575 |
| Total revenue, capitalised (including all costs) | | 6.00% | 11,176,575 |
| | | | |
| GROSS DEVELOPMENT VALUE | | | 11,176,575 |
| Purchaser's costs | 5.75% | 642,653 | 10,533,922 |
| DEVELOPMENT COSTS | | | |
| | | | |
| | | | |
| Development Costs | 05 / /0.007 | | |
| Demolition costs | £5 psf 18,837 so | t | 94,185 |
| Building costs | £82 psf | | 3,634,433 |
| Area External works | 44,322 85% grs to n | | 000 440 |
| | | 10.00% | |
| Professional fees Section 106 costs | | 10.00% 16 | |
| Section 106 costs | | 10 | 823,529 |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | 75,348 |
| Agent's fees (on capital value) | | 1.00% | 111,766 |
| Legal fees (% of capital value) | | 0.75% | 83,824 |
| Interest on Einance | | | |
| Interest on Finance Total development duration | 18 months | | |
| Loan arrangement fee | To THUILUIS | 1.00% | 53,248 |
| Interest on Construction Costs | 18 months | 6.50% | |
| | | 0.007 | 200,001 |
| Profit | | | |
| Developer's profit on Total Revenue | | 20.00% | 2,106,784 |
| | | | |
| TOTAL DEVELOPMENT COSTS | | | 8,015,351 |
| | | | |
| LAND VALUE | | | |
| Land surplus | | | 2,518,571 |
| Stamp duty | | 4.00% | |
| Agent's fees | | 1.25% | |
| Legal fees | | 0.50% | |
| Interest on land finance | 18 months | 6.50% | X 75557 |
| | io monaio | 0.007 | (201,111) |
| RESIDUAL LAND VALUE | | | 2,142,312 |
| | | | |
| Existing use value | | | |
| Assumes existing space is 50% of new | 50% 18,837 | , | |
| Rent per sq ft | £10 ps | | |
| Rental income per annum | 188,370 | | |
| | | | |
| Rent free/voids (years) | 3 | 0.7938 | |
| Total revenue, capitalised (including all costs) | | 8.00% | 1,869,177 |
| | | | |
| Refurbishment costs | £30 ps | | |
| Fees | 79 | 6 39,558 | |
| Purchaser's costs | E 760 | ۷ | 70 700 |
| Purchaser's costs | 5.75% | o | 72,709 |
| Existing use value | | | 1,191,800 |
| EUV/instantion London | | , | , |
| EUV including Landowner premium | 209 | lo | 1,430,160 |
| | | | |





| | CIL amount | RLV |
|--------|------------|------------|
| | | |
| 1 | £0 | £1,453,806 |
| 2 3 | £10 | £1,416,723 |
| | £20 | £1,379,640 |
| 4 | £30 | £1,342,558 |
| 5 | £40 | £1,305,475 |
| 6 | £50 | £1,268,392 |
| 7 | £60 | £1,231,310 |
| 8 | £70 | £1,194,227 |
| 9 | £80 | £1,157,144 |
| 10 | £90 | £1,120,062 |
| 11 | £100 | £1,082,979 |
| 12 | £120 | £1,008,813 |
| 13 | £140 | £934,648 |
| 14 | £160 | £860,483 |
| 15 | £180 | £786,317 |
| 16 | £200 | £712,152 |

| DEVELOPMENT APPRAISAL | | r | |
|--|-----------------------|------------|---|
| Commercial Development | | Use class: | RETAIL W/H |
| DEVELOPMENT VALUE | | | |
| DEVELOPMENT VALUE | | | |
| Rental Income | Area | £psf | £ per annum |
| Rent - area 1 | 17,674 | 16.00 | 282,784 |
| Rent - area 2 | 10,000 | 16.00 | 160,000 |
| Rent - area 3 | 10,000 | 16.00 | 160,000 |
| Total rental income | 37,674 | | 602,784 |
| Rent free/voids (years) | 2 | 0.8817 | |
| Total revenue, capitalised (including all costs) | | 6.50% | 8,176,156 |
| | | | |
| GROSS DEVELOPMENT VALUE | | | 8,176,156 |
| Purchaser's costs | 5.75% | 470,129 | 7,706,027 |
| DEVELOPMENT COSTS | | | |
| | | | |
| Development Ocean | | | |
| Development Costs Demolition costs | £5 psf 18,837 sqt | | 94.185 |
| Building costs | £51 psf | | 2,260,440 |
| Area | 44,322 85% grs to ne | | 2,200,440 |
| External works | 44,522 0070 910 10110 | 10.00% | 226,044 |
| Professional fees | | 10.00% | |
| Section 106 costs | | 10.00% | |
| | | 10 | 020,023 |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | , . |
| Agent's fees (on capital value) | | 1.00% | |
| Legal fees (% of capital value) | | 0.75% | 61,321 |
| Interest on Finance | | | |
| Total development duration | 18 months | | |
| Loan arrangement fee | | 1.00% | 36,623 |
| Interest on Construction Costs | 18 months | 6.50% | 178,535 |
| Profit | | | |
| Developer's profit on Total Revenue | | 20.00% | 1,541,205 |
| | | | |
| TOTAL DEVELOPMENT COSTS | | | 5,621,990 |
| LAND VALUE | | | |
| LAND VALUE | | | |
| Land surplus | | | 2,084,037 |
| Stamp duty | | 4.00% | |
| Agent's fees | | 1.25% | (26,050) |
| Legal fees | | 0.50% | |
| Interest on land finance | 18 months | 6.50% | (191,510 |
| RESIDUAL LAND VALUE | | | 1,772,695 |
| | | | , |
| Existing use value | | | |
| Assumes existing space is 50% of new | 50% 18,837 | | |
| Rent per sq ft | £10 psl | | |
| Rental income per annum | 188,370 | | |
| | | | |
| Rent free/voids (years) | 3 | 0.7938 | |
| Total revenue, capitalised (including all costs) | | 8.00% | 1,869,177 |
| | | | |
| Refurbishment costs Fees | £25 psi | | |
| rees | 7% | 32,965 | |
| Purchaser's costs | 5.75% | | 78,504 |
| Fairfacture | | | |
| Existing use value | | | 1,286,783 |
| EUV including Landowner premium | 20% | | 1,544,140 |
| | | | |

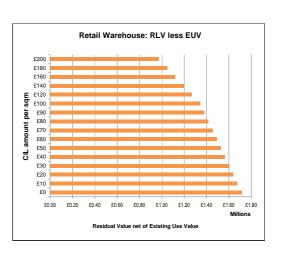


| | CIL amount | RLV |
|--------|------------|----------|
| | | |
| 1 | £0 | £970,208 |
| 2 3 | £10 | £933,125 |
| 3 | £20 | £896,043 |
| 4 | £30 | £858,960 |
| 5 | £40 | £821,877 |
| 6 | £50 | £784,795 |
| 7 | £60 | £747,712 |
| 8 | £70 | £710,629 |
| 9 | £80 | £673,547 |
| 10 | £90 | £636,464 |
| 11 | £100 | £599,381 |
| 12 | £120 | £525,216 |
| 13 | £140 | £451,051 |
| 14 | £160 | £376,885 |
| 15 | £180 | £302,720 |
| 16 | £200 | £228,555 |

| Surplus available to fund CIL |
|-------------------------------|
|-------------------------------|

228,555

| DEVELOPMENT APPRAISAL | | | 1 |
|---|----------------------|------------|-------------|
| Commercial Development | | Use class: | RETAIL W/H |
| | | | |
| DEVELOPMENT VALUE | | | |
| Rental Income | Area | £ psf | £ per annum |
| Rent - area 1 | 17,674 | 18.00 | 318,132 |
| Rent - area 2 | 10,000 | | 180,000 |
| Rent - area 3 | 10,000 | | 180,000 |
| Total rental income | 37,674 | | 678,132 |
| Rent free/voids (years) | 2 | 0.8734 | |
| Total revenue, capitalised (including all costs) | | 7.00% | 8,461,525 |
| | | | |
| GROSS DEVELOPMENT VALUE | | | 8,461,525 |
| Purchaser's costs | 5.75% | 486,538 | 7,974,987 |
| | | | |
| DEVELOPMENT COSTS | | | |
| | | | |
| Development Costs | | | |
| Demolition costs | £5 psf 18,837 sq | t | 94,185 |
| Building costs | £51 psf | | 2,260,440 |
| Area | 44,322 85% grs to ne | | |
| External works | | 10.00% | |
| Professional fees | | 10.00% | |
| Section 106 costs | | 16 | 823,529 |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | 67,813 |
| Agent's fees (on capital value) | | 1.00% | 84,615 |
| Legal fees (% of capital value) | | 0.75% | |
| laterat en Elemen | | | |
| Interest on Finance Total development duration | 18 months | | |
| Loan arrangement fee | 16 monuns | 1.00% | 36,623 |
| Interest on Construction Costs | 18 months | 6.50% | |
| Interest on Construction Costs | To monuis | 0.5078 | 170,000 |
| Profit | | | |
| Developer's profit on Total Revenue | | 20.00% | 1,594,997 |
| | | | |
| TOTAL DEVELOPMENT COSTS | | | 5,688,311 |
| LAND VALUE | | | |
| LAND VALUE | | | |
| Land surplus | | | 2,286,677 |
| Stamp duty | | 4.00% | |
| Agent's fees | | 1.25% | |
| Legal fees | | 0.50% | |
| Interest on land finance | 18 months | 6.50% | (210,131) |
| RESIDUAL LAND VALUE | | | 1,945,061 |
| | | | 1,040,001 |
| | | | |
| Existing use value | F00/ /0 007 | | |
| Assumes existing space is 50% of new | 50% 18,837 | | |
| Rent per sq ft | £10 ps | | |
| Rental income per annum | 188,370 | | |
| Rent free/voids (years) | 3 | 0.7938 | |
| Total revenue, capitalised (including all costs) | 0 | 8.00% | 1,869,177 |
| | | | |
| Refurbishment costs | £50 ps | f 941,850 | |
| Fees | 7% | | |
| Purchaser's costs | 5.75% | | 49.530 |
| Furchaser's costs | 5.75% |) | 49,530 |
| Existing use value | | | 811,867 |
| | | | |
| EUV including Landowner premium | 20% | | 974,241 |
| | | | |



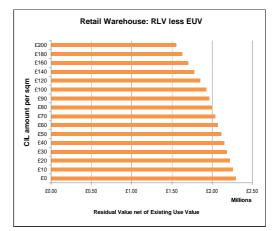
| | <u>.</u> | |
|--------|------------|------------|
| | CIL amount | RLV |
| | | |
| 1 | £0 | £1,712,474 |
| 2 3 | £10 | £1,675,391 |
| | £20 | £1,638,309 |
| 4 | £30 | £1,601,226 |
| 5 | £40 | £1,564,143 |
| 6 | £50 | £1,527,061 |
| 7 | £60 | £1,489,978 |
| 8 | £70 | £1,452,895 |
| 9 | £80 | £1,415,813 |
| 10 | £90 | £1,378,730 |
| 11 | £100 | £1,341,647 |
| 12 | £120 | £1,267,482 |
| 13 | £140 | £1,193,317 |
| 14 | £160 | £1,119,151 |
| 15 | £180 | £1,044,986 |
| 16 | £200 | £970,821 |

Surplus available to fund CIL

970,821

Surplus available to fund CIL

| DEVELOPMENT APPRAISAL | | | |
|--|---------------------|----------------|------------------------|
| Commercial Development | | Use class: | RETAIL W/H |
| - | | | |
| DEVELOPMENT VALUE | | | |
| | | | - |
| Rental Income | Area | £psf | £ per annum |
| Rent - area 1 | 17,674 | | 353,480 |
| Rent - area 2 Rent - area 3 | 10,000 | | 200,000 |
| Total rental income | 10,000 37,674 | | 200,000 753,480 |
| Totai teritai income | 37,074 | | 755,460 |
| Rent free/voids (years) | | 0.8734 | |
| Total revenue, capitalised (including all costs) | | 7.00% | 9,401,694 |
| · · · · · · · · · · · · · · · · · · · | | | -,, |
| | | | |
| GROSS DEVELOPMENT VALUE | | | 9,401,694 |
| Purchaser's costs | 5.75% | 6 540,597 | 8,861,097 |
| DEVELOPMENT COSTS | | | |
| DEVELOPMENT COSTS | | | |
| | | | |
| Development Costs | | | |
| Demolition costs | £5 psf 18,837 so | ıt | 94,185 |
| Building costs | £51 psf | • | 2,260,440 |
| Area | 44,322 85% grs to n | et | ,, |
| External works | | 10.00% | 226,044 |
| Professional fees | | 10.00% | 258,067 |
| Section 106 costs | | 16 | 823,529 |
| | | | |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | 75,348 |
| Agent's fees (on capital value) | | 1.00% | |
| Legal fees (% of capital value) | | 0.75% | 70,513 |
| | | | |
| Interest on Finance | 10 | | |
| Total development duration | 18 months | 1.000/ | 00.000 |
| Loan arrangement fee Interest on Construction Costs | 18 months | 1.00% 6.50% | |
| Intelest on Construction Costs | To monuts | 0.50 / | 176,000 |
| Profit | | | |
| Developer's profit on Total Revenue | | 20.00% | 1,772,219 |
| | | | |
| | | | |
| TOTAL DEVELOPMENT COSTS | | | 5,889,520 |
| LAND VALUE | | | |
| LAND VALUE | | | |
| Lond surplus | | | 2 071 577 |
| Land surplus Stamp duty | | 4.00% | 2,971,577 (118,863) |
| Agent's fees | | 4.00% | |
| Legal fees | | 0.50% | |
| Interest on land finance | 18 months | 6.50% | |
| | | 0.007 | (210,000) |
| RESIDUAL LAND VALUE | | | 2,527,642 |
| | | | |
| | | | |
| Existing use value | 500/ | | |
| Assumes existing space is 50% of new | 50% 18,837 | | |
| Rent per sq ft | £10 ps | | |
| Rental income per annum | 188,370 |) | |
| Pont free/voide (veers) | 3 | 0.7938 | |
| Rent free/voids (years) | | 8.00% | 1,869,177 |
| Total revenue, capitalised (including all costs) | | 6.00% | 1,009,177 |
| Refurbishment costs | 650 pr | f 0/1 950 | |
| Fees | £50 ps 79 | | |
| 1 665 | | 0 00,000 | |
| Purchaser's costs | 5.75% | 6 | 49,530 |
| | 2.1.07 | | .2,500 |
| Existing use value | | | 811,867 |
| | | | |
| EUV including Landowner premium | 20% | 6 | 974,241 |
| | | | |

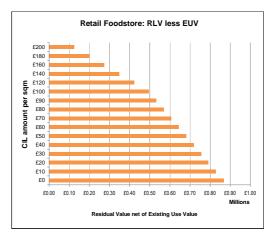


| | CIL amount | RLV |
|----|------------|------------|
| | | |
| 1 | £0 | £2,295,054 |
| 2 | £10 | £2,257,972 |
| 3 | £20 | £2,220,889 |
| 4 | £30 | £2,183,806 |
| 5 | £40 | £2,146,724 |
| 6 | £50 | £2,109,641 |
| 7 | £60 | £2,072,558 |
| 8 | £70 | £2,035,476 |
| 9 | £80 | £1,998,393 |
| 10 | £90 | £1,961,310 |
| 11 | £100 | £1,924,228 |
| 12 | £120 | £1,850,062 |
| 13 | £140 | £1,775,897 |
| 14 | £160 | £1,701,731 |
| 15 | £180 | £1,627,566 |
| 16 | £200 | £1,553,401 |

1,553,401

Surplus available to fund CIL

| DEVELOPMENT APPRAISAL | | 1 | |
|---|----------------------|------------|-------------|
| Commercial Development | | Use class: | RETAIL FS |
| DEVELOPMENT VALUE | | | |
| DEVELOPMENT VALUE | | | |
| Rental Income | Area | £ psf | £ per annum |
| Rent - area 1 | 17,674 | | 282,784 |
| Rent - area 2 | 10,000 | | 160,000 |
| Rent - area 3 | 10,000 | | 160,000 |
| Total rental income | 37,674 | | 602,784 |
| Rent free/voids (years) | 2 | 0.9070 | |
| Total revenue, capitalised (including all costs) | | 5.00% | 10,934,857 |
| | | | |
| GROSS DEVELOPMENT VALUE | | | 10,934,857 |
| Purchaser's costs | 5.75% | 628,754 | 10,306,103 |
| | | | |
| DEVELOPMENT COSTS | | | |
| | | | |
| Development Costs | | | |
| Demolition costs | £5 psf 18,837 sq | t | 94,185 |
| Building costs | £61 psf | | 2,703,664 |
| Area | 44,322 85% grs to ne | | |
| External works | | 10.00% | |
| Professional fees | | 10.00% | |
| Section 106 costs | | 16 | 823,529 |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | 60,278 |
| Agent's fees (on capital value) | | 1.00% | |
| Legal fees (% of capital value) | | 0.75% | |
| lateration Element | | | |
| Interest on Finance Total development duration | 18 months | | |
| Loan arrangement fee | 16 monuns | 1.00% | 41,986 |
| Interest on Construction Costs | 18 months | 6.50% | |
| | | 0.007 | 201,000 |
| Profit | | | |
| Developer's profit on Total Revenue | | 20.00% | 2,061,221 |
| | | | |
| TOTAL DEVELOPMENT COSTS | | | 6,758,090 |
| LAND VALUE | | | |
| | | | |
| Land surplus | | | 3,548,012 |
| Stamp duty | | 4.00% | |
| Agent's fees | | 1.25% | |
| Legal fees | | 0.50% | (17,740) |
| Interest on land finance | 18 months | 6.50% | (326,040) |
| RESIDUAL LAND VALUE | | | 3,017,961 |
| | | | 0,011,001 |
| Fold diversion and the | | | |
| Existing use value | E00/ 40.007 | | |
| Assumes existing space is 50% of new | 50% 18,837 | | |
| Rent per sq ft | £12 ps | | |
| Rental income per annum | 226,044 | | |
| Rent free/voids (years) | 3 | 0.8396 | |
| Total revenue, capitalised (including all costs) | Ŭ | 6.00% | 3,163,182 |
| | | | .,, |
| Refurbishment costs | £30 ps | f 565,110 | |
| Fees | 7% | | |
| Burchasar'a costa | E 750 | | A 47 A 4F |
| Purchaser's costs | 5.75% | 2 | 147,115 |
| Existing use value | | | 2,411,399 |
| | 20% | | 0.000.070 |
| EUV including Landowner premium | 20% | 2 | 2,893,679 |
| | | | |

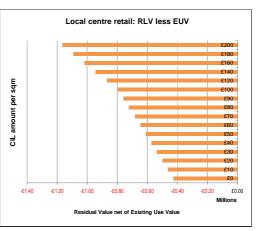


| | CIL amount | RLV |
|----|------------|----------|
| | | |
| 1 | £0 | £865,936 |
| 2 | £10 | £828,853 |
| 3 | £20 | £791,770 |
| 4 | £30 | £754,688 |
| 5 | £40 | £717,605 |
| 6 | £50 | £680,522 |
| 7 | £60 | £643,440 |
| 8 | £70 | £606,357 |
| 9 | £80 | £569,274 |
| 10 | £90 | £532,192 |
| 11 | £100 | £495,109 |
| 12 | £120 | £420,944 |
| 13 | £140 | £346,778 |
| 14 | £160 | £272,613 |
| 15 | £180 | £198,448 |
| 16 | £200 | £124,282 |

124,282

| DEVELOPMENT APPRAISAL | | - | 1 |
|--|-----------------------------|------------|---|
| Commercial Development | | Use class: | LC Retail |
| | | | |
| DEVELOPMENT VALUE | | | |
| Rental Income | Area | £psf | £ per annum |
| Rent - area 1 | 17,674 | | 247,436 |
| Rent - area 2 | 10,000 | 14.00 | 140,000 |
| Rent - area 3 | 10,000 |) 14.00 | 140,000 |
| Total rental income | 37,674 | l . | 527,436 |
| | | | |
| Rent free/voids (years) | 2 | | |
| Total revenue, capitalised (including all costs) | | 7.00% | 6,581,186 |
| | | | |
| GROSS DEVELOPMENT VALUE | | | 6,581,186 |
| Purchaser's costs | 5.75% | 6 378,418 | 6,202,768 |
| | | | |
| DEVELOPMENT COSTS | | | |
| | | | |
| David annual October | | | |
| Development Costs Demolition costs | £5 psf 18,837 so | • | 94,185 |
| Building costs | £5 psi 16,637 st £61 psf | lr. | 2,703,664 |
| Area | 44,322 85% grs to n | at | 2,703,664 |
| External works | ,022 0070 gra to h | 10.00% | 270,366 |
| Professional fees | | 10.00% | |
| Section 106 costs | | 10.0076 | |
| | | | 020,020 |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | 52,744 |
| Agent's fees (on capital value) | | 1.00% | 65,812 |
| Legal fees (% of capital value) | | 0.75% | |
| о (I) | | | |
| Interest on Finance | | | |
| Total development duration | 18 months | | |
| Loan arrangement fee | | 1.00% | |
| Interest on Construction Costs | 18 months | 6.50% | 204,680 |
| B (1) | | | |
| Profit Developer's profit on Total Revenue | | 20.00% | 1,240,554 |
| Developer's profit on rotal Revenue | | 20.0070 | 1,240,334 |
| | | | |
| TOTAL DEVELOPMENT COSTS | | | 5,853,699 |
| LAND VALUE | | | |
| | | | |
| Land surplus | | | 349,068 |
| Stamp duty | | 4.00% | ()) () () () () () () () () (|
| Agent's fees | | 1.25% | |
| Legal fees | | 0.50% | |
| Interest on land finance | 18 months | 6.50% | (32,077) |
| RESIDUAL LAND VALUE | | | 296,920 |
| RESIDUAL LAND VALUE | | | 290,920 |
| | | | |
| Existing use value | | | |
| Assumes existing space is 50% of new | 50% 18,837 | | |
| Rent per sq ft | £8 ps | | |
| Rental income per annum | 150,696 | i i | |
| Dept (rec/uside (users) | | 0 7000 | |
| Rent free/voids (years) | 3 | | 4 405 044 |
| Total revenue, capitalised (including all costs) | | 8.00% | 1,495,342 |
| Poturbishment costs | C10 | f 188,370 | |
| Refurbishment costs Fees | £10 ps 79 | | |
| 1000 | 17 | J 13,100 | |
| Purchaser's costs | 5.75% | 6 | 74,393 |
| | 5.107 | | |
| Existing use value | | | 1,219,393 |
| EUV including Landowner premium | 20% | 6 | 1,463,272 |
| Lot modeling Landowner premium | 20, | • | 1,400,272 |

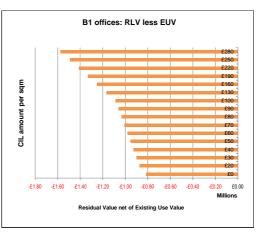
Surplus available to fund CIL (1,166,352)



| | CIL amount | RLV |
|--------|------------|-------------|
| | | |
| 1 | £0 | -£424,698 |
| 2 3 | £10 | -£461,781 |
| 3 | £20 | -£498,864 |
| 4 | £30 | -£535,946 |
| 5 | £40 | -£573,029 |
| 6 | £50 | -£610,112 |
| 7 | £60 | -£647,195 |
| 8 | £70 | -£684,277 |
| 9 | £80 | -£721,360 |
| 10 | £90 | -£758,443 |
| 11 | £100 | -£795,525 |
| 12 | £120 | -£869,691 |
| 13 | £140 | -£943,856 |
| 14 | £160 | -£1,018,021 |
| 15 | £180 | -£1,092,187 |
| 16 | £200 | -£1,166,352 |

| DEVELOPMENT APPRAISAL | | | |
|--|----------------------|----------------|--------------------|
| Commercial Development | | Use class: | B1 offices |
| DEVELOPMENT VALUE | | | |
| | | | |
| Rental Income | Area | £ psf | £ per annum |
| Rent - area 1 Rent - area 2 | 10,000 10,000 | 13.50 13.50 | 135,000 135,000 |
| Rent - area 3 | 10,000 | 13.50 | 135,000 |
| Total rental income | 30,000 | 10.00 | 405,000 |
| | | | |
| Rent free/voids (years) | 2 | 0.8817 | |
| Total revenue, capitalised (including all costs) | | 6.50% | 5,493,416 |
| | | | |
| GROSS DEVELOPMENT VALUE | | | 5,493,416 |
| Purchaser's costs | 5.75% | 315,871 | 5,177,544 |
| DEVELOPMENT COSTS | | | |
| | | | |
| Development Octo | | | |
| Development Costs Demolition costs | £5 psf 15,000 sqt | ł | 75,000 |
| Building costs | £90 psf | | 3,000,000 |
| Area | 33,333 90% grs to ne | t | 2,222,000 |
| External works | | 10.00% | |
| Professional fees | | 10.00% | |
| Section 106 costs | | 16 | 867,088 |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | 40,500 |
| Agent's fees (on capital value) | | 1.00% | 54,934 |
| Legal fees (% of capital value) | | 0.75% | 41,201 |
| Interest on Finance | | | |
| Total development duration | 6 months | | |
| Loan arrangement fee | o montrio | 1.00% | 45,796 |
| Interest on Construction Costs | 6 months | 6.50% | |
| | | | |
| Profit Developer's profit on Total Revenue | | 20.00% | 1,035,509 |
| Developer's profit on Total Revenue | | 20.00 % | 1,035,509 |
| TOTAL DEVELOBILENT COOTO | | | 5 074 040 |
| TOTAL DEVELOPMENT COSTS | | | 5,871,946 |
| LAND VALUE | | | |
| Land surplus | | | (694,401) |
| Stamp duty | | 4.00% | |
| Agent's fees | | 1.25% | |
| Legal fees | | 0.50% | |
| Interest on land finance | 18 months | 6.50% | 63,811 |
| RESIDUAL LAND VALUE | | | (590,662) |
| | | | (000,002) |
| Existing use value | | | |
| Existing use value Assumes existing space is 50% of new | 50% 15,000 | | |
| Rent per sq ft | £8 psl | : | |
| Rental income per annum | 120,000 | | |
| | | | |
| Rent free/voids (years) | 3 | 0.7938 | 4 400 7 10 |
| Total revenue, capitalised (including all costs) | | 8.00% | 1,190,748 |
| Refurbishment costs | £20 pst | 300,000 | |
| Fees | 7% | | |
| | | | |
| Purchaser's costs | 5.75% | , | 50,011 |
| Existing use value | | | 819,738 |
| | | | |
| EUV including Landowner premium | 20% | • | 983,685 |
| | | | |

(1,574,348)

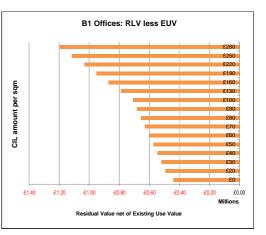


| | CIL amount | RLV |
|----|------------|-------------|
| | | |
| 1 | £0 | -£817,437 |
| 2 | £20 | -£871,502 |
| 3 | £30 | -£898,534 |
| 4 | £40 | -£925,567 |
| 5 | £50 | -£952,599 |
| 6 | £60 | -£979,632 |
| 7 | £70 | -£1,006,664 |
| 8 | £80 | -£1,033,697 |
| 9 | £90 | -£1,060,729 |
| 10 | £100 | -£1,087,762 |
| 11 | £130 | -£1,168,860 |
| 12 | £160 | -£1,249,957 |
| 13 | £190 | -£1,331,055 |
| 14 | £220 | -£1,412,152 |
| 15 | £250 | -£1,493,250 |
| 16 | £280 | -£1,574,348 |

Surplus available to fund CIL

| DEVELOPMENT APPRAISAL | | | 1 |
|--|----------------------|----------------|--------------------|
| Commercial Development | | Use class: | B1 offices |
| DEVELOPMENT VALUE | | | |
| DEVELOPMENT VALUE | | | |
| Rental Income | Area | £psf | £ per annum |
| Rent - area 1 | 10,000 | | 150,000 |
| Rent - area 2 Rent - area 3 | 10,000 10,000 | | 150,000 150,000 |
| Total rental income | 30,000 | | 450,000 |
| i otai rentai income | 50,000 | | 450,000 |
| Rent free/voids (years) | 2 | 0.8817 | |
| Total revenue, capitalised (including all costs) | | 6.50% | 6,103,795 |
| | | | |
| GROSS DEVELOPMENT VALUE | | | 6,103,795 |
| Purchaser's costs | 5.75% | 350,968 | 5,752,827 |
| | | | |
| DEVELOPMENT COSTS | | | |
| | | | |
| Development Costs | | | |
| Demolition costs | £5 psf 15,000 sq | t | 75,000 |
| Building costs | £90 psf | | 3,000,000 |
| Area | 33,333 90% grs to ne | | |
| External works | | 10.00% | |
| Professional fees Section 106 costs | | 10.00% 16 | |
| | | 10 | 007,000 |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | 45,000 |
| Agent's fees (on capital value) | | 1.00% | 61,038 |
| Legal fees (% of capital value) | | 0.75% | 45,778 |
| | | | |
| Interest on Finance | | | |
| Total development duration | 6 months | 1.000/ | 45 700 |
| Loan arrangement fee Interest on Construction Costs | 6 months | 1.00% 6.50% | |
| | 0 monais | 0.0070 | 74,410 |
| Profit | | | |
| Developer's profit on Total Revenue | | 20.00% | 1,150,565 |
| | | | |
| TOTAL DEVELOPMENT COSTS | | | 6,002,184 |
| LAND VALUE | | | |
| LAND VALUE | | | |
| Land surplus | | | (249,357) |
| Stamp duty | | 4.00% | |
| Agent's fees | | 1.25% | 3,117 |
| Legal fees | | 0.50% | |
| Interest on land finance | 18 months | 6.50% | 22,914 |
| RESIDUAL LAND VALUE | | | (212.105) |
| REGIDUAE EARD VALUE | | | (112,100) |
| | | | |
| Existing use value | F00/ / | | |
| Assumes existing space is 50% of new | 50% 15,000 | | |
| Rent per sq ft | £8 ps | | |
| Rental income per annum | 120,000 | | |
| Rent free/voids (years) | 3 | 0.7938 | |
| Total revenue, capitalised (including all costs) | 0 | 8.00% | 1,190,748 |
| | | | |
| Refurbishment costs | £20 ps | | |
| Fees | 7% | 21,000 | |
| Burchasor's costs | E 7E0/ | | 50.011 |
| Purchaser's costs | 5.75% | 5 | 50,011 |
| Existing use value | | | 819,738 |
| | | | |
| EUV including Landowner premium | 20% | 5 | 983,685 |
| | | | |

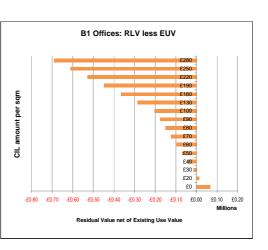
(1,195,790)



| | CIL amount | RLV |
|----|------------|-------------|
| | | |
| 1 | £0 | -£438,879 |
| 2 | £20 | -£492,944 |
| 3 | £30 | -£519,977 |
| 4 | £40 | -£547,009 |
| 5 | £50 | -£574,042 |
| 6 | £60 | -£601,074 |
| 7 | £70 | -£628,107 |
| 8 | £80 | -£655,139 |
| 9 | £90 | -£682,172 |
| 10 | £100 | -£709,204 |
| 11 | £130 | -£790,302 |
| 12 | £160 | -£871,400 |
| 13 | £190 | -£952,497 |
| 14 | £220 | -£1,033,595 |
| 15 | £250 | -£1,114,692 |
| 16 | £280 | -£1,195,790 |

Surplus available to fund CIL

| DEVELOPMENT APPRAISAL | | | |
|--|----------------------|------------|-------------------------------|
| Commercial Development | | Use class: | B1 offices |
| DEVELOPMENT VALUE | | | |
| DEVELOPMENT VALUE | | | |
| Rental Income | Area | £psf | £ per annum |
| Rent - area 1 | 10,000 | | 170,000 |
| Rent - area 2 | 10,000 | | 170,000 |
| Rent - area 3 | 10,000 | | 170,000 |
| Total rental income | 30,000 | | 510,000 |
| Rent free/voids (years) | 2 | 0.8817 | |
| Total revenue, capitalised (including all costs) | - | 6.50% | 6,917,634 |
| | | | |
| | | | |
| GROSS DEVELOPMENT VALUE Purchaser's costs | 5.75% | 397,764 | 6,917,634 6,519,870 |
| | 0.107 | | 0,010,010 |
| DEVELOPMENT COSTS | | | |
| | | | |
| Development Costs | | | |
| Demolition costs | £5 psf 15,000 so | t | 75.000 |
| Building costs | £90 psf | | 3,000,000 |
| Area | 33,333 90% grs to ne | ŧ | -,, |
| External works | | 10.00% | 300,000 |
| Professional fees | | 10.00% | |
| Section 106 costs | | 16 | |
| | | | |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | |
| Agent's fees (on capital value) | | 1.00% | |
| Legal fees (% of capital value) | | 0.75% | 51,882 |
| Interest on Finance | | | |
| Total development duration | 6 months | | |
| Loan arrangement fee | | 1.00% | 45,796 |
| Interest on Construction Costs | 6 months | 6.50% | 74,418 |
| 5 <i>(iii</i>) | | | |
| Profit Developer's profit on Total Revenue | | 20.00% | 1,303,974 |
| Developer's profit on Total Revenue | | 20.007 | 1,303,974 |
| | | | |
| TOTAL DEVELOPMENT COSTS | | | 6,175,835 |
| LAND VALUE | | | |
| | | | |
| Land surplus | | | 344,036 |
| Stamp duty | | 4.00% | X |
| Agent's fees | | 1.25% | |
| Legal fees | | 0.50% | |
| Interest on land finance | 18 months | 6.50% | (31,615) |
| RESIDUAL LAND VALUE | | | 292,639 |
| | | | |
| Existing use value | | | |
| Assumes existing space is 50% of new | 50% 15,000 | | |
| Rent per sq ft | £8 ps | | |
| Rental income per annum | 120,000 | | |
| | .20,000 | | |
| Rent free/voids (years) | 3 | 0.7938 | |
| Total revenue, capitalised (including all costs) | | 8.00% | 1,190,748 |
| | | | |
| Refurbishment costs | £20 ps | | |
| Fees | 7% | 6 21,000 | |
| Purchaser's costs | 5.75% | 6 | 50,011 |
| | 5.757 | ~ | 55,011 |
| Existing use value | | | 819,738 |
| | 000 | , | 000 605 |
| EUV including Landowner premium | 20% | 0 | 983,685 |
| | | | |



| | CIL amount | RLV |
|----|------------|-----------|
| | | |
| 1 | £0 | £65,865 |
| 2 | £20 | £11,799 |
| 3 | £30 | -£15,233 |
| 4 | £40 | -£42,266 |
| 5 | £50 | -£69,298 |
| 6 | £60 | -£96,331 |
| 7 | £70 | -£123,363 |
| 8 | £80 | -£150,396 |
| 9 | £90 | -£177,428 |
| 10 | £100 | -£204,461 |
| 11 | £130 | -£285,558 |
| 12 | £160 | -£366,656 |
| 13 | £190 | -£447,754 |
| 14 | £220 | -£528,851 |
| 15 | £250 | -£609,949 |
| 16 | £280 | -£691,046 |

43,560 sq ft in an acre 34% Site coverage

69% Site coverage (new build)

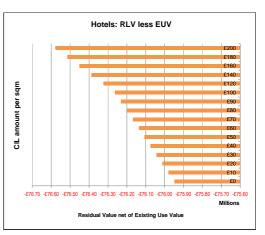
2,380,519

(691,046)

Surplus available to fund CIL

| | | | | | 1 |
|---|----------|-------|---------------|-----------------|--------------------------------|
| Commercial Development | | | | Use class: | HOTEL |
| EVELOPMENT VALUE | | | | | |
| Rental Income | | Area | | £psf | £ per annum |
| Rent - area 1 | | | 10,000 | 12.75 | 127,500 |
| Rent - area 2 | | | 10,000 | 12.75 | 127,500 |
| Rent - area 3 | | | 10,000 | 12.75 | 127,500 |
| Total rental income | | | 30,000 | | 382,500 |
| Rent free/voids (years) Total revenue, capitalised (including all costs) | | | - | 1.0000 6.50% | |
| GROSS DEVELOPMENT VALUE Purchaser's costs | | | 5.75% | 338,365 | 5,884,615 5,546,25 0 |
| | | | 0.1070 | 000,000 | 0,010,20 |
| EVELOPMENT COSTS | | | | | |
| Development Costs | | | | | |
| Demolition costs | £5 psf | 15 | 5,000 sqt | | 75,000 |
| Building costs | £123 psf | | | | 4,612,500 |
| Area | 37,500 | 80% | 6 grs to net | | |
| External works | | | | 10.00% | |
| Professional fees | | | | 10.00% | 514,87 |
| Section 106 costs | | | | 16 | |
| Fit out costs | £15.00 | | | | 562,500 |
| Disposal Costs | | | | | |
| Letting Agent's fee (% of rent) | | | | 10.00% | 38,250 |
| Agent's fees (on capital value) | | | | 1.00% | |
| Legal fees (% of capital value) | | | | 0.75% | 44,13 |
| Interest on Finance | 10 | | | | |
| Total development duration | 18 | month | าร | 4.000 | |
| Loan arrangement fee Interest on Construction Costs | 18 | month | าร | 1.00% 6.50% | |
| Profit | | | | | |
| Developer's profit on Total Revenue | | | | 20.00% | 1,109,250 |
| TOTAL DEVELOPMENT COSTS | | | | | 8,580,093 |
| AND VALUE | | | | | |
| Land surplus | | | | | (3,033,843 |
| Stamp duty | | | | 4.00% | |
| Agent's fees | | | | 1.25% | |
| Legal fees | | | | 0.50% | |
| Interest on land finance | 18 | month | าร | 6.50% | |
| RESIDUAL LAND VALUE | | | | | (2,580,606 |
| Existing use value | | | | | |
| Assumes existing space is 50% of new | 50% | | 15,000 | | |
| Rent per sq ft | 30 /0 | | £10 psf | | |
| Rental income per annum | | | 150,000 | | |
| Rent free/voids (years) Total revenue, capitalised (including all costs) | | | 3 | 0.7938 8.00% | |
| Refurbishment costs Fees | | | £50 psf 7% | | |
| | | | 5.75% | | 39,44 |
| Purchaser's costs | | | 5.75% | | |
| | | | 5.75% | - | 646,494 |

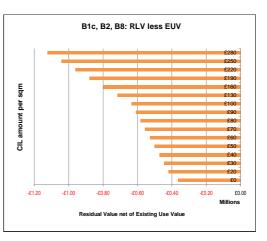
Surplus available to fund CIL (3,356,399)



39,231

| | CIL amount | RLV |
|----|------------|--------------|
| | | |
| 1 | £0 | -£75,948,371 |
| 2 | £10 | -£75,979,746 |
| 3 | £20 | -£76,011,121 |
| 4 | £30 | -£76,042,495 |
| 5 | £40 | -£76,073,870 |
| 6 | £50 | -£76,105,245 |
| 7 | £60 | -£76,136,619 |
| 8 | £70 | -£76,167,994 |
| 9 | £80 | -£76,199,369 |
| 10 | £90 | -£76,230,743 |
| 11 | £100 | -£76,262,118 |
| 12 | £120 | -£76,324,868 |
| 13 | £140 | -£76,387,617 |
| 14 | £160 | -£76,450,366 |
| 15 | £180 | -£76,513,116 |
| 16 | £200 | -£76,575,865 |

| DEVELOPMENT APPRAISAL | | | |
|--|--------------------|-------------|-------------|
| Commercial Development | | Use class: | B1c, B2, B8 |
| DEVELOPMENT VALUE | | | |
| | | | |
| Rental Income | Area | £ psf | £ per annum |
| Rent - area 1 | 10,0 | | 80,000 |
| Rent - area 2 | 10,0 | | 80,000 |
| Rent - area 3 | 10,00 | | 80,000 |
| Total rental income | 30,00 | 00 | 240,000 |
| Rent free/voids (years) | | 2 0.8653 | |
| Total revenue, capitalised (including all costs) | | 7.50% | 2,769,064 |
| | | | |
| GROSS DEVELOPMENT VALUE | | | 2,769,064 |
| Purchaser's costs | 5.75 | 5% 159,221 | 2,609,843 |
| DEVELOPMENT COSTS | | | |
| DEVELOPMENT COSTS | | | |
| Development Costs | | | |
| Development Costs Demolition costs | £5 psf 15,000 : | eat | 75,000 |
| Building costs | £46 psf | syı | 1,533,333 |
| Area | 33,333 90% grs to | net | 1,000,000 |
| External works | 33,333 00 / gib la | 10.00% | 153,333 |
| Professional fees | | 10.00% | |
| Section 106 costs | | 16.00% | |
| | | | 007,000 |
| Disposal Costs | | | |
| Letting Agent's fee (% of rent) | | 10.00% | |
| Agent's fees (on capital value) | | 1.00% | |
| Legal fees (% of capital value) | | 0.75% | 20,768 |
| Interest on Finance | | | |
| Total development duration | 6 months | | |
| Loan arrangement fee | | 1.00% | 28,049 |
| Interest on Construction Costs | 6 months | 6.50% | |
| 5 <i>a</i> | | | |
| Profit Developer's profit on Total Revenue | | 20.00% | 521,969 |
| Developer's profit on Total Revenue | | 20.00% | 5 521,909 |
| TOTAL DEVELOPMENT COSTS | | | 3,472,978 |
| | | | 0,412,010 |
| LAND VALUE | | | |
| Land surplus | | | (863,134) |
| Stamp duty | | 4.00% | |
| Agent's fees | | 1.25% | |
| Legal fees | | 0.50% | |
| Interest on land finance | 18 months | 6.50% | |
| RESIDUAL LAND VALUE | | | (734,188) |
| REGIDUAL LAND VALUE | | | (734,100) |
| Existing use value | | | |
| Assumes existing space is 50% of new | 50% 15,0 | 00 | |
| Rent per sq ft | £5 j | | |
| Rental income per annum | 75,0 | | |
| | 10,0 | | |
| Rent free/voids (years) | | 3 0.7938 | |
| Total revenue, capitalised (including all costs) | | 8.00% | 744,218 |
| , | | | |
| Refurbishment costs | £25 | osf 375,000 | |
| Fees | | 7% 26,250 | |
| Purchaser's costs | 5.75 | 5% | 19,721 |
| | 0.10 | | |
| Existing use value | | | 323,247 |
| EUV including Landowner premium | 20 | 0% | 387,896 |
| <u> </u> | | | |



| | CIL amount | RLV |
|--------|------------|-------------|
| | | |
| 1 | £0 | -£365,173 |
| 2 3 | £20 | -£419,238 |
| 3 | £30 | -£446,271 |
| 4 | £40 | -£473,303 |
| 5 | £50 | -£500,336 |
| 6 | £60 | -£527,368 |
| 7 | £70 | -£554,401 |
| 8 | £80 | -£581,433 |
| 9 | £90 | -£608,466 |
| 10 | £100 | -£635,498 |
| 11 | £130 | -£716,596 |
| 12 | £160 | -£797,694 |
| 13 | £190 | -£878,791 |
| 14 | £220 | -£959,889 |
| 15 | £250 | -£1,040,986 |
| 16 | £280 | -£1,122,084 |

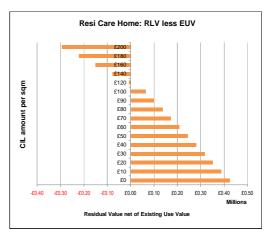
Surplus available to fund CIL

r premium

(1,122,084)

| DEVELOPMENT APPRAISAL | | | | | 1 |
|--|----------|-------|-------------|------------|---------------------------------|
| Commercial Development | | | | Use class: | CARE HOME |
| EVELOPMENT VALUE | | | | | |
| Rental Income | | Area | | £psf | £ per annum |
| Rent - area 1 | | | 10,000 | 24.00 | 240,000 |
| Rent - area 2 | | | 10,000 | 24.00 | 240,000 |
| Rent - area 3 | | | 10,000 | 24.00 | 240,000 |
| Total rental income | | | 30,000 | | 720,000 |
| Rent free/voids (years) | | | - | 1.0000 | |
| Total revenue, capitalised (including all costs) | | | | 6.50% | 11,076,923 |
| GROSS DEVELOPMENT VALUE Purchaser's costs | | | 5.75% | 636,923 | 11,076,923 10,440,000 |
| | | | | | ,, |
| EVELOPMENT COSTS | | | | | |
| Development Costs | | | | | |
| Demolition costs | £5 psf | 15 | 5,000 sqt | | 75,000 |
| Building costs | £120 psf | | | | 5,142,857 |
| Area | 42,857 | 70% | 6 grs to ne | | |
| External works | | | | 10.00% | 514,280 |
| Professional fees | | | | 10.00% | |
| Section 106 costs | | | | 16 | 796,30 |
| Disposal Costs | | | | 40.000 | 70.00 |
| Letting Agent's fee (% of rent) | | | | 10.00% | |
| Agent's fees (on capital value) | | | | 1.00% | |
| Legal fees (% of capital value) | | | | 0.75% | 83,077 |
| Interest on Finance | 40 | month | | | |
| Total development duration | 10 1 | nonu | IS | 1.00% | 74.04 |
| Loan arrangement fee Interest on Construction Costs | 18 1 | month | ns | 6.50% | |
| Profit | | | | | |
| Developer's profit on Total Revenue | | | | 20.00% | 2,088,000 |
| TOTAL DEVELOPMENT COSTS | | | | | 9,872,731 |
| AND VALUE | | | | | |
| Land surplus | | | | | 567,269 |
| Stamp duty | | | | 4.00% | (22,691) |
| Agent's fees | | | | 1.25% | |
| Legal fees | | | | 0.50% | |
| Interest on land finance | 18 1 | month | IS | 6.50% | (52,128 |
| RESIDUAL LAND VALUE | | | | | 482,522 |
| Existing use value | | | | | |
| Existing use value Assumes existing space is 50% of new | 50% | | 15,000 | | |
| Rent per sq ft | 3070 | | £10 pst | | |
| Rental income per annum | | | 150,000 | | |
| Rent free/voids (years) | | | 3 | 0.7938 | |
| Total revenue, capitalised (including all costs) | | | | 8.00% | 1,488,43 |
| Refurbishment costs | | | £50 pst | | |
| Fees | | | 7% | | |
| Purchaser's costs | | | 5.75% | | 39,44 |
| Existing use value | | | | | 646,494 |
| EUV including Landowner premium | | | 20% | | 775,793 |
| | | | | | |

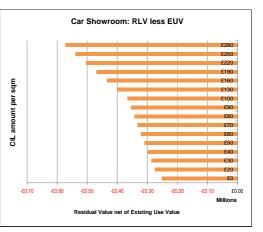
Surplus available to fund CIL (293,271)



348

| | CIL amount | RLV |
|----|------------|-----------|
| | | |
| 1 | £0 | £423,865 |
| 2 | £10 | £388,009 |
| 3 | £20 | £352,152 |
| 4 | £30 | £316,295 |
| 5 | £40 | £280,438 |
| 6 | £50 | £244,581 |
| 7 | £60 | £208,725 |
| 8 | £70 | £172,868 |
| 9 | £80 | £137,011 |
| 10 | £90 | £101,154 |
| 11 | £100 | £65,297 |
| 12 | £120 | -£6,416 |
| 13 | £140 | -£78,130 |
| 14 | £160 | -£149,843 |
| 15 | £180 | -£221,557 |
| 16 | £200 | -£293,271 |

| DEVELOPMENT APPRAISAL | | | | |
|--|---------------|--------------|------------------|--------------|
| Commercial Development | | Us | e class: | Car Showroom |
| - | | | | |
| DEVELOPMENT VALUE | | | | |
| Rental Income | Area | £ps | sf | £ per annum |
| Rent - area 1 | | 4,000 | 8.50 | 34,000 |
| Rent - area 2 | 4 | 4,000 | 8.50 | 34,000 |
| Rent - area 3 | | 4,000 | 8.50 | 34,000 |
| Total rental income | 12 | 2,000 | | 102,000 |
| Rent free/voids (years) | | 2 | 0.8653 | |
| Total revenue, capitalised (including all costs) | | - | 7.50% | 1,176,852 |
| | | | | |
| GROSS DEVELOPMENT VALUE | | | | 1,176,852 |
| Purchaser's costs | 5 | 5.75% | 67,669 | 1,109,183 |
| DEVELOPMENT COSTS | | | | |
| DEVELOPMENT COSTS | | | | |
| | | | | |
| Development Costs Demolition costs | £5 psf 6,00 | 00 sqt | | 30,000 |
| Building costs | £51 psf 6,00 | oo ayi | | 720,000 |
| Area | 14,118 85% gr | s to net | | 120,000 |
| External works | | | 10.00% | 72,000 |
| Professional fees | | | 10.00% | 82,200 |
| Section 106 costs | | | 16 | 367,237 |
| Dispessel Casto | | | | |
| Disposal Costs | | | 10.00% | 10,200 |
| Letting Agent's fee (% of rent) | | | | |
| Agent's fees (on capital value) | | | 1.00% | 11,769 |
| Legal fees (% of capital value) | | | 0.75% | 8,826 |
| Interest on Finance | | | | |
| Total development duration | 6 months | | | |
| Loan arrangement fee | | | 1.00% | 12,714 |
| Interest on Construction Costs | 6 months | | 6.50% | 20,661 |
| | | | | |
| Profit | | | 00.000/ | 004 007 |
| Developer's profit on Total Revenue | | | 20.00% | 221,837 |
| TOTAL DEVELOPMENT COSTS | | | | 4 557 444 |
| TOTAL DEVELOPMENT COSTS | | | | 1,557,444 |
| LAND VALUE | | | | |
| Land surplus | | | | (448,261) |
| Stamp duty | | | 4.00% | 17,930 |
| Agent's fees | | | 1.25% | 5,603 |
| Legal fees | | | 0.50% | 2,241 |
| Interest on land finance | 18 months | | 6.50% | 41,192 |
| RESIDUAL LAND VALUE | | | | (381,293) |
| REDIDURE EARD VALUE | | | | (001,200) |
| Existing use value | | | | |
| Assumes existing space is 50% of new | 50% 6 | 6,000 | | |
| Rent per sq ft | | £5 psf | | |
| Rental income per annum | | 0,000 | | |
| | | | | |
| Rent free/voids (years) | | 3 | 0.7938 | |
| Total revenue, capitalised (including all costs) | | | 8.00% | 297,687 |
| | | | | |
| Refurbishment costs Fees | £2 | 20 psf 7% | 120,000 8,400 | |
| Fees | | 170 | 8,400 | |
| Purchaser's costs | 5 | 5.75% | | 9,734 |
| Existing use value | | | | 159,553 |
| | | | | 109,053 |
| EUV including Landowner premium | | 20% | | 191,464 |
| | | | | |



| | CIL amount | RLV |
|----|------------|-----------|
| | | |
| 1 | £0 | -£252,183 |
| 2 | £20 | -£275,081 |
| 3 | £30 | -£286,530 |
| 4 | £40 | -£297,979 |
| 5 | £50 | -£309,428 |
| 6 | £60 | -£320,877 |
| 7 | £70 | -£332,326 |
| 8 | £80 | -£343,776 |
| 9 | £90 | -£355,225 |
| 10 | £100 | -£366,674 |
| 11 | £130 | -£401,021 |
| 12 | £160 | -£435,368 |
| 13 | £190 | -£469,715 |
| 14 | £220 | -£504,063 |
| 15 | £250 | -£538,410 |
| 16 | £280 | -£572,757 |

| EUV including Landowner premium | 20% | | 191 |
|--|---------------|------------------|-----|
| Existing use value | | | 159 |
| Purchaser's costs | 5.75% | | ę |
| Refurbishment costs Fees | £20 psf 7% | 120,000 8,400 | |
| Total revenue, capitalised (including all costs) | 5 | 8.00% | 297 |
| Rent free/voids (years) | 3 | 0.7938 | |

Surplus available to fund CIL (572,757)



Appendix 5 Strategic sites appraisals

Lowestoft, North Peto Square Option 3

Summary Appraisal

| REVENUE | | | | | |
|--|-----------|---------------------|-------------|-------------|------------|
| Rental Area Summary | m² | Rate m ² | Gross MRV | | |
| Hotel | 3,139.94 | £137.24 | 430,925 | | |
| Retail Anchor | 2,673.01 | £172.22 | 460,346 | | |
| Other Retail | 5,769.00 | £172.22 | 993,537 | | |
| Car Park 1 | 15,899.98 | £53.82 | 855,737 | | |
| Car Park 2 | 2,899.97 | £53.82 | 156,076 | | |
| Kiosk | 140.28 | £172.22 | 24,159 | | |
| Retail Anchor Mezz | 1,336.50 | £53.82 | 71,930 | | |
| Other Retail Mezz | 2,884.45 | £53.82 | 155,241 | | |
| Totals | 34,743.13 | | 3,147,952 | | |
| Investment Valuation | | | | | |
| Hotel | | | | | |
| Market Rent | 430,925 | YP @ | 6.5000% | 15.3846 | |
| Markot Kont | | Oyrs 7mths @ | 6.5000% | 0.9639 | 6,390,499 |
| Retail Anchor | I V | oyis / mais @ | 0.000070 | 0.0000 | 0,000,400 |
| Market Rent | 460,346 | YP @ | 7.0000% | 14.2857 | |
| (1yr 6mths Rent Free) | | 1yr 6mths @ | 7.0000% | 0.9035 | 5,941,696 |
| Other Retail | I V | ryr onnins e | 7.000070 | 0.3000 | 5,541,050 |
| Market Rent | 993,537 | YP @ | 7.0000% | 14.2857 | |
| (1yr 6mths Rent Free) | | 1 yr 6mths @ | 7.0000% | 0.9035 | 12,823,613 |
| Car Park 1 | ΓV | Tyr Onnuns @ | 7.0000 /8 | 0.9035 | 12,023,013 |
| Current Rent | 955 727 | YP @ | 7.2500% | 13.7931 | 11,803,268 |
| Car Park 2 | 855,737 | 1F @ | 7.2300% | 13.7931 | 11,003,200 |
| | 156.076 | YP @ | 7.25000/ | 10 7001 | 0 450 770 |
| Current Rent | 150,076 | 1P @ | 7.2500% | 13.7931 | 2,152,778 |
| Kiosk | 04450 | | 7.05000/ | 40 7004 | |
| Market Rent | 24,159 | YP @ | 7.2500% | 13.7931 | 004 700 |
| (0yrs 6mths Rent Free) | PV | Oyrs 6mths @ | 7.2500% | 0.9656 | 321,768 |
| Retail Anchor Mezz | 74.000 | | 7 00000/ | 44.0057 | |
| Market Rent | 71,930 | YP @ | 7.0000% | 14.2857 | 000 400 |
| (1yr 6mths Rent Free) | PV | 1yr 6mths @ | 7.0000% | 0.9035 | 928,408 |
| Other Retail Mezz | | | | | |
| Market Rent | 155,241 | YP @ | 7.0000% | 14.2857 | 0 000 704 |
| (1yr 6mths Rent Free) | PV | 1yr 6mths @ | 7.0000% | 0.9035 | 2,003,701 |
| | | | | | 42,365,732 |
| | | | | 10 005 700 | |
| GROSS DEVELOPMENT VALUE | | | (0.007.000) | 42,365,732 | |
| Purchaser's Costs NET DEVELOPMENT VALUE | | 5.76% | (2,307,362) | 40,058,370 | |
| | | | | | |
| NET REALISATION | | | | 40,058,370 | |
| OUTLAY | | | | | |
| | | | | | |
| ACQUISITION COSTS | | | (5,005,000) | | |
| Residualised Price | | | (5,685,039) | | |
| Town Planning | | | 275,000 | (5.440.000) | |
| | | | | (5,410,039) | |
| CONSTRUCTION COSTS | | | • • | | |
| Construction | m² | Rate m ² | Cost | | |
| Hotel | 3,924.97 | £1,496.18 | 5,872,462 | | |
| Retail Anchor | 2,970.02 | £548.96 | 1,630,422 | | |
| Other Retail | 6,410.03 | £548.96 | 3,518,850 | | |
| Car Park 1 | 15,899.98 | £484.38 | 7,701,632 | | |
| Car Park 2 | 2,899.97 | £119.48 | 346,488 | | |
| Kiosk | 165.00 | £548.96 | 90,578 | | |

BNP PARIBAS REAL ESTATE

| APPRAISAL SUMMARY | | | BNP P/ | ARIBAS RE |
|---|----------------------|----------------|----------------------|------------|
| Lowestoft, North Peto Square | | | | |
| Option 3 Retail Anchor Mezz | 1 494 06 | £548.96 | 915 194 | |
| Other Retail Mezz | 1,484.96 3,204.97 | £548.96 | 815,184 1,759,400 | |
| Totals | 36,959.90 | | 21,735,017 | 21,735,017 |
| Contingency | | 5.00% | 1,086,751 | |
| Demolition | | | 1,180,000 | |
| Road/Site Works | | | 2,650,000 | 4 016 751 |
| Other Construction | | | | 4,916,751 |
| Decontamination | | | 350,000 | |
| Flood Defence Work | | | 3,234,000 | |
| Site Works | | | 870,158 | |
| Landscaping Renewables & Sustainability | | 5.00% | 625,000 | |
| Renewables & Sustainability | | 5.00% | 1,086,751 | 6,165,909 |
| PROFESSIONAL FEES | | 40.000/ | 0.000.000 | |
| Professional Fees | | 12.00% | 2,608,202 | 2,608,202 |
| MARKETING & LETTING | | | | , , - |
| Marketing | | 40.000/ | 150,000 | |
| Letting Agent Fee | | 10.00% | 271,703 | |
| Letting Legal Fee | | 5.00% | 135,851 | 557,554 |
| DISPOSAL FEES | | 4.000/ | 100 50 1 | |
| Sales Agent Fee | | 1.00% | 400,584 | |
| Sales Legal Fee | | 0.50% | 200,292 | 600,876 |
| Additional Costs | | | | |
| FINANCE Debit Rate 7.00% Credit Rate 0.00 | % (Nominal) | | | |
| Land | | | (952,391) | |
| Construction | | | 3,160,095 | |
| Total Finance Cost | | | | 2,207,703 |
| TOTAL COSTS | | | | 33,381,972 |
| PROFIT | | | | |
| | | | | 6,676,397 |
| Performance Measures | | | | |
| Profit on Cost% | | 20.00% | | |
| Profit on GDV% | | 15.76% | | |
| Profit on NDV% | | 16.67% | | |
| Development Yield% (on Rent) Equivalent Yield% (Nominal) | | 9.43% 7.01% | | |
| Equivalent Yield% (True) | | 7.32% | | |
| Gross Initial Yield% | | 7.43% | | |
| Net Initial Yield% | | 7.43% | | |
| | | 30.12% | | |
| Rent Cover | | 2 yrs 1 mth | | |
| | 5) | 2 yrs 8 mths | | |

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Date: 19/03/2012

AL ESTATE

BNP PARIBAS REAL ESTATE

Kirkely Waterfront and Sustainable Urban Neighbourhood SSP3 0% aff hsg (Open Space and Primary School included)

| REVENUE Sales Valuation PR Houses PR flats Totals | m² 112,425.00 21,430.20 <u>133,855.20</u> | Rate m² £1,964.00 £1,964.00 | Gross Sales 220,802,700 42,088,913 262,891,613 | 262,891,613 |
|---|---|---|---|-------------|
| NET REALISATION | | | | 262,891,613 |
| OUTLAY | | | | |
| ACQUISITION COSTS Residualised Price (28.00 Ha £61 Stamp Duty Agent Fee Legal Fee | 1,745.43 pHect) | 4.00% 1.50% 0.50% | 1,728,872 69,155 25,933 8,644 | 1,832,604 |
| CONSTRUCTION COSTS Construction PR Houses PR flats Totals | m² 112,425.00 25,212.00 137,637.00 | Rate m² £850.00 £1,250.00 | Cost 95,561,250 31,515,000 127,076,250 | 127,076,250 |
| Contingency Planning obligations | | 5.00% | 6,353,812 1,380,000 | 7,733,812 |
| Other Construction Piling 390 houses @ £7,500/hous Land raising to 17.2 hectares Signalised junction Decontamination £175k/ha on 11 Decontamination £350k/ha on 5 h Decontamination £525k/ha on 0.4 Demolition & ground prep (£50/sq | ha a ha | | 2,925,000 4,818,000 500,000 1,925,000 1,750,000 210,000 4,940,000 | 17,068,000 |
| Municipal Costs Open space Primary School | | | 265,800 9,500,000 | 9,765,800 |
| PROFESSIONAL FEES Professional Fees | | 10.00% | 13,000,125 | 13,000,125 |
| MARKETING & LETTING Marketing | | 3.00% | 7,886,748 | 7,886,748 |
| DISPOSAL FEES Sales Agent Fee Sales Legal Fee | | 1.50% 0.50% | 3,943,374 1,314,458 | 5,257,832 |
| Additional Costs Profit on Private | | 20.00% | 52,578,323 | 52,578,323 |
| FINANCE Debit Rate 7.00% Credit Rate 0.00 Land Construction Other Total Finance Cost | 0% (Nominal) | | 3,297,661 16,659,124 735,333 | 20,692,118 |

Kirkely Waterfront and Sustainable Urban Neighbourhood SSP3 0% aff hsg (Open Space and Primary School included)

| TOTAL COSTS | | 262,891,613 |
|---|-------------------------|-------------|
| PROFIT | | 0 |
| Performance Measures Profit on Cost% Profit on GDV% Profit on NDV% | 0.00% 0.00% 0.00% | |
| Profit Erosion (finance rate 7.000%) | 6.69% 0 yrs 0 mths | |

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Date: 19/03/2012

BNP PARIBAS REAL ESTATE

Kirkely Waterfront and Sustainable Urban Neighbourhood SSP3 10% aff hsg (Open Space and Primary School included)

| REVENUE Sales Valuation PR Houses PR flats AR houses AR flats SO houses SO flats Totals | m² 101,183.00 19,287.00 10,118.00 1,929.00 1,124.00 214.00 133,855.00 | Rate m ² £1,964.00 £1,964.00 £1,098.00 £1,098.00 £1,178.00 £1,178.00 | Gross Sales 198,723,412 37,879,668 11,109,564 2,118,042 1,324,072 252,092 251,406,850 | 251,406,850 251,406,850 |
|--|--|---|---|----------------------------|
| OUTLAY | | | | |
| ACQUISITION COSTS Residualised Price CONSTRUCTION COSTS | | | (303,545) | (303,545) |
| Construction PR Houses PR flats AR houses AR flats SO houses SO flats Totals | m ² 101,183.00 22,690.59 10,118.00 2,269.00 1,124.00 252.00 137,636.59 | Rate m ² £850.00 £1,250.00 £850.00 £1,250.00 £850.00 £1,250.00 | Cost 86,005,550 28,363,235 8,600,300 2,836,250 955,400 315,000 127,075,735 | 127,075,735 |
| Contingency Planning obligations | | 5.00% | 6,353,787 1,380,000 | 7 700 707 |
| Other Construction Piling 390 houses @ £7,500/house Land raising to 17.2 hectares Signalised junction Decontamination £175k/ha on 11 ha Decontamination £350k/ha on 5 ha Decontamination £525k/ha on 0.4ha Demolition & ground prep (£50/sqm) | | | 2,925,000 4,818,000 500,000 1,925,000 1,750,000 210,000 4,940,000 | 7,733,787 |
| Municipal Costs Open space Municipal Costs | | | 265,800 9,500,000 | 17,068,000 |
| PROFESSIONAL FEES Professional Fees | | 10.00% | 13,000,074 | 9,765,800 |
| MARKETING & LETTING Marketing | | 3.00% | 7,098,092 | 13,000,074 |
| DISPOSAL FEES Sales Agent Fee Sales Legal Fee | | 1.50% 0.50% | 3,771,103 1,257,034 | 7,098,092 5,028,137 |
| Additional Costs Profit on Private | | 20.00% | 47,320,616 | |
| FINANCE | | | | 47,320,616 |

| APPRAISAL SUMMARY | BNP PARIBAS REAL ESTATE |
|---|--------------------------------|
| Kirkely Waterfront and Sustainable Urban Neighbourhood | |
| SSP3 10% aff hsg (Open Space and Primary School included) | |
| Debit Rate 7.00% Credit Rate 0.00% (Nominal) | |
| Land | (517,233) |
| Construction | 17,475,582 |
| Other | 661,805 |
| Total Finance Cost | 17,620,154 |
| TOTAL COSTS | 251,406,850 |
| PROFIT | |
| | 0 |
| Performance Measures | |
| Profit on Cost% 0.00% | |
| Profit on GDV% 0.00% | |
| Profit on NDV% 0.00% | |
| 6.62% | |
| Profit Erosion (finance rate 7.000%) N/A | |
| | |

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Kirkely Waterfront and Sustainable Urban Neighbourhood SSP3 20% aff hsg (Open Space and Primary School included)

| REVENUE Sales Valuation PR Houses PR flats AR houses AR flats SO houses SO flats Totals | m² 89,940.00 17,143.65 20,237.00 3,857.30 2,249.00 429.25 133,856.20 | Rate m ² £1,964.00 £1,964.00 £1,098.00 £1,098.00 £1,178.00 £1,178.00 | Gross Sales 176,642,160 33,670,129 22,220,226 4,235,315 2,649,322 505,657 239,922,809 | 239,922,808 239,922,808 |
|--|---|---|---|----------------------------|
| OUTLAY | | | | , |
| ACQUISITION COSTS Residualised Price CONSTRUCTION COSTS | | | (2,504,835) | (2,504,835) |
| Construction PR Houses PR flats AR houses AR flats SO houses SO flats Totals | m ² 89,940.00 20,169.00 20,237.00 4,538.00 2,249.00 505.00 137,638.00 | Rate m ² £850.00 £1,250.00 £850.00 £1,250.00 £850.00 £1,250.00 | Cost 76,449,000 25,211,250 17,201,450 5,672,500 1,911,650 631,250 127,077,100 | 127,077,100 |
| Contingency Planning obligations | | 5.00% | 6,353,855 1,380,000 | |
| Other Construction Piling 390 houses @ £7,500/house Land raising to 17.2 hectares Signalised junction Decontamination £175k/ha on 11 ha Decontamination £350k/ha on 5 ha Decontamination £525k/ha on 0.4ha Demolition & ground prep (£50/sqm) | | | 2,925,000 4,818,000 500,000 1,925,000 1,750,000 210,000 4,940,000 | 7,733,855 |
| Municipal Costs Open space Primary School | | | 265,800 9,500,000 | 17,068,000 |
| PROFESSIONAL FEES Professional Fees | | 10.00% | 13,000,210 | 9,765,800 |
| MARKETING & LETTING Marketing | | 3.00% | 6,309,369 | 13,000,210 |
| DISPOSAL FEES Sales Agent Fee Sales Legal Fee | | 1.50% 0.50% | 3,598,842 1,199,614 | 6,309,369 |
| Additional Costs Profit on Private | | 20.00% | 42,062,458 | 4,798,456 |
| FINANCE | | | | 42,062,458 |

| APPRAISAL SUMMARY | | BNP PA | RIBAS REAL ESTATE |
|--|---------------|-------------|--------------------------|
| Kirkely Waterfront and Sustainable Urban | Neighbourhood | | |
| SSP3 20% aff hsg (Open Space and Prima | | | |
| Debit Rate 7.00% Credit Rate 0.00% (Nomina | l) | | |
| Land | | (4,268,170) | |
| Construction | | 18,292,294 | |
| Other | | 588,271 | |
| Total Finance Cost | | | 14,612,396 |
| TOTAL COSTS | | | 239,922,808 |
| PROFIT | | | |
| | | | 0 |
| Performance Measures | | | |
| Profit on Cost% | 0.00% | | |
| Profit on GDV% | 0.00% | | |
| Profit on NDV% | 0.00% | | |
| | 6.59% | | |
| Profit Erosion (finance rate 7.000%) | 0 yrs 0 mths | | |
| | | | |

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Kirkely Waterfront and Sustainable Urban Neighbourhood SSP3 35% aff hsg (Open Space and Primary School included)

| REVENUE Sales Valuation PR Houses PR flats AR houses AR flats SO houses SO flats Totals | m² 73,076.00 13,929.80 35,414.00 6,749.85 3,935.00 749.70 133,854.35 | Rate m ² £1,964.00 £1,964.00 £1,098.00 £1,098.00 £1,178.00 £1,178.00 | Gross Sales 143,521,264 27,358,127 38,884,572 7,411,335 4,635,430 883,147 222,693,875 | 222,693,875 222,693,875 |
|--|---|---|---|----------------------------|
| OUTLAY | | | | 222,000,010 |
| ACQUISITION COSTS Residualised Price | | | (5,830,920) | (5,830,920) |
| Construction PR Houses PR flats AR houses AR flats SO houses SO flats Totals | m ² 73,076.00 16,388.00 35,414.00 7,941.00 3,935.00 882.00 137,636.00 | Rate m ² £850.00 £1,250.00 £850.00 £1,250.00 £1,250.00 £1,250.00 | Cost 62,114,600 20,485,000 30,101,900 9,926,250 3,344,750 1,102,500 127,075,000 | 127,075,000 |
| Contingency Planning obligations | | 5.00% | 6,353,750 1,380,000 | |
| Other Construction Piling 390 houses @ £7,500/house Land raising to 17.2 hectares Signalised junction Decontamination £175k/ha on 11 ha Decontamination £350k/ha on 5 ha Decontamination £525k/ha on 0.4ha Demolition & ground prep (£50/sqm) | | | 2,925,000 4,818,000 500,000 1,925,000 1,750,000 210,000 4,940,000 | 7,733,750 |
| Municipal Costs Open space Primary School | | | 265,800 9,500,000 | 17,068,000 |
| PROFESSIONAL FEES Professional Fees | | 10.00% | 13,000,000 | 9,765,800 |
| MARKETING & LETTING Marketing | | 3.00% | 5,126,382 | 13,000,000 |
| DISPOSAL FEES Sales Agent Fee Sales Legal Fee | | 1.50% 0.50% | 3,340,408 1,113,469 | 5,126,382 |
| Additional Costs Profit on Private | | 20.00% | 34,175,878 | 4,453,878 |
| FINANCE | | | | 34,175,878 |

| APPRAISAL SUMMARY | BNP PARIBAS REAL ESTATE |
|---|--------------------------------|
| Kirkely Waterfront and Sustainable Urban Neighbourhood | |
| SSP3 35% aff hsg (Open Space and Primary School include | d) |
| Debit Rate 7.00% Credit Rate 0.00% (Nominal) | |
| Land | (9,869,113) |
| Construction | 19,517,242 |
| Other | 477,979 |
| Total Finance Cost | 10,126,108 |
| TOTAL COSTS | 222,693,875 |
| PROFIT | |
| | 0 |
| Performance Measures | |
| Profit on Cost% 0.00 | % |
| Profit on GDV% 0.00 | % |
| Profit on NDV% 0.00 | % |
| 6.51 | % |
| Profit Erosion (finance rate 7.000%) N | A |

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BNP PARIBAS REAL ESTATE

Kirkely Waterfront and Sustainable Urban Neighbourhood SSP3 0% aff hsg (Open Space and Primary School not included)

Summary Appraisal

| REVENUE | | | | |
|---|--------------|---------------------|-------------|-------------|
| Sales Valuation | m² | Rate m ² | Gross Sales | |
| PR Houses | 112,425.00 | £1,964.00 | 220,802,700 | |
| PR flats | 21,430.20 | £1,964.00 | 42,088,913 | |
| Totals | 133,855.20 | | 262,891,613 | 262,891,613 |
| NET REALISATION | | | | 262,891,613 |
| OUTLAY | | | | |
| ACQUISITION COSTS Residualised Price (28.00 Ha £351,47 | 74 17 pHoot) | | 9,841,277 | |
| Stamp Duty | 4.17 priect) | 4.00% | 393,651 | |
| Agent Fee | | 1.50% | 147,619 | |
| Legal Fee | | 0.50% | 49,206 | |
| 5 | | | | 10,431,753 |
| CONSTRUCTION COSTS | | | | |
| Construction | m² | Rate m ² | Cost | |
| PR Houses | 112,425.00 | £850.00 | 95,561,250 | |
| PR flats | 25,212.00 | £1,250.00 | 31,515,000 | |
| Totals | 137,637.00 | | 127,076,250 | 127,076,250 |
| Contingency | | 5.00% | 6,353,812 | |
| Planning obligations | | 5.00 % | 1,380,000 | |
| | | | 1,000,000 | 7,733,812 |
| Other Construction | | | | ., |
| Piling 390 houses @ £7,500/house | | | 2,925,000 | |
| Land raising to 17.2 hectares | | | 4,818,000 | |
| Signalised junction | | | 500,000 | |
| Decontamination £175k/ha on 11 ha | | | 1,925,000 | |
| Decontamination £350k/ha on 5 ha | | | 1,750,000 | |
| Decontamination £525k/ha on 0.4ha | | | 210,000 | |
| Demolition & ground prep (£50/sqm) | | | 4,940,000 | 47.000.000 |
| PROFESSIONAL FEES | | | | 17,068,000 |
| Professional Fees | | 10.00% | 13,000,125 | |
| | | 10.0070 | 10,000,120 | 13,000,125 |
| MARKETING & LETTING | | | | , , |
| Marketing | | 3.00% | 7,886,748 | |
| - | | | | 7,886,748 |
| DISPOSAL FEES | | | | |
| Sales Agent Fee | | 1.50% | 3,943,374 | |
| Sales Legal Fee | | 0.50% | 1,314,458 | F 0F7 000 |
| Additional Costs | | | | 5,257,832 |
| Additional Costs Profit on Private | | 20.00% | 52,578,323 | |
| I Tolit off I Trate | | 20.0076 | 52,570,525 | 52,578,323 |
| FINANCE | | | | 02,010,020 |
| Debit Rate 7.00% Credit Rate 0.00% (| Nominal) | | | |
| Land | / | | 17,986,666 | |
| Construction | | | 3,136,769 | |
| Other | | | 735,333 | |
| Total Finance Cost | | | | 21,858,769 |
| TOTAL COSTS | | | | 262,891,613 |
| BROEIT | | | | |

PROFIT

BNP PARIBAS REAL ESTATE

Kirkely Waterfront and Sustainable Urban Neighbourhood SSP3 0% aff hsg (Open Space and Primary School not included)

0

| Performance Measures | |
|--------------------------------------|--------------|
| Profit on Cost% | 0.00% |
| Profit on GDV% | 0.00% |
| Profit on NDV% | 0.00% |
| | 6.73% |
| Profit Erosion (finance rate 7.000%) | 0 yrs 0 mths |

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Kirkely Waterfront and Sustainable Urban Neighbourhood SSP3 10% aff hsg (Open Space and Primary School not included)

Summary Appraisal

| REVENUE | | | | |
|---------------------------------------|-----------------|---------------------|-------------|-------------|
| Sales Valuation | m² | Rate m ² | Gross Sales | |
| PR Houses | 101,183.00 | £1,964.00 | 198,723,412 | |
| PR flats | 19,287.00 | £1,964.00 | 37,879,668 | |
| AR houses | 10,118.00 | £1,098.00 | 11,109,564 | |
| AR flats | 1,929.00 | £1,098.00 | 2,118,042 | |
| SO houses | 1,124.00 | £1,178.00 | 1,324,072 | |
| SO flats | 214.00 | £1,178.00 | 252,092 | |
| Totals | 133,855.00 | 2., | 251,406,850 | 251,406,850 |
| | 100,000.00 | | 201,100,000 | |
| NET REALISATION | | | | 251,406,850 |
| OUTLAY | | | | |
| ACQUISITION COSTS | | | | |
| Residualised Price (28.00 Ha £279 | 9,898.14 pHect) | | 7,837,148 | |
| Stamp Duty | | 4.00% | 313,486 | |
| Agent Fee | | 1.50% | 117,557 | |
| Legal Fee | | 0.50% | 39,186 | |
| | | | | 8,307,377 |
| CONSTRUCTION COSTS | | - | • | |
| Construction | m² | Rate m ² | Cost | |
| PR Houses | 101,183.00 | £850.00 | 86,005,550 | |
| PR flats | 22,690.59 | £1,250.00 | 28,363,235 | |
| AR houses | 10,118.00 | £850.00 | 8,600,300 | |
| AR flats | 2,269.00 | £1,250.00 | 2,836,250 | |
| SO houses | 1,124.00 | £850.00 | 955,400 | |
| SO flats | 252.00 | £1,250.00 | 315,000 | |
| Totals | 137,636.59 | | 127,075,735 | 127,075,735 |
| Contingency | | 5.00% | 6,353,787 | |
| Planning obligations | | 0.0070 | 1,380,000 | |
| | | | 1,000,000 | 7,733,787 |
| Other Construction | | | | |
| Piling 390 houses @ £7,500/house | • | | 2,925,000 | |
| Land raising to 17.2 hectares | | | 4,818,000 | |
| Signalised junction | | | 500,000 | |
| Decontamination £175k/ha on 11 h | а | | 1,925,000 | |
| Decontamination £350k/ha on 5 ha | | | 1,750,000 | |
| Decontamination £525k/ha on 0.4h | а | | 210,000 | |
| Demolition & ground prep (£50/sqn | า) | | 4,940,000 | |
| | | | | 17,068,000 |
| PROFESSIONAL FEES | | 10.000/ | 12 000 074 | |
| Professional Fees | | 10.00% | 13,000,074 | 13,000,074 |
| MARKETING & LETTING | | | | 13,000,074 |
| Marketing | | 3.00% | 7,098,092 | |
| | | | ., | 7,098,092 |
| DISPOSAL FEES | | | | |
| Sales Agent Fee | | 1.50% | 3,771,103 | |
| Sales Legal Fee | | 0.50% | 1,257,034 | |
| Additional Costa | | | | 5,028,137 |
| Additional Costs Profit on Private | | 20.00% | 17 320 616 | |
| I TOIL OF FIVALE | | 20.00% | 47,320,616 | 47 220 616 |
| | | | | 47.320.010 |
| FINANCE | | | | 47,320,616 |

Debit Rate 7.00% Credit Rate 0.00% (Nominal)

| APPRAISAL SUMMARY | BNP PARIBAS REAL ESTAT |
|--|-------------------------|
| Kirkely Waterfront and Sustainable Urban | |
| SSP3 10% aff hsg (Open Space and Prima | ry School not included) |
| Land | 14,454,907 |
| Construction | 3,658,320 |
| Other | 661,805 |
| Total Finance Cost | 18,775,032 |
| TOTAL COSTS | 251,406,850 |
| PROFIT | |
| | 0 |
| Performance Measures | |
| Profit on Cost% | 0.00% |
| Profit on GDV% | 0.00% |
| Profit on NDV% | 0.00% |
| | 6.67% |
| Profit Erosion (finance rate 7.000%) | 0 yrs 0 mths |
| | |

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Kirkely Waterfront and Sustainable Urban Neighbourhood SSP3 20% aff hsg (Open Space and Primary School not included)

Summary Appraisal

| REVENUE | | | | |
|------------------------------------|---------------|---------------------|-------------|-------------|
| Sales Valuation | m² | Rate m ² | Gross Sales | |
| PR Houses | 89,940.00 | £1,964.00 | 176,642,160 | |
| PR flats | 17,143.65 | £1,964.00 | 33,670,129 | |
| AR houses | 20,237.00 | £1,098.00 | 22,220,226 | |
| AR flats | 3,857.30 | £1,098.00 | 4,235,315 | |
| SO houses | 2,249.00 | £1,178.00 | 2,649,322 | |
| SO flats | 429.25 | £1,178.00 | 505,657 | |
| | | 21,170.00 | | 220 022 000 |
| Totals | 133,856.20 | | 239,922,809 | 239,922,808 |
| NET REALISATION | | | | 239,922,808 |
| OUTLAY | | | | |
| ACQUISITION COSTS | | | | |
| Residualised Price (28.00 Ha £208, | 307.89 pHect) | | 5,832,621 | |
| Stamp Duty | | 4.00% | 233,305 | |
| Agent Fee | | 1.50% | 87,489 | |
| Legal Fee | | 0.50% | 29,163 | |
| 5 | | | , | 6,182,578 |
| CONSTRUCTION COSTS | | | | |
| Construction | m² | Rate m ² | Cost | |
| PR Houses | 89,940.00 | £850.00 | 76,449,000 | |
| PR flats | 20,169.00 | £1,250.00 | 25,211,250 | |
| AR houses | 20,237.00 | £850.00 | 17,201,450 | |
| AR flats | 4,538.00 | £1,250.00 | 5,672,500 | |
| SO houses | 2,249.00 | £850.00 | 1,911,650 | |
| SO flats | 2,249.00 | | | |
| | | £1,250.00 | 631,250 | 407 077 400 |
| Totals | 137,638.00 | | 127,077,100 | 127,077,100 |
| Contingency | | 5.00% | 6,353,855 | |
| Planning obligations | | 5.0070 | 1,380,000 | |
| Fianning obligations | | | 1,300,000 | 7,733,855 |
| Other Construction | | | | 7,700,000 |
| Piling 390 houses @ £7,500/house | | | 2,925,000 | |
| Land raising to 17.2 hectares | | | 4,818,000 | |
| Signalised junction | | | 500,000 | |
| Decontamination £175k/ha on 11 ha | | | 1,925,000 | |
| | | | | |
| Decontamination £350k/ha on 5 ha | | | 1,750,000 | |
| Decontamination £525k/ha on 0.4ha | | | 210,000 | |
| Demolition & ground prep (£50/sqm) | | | 4,940,000 | 47.000.000 |
| | | | | 17,068,000 |
| PROFESSIONAL FEES | | 40.000/ | 40.000.040 | |
| Professional Fees | | 10.00% | 13,000,210 | 40.000.040 |
| | | | | 13,000,210 |
| MARKETING & LETTING | | 2 0.00/ | 6 200 260 | |
| Marketing | | 3.00% | 6,309,369 | 0 000 000 |
| | | | | 6,309,369 |
| DISPOSAL FEES | | 4 500/ | 0 500 040 | |
| Sales Agent Fee | | 1.50% | 3,598,842 | |
| Sales Legal Fee | | 0.50% | 1,199,614 | 1 700 150 |
| Additional Costs | | | | 4,798,456 |
| | | 20.000/ | 10 060 450 | |
| Profit on Private | | 20.00% | 42,062,458 | 42,062,458 |
| FINANCE | | | | 42,002,400 |
| Debit Rate 7.00% Credit Rate 0.00% | (Nominal) | | | |

Debit Rate 7.00% Credit Rate 0.00% (Nominal)

| APPRAISAL SUMMARY | BNP PARIBAS REAL ESTATE |
|--|-------------------------|
| Kirkely Waterfront and Sustainable Urban | Neighbourhood |
| SSP3 20% aff hsg (Open Space and Prima | ry School not included) |
| Land | 10,733,929 |
| Construction | 4,368,583 |
| Other | 588,271 |
| Total Finance Cost | 15,690,783 |
| TOTAL COSTS | 239,922,808 |
| PROFIT | |
| | 0 |
| Performance Measures | |
| Profit on Cost% | 0.00% |
| Profit on GDV% | 0.00% |
| Profit on NDV% | 0.00% |
| | 6.59% |
| Profit Erosion (finance rate 7.000%) | 0 yrs 0 mths |
| | |

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Kirkely Waterfront and Sustainable Urban Neighbourhood SSP3 35% aff hsg (Open Space and Primary School not included)

Summary Appraisal

| REVENUE | | | | |
|-----------------------------------|-----------------|---------------------|-------------|-------------|
| Sales Valuation | m² | Rate m ² | Gross Sales | |
| PR Houses | 73,076.00 | £1,964.00 | 143,521,264 | |
| PR flats | 13,929.80 | £1,964.00 | 27,358,127 | |
| AR houses | 35,414.00 | £1,098.00 | 38,884,572 | |
| AR flats | 6,749.85 | £1,098.00 | 7,411,335 | |
| SO houses | 3,935.00 | £1,178.00 | 4,635,430 | |
| SO flats | 749.70 | £1,178.00 | 883,147 | |
| Totals | 133,854.35 | | 222,693,875 | 222,693,875 |
| NET REALISATION | | | | 222,693,875 |
| OUTLAY | | | | |
| ACQUISITION COSTS | | | | |
| Residualised Price (28.00 Ha £10 | 0,938.27 pHect) | | 2,826,272 | |
| Stamp Duty | · · · / | 4.00% | 113,051 | |
| Agent Fee | | 1.50% | 42,394 | |
| Legal Fee | | 0.50% | 14,131 | |
| | | | | 2,995,848 |
| CONSTRUCTION COSTS | | | • | |
| Construction | m² | Rate m ² | Cost | |
| PR Houses | 73,076.00 | £850.00 | 62,114,600 | |
| PR flats | 16,388.00 | £1,250.00 | 20,485,000 | |
| AR houses | 35,414.00 | £850.00 | 30,101,900 | |
| AR flats | 7,941.00 | £1,250.00 | 9,926,250 | |
| SO houses | 3,935.00 | £850.00 | 3,344,750 | |
| SO flats | 882.00 | £1,250.00 | 1,102,500 | |
| Totals | 137,636.00 | _ | 127,075,000 | 127,075,000 |
| Contingency | | 5.00% | 6,353,750 | |
| Planning obligations | | 5.00 % | | |
| | | | 1,380,000 | 7,733,750 |
| Other Construction | | | | , , |
| Piling 390 houses @ £7,500/house |) | | 2,925,000 | |
| Land raising to 17.2 hectares | | | 4,818,000 | |
| Signalised junction | | | 500,000 | |
| Decontamination £175k/ha on 11 h | a | | 1,925,000 | |
| Decontamination £350k/ha on 5 ha | | | 1,750,000 | |
| Decontamination £525k/ha on 0.4h | | | 210,000 | |
| Demolition & ground prep (£50/sqn | | | 4,940,000 | |
| | | | .,, | 17,068,000 |
| PROFESSIONAL FEES | | | | |
| Professional Fees | | 10.00% | 13,000,000 | 12 000 000 |
| MARKETING & LETTING | | | | 13,000,000 |
| Marketing | | 3.00% | 5,126,382 | |
| Marketing | | 0.0070 | 0,120,002 | 5,126,382 |
| DISPOSAL FEES | | | | , -, |
| Sales Agent Fee | | 1.50% | 3,340,408 | |
| Sales Legal Fee | | 0.50% | 1,113,469 | |
| | | | | 4,453,878 |
| Additional Costs | | 00.000/ | 04 475 070 | |
| Profit on Private | | 20.00% | 34,175,878 | 34,175,878 |
| FINANCE | | | | 54,175,070 |
| Debit Rate 7.00% Credit Rate 0.00 | % (Nominal) | | | |

Debit Rate 7.00% Credit Rate 0.00% (Nominal)

| APPRAISAL SUMMARY | BNP PARIBAS REAL ESTATE |
|--|-------------------------|
| Kirkely Waterfront and Sustainable Urban N | eighbourhood |
| SSP3 35% aff hsg (Open Space and Primary | School not included) |
| Land | 4,816,049 |
| Construction | 5,771,113 |
| Other | 477,979 |
| Total Finance Cost | 11,065,140 |
| TOTAL COSTS | 222,693,875 |
| PROFIT | |
| | 0 |
| Performance Measures | |
| Profit on Cost% | 0.00% |
| Profit on GDV% | 0.00% |
| Profit on NDV% | 0.00% |
| | 6.38% |
| Profit Erosion (finance rate 7.000%) | N/A |
| | |

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Oswalds Boatyard SSP7 - 0% affordable housing

| REVENUE Sales Valuation | m² | Rate m ² | Gross Sales | |
|---|---|----------------------------------|--|-----------|
| 1 bed private flats 2 bed private flats | 1,022.00 1,950.90 <u>2,972.90</u> | £2,160.32 £2,160.32 | 2,207,847 4,214,568 <u>6,422,415</u> | 6 422 445 |
| Totals | 2,972.90 | _ | 0,422,415 | 6,422,415 |
| NET REALISATION | | | | 6,422,415 |
| OUTLAY | | | | |
| ACQUISITION COSTS Residualised Price | | | (884,678) | (884,678) |
| CONSTRUCTION COSTS | | _ | _ | (004,070) |
| Construction 1 bed private flats | m² 1,207.80 | Rate m ² £1,299.96 | Cost 1,570,092 | |
| 2 bed private flats Totals | 2,293.80 3,501.60 | £1,299.96 | 2,981,848 4,551,940 | 4 551 040 |
| | 3,301.00 | | | 4,551,940 |
| Contingency Planning obligations | | 5.00% | 227,597 50,000 | |
| Other Construction | | | | 277,597 |
| Land raising (£20 per cubic metre) | | | 72,000 | |
| PROFESSIONAL FEES | | | | 72,000 |
| Professional Fees | | 10.00% | 642,242 | 642,242 |
| MARKETING & LETTING | | | | 072,272 |
| Marketing | | 3.00% | 66,235 | 66,235 |
| DISPOSAL FEES Sales Agent Fee | | 1.50% | 96,336 | |
| Sales Legal Fee | | 0.50% | 32,112 | |
| Additional Costs | | | | 128,448 |
| Profit on Private | | 20.00% | 1,284,483 | 1 004 400 |
| FINANCE | | | | 1,284,483 |
| Debit Rate 7.00% Credit Rate 0.00% (I Land | Nominal) | | (80,061) | |
| Construction Other | | | 232,317 131,892 | |
| Total Finance Cost | | | 131,092 | 284,148 |
| TOTAL COSTS | | | | 6,422,415 |
| PROFIT | | | | - |
| | | | | 0 |
| Performance Measures Profit on Cost% | | 0.00% | | |
| Profit on GDV% | | 0.00% | | |
| Profit on NDV% | | 0.00% | | |
| Profit Erosion (finance rate 7.000%) | | 7.01% N/A | | |
| | | | | |

Oswalds Boatyard SSP7 - 10% affordable housing

| REVENUE Sales Valuation | m² | Rate m ² | Gross Sales | |
|---|--|--|--|-----------|
| 1 bed private flats affordable rented 2 bed flats Shared ownership 1 bed flats | 919.80 195.09 102.20 | £2,160.32 £1,097.92 £1,291.67 | 1,987,062 214,193 132,009 | |
| 2 bed private flats Totals | 1,755.81 2,972.90 | £2,160.32 | 3,793,111 <u>6,126,376</u> | 6,126,376 |
| NET REALISATION | | | | 6,126,376 |
| OUTLAY | | | | |
| ACQUISITION COSTS Residualised Price | | | (940,583) | (940,583) |
| CONSTRUCTION COSTS Construction | m² | Rate m ² | Cost | |
| 1 bed private flats affordable rented 2 bed flats Shared ownership 1 bed flats 2 bed private flats | 1,087.02 229.38 120.78 2,064.42 | £1,299.96 £1,299.96 £1,299.96 £1,299.96 | 1,413,083 298,185 157,009 2,683,663 | |
| Totals | 3,501.60 | | 4,551,940 | 4,551,940 |
| Contingency Planning obligations | | 5.00% | 227,597 50,000 | |
| Other Construction | | | | 277,597 |
| Land raising (£20 per cubic metre) | | | 72,000 | 72,000 |
| PROFESSIONAL FEES Professional Fees | | 10.00% | 578,017 | 578,017 |
| MARKETING & LETTING Marketing | | 3.00% | 59,612 | 59,612 |
| DISPOSAL FEES Sales Agent Fee | | 1.50% | 91,896 | 00,012 |
| Sales Legal Fee | | 0.50% | 30,632 | 122,528 |
| Additional Costs Profit on Private | | 20.00% | 1,156,035 | |
| FINANCE | | | | 1,156,035 |
| Debit Rate 7.00% Credit Rate 0.00% (N Land | Iominal) | | (81,393) | |
| Construction Other | | | 211,920 118,703 | |
| Total Finance Cost | | | | 249,230 |
| TOTAL COSTS | | | | 6,126,376 |
| PROFIT | | | | 0 |
| Performance Measures | | | | |
| Profit on Cost% Profit on GDV% | | 0.00% 0.00% | | |
| Profit on NDV% | | 0.00% | | |
| Profit Erosion (finance rate 7.000%) | | 7.19% N/A | | |

Oswalds Boatyard SSP7 - 20% affordable housing

| REVENUE Sales Valuation | m² | Rate m ² | Gross Sales | |
|---|----------------------|--|-------------------------------|-----------|
| 1 bed private flats affordable rented 2 bed flats | 817.60 390.18 | £2,160.32 £1,097.92 | 1,766,278 428,386 | |
| Shared ownership 1 bed flats | 204.40 | £1,291.67 | 264,017 | |
| 2 bed private flats Totals | 1,560.72 2,972.90 | £2,160.32 | 3,371,655 <u>5,830,336</u> | 5,830,336 |
| NET REALISATION | | | | 5,830,336 |
| OUTLAY | | | | |
| ACQUISITION COSTS Residualised Price | | | (997,340) | (997,340) |
| CONSTRUCTION COSTS | _ | _ | - | (997,340) |
| Construction 1 bed private flats | m² 966.24 | Rate m² £1,299.96 | Cost 1,256,073 | |
| affordable rented 2 bed flats Shared ownership 1 bed flats | 458.76 241.56 | £1,299.96 £1,299.96 | 596,370 314,018 | |
| 2 bed private flats | 1,835.04 | £1,299.96 | 2,385,479 | |
| Totals | 3,501.60 | | 4,551,940 | 4,551,940 |
| Contingency Planning obligations | | 5.00% | 227,597 50,000 | |
| Other Construction | | | , | 277,597 |
| Land raising (£20 per cubic metre) | | | 72,000 | |
| PROFESSIONAL FEES | | | | 72,000 |
| Professional Fees | | 10.00% | 513,793 | 540 700 |
| MARKETING & LETTING | | | | 513,793 |
| Marketing | | 3.00% | 52,988 | 52,988 |
| DISPOSAL FEES | | | | 52,500 |
| Sales Agent Fee Sales Legal Fee | | 1.50% 0.50% | 87,455 29,152 | |
| Additional Costs | | | | 116,607 |
| Profit on Private | | 20.00% | 1,027,586 | |
| FINANCE | | | | 1,027,586 |
| Debit Rate 7.00% Credit Rate 0.00% (| Nominal) | | () | |
| Land Construction | | | (82,147) 191,797 | |
| Other Total Finance Cost | | | 105,514 | 215,165 |
| | | | | , |
| TOTAL COSTS | | | | 5,830,336 |
| PROFIT | | | | 0 |
| Performance Massures | | | | - |
| Performance Measures Profit on Cost% | | 0.00% | | |
| Profit on GDV% Profit on NDV% | | 0.00% 0.00% | | |
| | | | | |
| Profit Erosion (finance rate 7.000%) | | 7.48% N/A | | |

Oswalds Boatyard SSP7 - 35% affordable housing

| REVENUE | _ | - | | |
|---|---------------------|--|--------------------------|-------------|
| Sales Valuation 1 bed private flats | m² 664.30 | Rate m² £2,160.32 | Gross Sales 1,435,101 | |
| affordable rented 2 bed flats Shared ownership 1 bed flats | 650.30 357.70 | £1,097.92 £1,291.67 | 713,977 462,030 | |
| 2 bed private flats | 1,300.60 | £2,160.32 | 2,809,712 | |
| Totals | 2,972.90 | _ | 5,420,821 | 5,420,821 |
| NET REALISATION | | | | 5,420,821 |
| OUTLAY | | | | |
| ACQUISITION COSTS Residualised Price | | | (1,075,076) | (1,075,076) |
| CONSTRUCTION COSTS | | D = 1 = | 0 | (1,010,010) |
| Construction 1 bed private flats | m² 785.07 | Rate m² £1,299.96 | Cost 1,020,560 | |
| affordable rented 2 bed flats Shared ownership 1 bed flats | 764.60 422.73 | £1,299.96 £1,299.96 | 993,949 549,532 | |
| 2 bed private flats | 1,529.20 | £1,299.96 | 1,987,899 | |
| Totals | 3,501.60 | | 4,551,940 | 4,551,940 |
| Contingency Planning obligations | | 5.00% | 227,597 50,000 | |
| | | | 00,000 | 277,597 |
| Other Construction Land raising (£20 per cubic metre) | | | 72,000 | |
| PROFESSIONAL FEES | | | | 72,000 |
| Professional Fees | | 10.00% | 424,481 | 101101 |
| MARKETING & LETTING | | | | 424,481 |
| Marketing | | 3.00% | 43,053 | 43,053 |
| DISPOSAL FEES | | | | +0,000 |
| Sales Agent Fee Sales Legal Fee | | 1.50% 0.50% | 81,312 27,104 | |
| Additional Costs | | | | 108,416 |
| Profit on Private | | 20.00% | 848,963 | |
| FINANCE | | | | 848,963 |
| Debit Rate 7.00% Credit Rate 0.00% (No | minal) | | | |
| Land Construction | | | (81,677) 163,924 | |
| Other Total Finance Cost | | | 87,200 | 169,447 |
| | | | | |
| TOTAL COSTS | | | | 5,420,821 |
| PROFIT | | | | (1) |
| Destermence Manager | | | | (.) |
| Performance Measures Profit on Cost% | | 0.00% | | |
| Profit on GDV% Profit on NDV% | | 0.00% 0.00% | | |
| | | | | |
| Profit Erosion (finance rate 7.000%) | | 8.27% N/A | | |