

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.

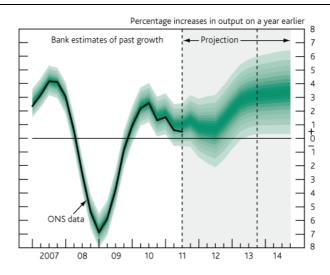


- 2.7 The 2010 regulations set out clear timescales for payment of CIL, which varied according to the size of the payment, which by implication is linked to the size of the scheme. The 2011 amendments to the regulations allow local authorities to set their own timescales for the payment of CIL if they 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.

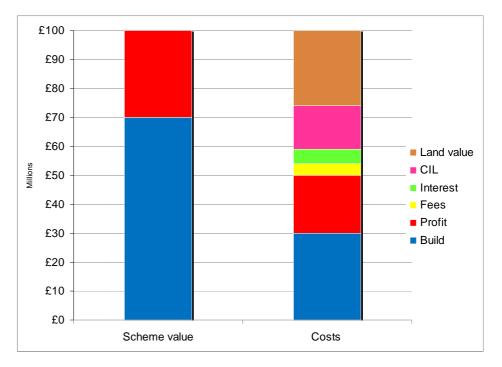
² Savills Research: Residential Property Focus, November 2011

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.

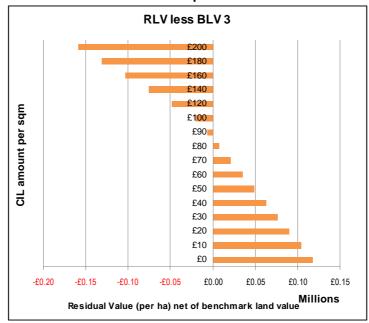


Chart 5.14.1: Illustrative example of data chart



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).

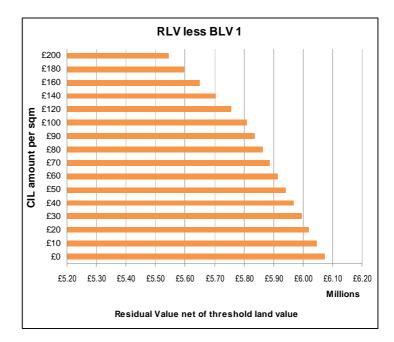


Chart 6.6.1: Site type 1 (1 unit) compared to 'residential land' BLV – Southwold



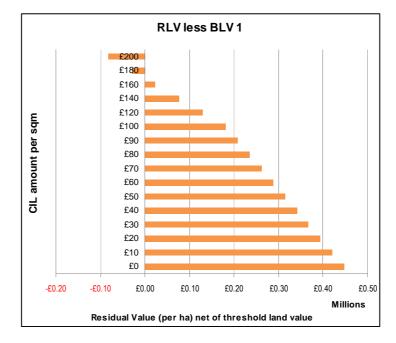
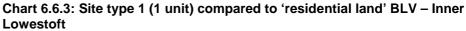
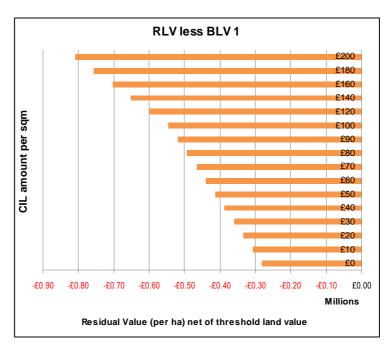


Chart 6.6.2: Site type 1 (1 unit) compared to higher 'residential land' BLV – Suburban Lowestoft





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.

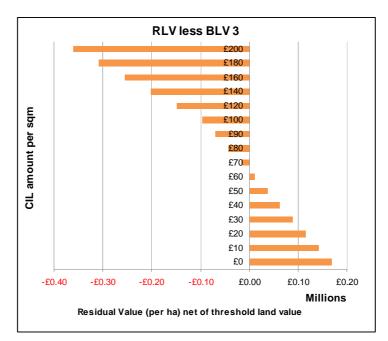


Chart 6.8.1: Site type 1 (1 unit) compared to 'former industrial land' BLV – Inner Lowestoft

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

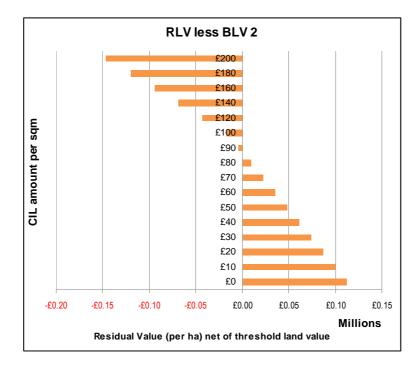
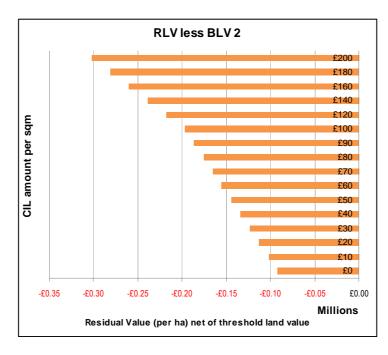


Chart 6.10.1 Site type 3 (8 units at 30 units per hectare, houses) compared to lower 'residential land' BLV, Suburban Lowestoft, 35% affordable housing and CSH level 4

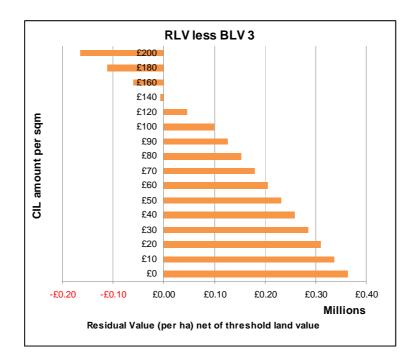


- 6.11 These charts indicate that the increase in affordable housing, in combination with the increase in CSH level from 3 to 4 could only be accommodated if sales values grow faster than the 10% built into the appraisal. However, 35% affordable and CSH level 4 (in combination with CIL at £200 per square 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.

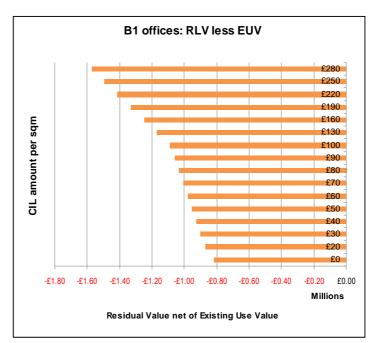
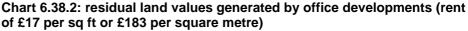
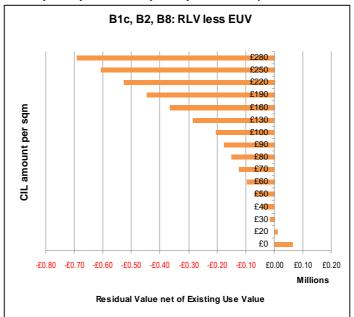


Chart 6.38.1: Residual land values generated by office developments (rent of £13.50 per square ft or £145 per square metre)







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.

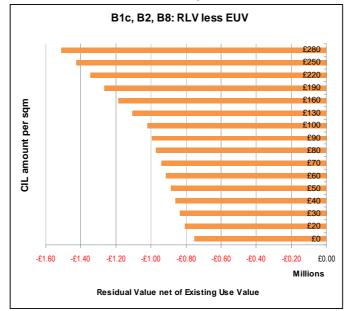


Chart 6.39.1: Industrial development

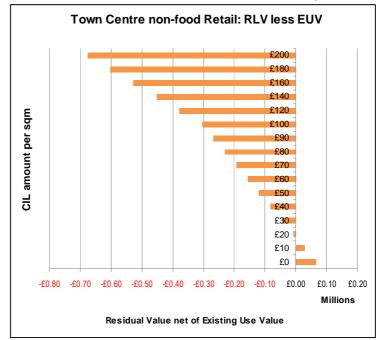
Retail development

- 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.

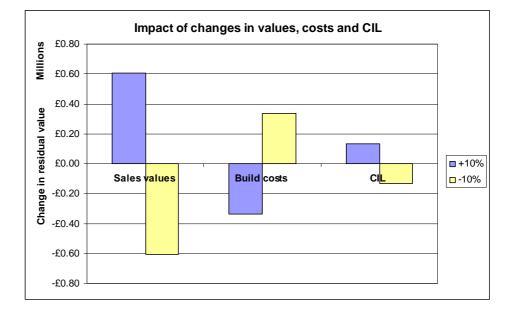


Chart 8.2.1: Impact of changing levels of CIL in context of other factors

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

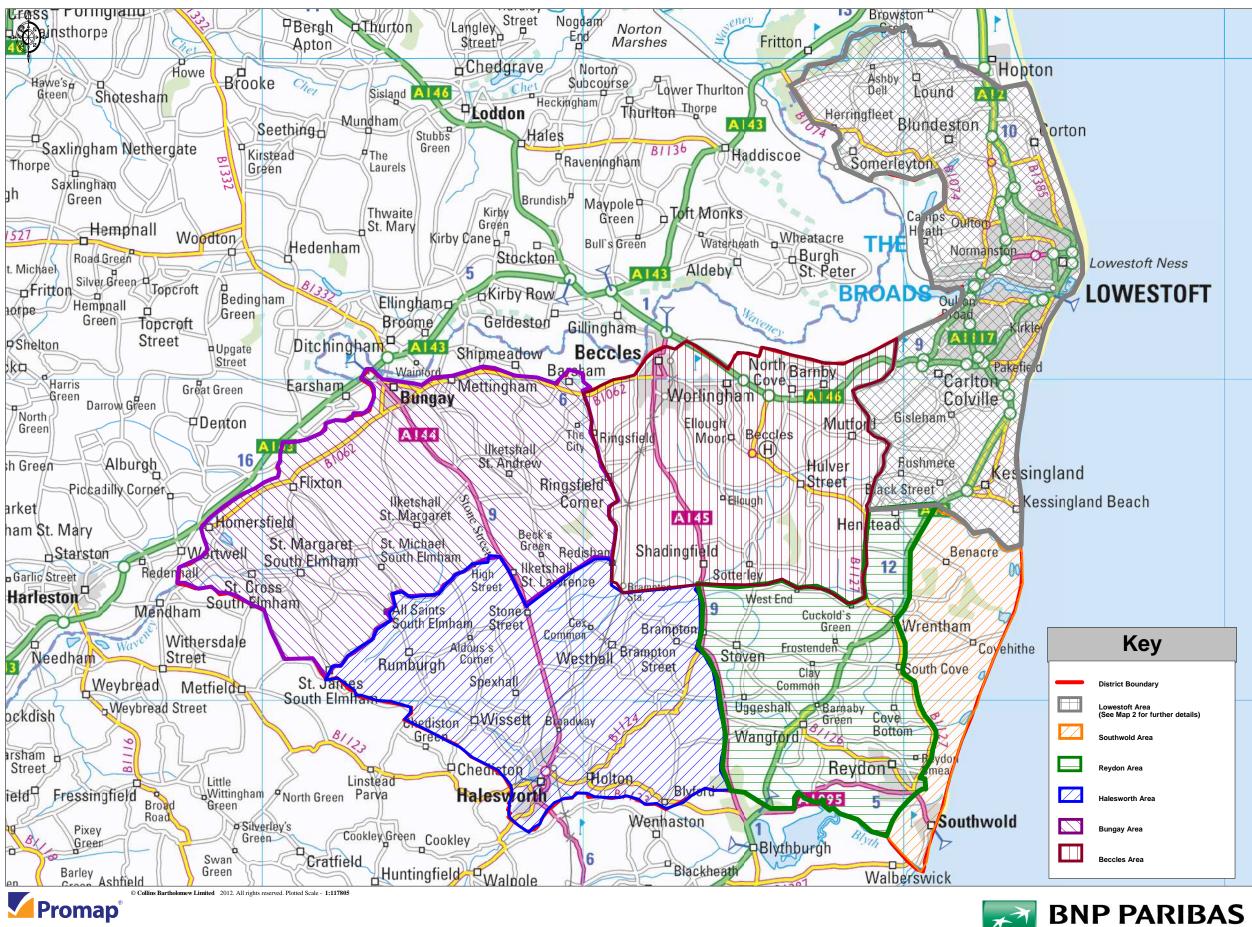
¹³ Floor area of 280 square metres or more



- 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









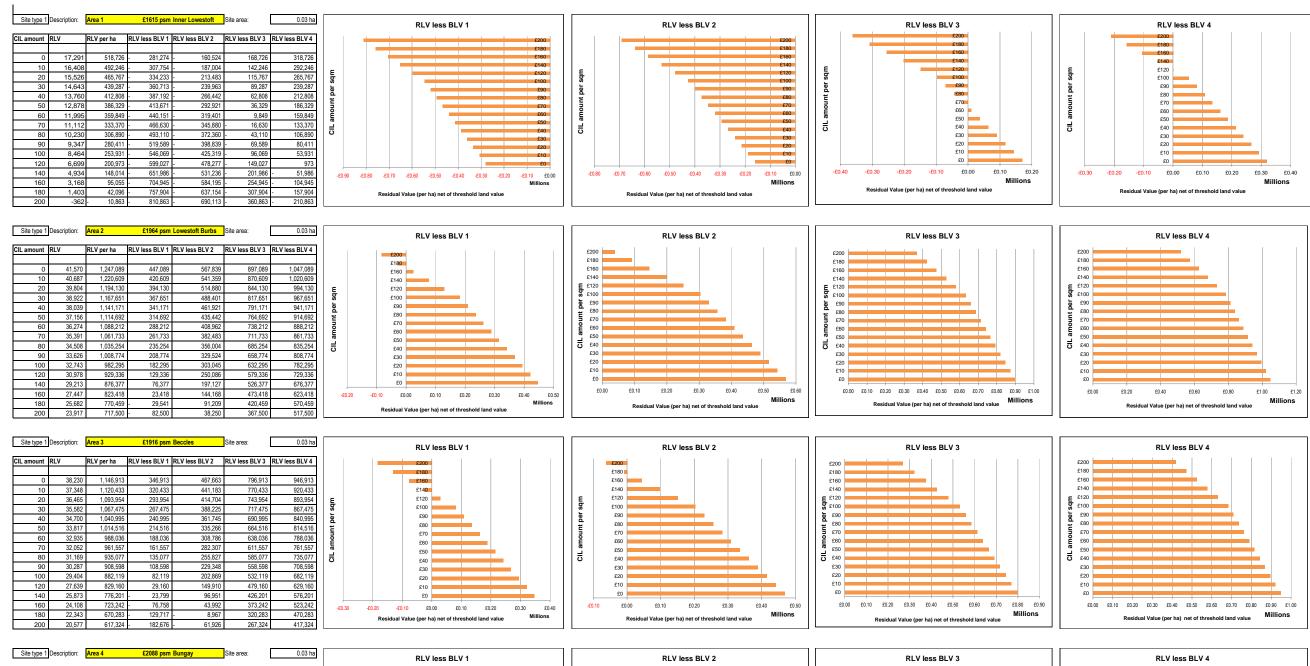
Appendix 2 Residential appraisal results

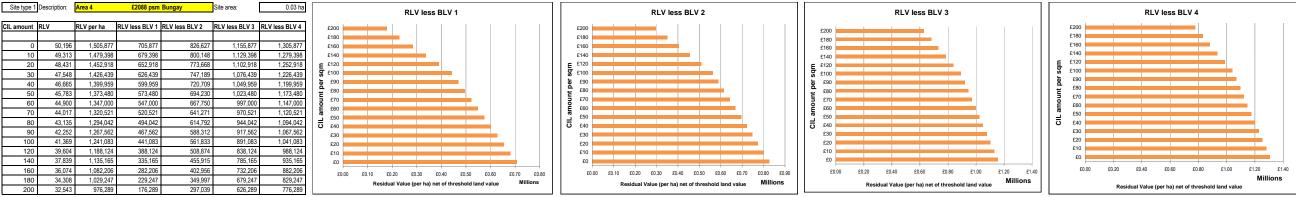
t	Benchmark Land Values (per net developable ha)					
	BLV1	BLV2	BLV3	BLV4		
	Resi land (high)	Resi land (low)	Fmr industrial	Other uses		
	£800,000	£679,250	£350,000	£200,000		

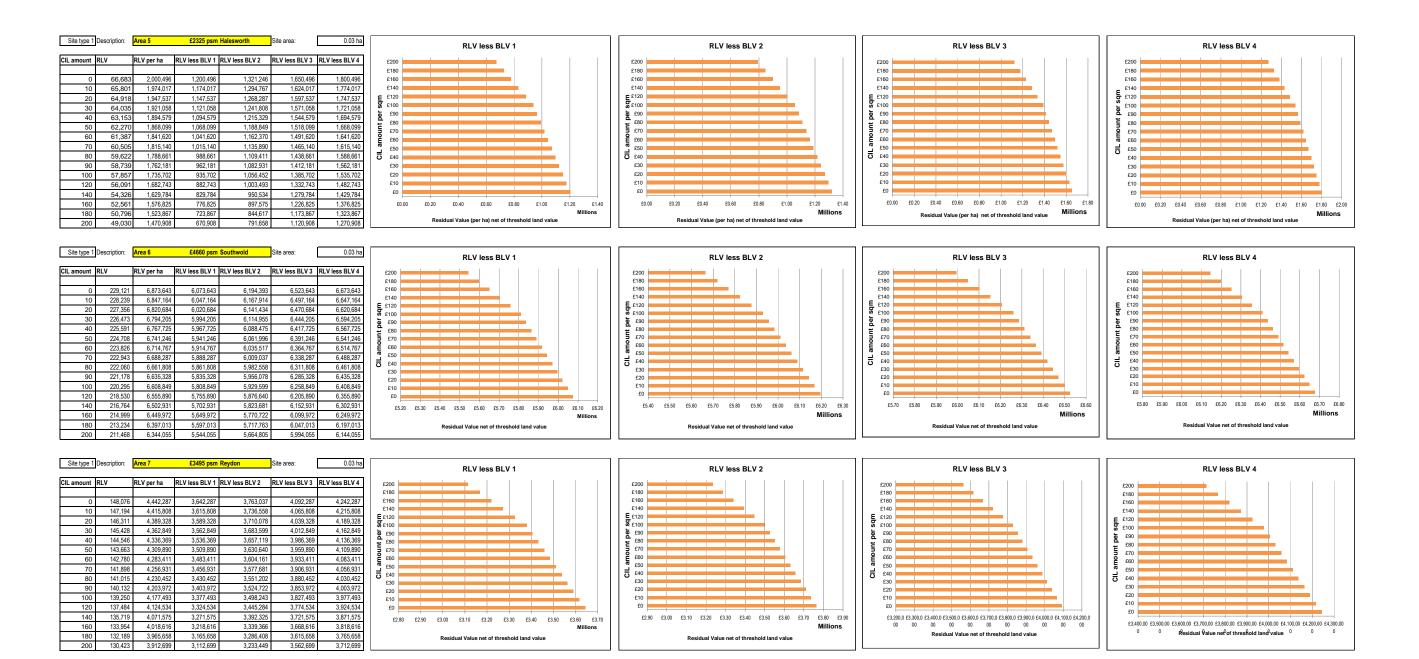
SITE TYPE 1 1 UNITS HOUSE 30 UPH

SH level:

3		Sales value inflation
0%		Build cost inflation
		D Gi



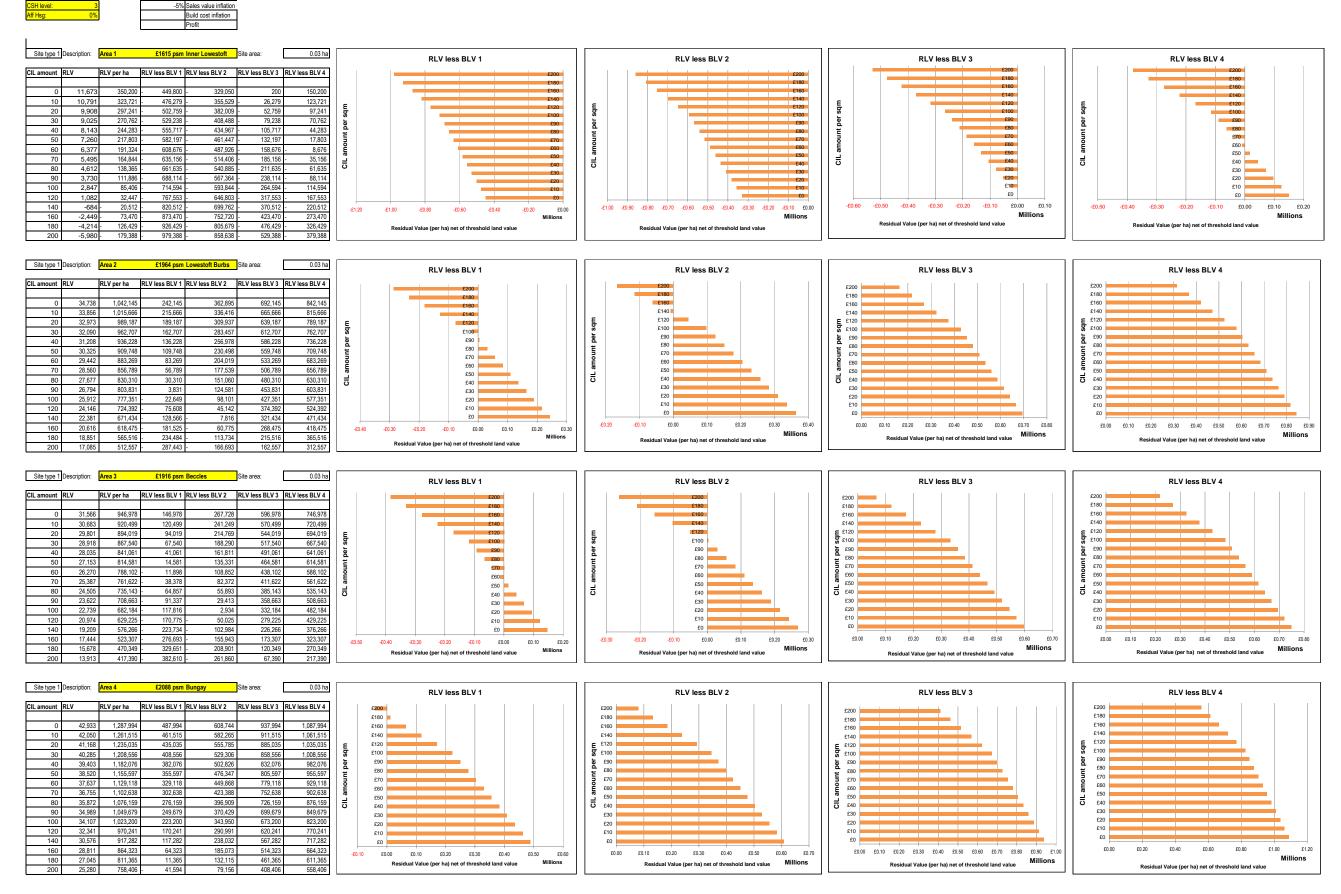


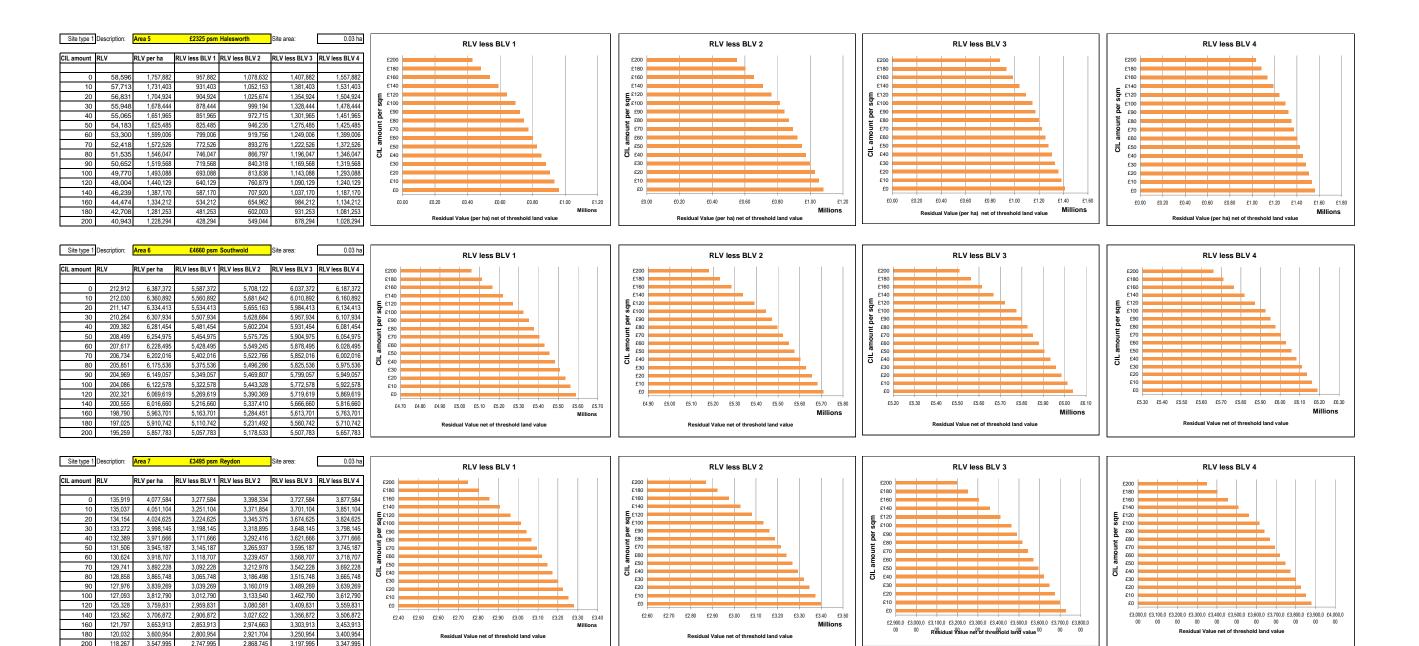


Benchmark Land Values (per net developable ha)					
	BLV1	BLV2	BLV3	BLV4	
	Resi land (high)	Resi land (low)	Fmr industrial	Other uses	
	£800,000	£679,250	£350,000	£200,000	

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

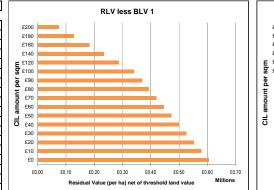
785.622

36,385 1,091,540

34,619 1,038,581

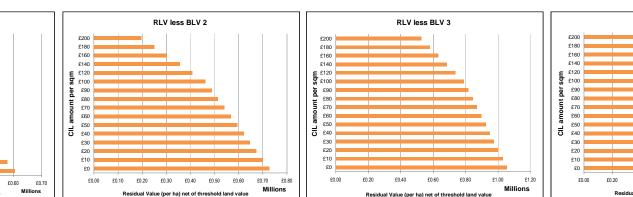
200 32,854 985,622

160 180



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

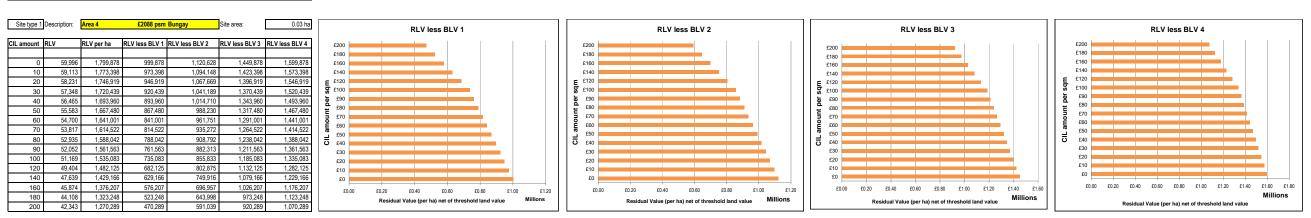
Residual Value (per ha) net of threshold land value



Millions

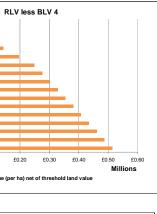
£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40

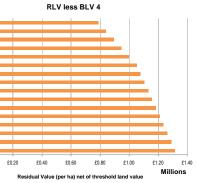
Residual Value (per ha) net of threshold land value Millions



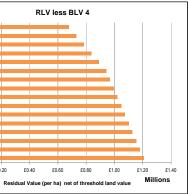
£0.00 £0.10 £0.20 £0.30 £0.40 £0.50 £0.60 £0.70 £0.80 £0.90

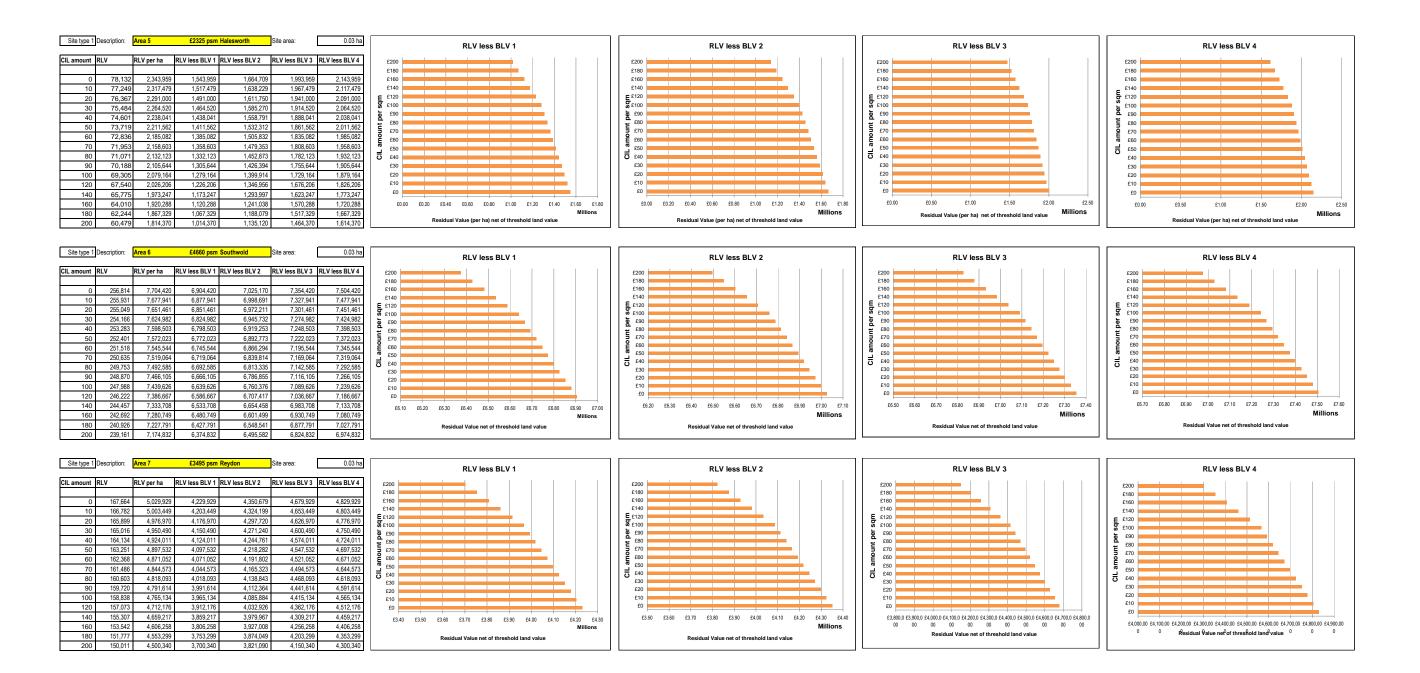
Residual Value (per ha) net of threshold land value





£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 -

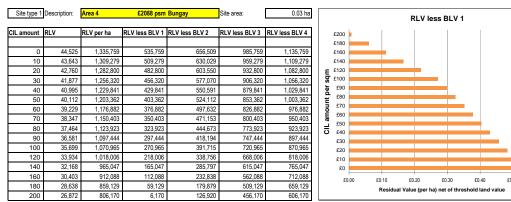
352,794 -

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 £

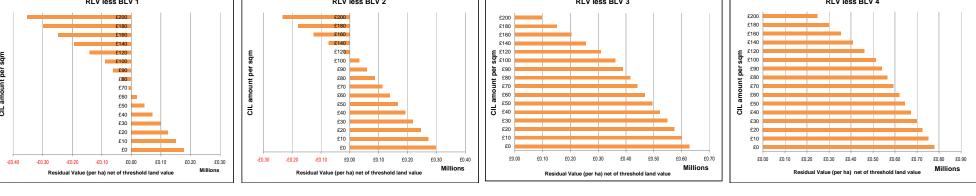


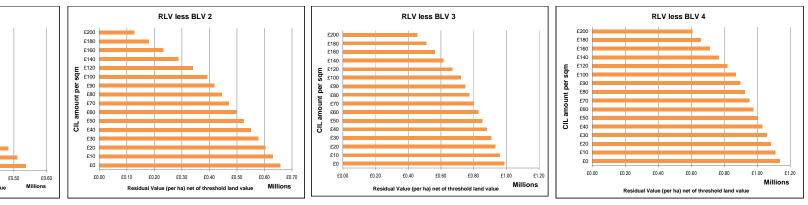
203,124 150,165

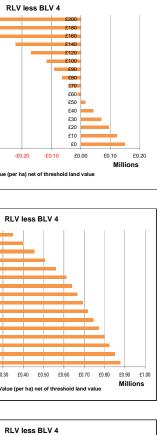
97,206

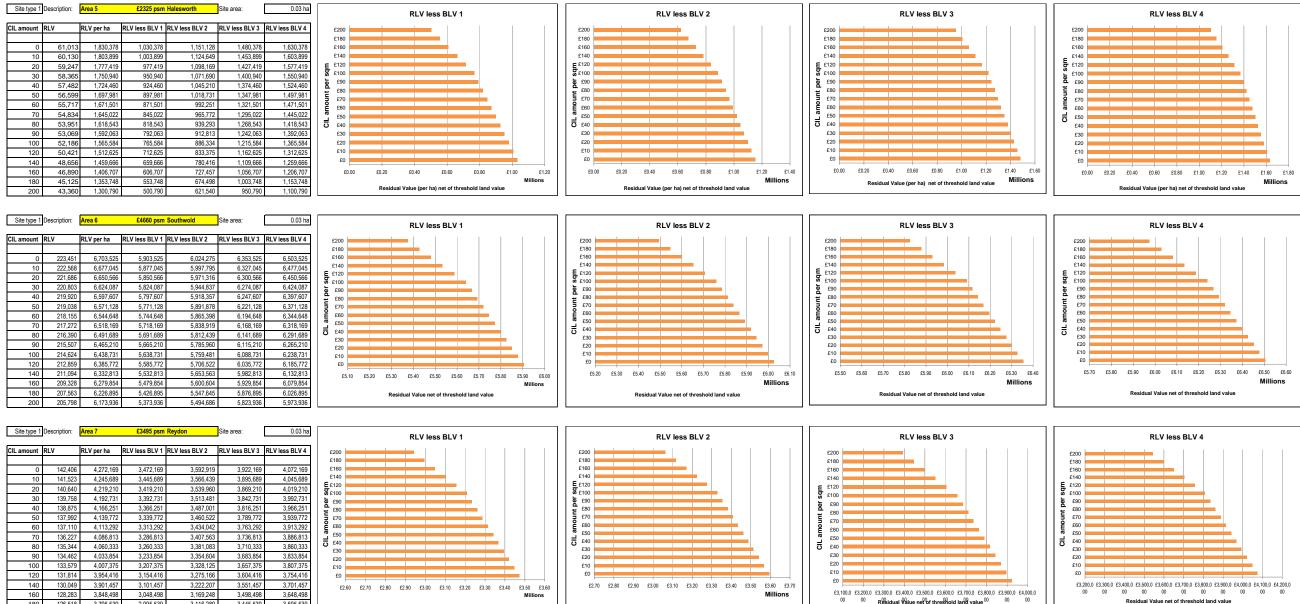
353,124 300,165

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

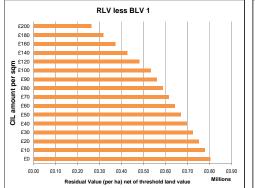
854,944 1,004,944

1,167,303

1.113.183

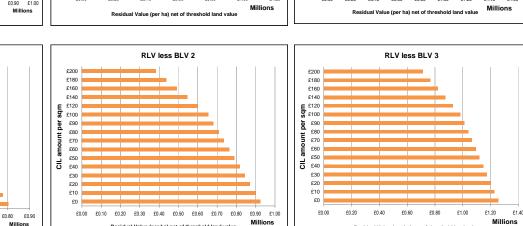
1,059,064

£0



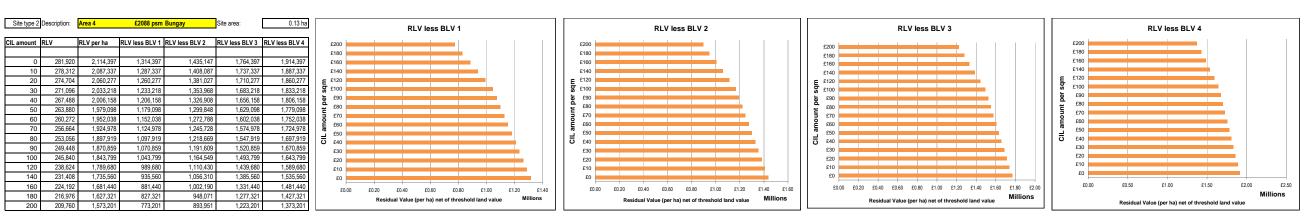
£0.00 £0.10 £0.20 £0.30 £0.40 £0.50 £0.60 £0.70 £0.80 £0.90 £1.0

Residual Value (per ha) net of threshold land value

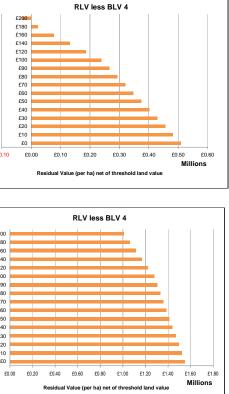


£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40 £1.60

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

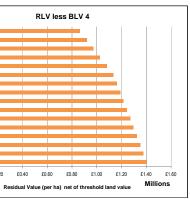
£20

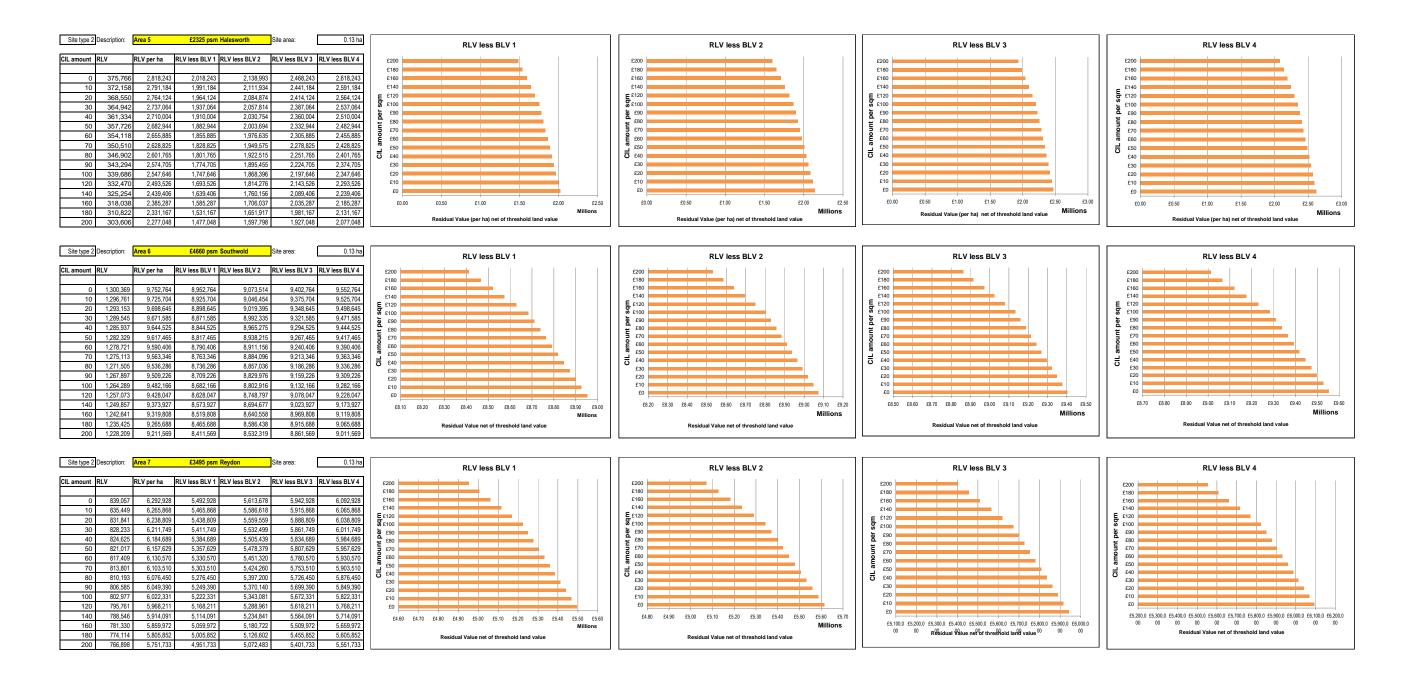
£10

£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

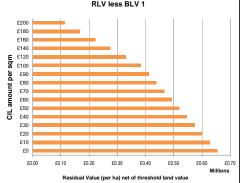
Other uses £200,000

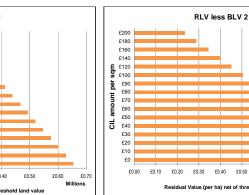
0.401

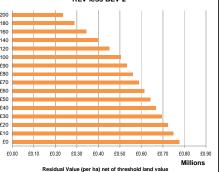
-5'	% Sales value inflation
	Build cost inflation
	Profit

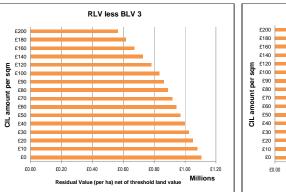
Site type 2 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.13 ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV
CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4	£200	£200	£200	
	£180	£180	£180	
0 62,648 469,861 - 330,139 - 209,389 119,861 269,861	£160	£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



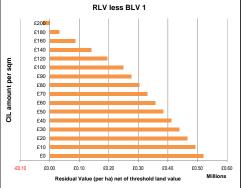


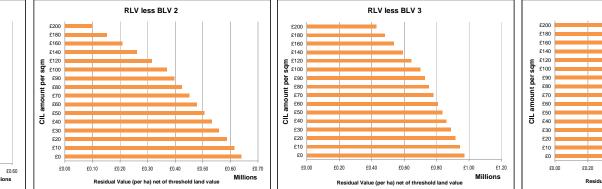


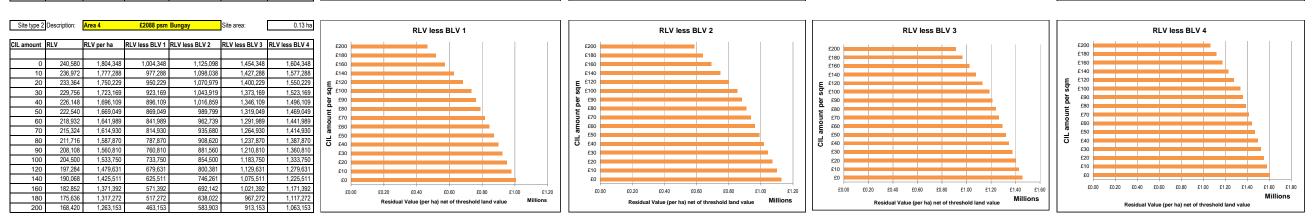




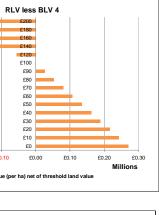
Site type 2	Description:	Area 3	£1916 psm	Beccles	Site area:	0.13 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	175,877	1,319,080	519,080	639,830	969,080	1,119,080
10	172,269	1,292,020	492,020	612,770	942,020	1,092,020
20	168,661	1,264,961	464,961	585,711	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

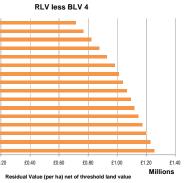




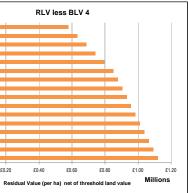


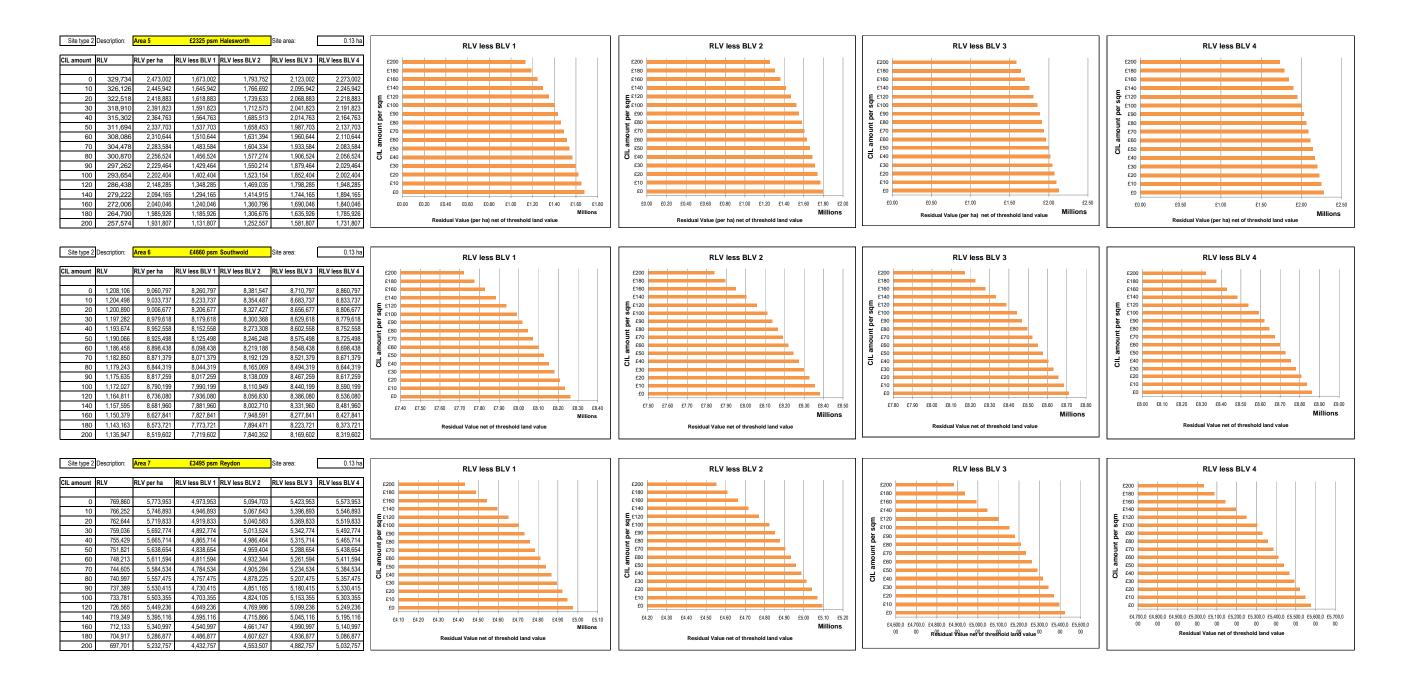
SITE TYPE 4 UNITS





£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

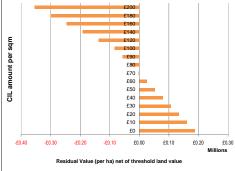
 120
 240,340
 1,802,553

140 233,125 1,748,434

160 225,909 1,694,314

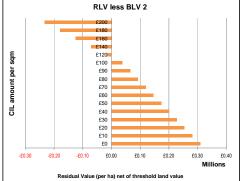
180 218,693 1,640,195

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

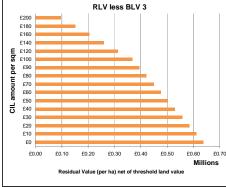
£60 £50

£30

£20 £10

£0

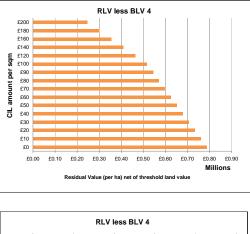
5 £40

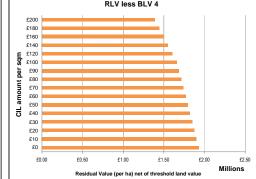


RLV less BLV 3

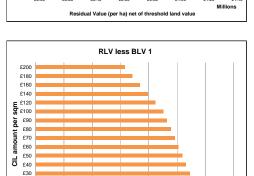
£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40 £1.60 £1.80 £2.00

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





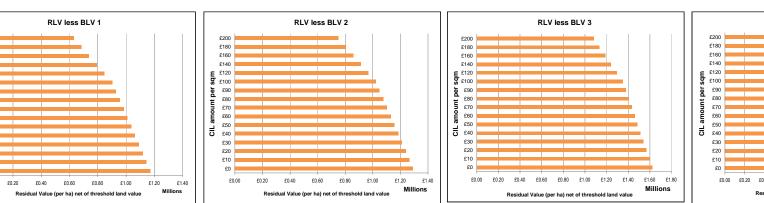
Site type 2	Description:	Area 3	£1916 psm	Beccles	Site area:	0.13 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	262,729	1,970,464	1,170,464	1,291,214	1,620,464	1,770,464
10	259,121	1,943,405	1,143,405	1,264,155	1,593,405	1,743,40
20	255,513	1,916,345	1,116,345	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

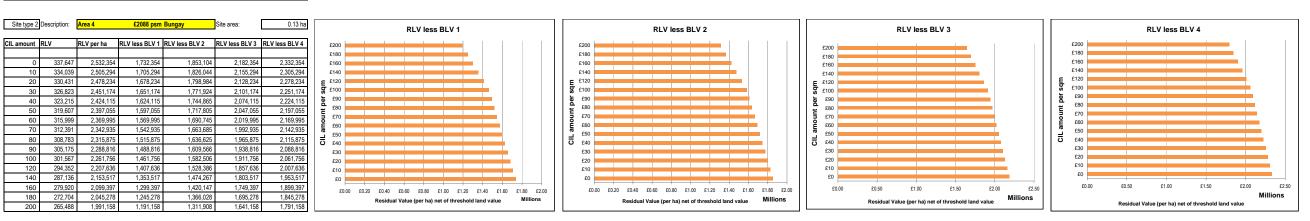
£30

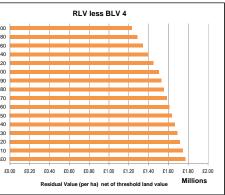
£20 |

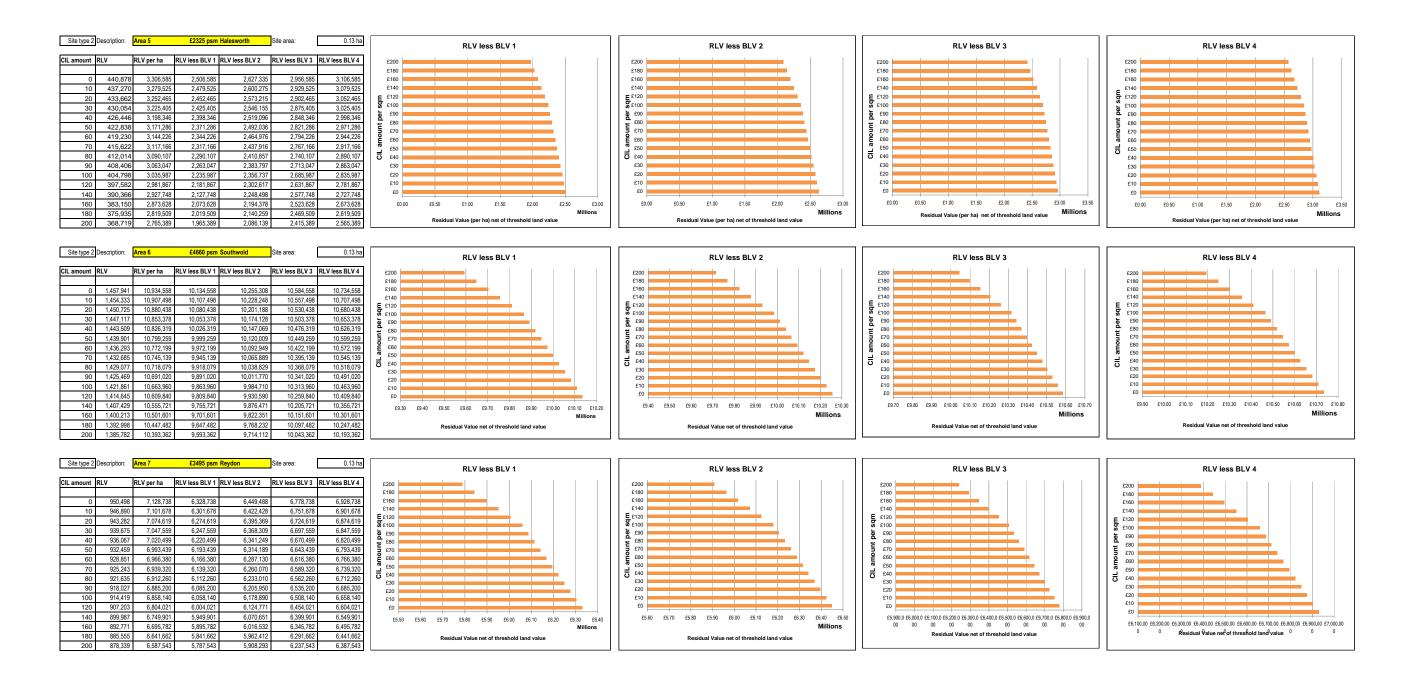
£10

£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

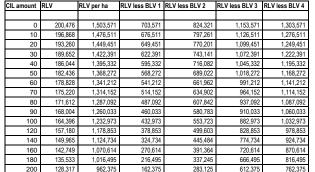
BLV3

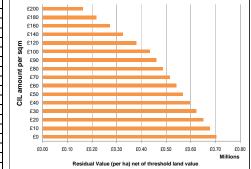
BLV4

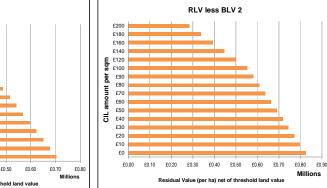
Other uses £200,000

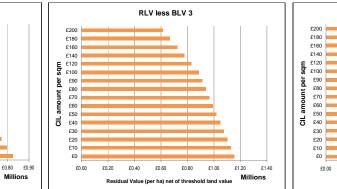
4	Sales value inflation
0%	Build cost inflation
	Profit

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

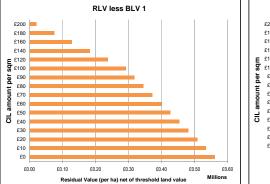


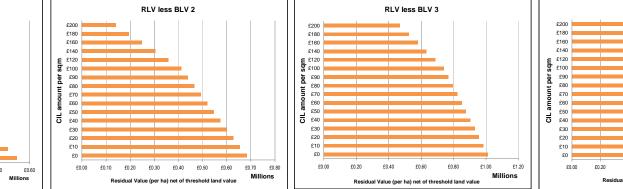


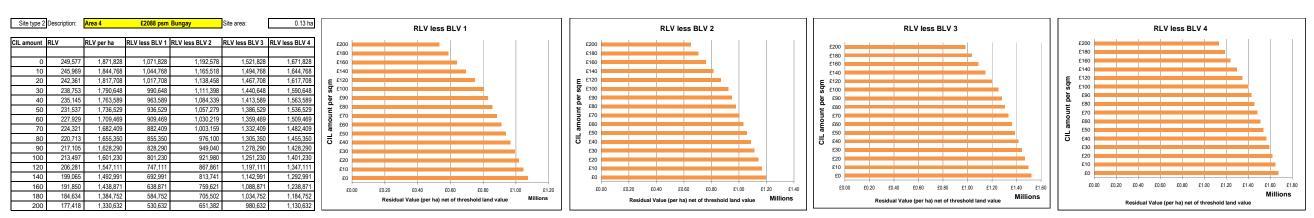




Site type 2	Description:	Area 3 £1916 psm Beccles			Site area:	0.13 ha	
CIL amount RLV		RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4	
0	181,469	1,361,019	561,019	681,769	1,011,019	1,161,01	
10	177,861	1,333,960	533,960	654,710	983,960	1,133,96	
20	174,253	1,306,900	506,900	627,650	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	

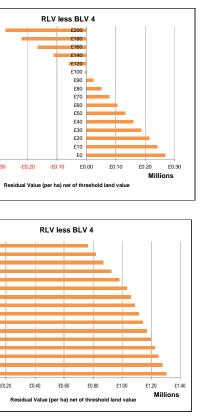






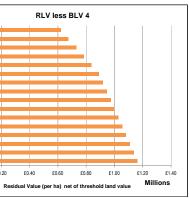
SITE TYPE

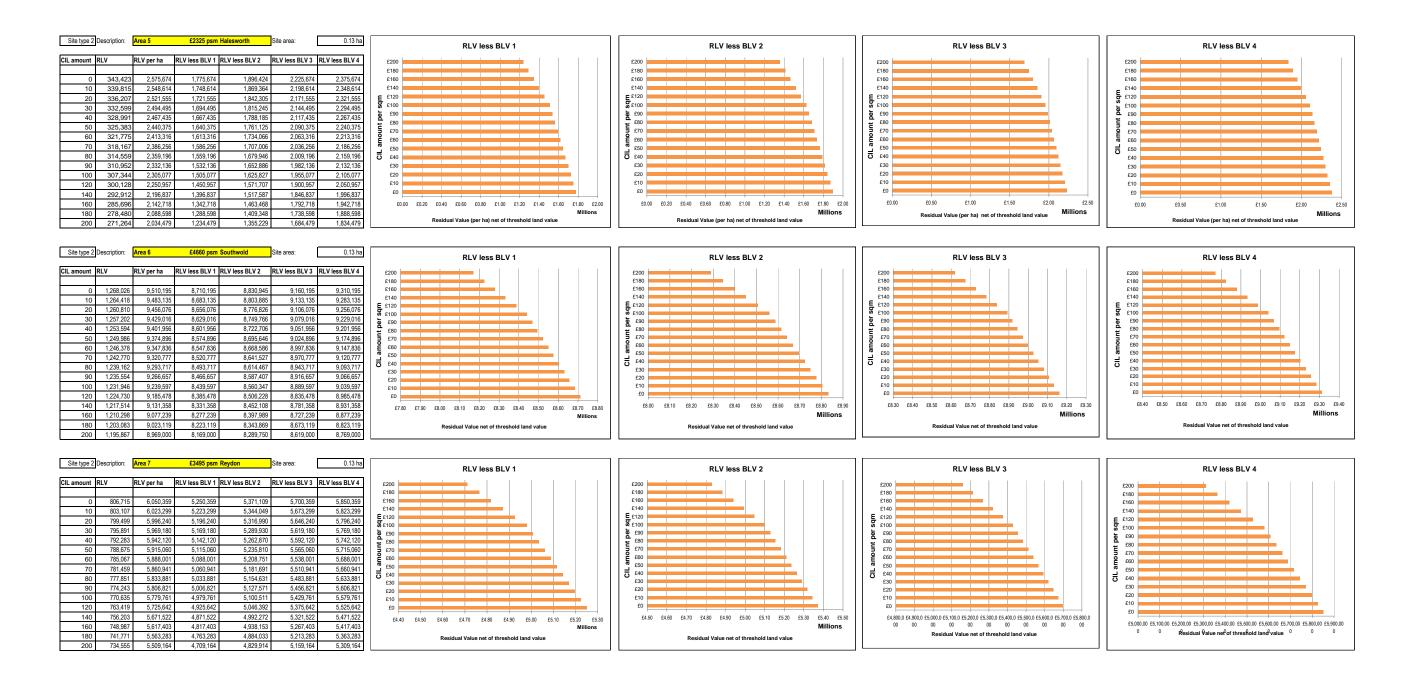
4 UNITS HOUSE 30 UPH



-£0.30

£0.20





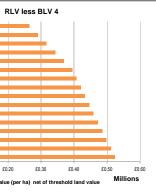
Benchmark Land Values (per net developable ha)							
	BLV1	BLV2	BLV3	BLV4			
	Resi land (high)	Resi land (low)	Fmr industrial	Other uses			
	£800,000	£679,250	£350,000	£200,000			

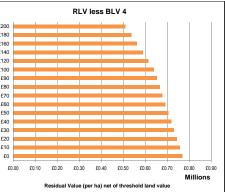
SITE TYPE 3 8 UNITS HOUSES 30 UPH

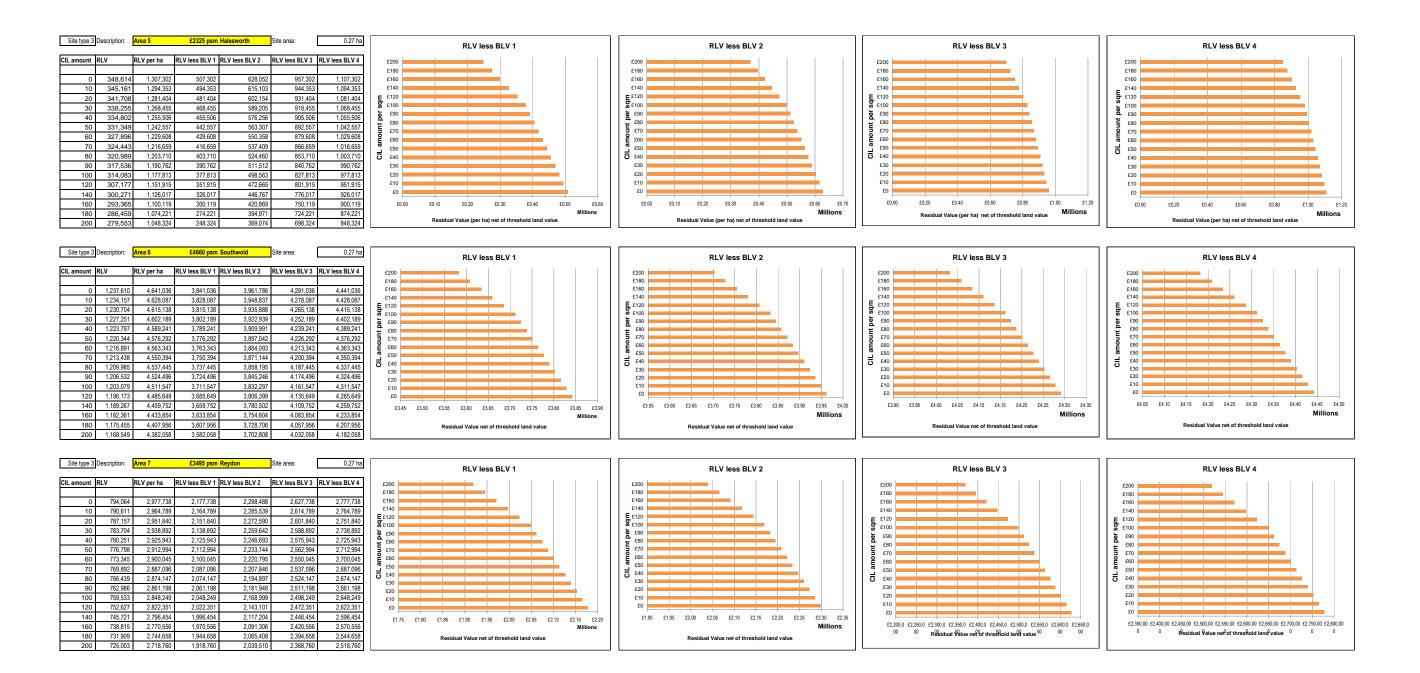
00 01 11		
CSH level:	3	Sales value inflation
Aff Hsg:	20%	Build cost inflation
		Profit

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







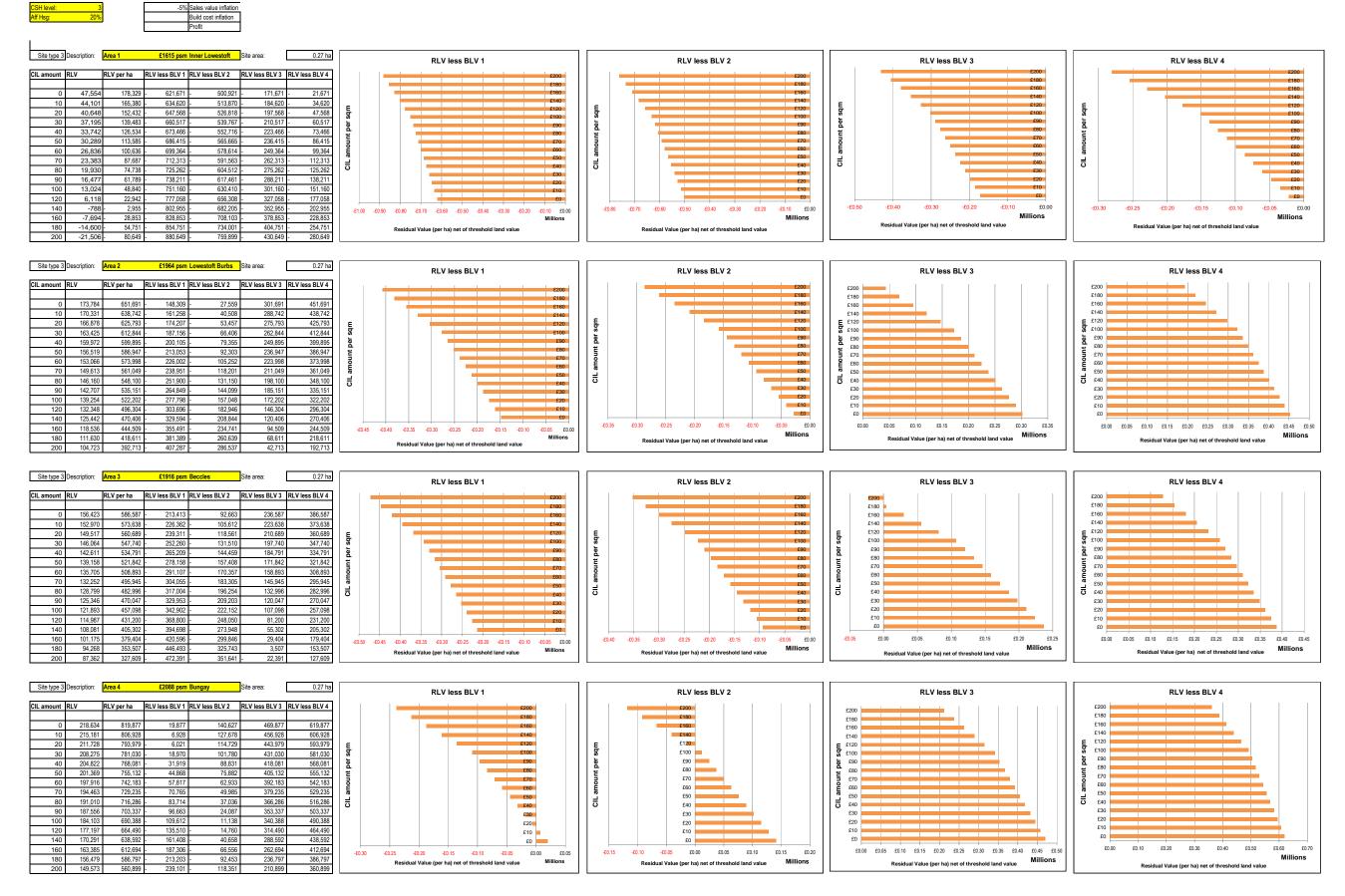


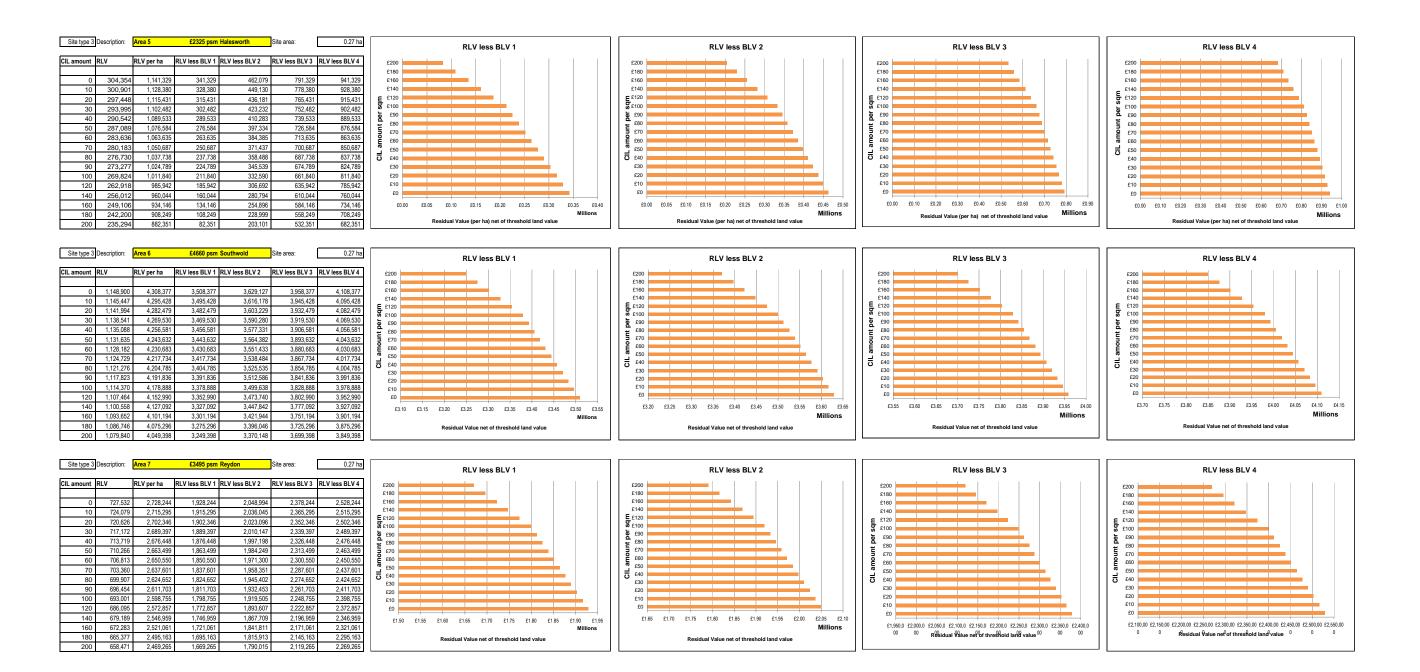
Benchmark Land Values (per net developable ha)							
	BLV1	BLV2	BLV3	BLV4			
	Resi land (high)	Resi land (low)	Fmr industrial	Other uses			
	£800,000	£679,250	£350,000	£200,000			

SITE TYPE 3 8 UNITS HOUSES 30 UPH

l level

-5%	Sales value in
	Build cost infla





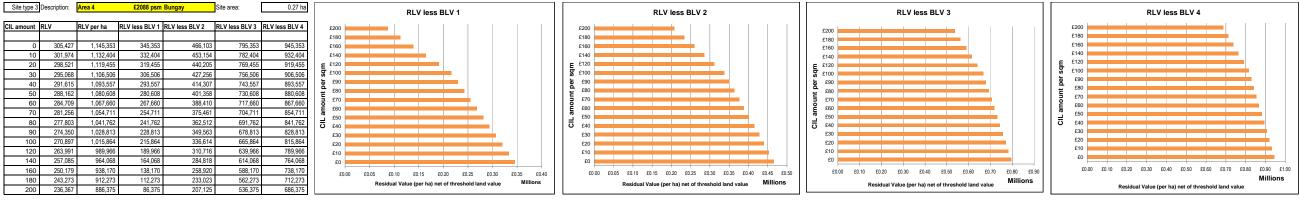
CSH level: 3 Aff Hsg: 20%

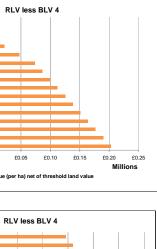
t	Benchmark Land Values (per net developable ha)					
	BLV1	BLV2	BLV3	BLV4		
	Resi land (high)	Resi land (low)	Fmr industrial	Other uses		
	£800,000	£679,250	£350,000	£200,000		

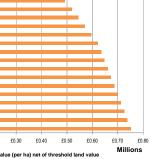
SITE TYPE 3 8 UNITS HOUSES 30 UPH

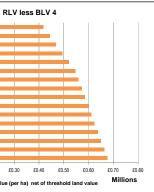
10%	Sales value inflation
5%	Build cost inflation

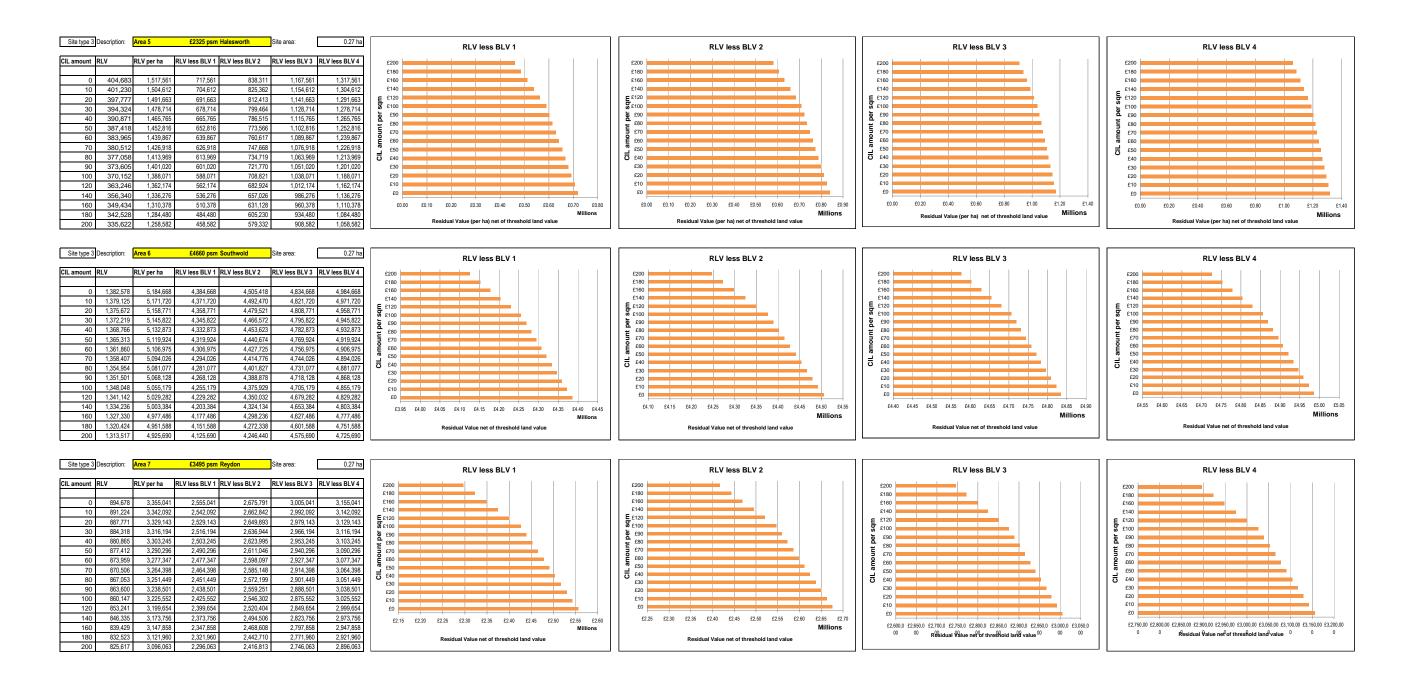
Site type 3 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.27 ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLVI
CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4	£200	£200	£200	£200
0 107,336 402,508 - 397,492 - 276,742 52,508 202,508	£180	£180	£180 £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







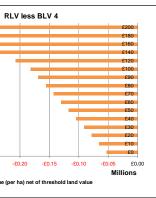


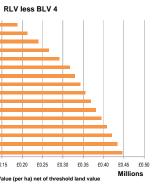


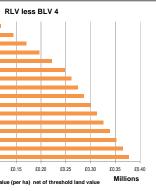
Benchmark Land Values (per net developable ha)						
	BLV1	BLV2	BLV3	BLV4		
	Resi land (high)	Resi land (low)	Fmr industrial	Other uses		
	£800,000	£679,250	£350,000	£200,000		

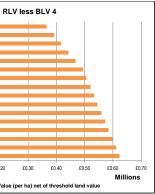
SITE TYPE 3 8 UNITS HOUSES 30 UPH

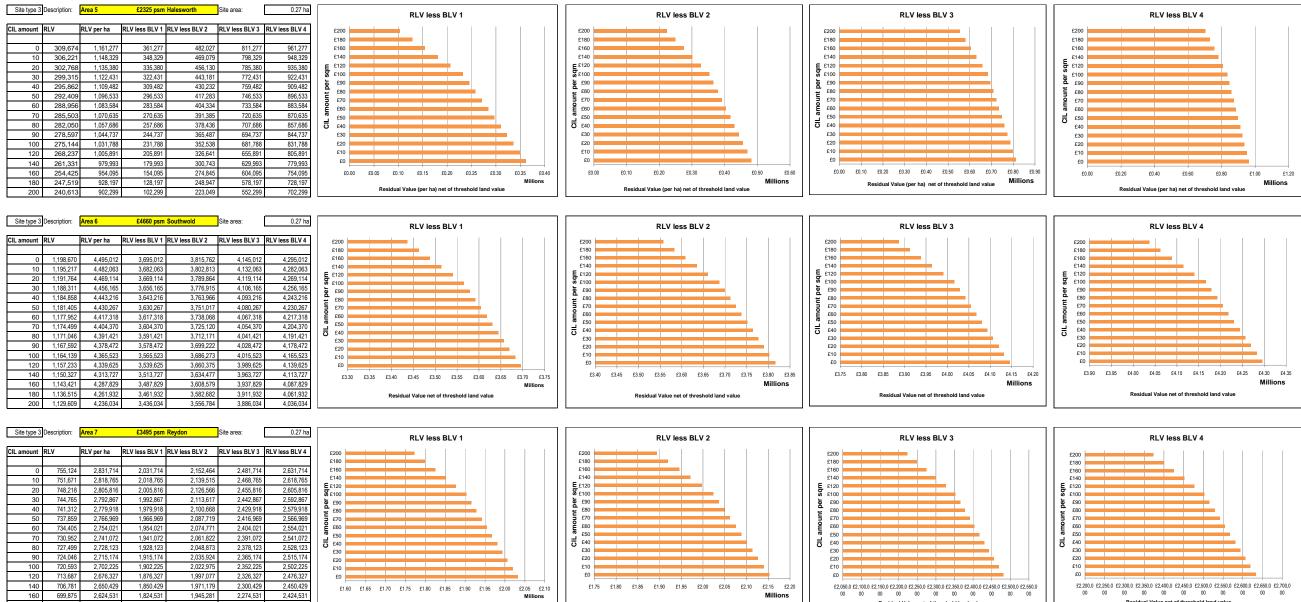
Site type 3 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 39,358 147,594 652,406 531,656 202,406 52,406 10 35,905 134,645 666,335 544,605 215,355 65,355 20 32,452 121,696 678,304 557,554 228,304 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

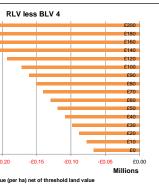
CSH level: 4 Aff Hsg: 35%

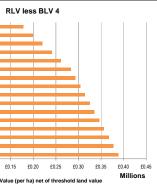
Benchmark Land Values (per net developable ha)						
BLV1	BLV2	BLV3	BLV4			
Resi land (high)	Resi land (low)	Fmr industrial	Other uses			
£800,000	£679,250	£350,000	£200,000			

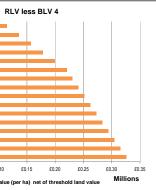
SITE TYPE 3 8 UNITS HOUSES 30 UPH

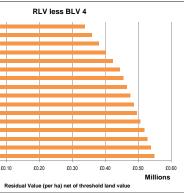
10%	Sales value inflation
5%	Build cost inflation

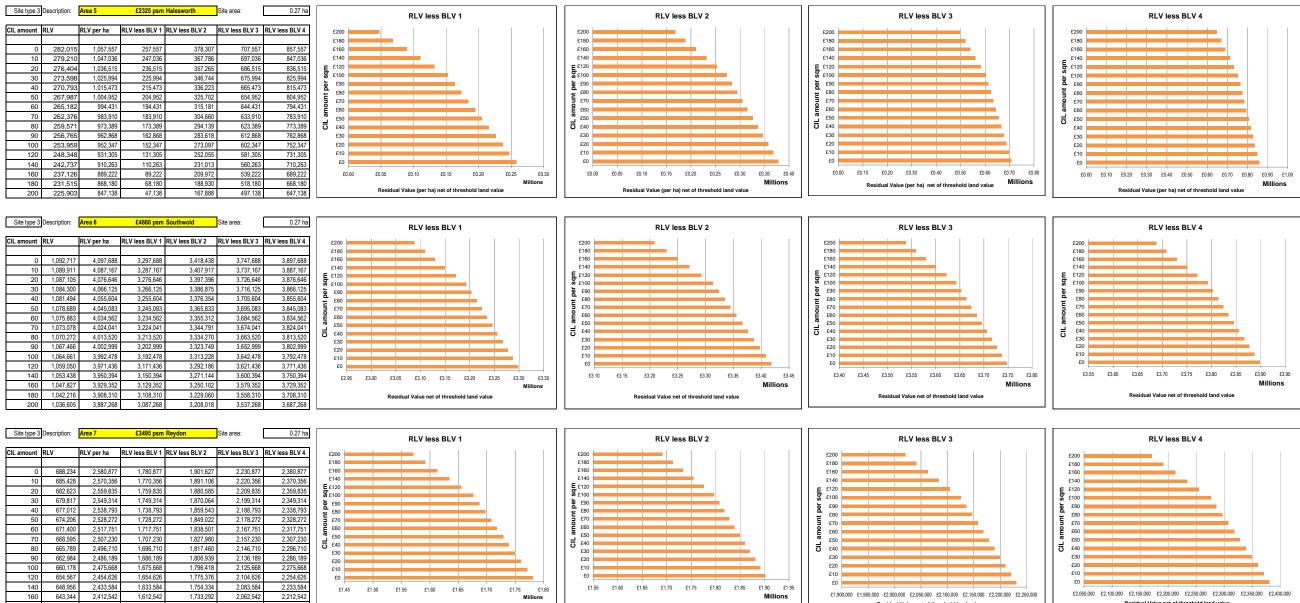
Site type 3 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.27 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 35,506 133,149 666,851 546,101 216,851 66,851 10 32,701 122,528 677,372 556,622 227,372 77,372 20 29,895 112,107 687,893 567,143 237,893 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

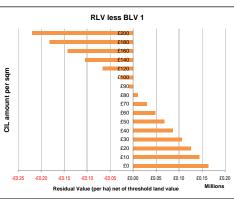
371,648

333,390

598,165

559,907 521,648

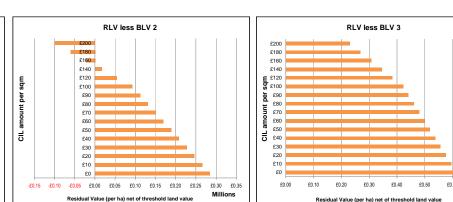
483,390



-£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

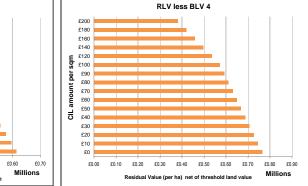
£0.00 £0.05 £0.10 £0.15 £0.20 £0.25 £0.30 £0.35 £0.40 £0.45

Residual Value (per ha) net of threshold land value

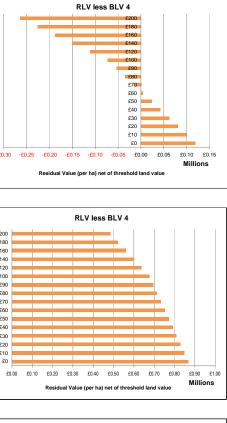
£0

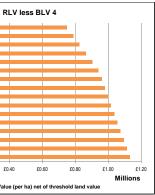
£0.00 £0.10 £0.20 £0.30 £0.40 £0.50 £0.60 £0.70 £0.80

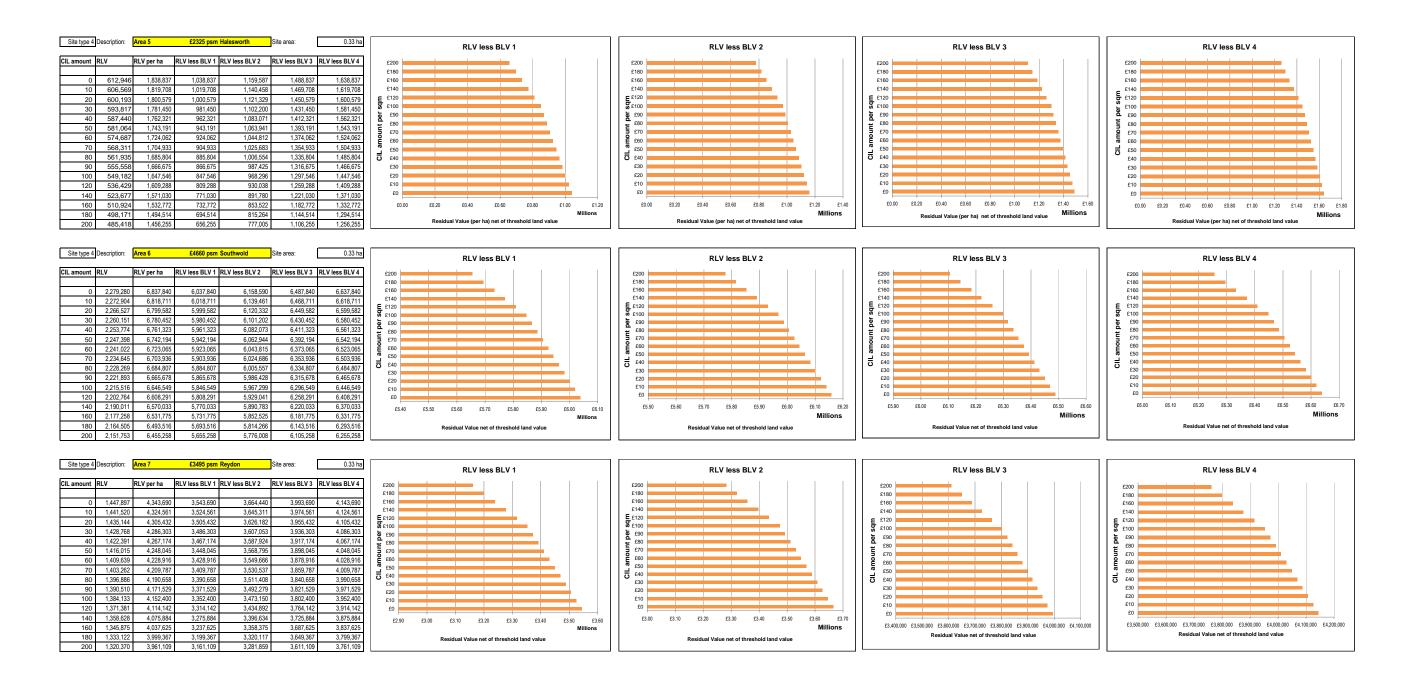
Residual Value (per ha) net of threshold land value



		_				_																							
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







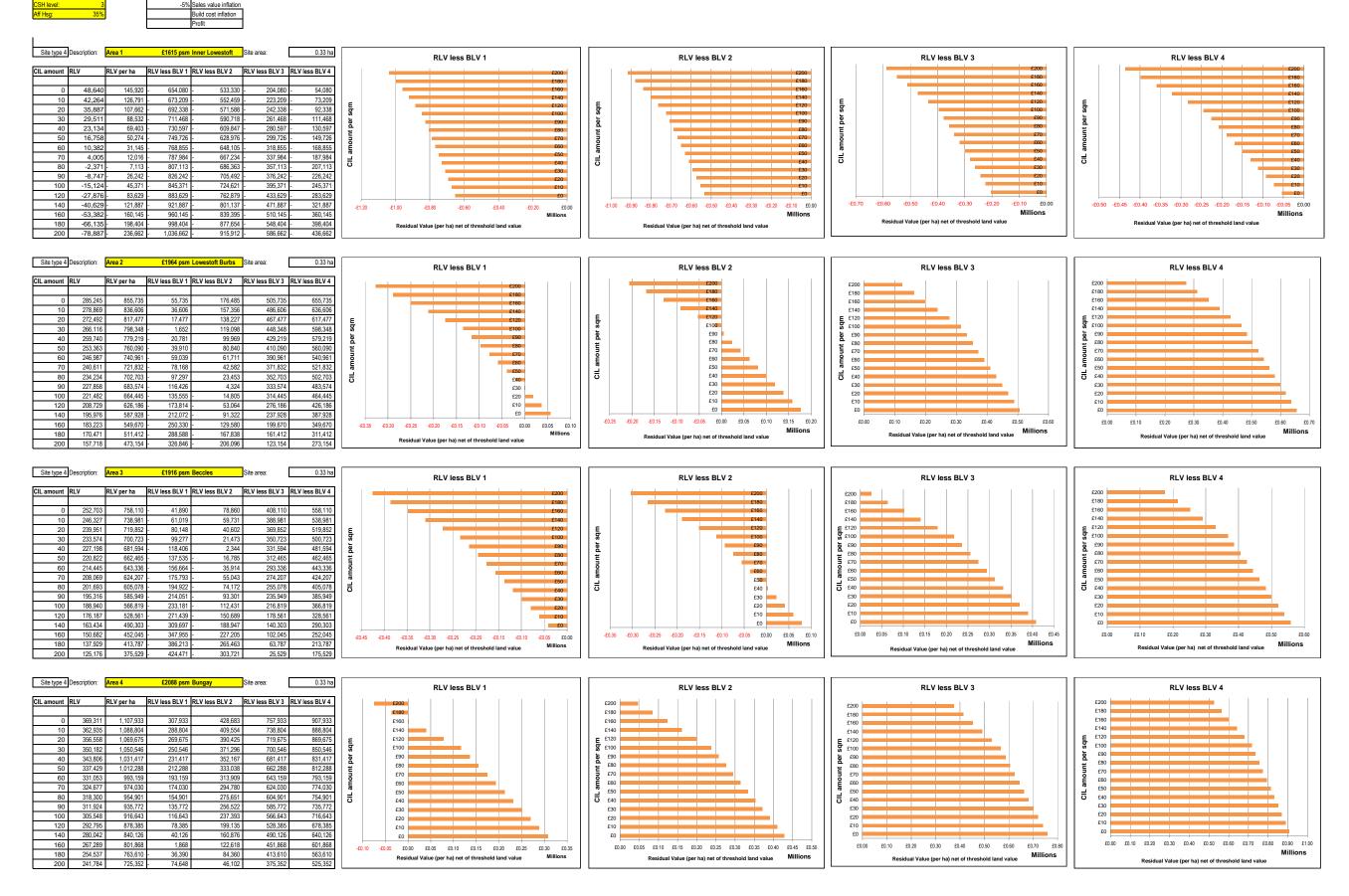
y District	Benchmark Land	l Values (per net dev	velopable ha)
	BLV1	BLV2	BLV3
	Resi land (high)	Resi land (low)	Fmr industrial
	£800,000	£679,250	£350,000

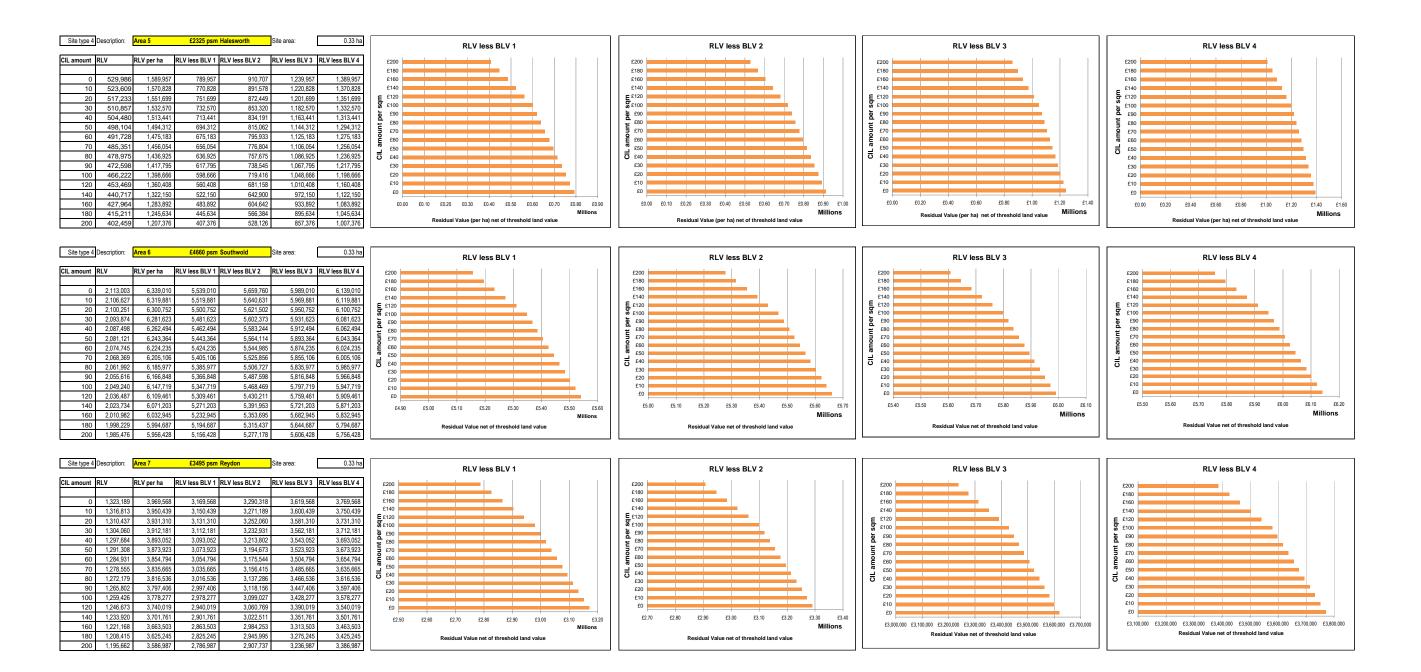
SITE TYPE	4
15 UNITS	
HOUSES	
45 UPH	

-5%	Sales value inflation	

BLV4

Other uses £200,000

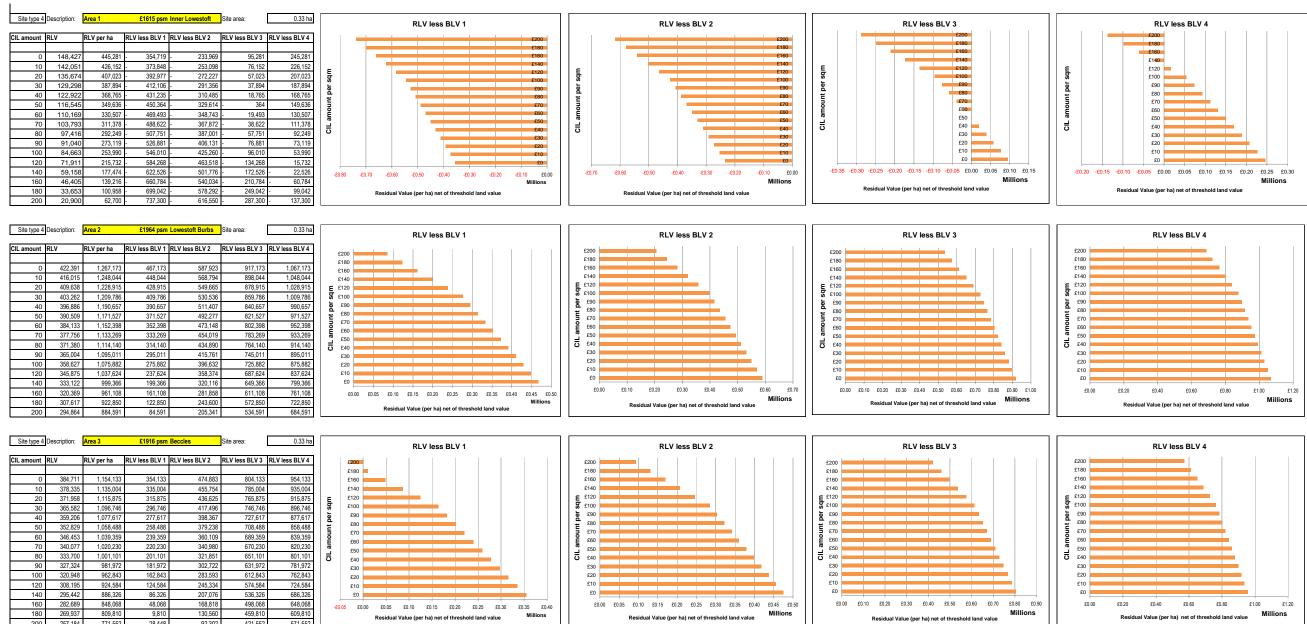


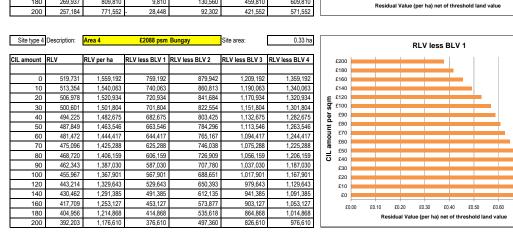


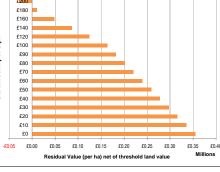
SITE TYPE	4	
15 UNITS		
HOUSES		
45 UPH		

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					

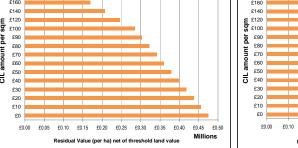
10%	Sales value inflation
5%	Build cost inflation
	Profit

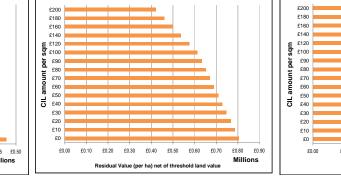


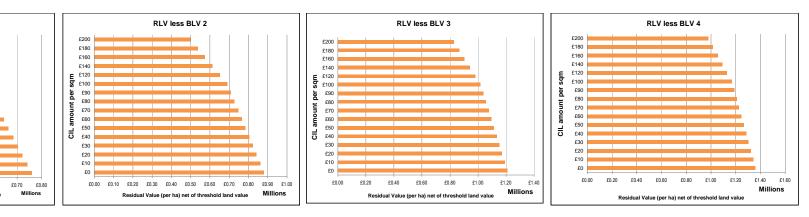


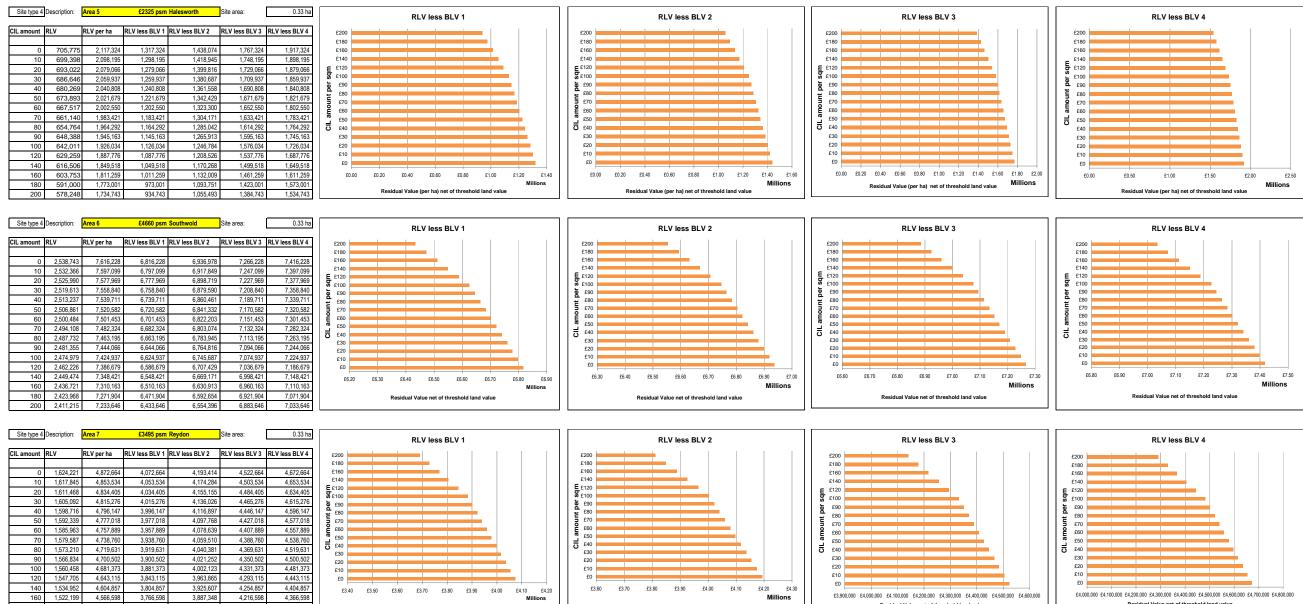


RLV less BLV 1









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
	· · · ·	

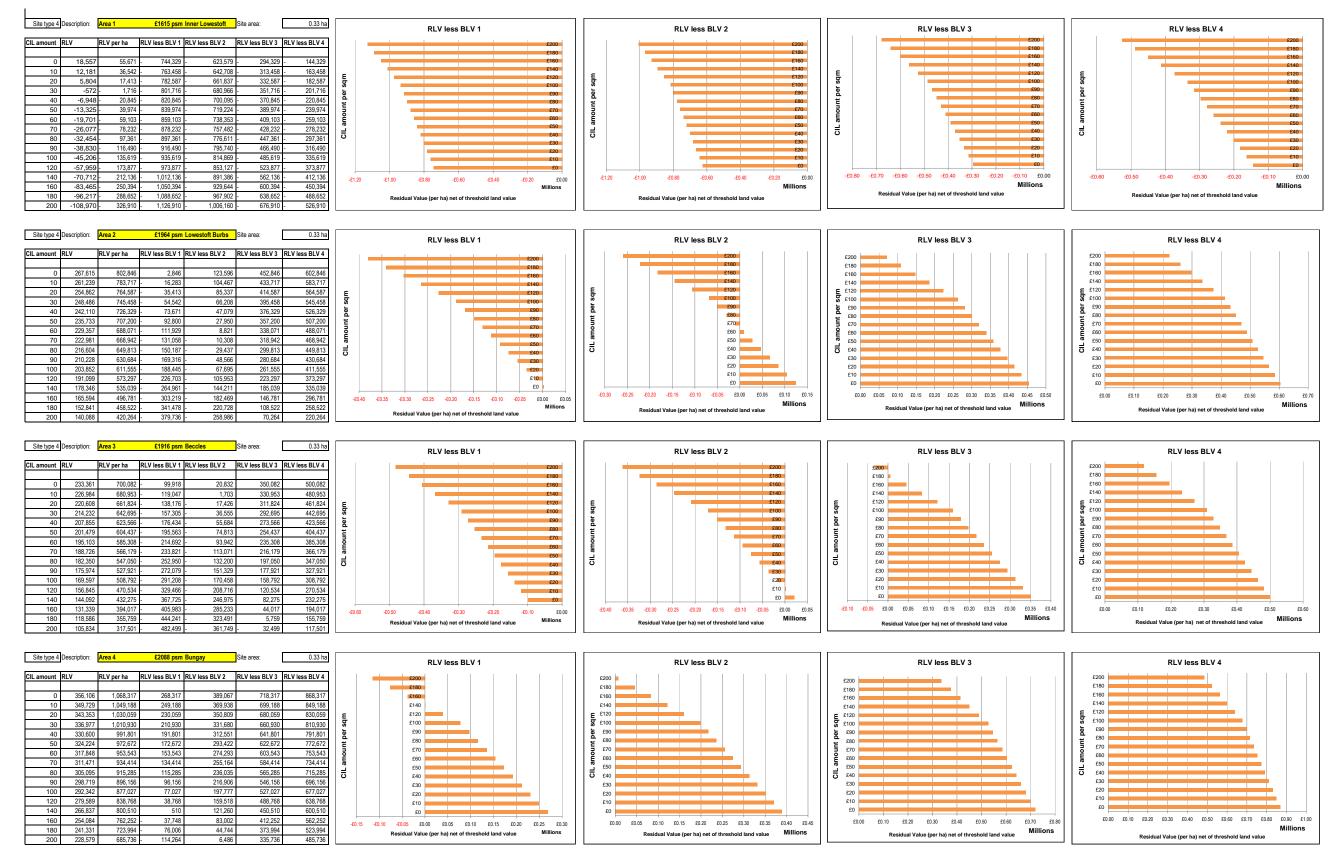
Benchmark Land Values (per net developable ha

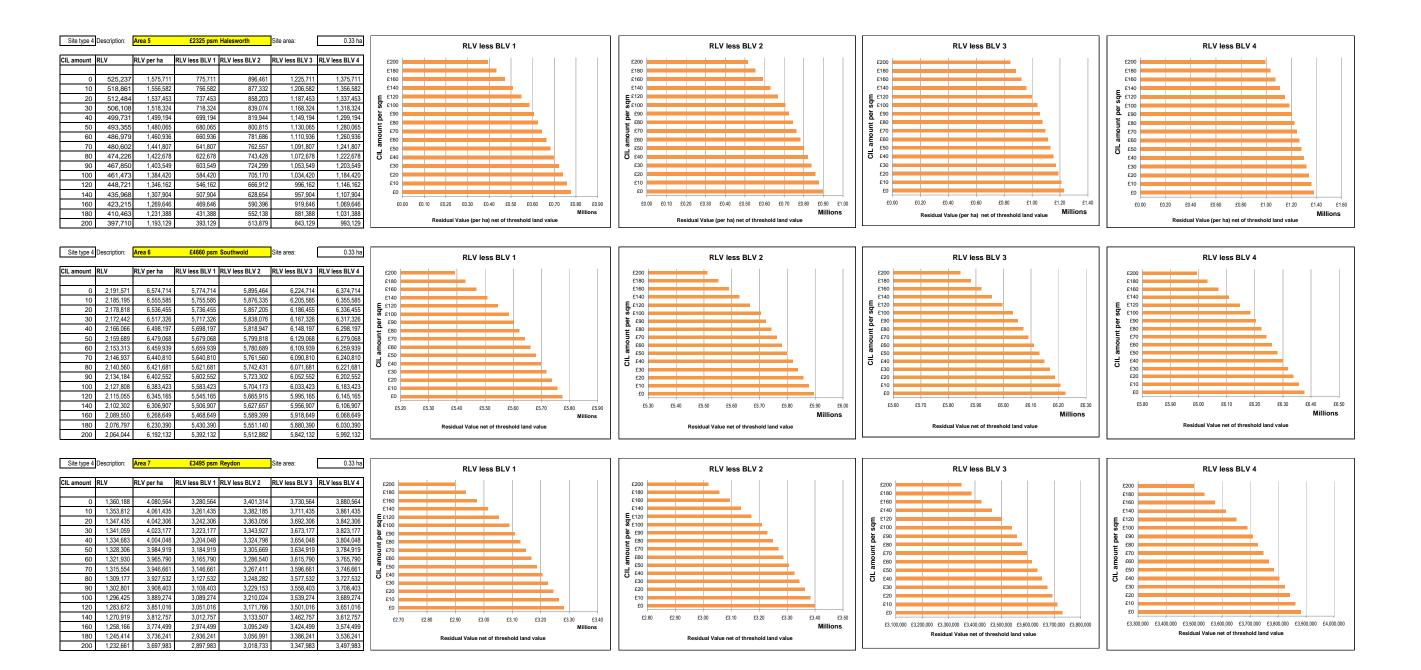
BLV3

BLV4

Other uses £200,000

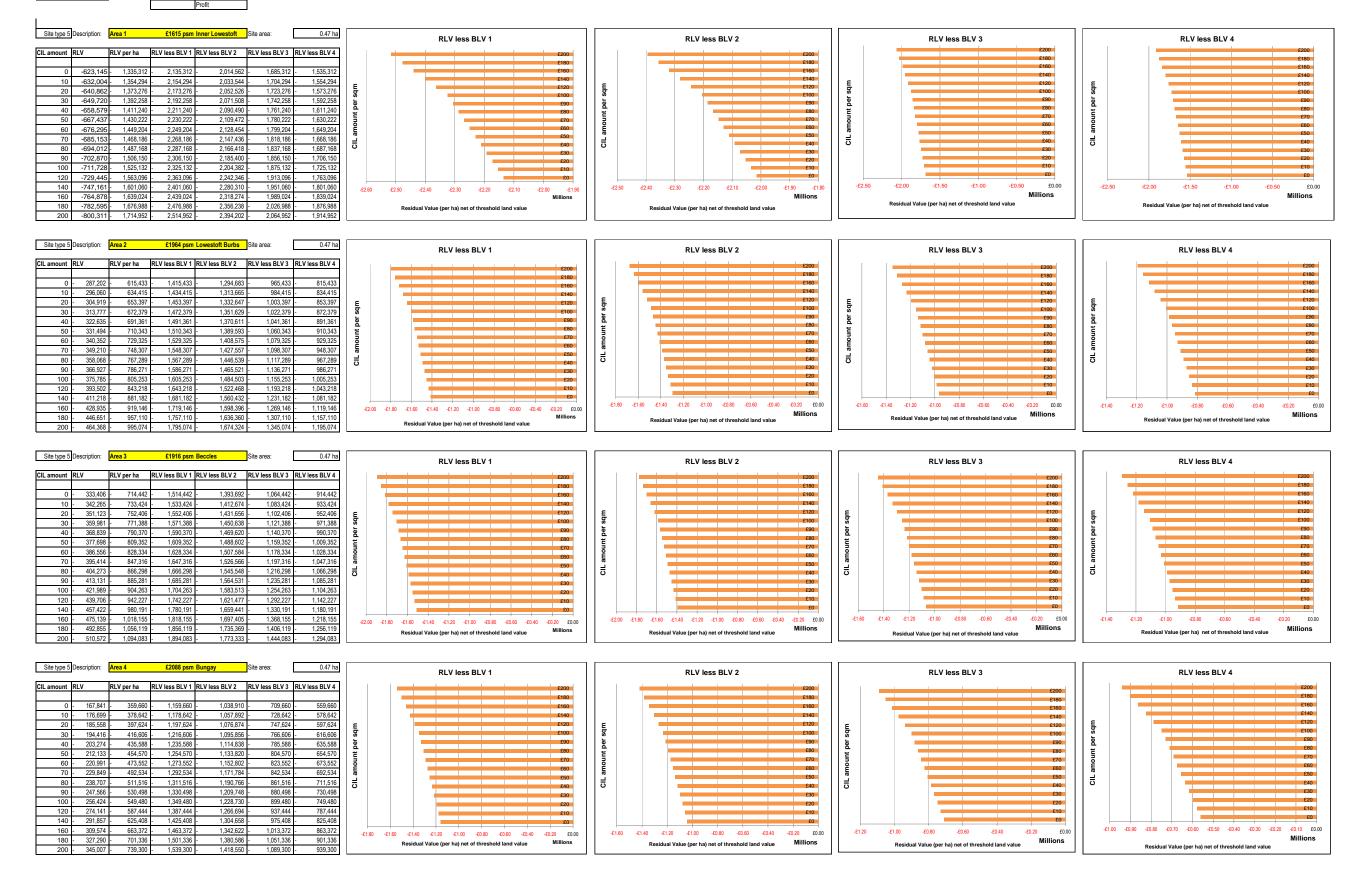
4	Sales value inflation
<mark>35%</mark>	Build cost inflation
	Profit

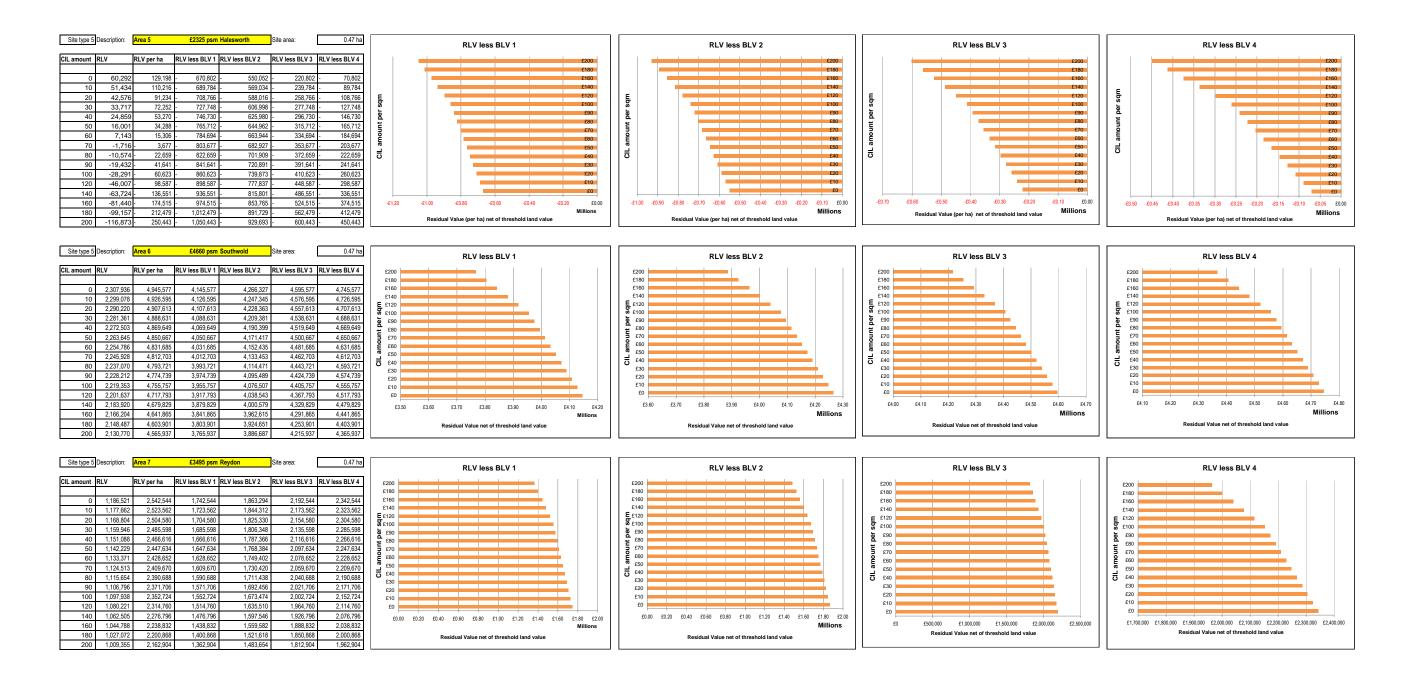




Benchmark Land Values (per net developable ha)								
BLV1 BLV2 BLV3 BLV4								
Resi land (high)	Resi land (low)	Fmr industrial	Other uses					
£800,000	£679,250	£350,000	£200,000					

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					

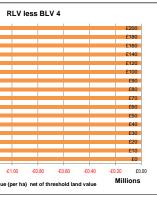
BLV4 Other uses £200,000

-5%	Sales value inflation
	Build cost inflation

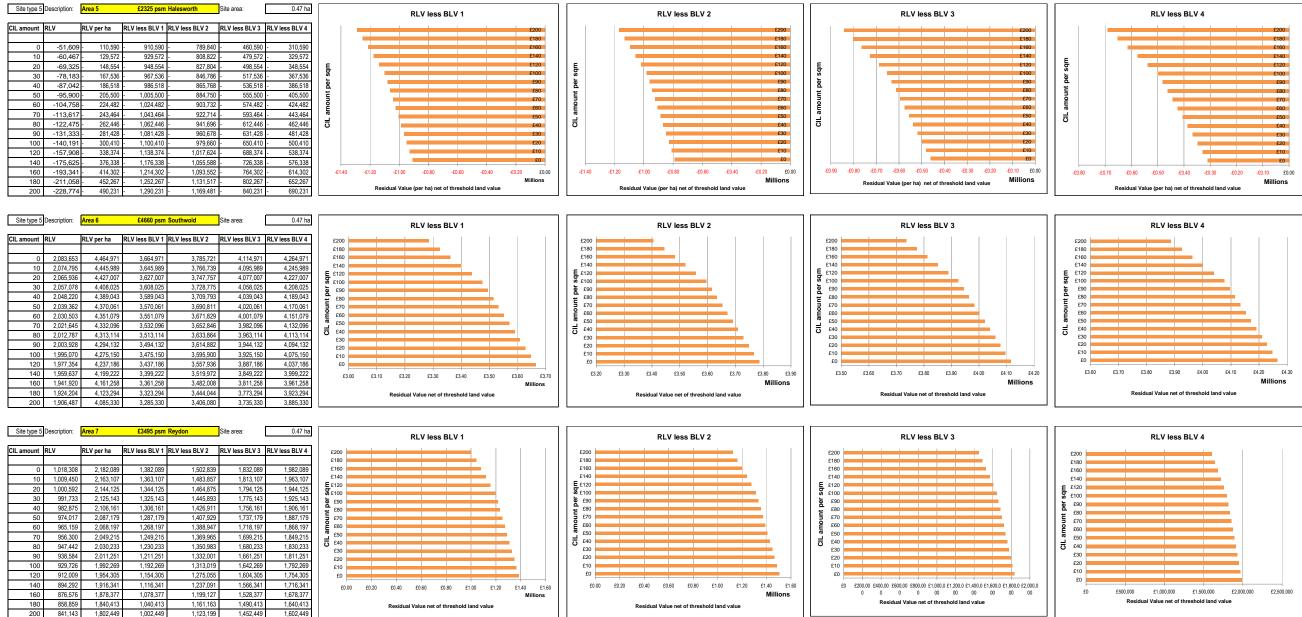
Site type 5 Description: Area 1 E1615 psm Inner Lowestoft Site area: 0.47 ha CL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 -700,874 1.501,874 2.301,874 - 2.181,124 1.851,874 1.701,874 10 -700,374 1.501,874 2.301,874 - 2.181,124 1.851,874 1.701,874 10 -700,373 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











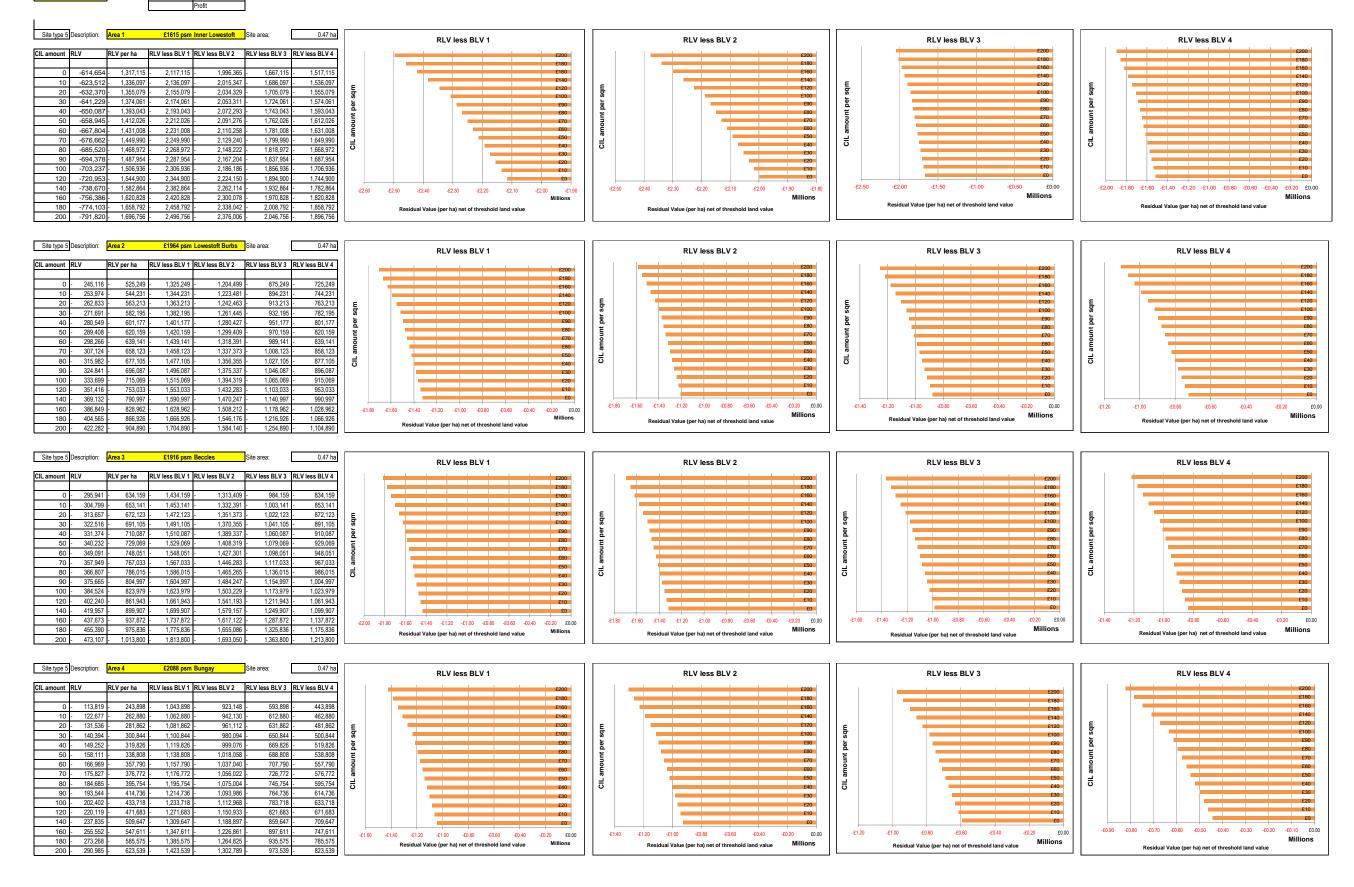
					RLV le	ss BLV	1			
	£200								1	
	£180									
	£160									
	£140									
ε	£120							- 1		
	£100									
per	£90									
4	£80									
Ē	£70									
amount	£60									
a	£50									
님	£40									
-	£30									
	£20								-	
	£10									
	£0									
	£0	00	£0.20	£0.40	£0.60	£0.80	£1.00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

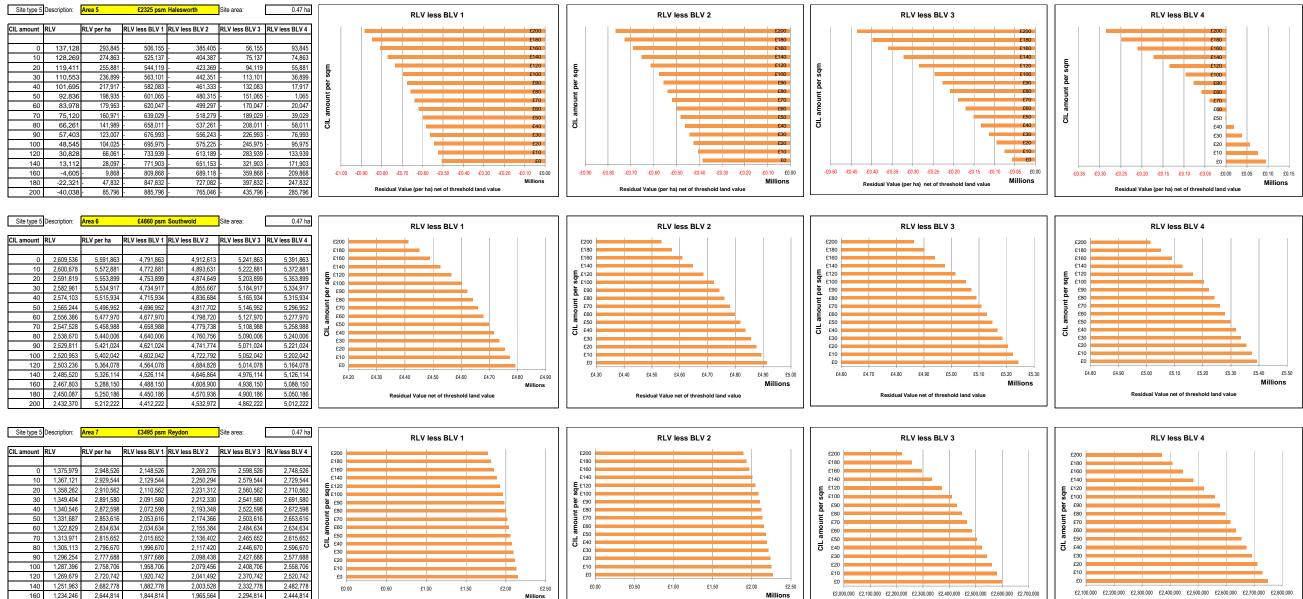
			RLV le	ess BLV	2						RI	LV I
£200						-			£200		-	
£180		Í	1			-			£180			-
£160 £140									£160	1		
									£140			
£120 £100								sdm	£120 £100			
£90									£90			
£80								a a	£80			
£70			_					ĮĮ	£70			
£60								amount per	£60			
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£90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

											£140
										sqm	£120
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										2	
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										0	£40
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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

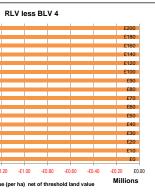
Benchmark Land Values (per net developable ha)					
BLV1	BLV2	BLV3	BLV4		
Resi land (high)	Resi land (low)	Fmr industrial	Other uses		
£800,000	£679,250	£350,000	£200,000		

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

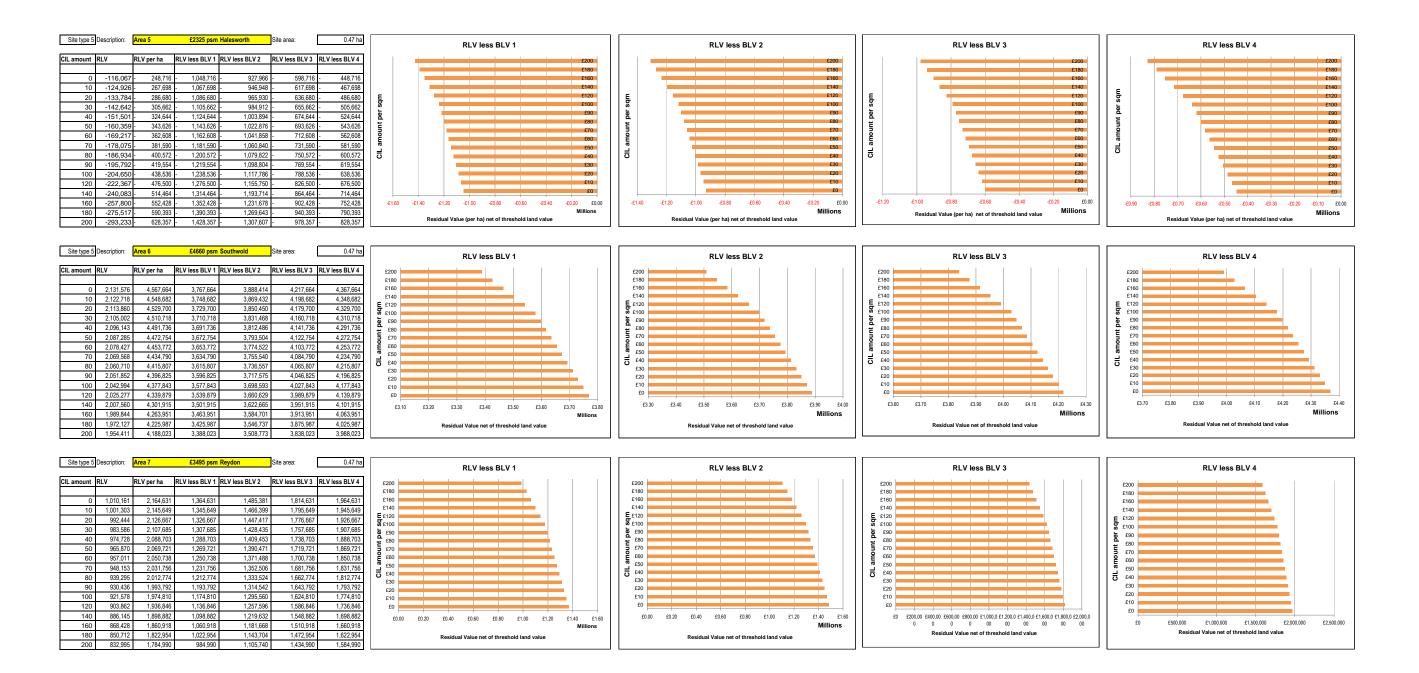
Site type 5 Description: Area 1 £1615 psm Inner Lowestoft Site area: 0.47 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 -799,505 1,713,225 2,513,225 2,392,475 2,063,225 1,913,225 10 -808,363 1,732,207 2,430,439 2,101,189 1,351,189 20 -817,222 1,751,189 2,551,199 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









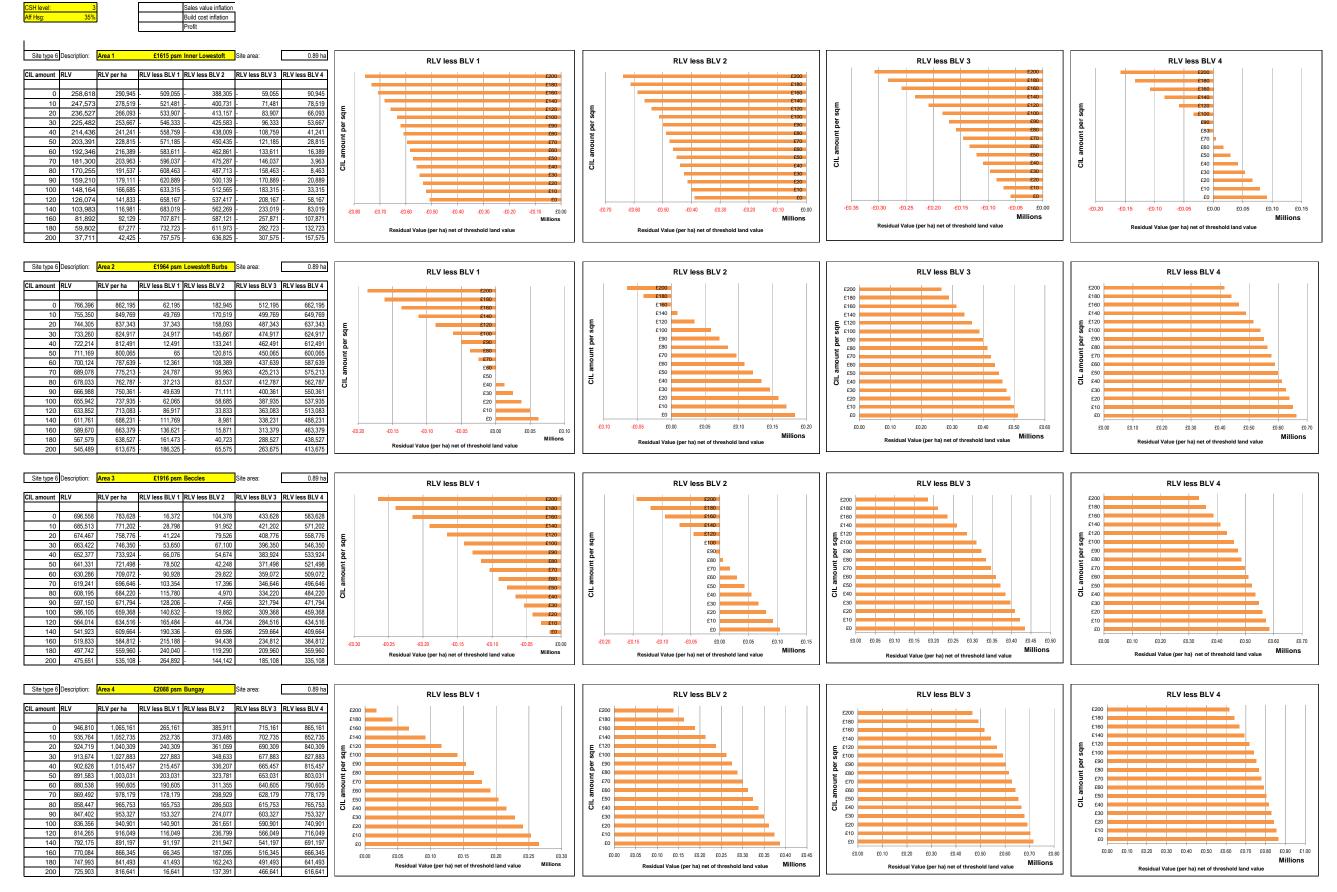


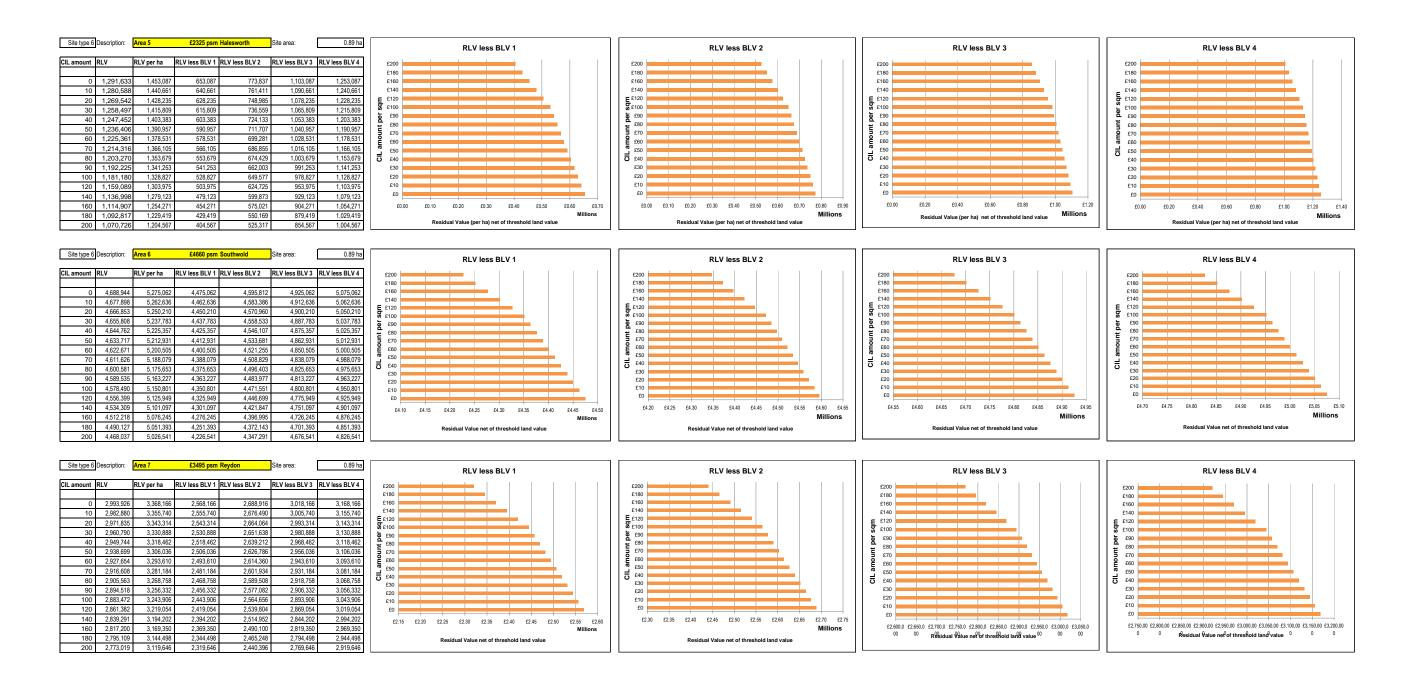
rict	Benchmark Land Values (per net developable ha)							
	BLV1	BLV2	BLV3	BLV4				
	Resi land (high)	Resi land (low)	Fmr industrial	Other uses				
	£800,000	£679,250	£350,000	£200,000				

Other uses £200,000

SITE TYPE 6 40 UNITS HOUSES 45 UPH l level

3		Sales value
5%		Build cost int



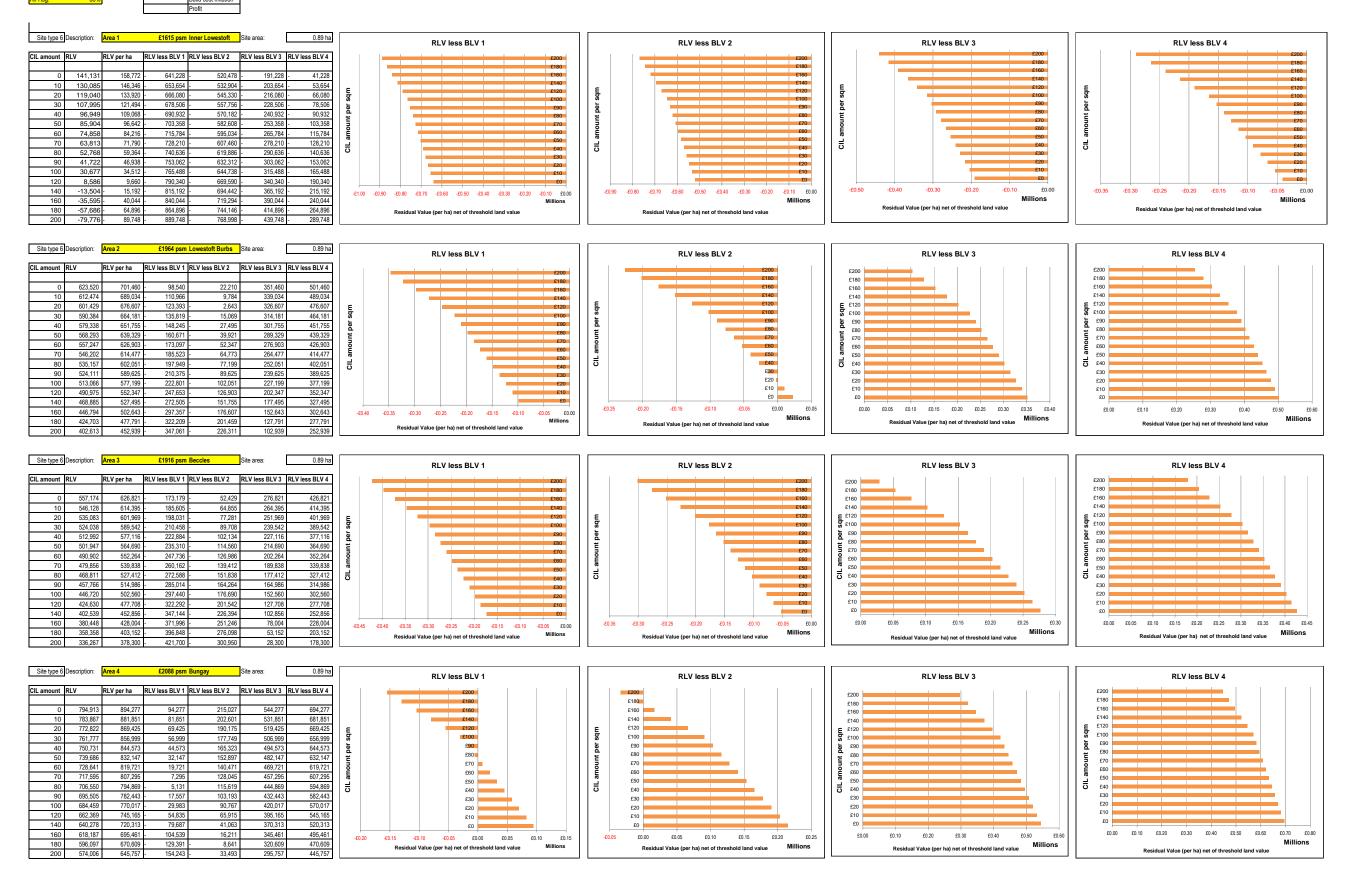


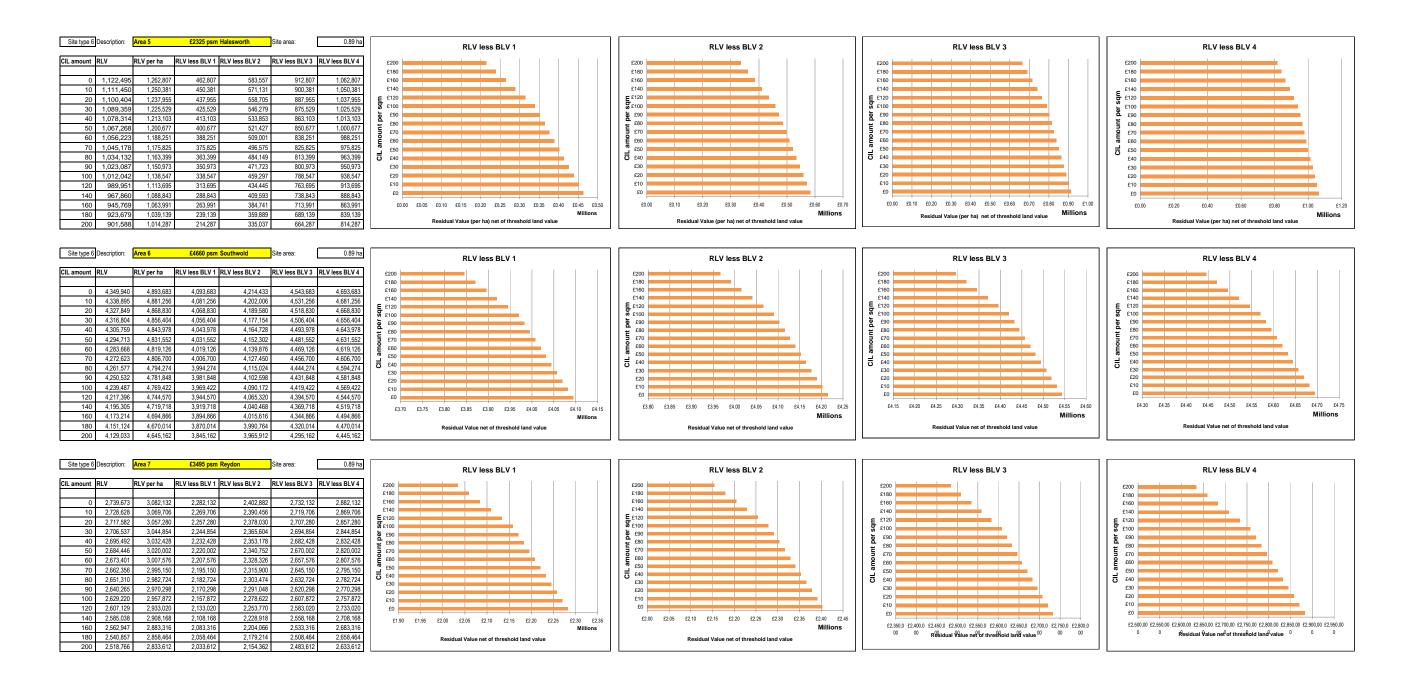
rict	Benchmark Land	Benchmark Land Values (per net developable ha)					
	BLV1	BLV2	BLV3				
	Resi land (high)	Resi land (low)	Fmr industrial				
	£800,000	£679,250	£350,000				

BLV4 Other uses £200,000

SITE TYPE 6 40 UNITS HOUSES 45 UPH CSH level:

-5%	Sales value inflation
	Build cost inflation





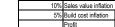
ney District Benchmark Land Values (per net developable ha					
	BLV1	BLV2	BLV3		
	Resi land (high)	Resi land (low)	Fmr industrial		
	£800,000	£679,250	£350,000		

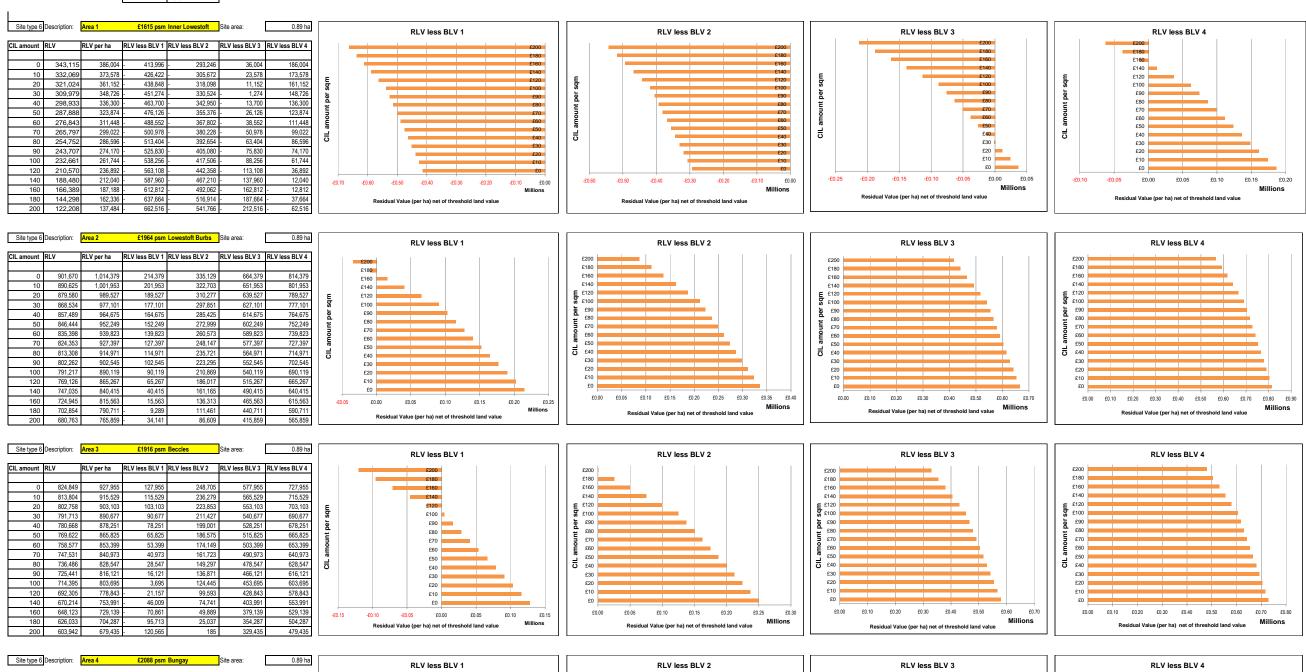
SITE TYPE	6
40 UNITS	
HOUSES	
45 UPH	

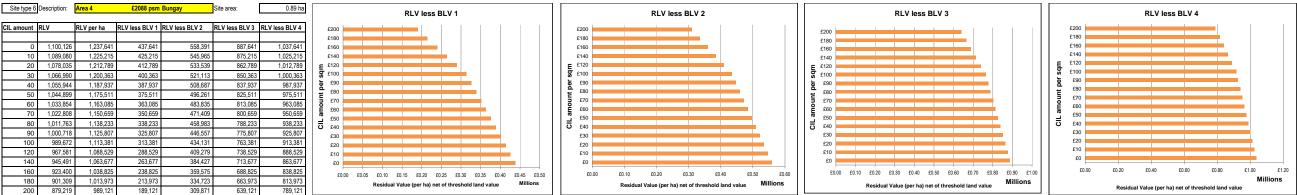
Resi lanu (nign)	Resi Idilu (IUW)	FIIII IIIuusulai	l
£800,000	£679,250	£350,000	

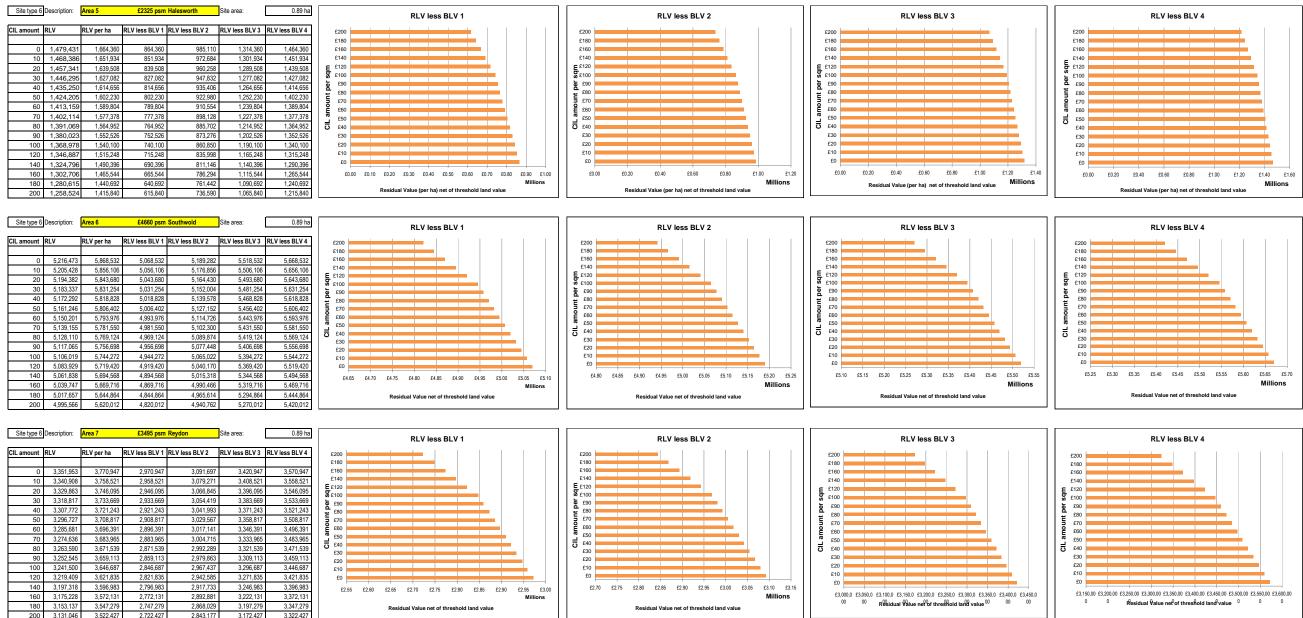
BLV4

Other uses £200,000





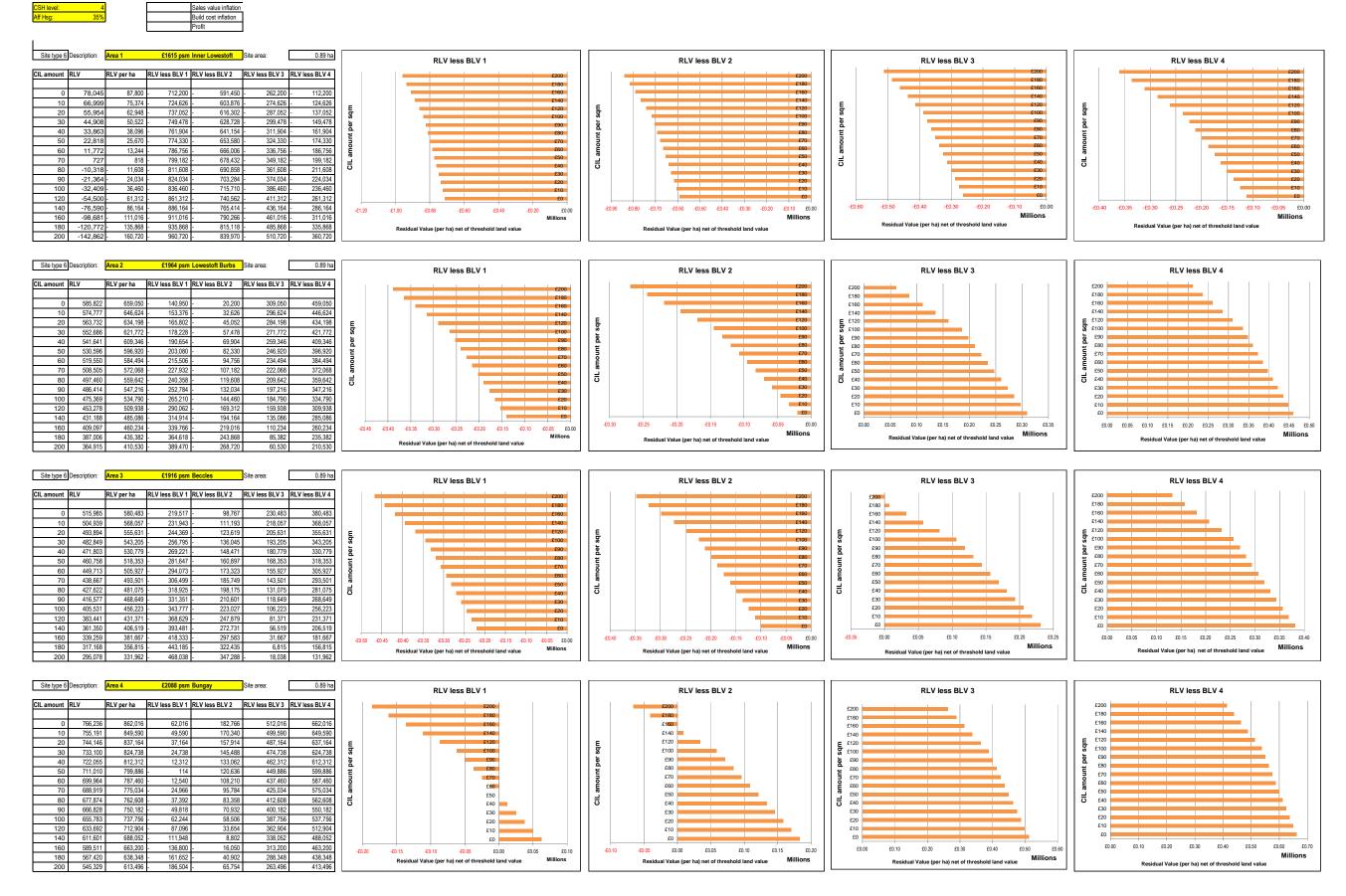


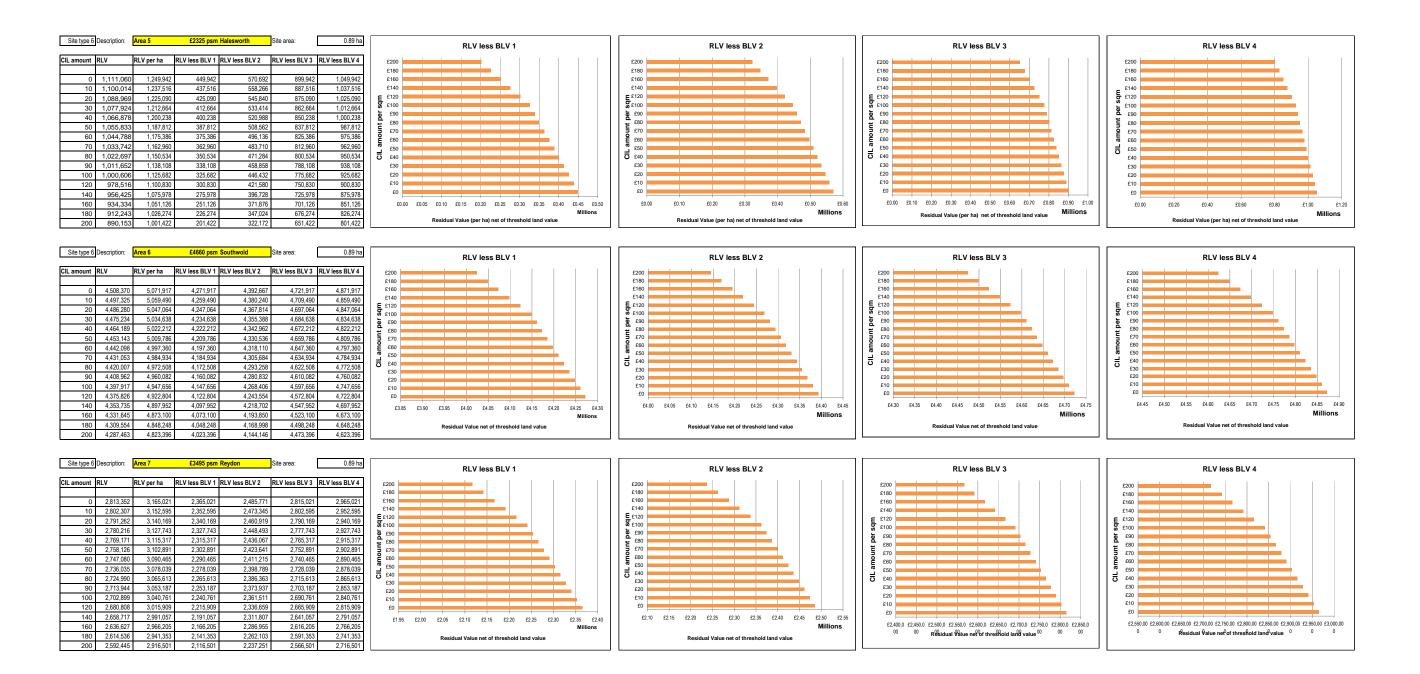


ct	Benchmark Land	l Values (per net dev	velopable ha)	
	BLV1	BLV2	BLV3	BLV4
	Resi land (high)	Resi land (low)	Fmr industrial	Other uses
	£800,000	£679,250	£350,000	£200,000

SITE TYPE 6 40 UNITS HOUSES 45 UPH l level

4		Sales valu
5%		Build cost



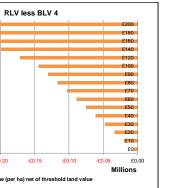


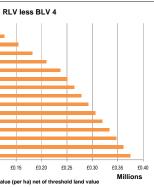
strict	Benchmark Land Values (per net developable ha)				
	BLV1	BLV2	BLV3	BLV4	
	Resi land (high)	Resi land (low)	Fmr industrial	Other uses	
	£800,000	£679,250	£350,000	£200,000	

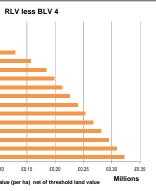
SITE TYPE 7 40 UNITS HOUSES 30 UPH CSH level: Aff Hsg:

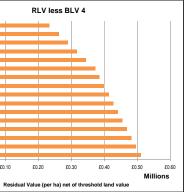
3	Sales value inflation
35%	Build cost inflation
	P. 61

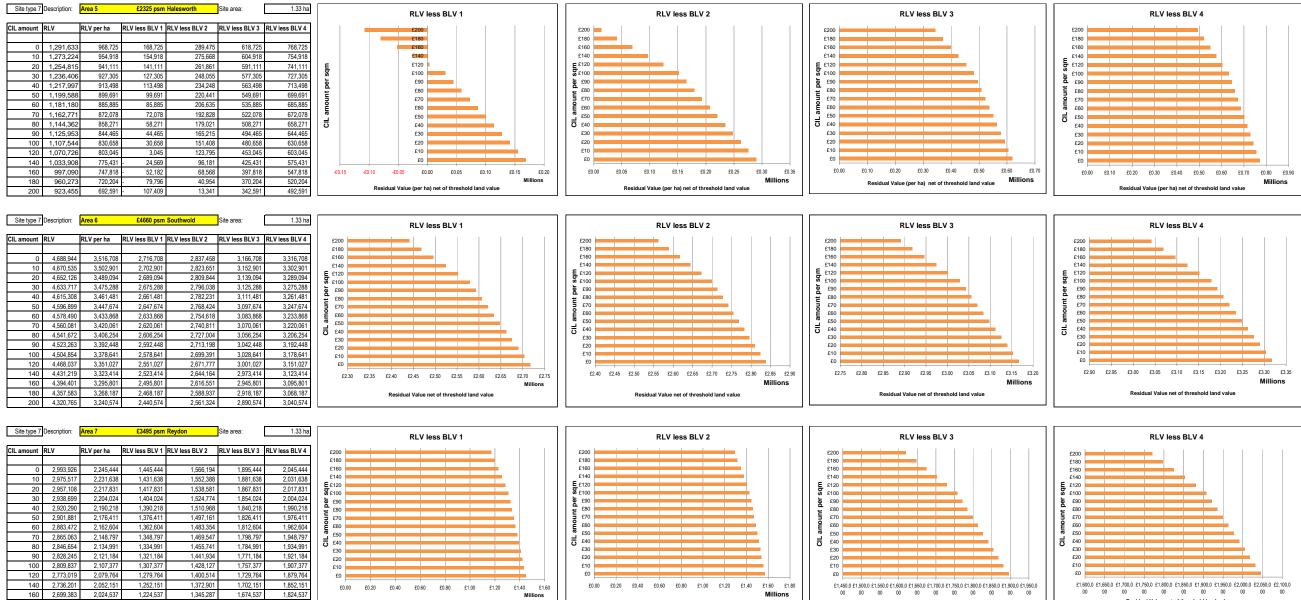
Site type 7 Description: Area 1 E1615 psm Inner Lowestoft Site area: 1.33 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 258,618 193,963 606,037 4485,287 156,037 6,037 10 240,209 180,157 613,843 499,093 169,843 198,843 20 221,800 166,630 633,650 512,900 183,650 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

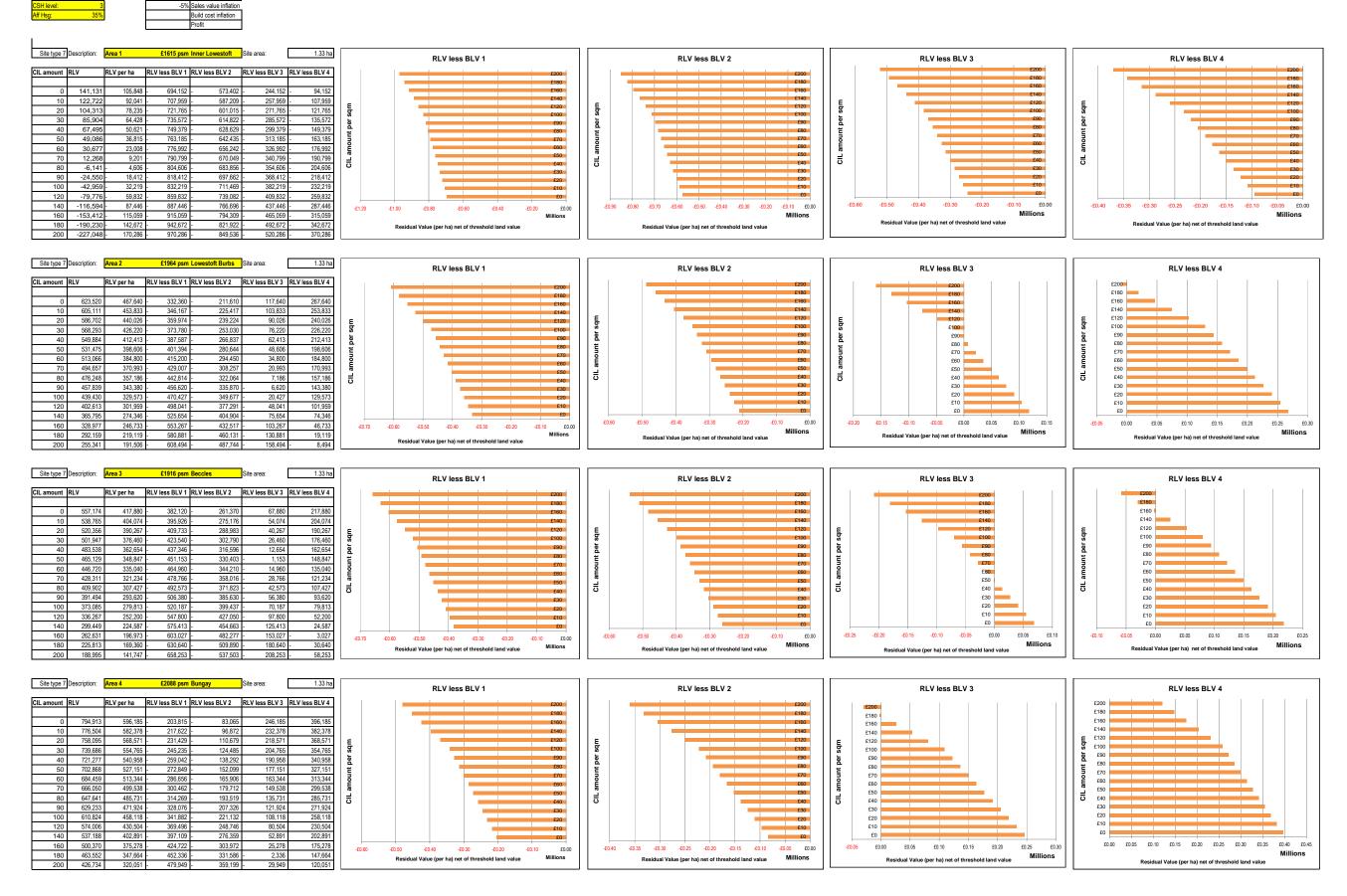
Residual Value net of threshold land value

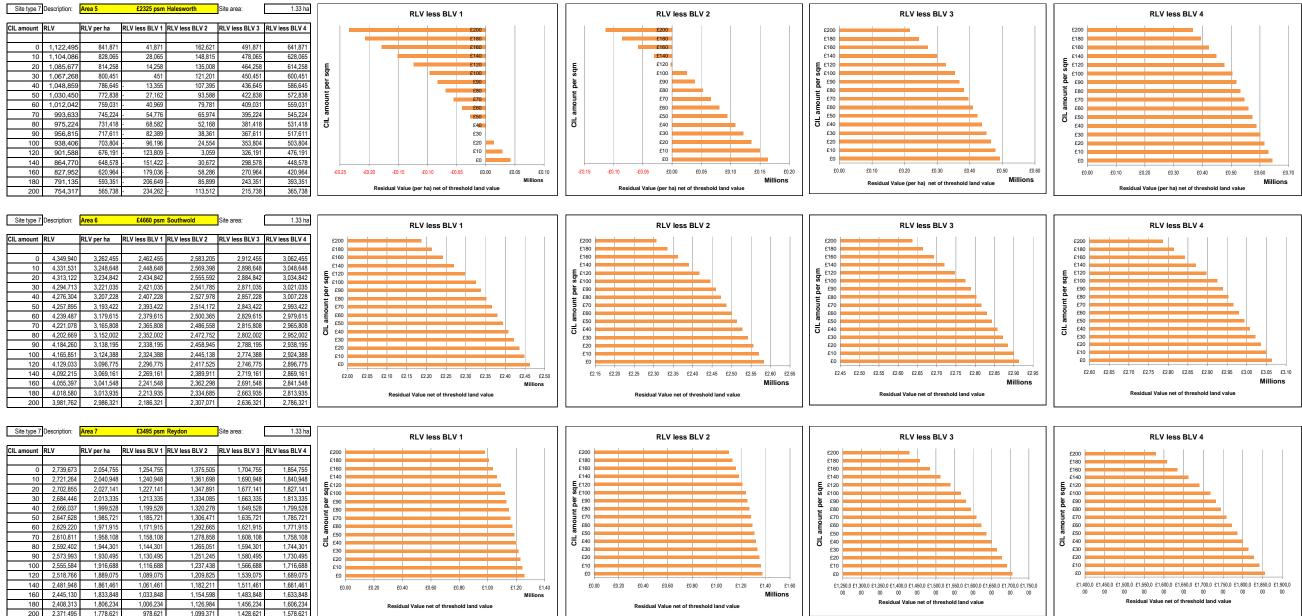
ict	Benchmark Land	l Values (per net dev	velopable ha)
	BLV1	BLV2	BLV3
	Resi land (high)	Resi land (low)	Fmr industrial
	£800,000	£679,250	£350,000

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

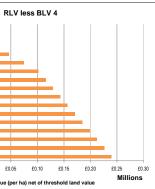
HOUSES	
30 UPH	

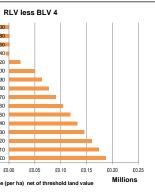
Sales value inflation
Build cost inflation
Profit

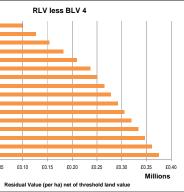
Site type 7 Description: Area 1 £1615 psm Inner Lowestoft Site area: 1.33 ha CIL amount RLV RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 0 78,045 58,533 741,467 620,717 291,467 141,467 10 59,636 44,727 755,273 634,523 305,273 155,273 20 41,227 30,920 769,080 648,330 319,080 169,080 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

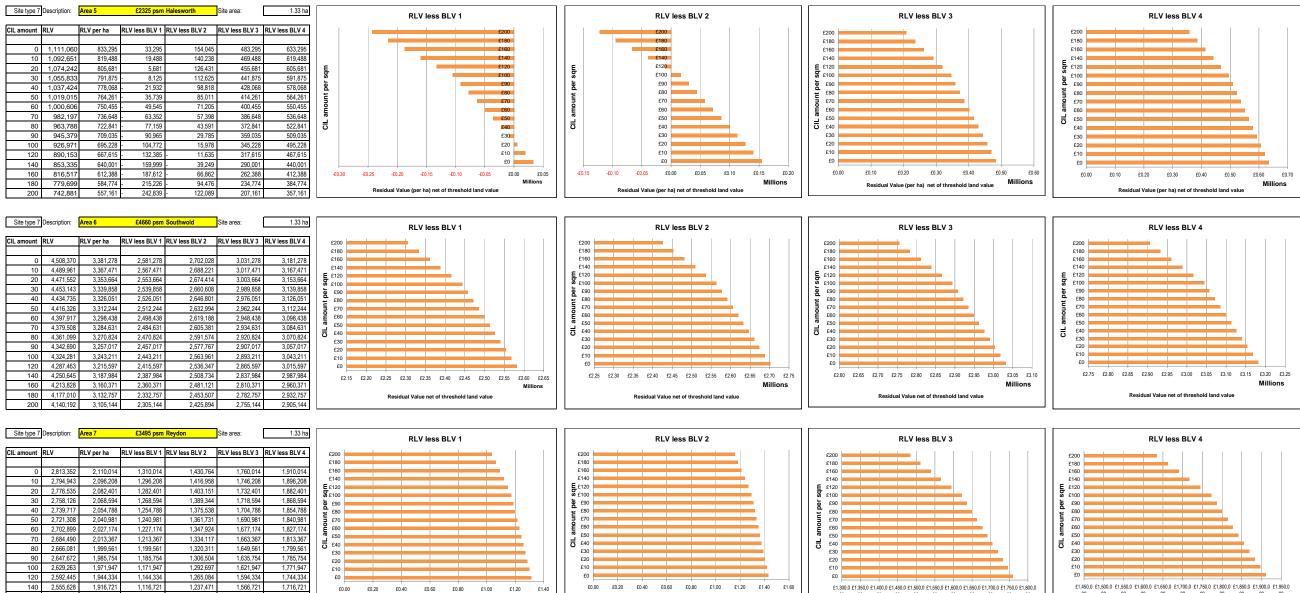
SITE TYPE 7 40 UNITS











£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

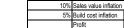
Residual Value net of threshold land value

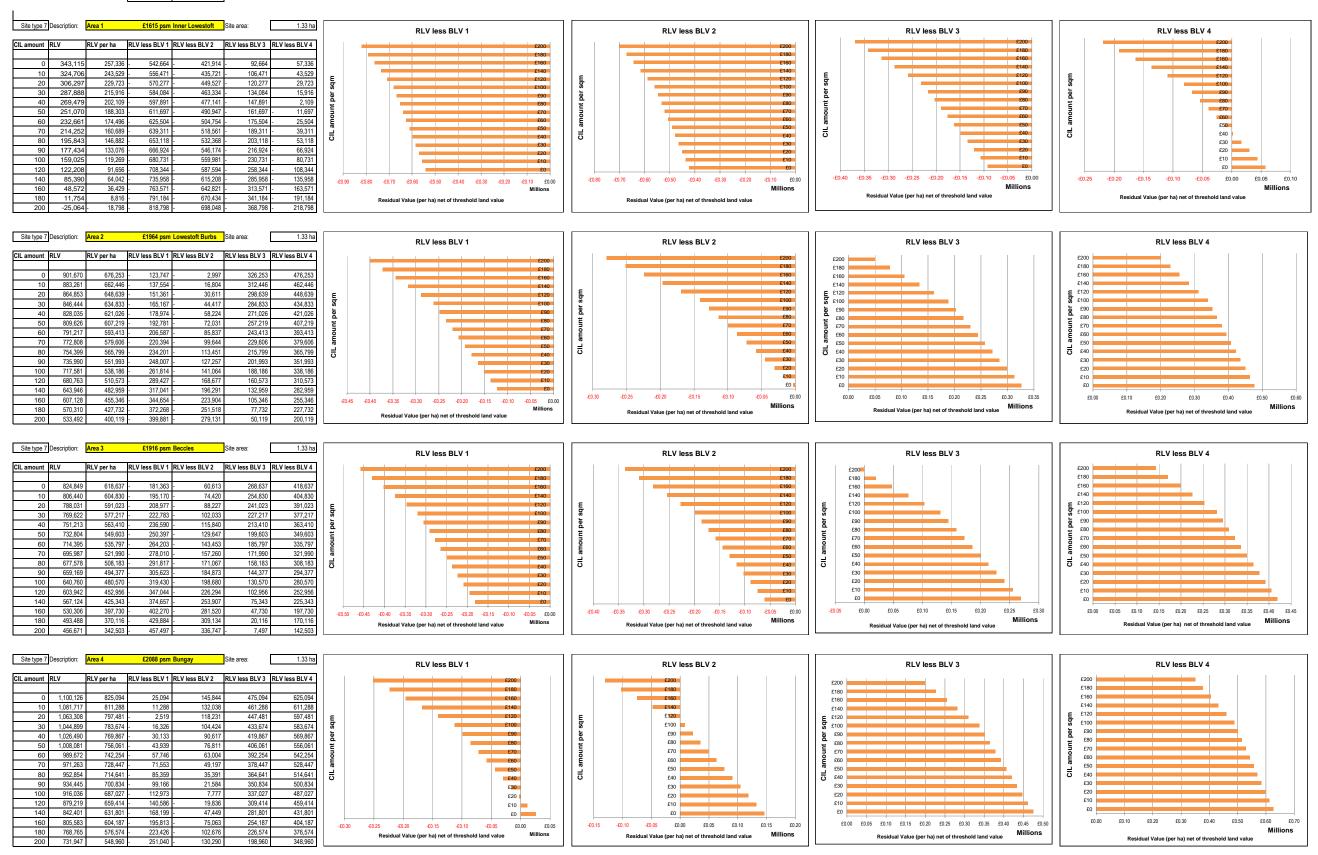
eney District	Benchmark Land Values (per net developable ha)			
	BLV1	BLV2	BLV3	
	Resi land (high)	Resi land (low)	Fmr industrial	
	£800,000	£679,250	£350,000	

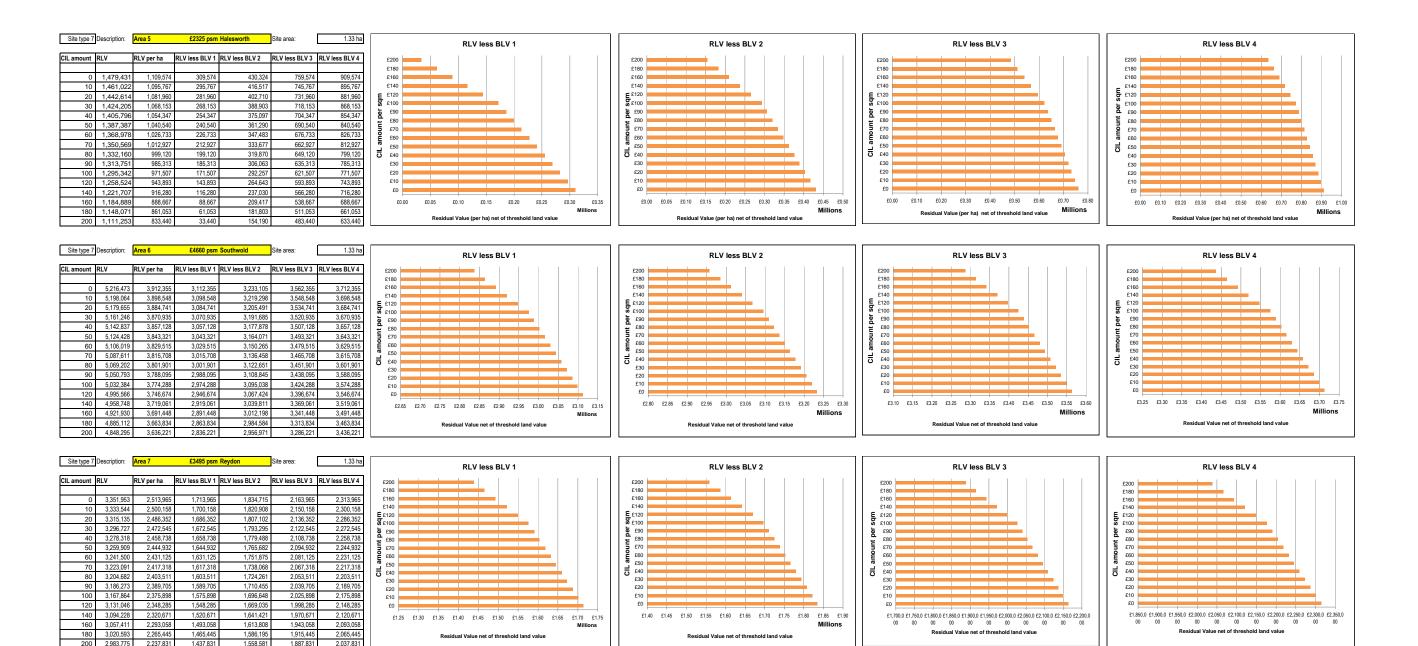
SITE TYPE	7
40 UNITS	
HOUSES	
30 UPH	

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

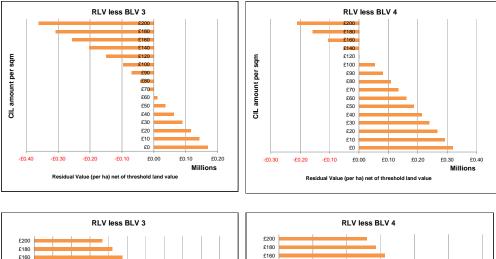
SITE TYPE	1
1 UNITS	
HOUSE	
30 UPH	

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

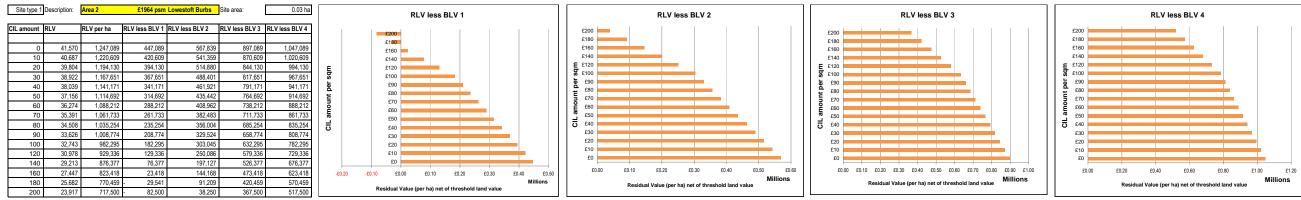
£60

£40

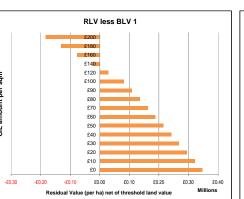
£30

£10

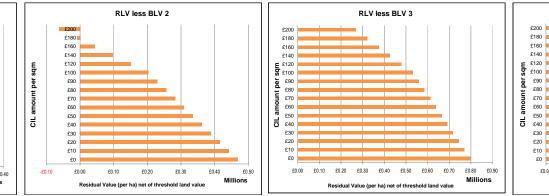
£0

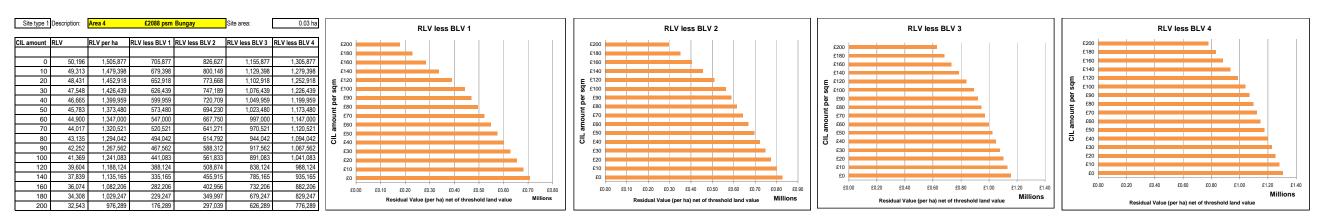


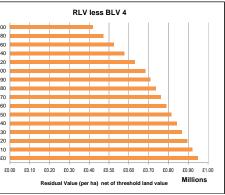
Site type 1	Description:	Area 3	£1916 psm	Beccles	Site area:	0.03 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	38,230	1,146,913	346,913	467,663	796,913	946,913
10	37,348	1,120,433	320,433	441,183	770,433	920,433
20	36,465	1,093,954	293,954	414,704	743,954	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

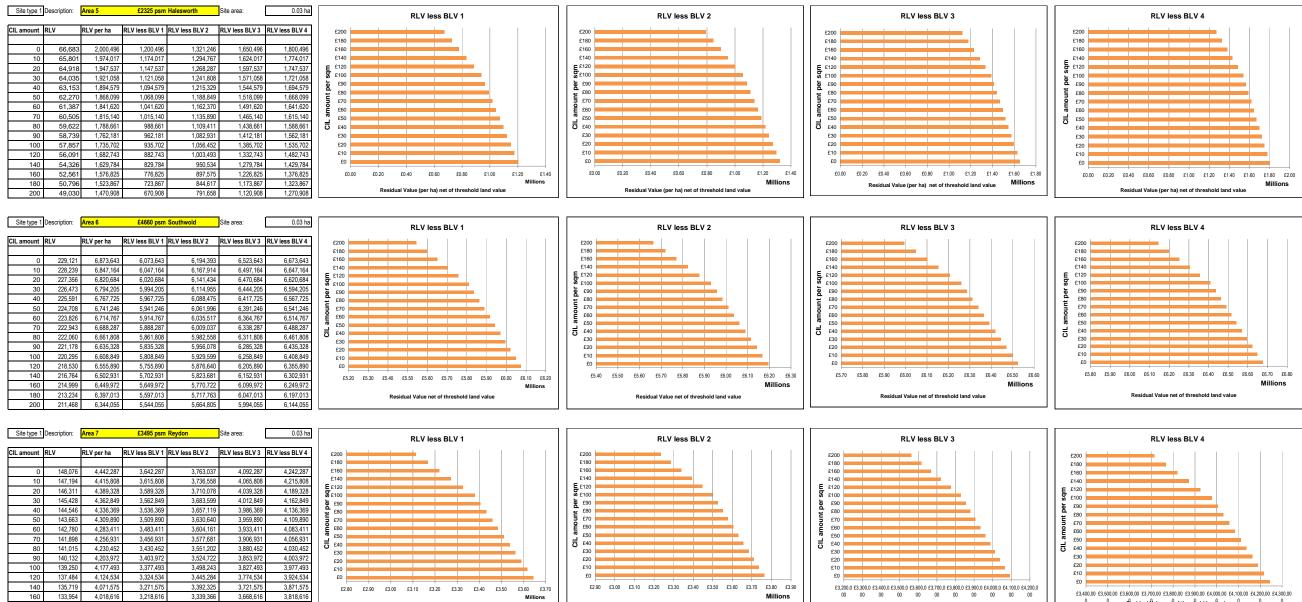


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Residual Value net of threshold land value

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

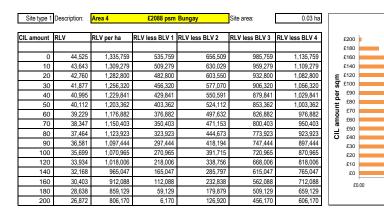
Benchmark Land Values (per net developable ha)

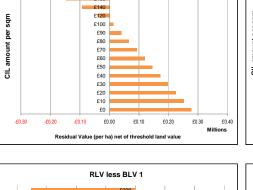
:	4	Sales value inflation
	0%	Build cost inflation
		Profit

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

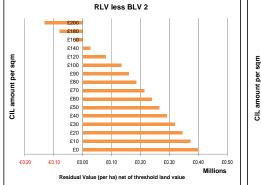
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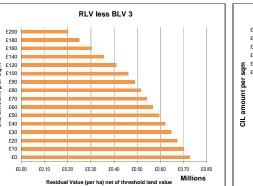
Residual Value (per ha) net of threshold land value

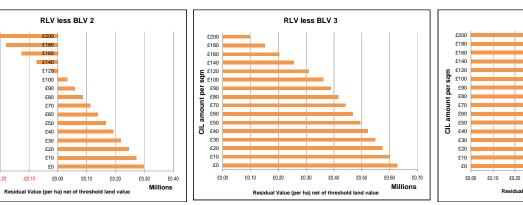
-£0.20 -£0.10 £0.00 £0.10 £0.20

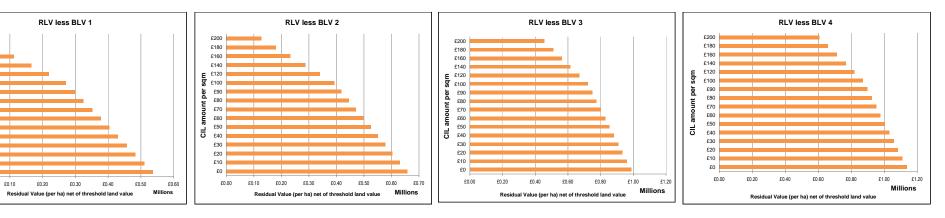
RLV less BLV 1

£180 £160











£160

£160 £140 £120 £100 £90 £80 £70 £60

£50

£40

£30 £20

£10

£0

-£0.10

- amount per sqm

님

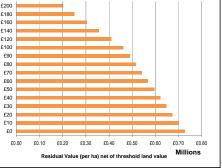
£0.30

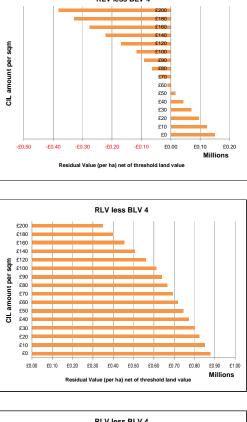
Millions

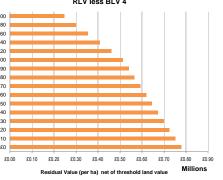
-£0.30

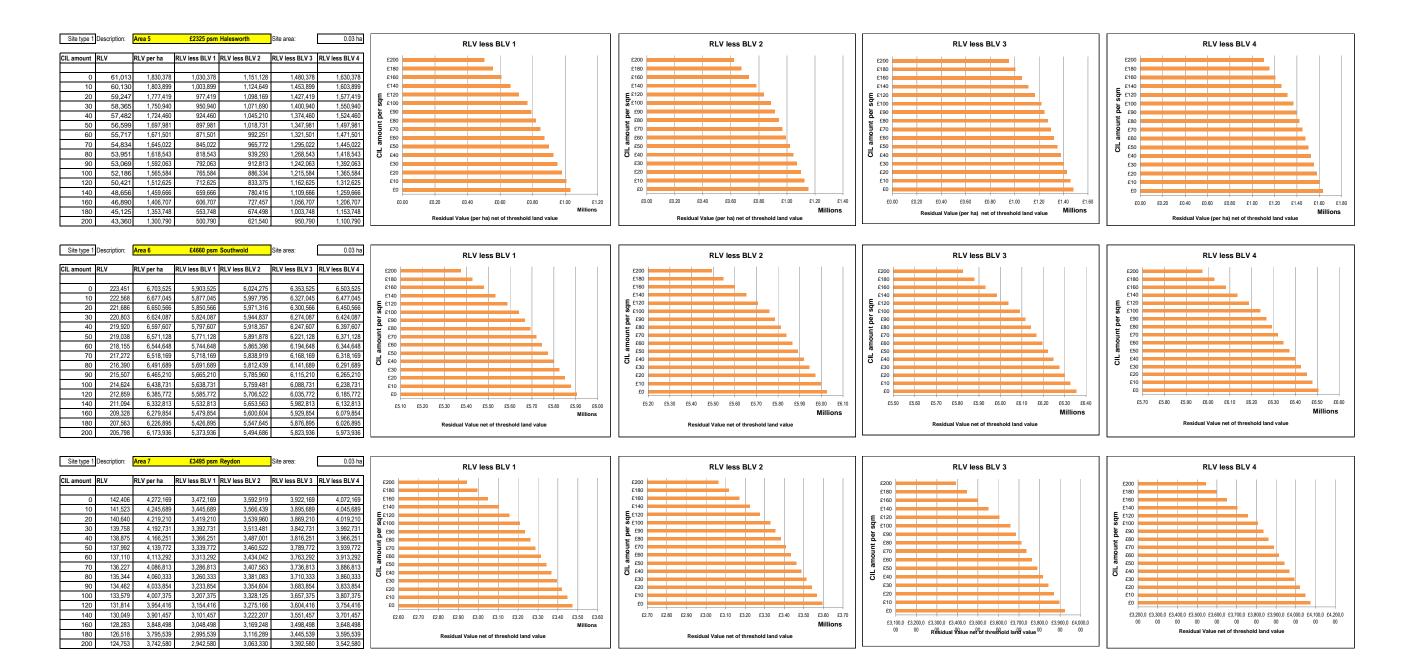
-£0.20

£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			

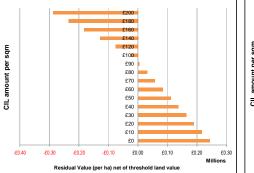
3	-5% Sales value inflation
0%	Build cost inflation
	Profit

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

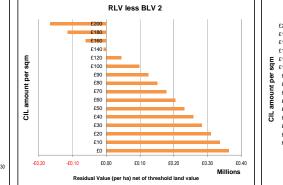
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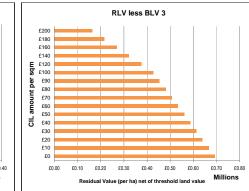
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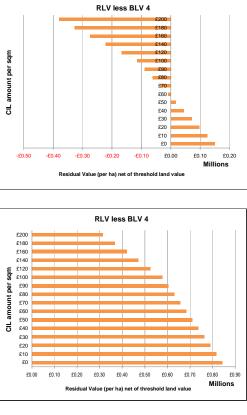
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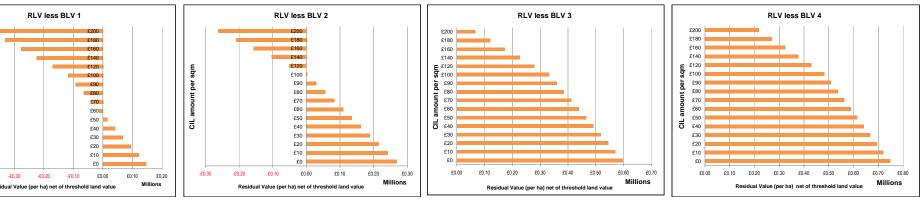
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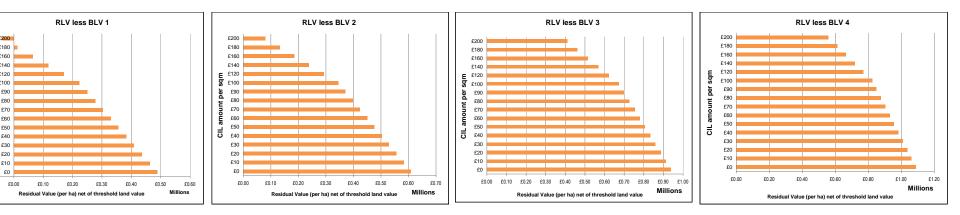
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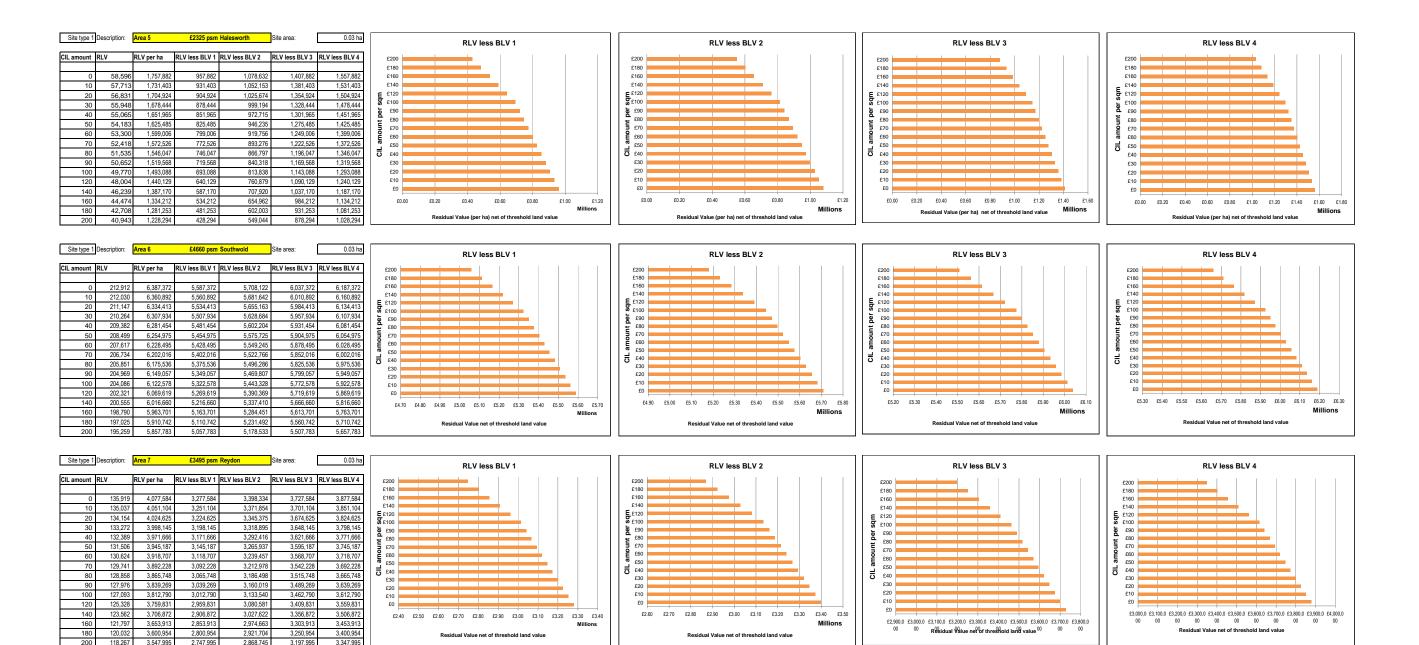












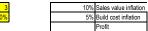
hmark Land	Values (per net dev	velopable ha)
BLV1	BLV2	BLV3
i land (high)	Resi land (low)	Fmr industri
800,000	£679,250	£350,000
	BLV1	i land (high) Resi land (low)

1 UNITS	
HOUSE	
30 UPH	

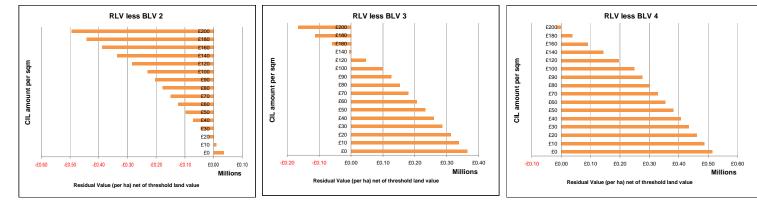
SITE TYPE

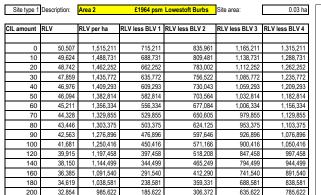
Fmr industrial £350,000 Other uses £200,000 Resi land (low) £679,250

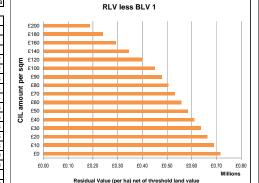
BLV4

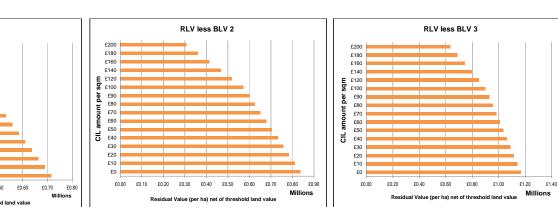


CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	23,800	714,011	- 85,989	34,761	364,011	514,01
10	22,918	687,532	- 112,468	8,282	337,532	487,53
20	22,035	661,052	- 138,948	- 18,198	311,052	461,05
30	21,152	634,573	- 165,427	- 44,677	284,573	434,57
40	20,270	608,093	- 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

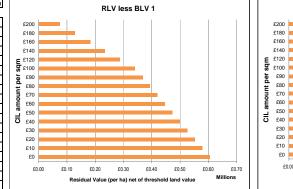


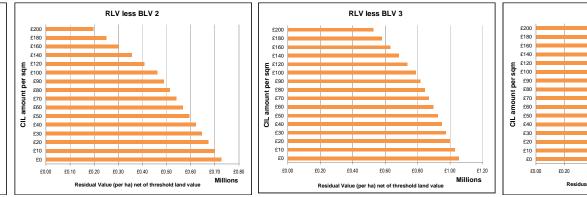


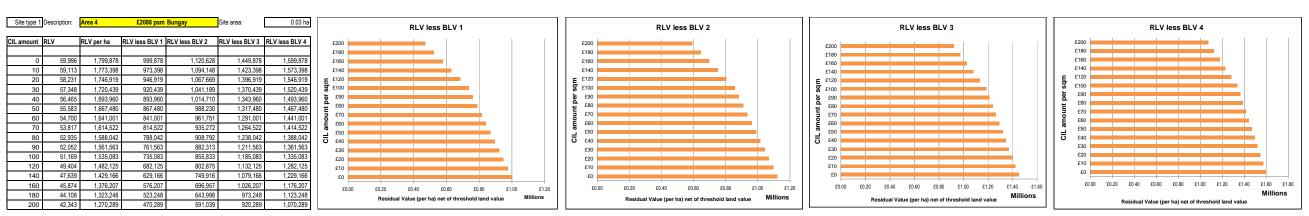


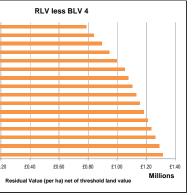


Site type 1	Description:	Area 3	£1916 psm	Beccles	Site area:	0.03 hi
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	46,834	1,405,017	605,017	725,767	1,055,017	1,205,017
10	45,951	1,378,538	578,538	699,288	1,028,538	1,178,538
20	45,069	1,352,058	552,058	672,808	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

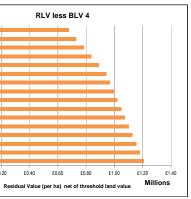
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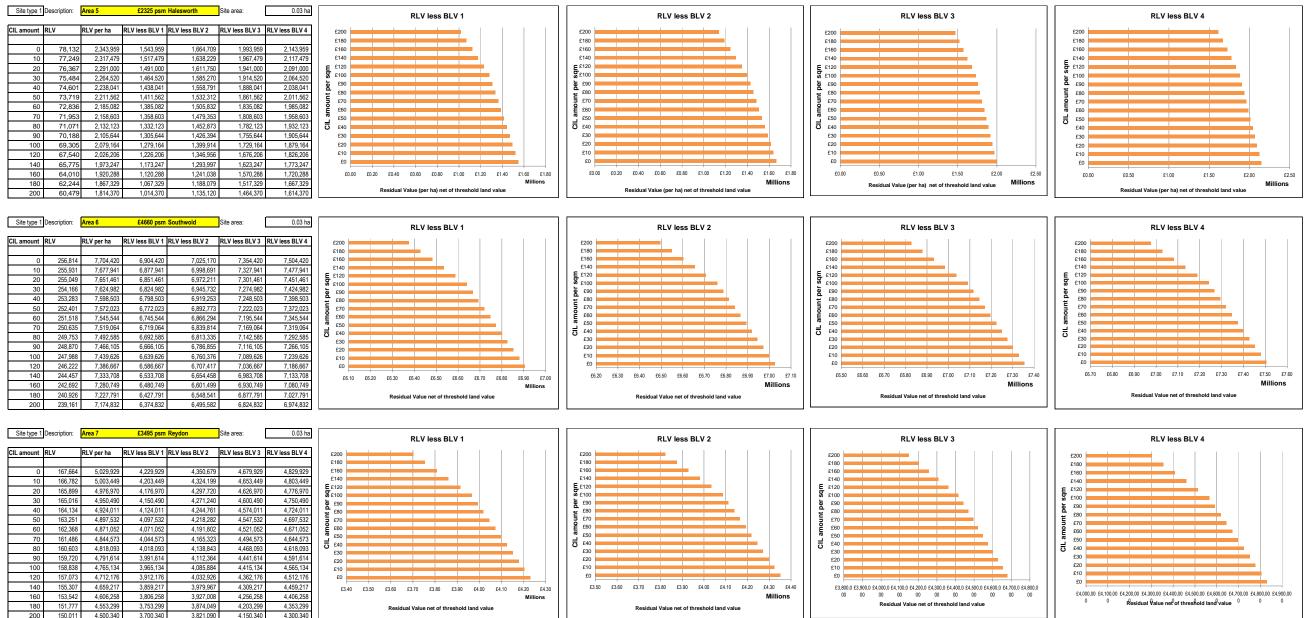
£0

£0.00

£0.20

5 £40



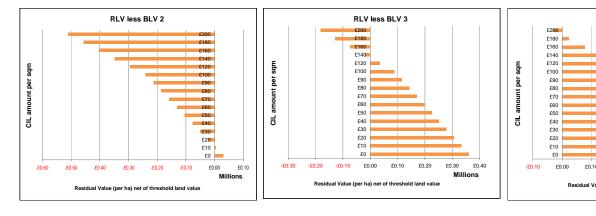


SITE TYPE	2	
4 UNITS		
HOUSE		
30 UPH		

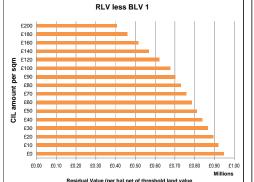
Benchmark Land Values (per net developable ha)						
BLV1	BLV2	BLV3	BLV4			
Resi land (high)	Resi land (low)	Fmr industrial	Other uses			
£800,000	£679,250	£350,000	£200,000			

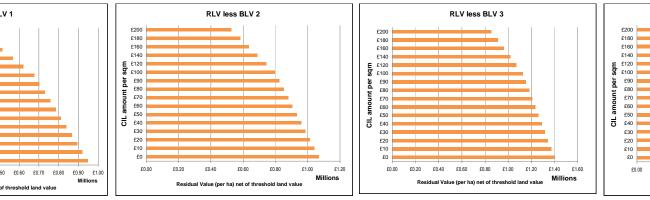
3	Sales value inflation
0%	Build cost inflation
	Profit

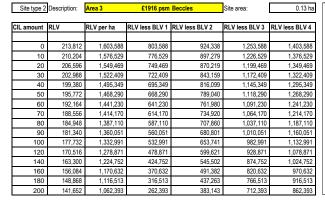
Sile type 2	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.13 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	94,623	709,674	- 90,326	30,424	359,674	509,674
10	91,015	682,614	- 117,386	3,364	332,614	482,61
20	87,407	655,554	- 144,446	- 23,696	305,554	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

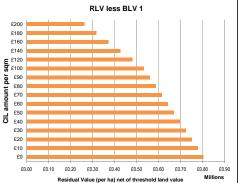


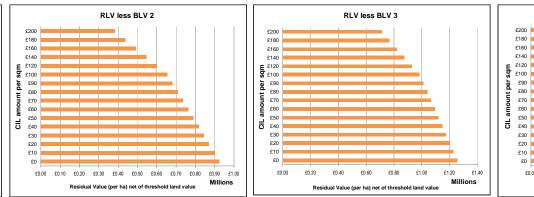
Site type 2	Description:	Area 2	£1964 psm	Lowestoft Burbs	Site area:	0.13 ha
IL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	232,819	1,746,140	946,140	1,066,890	1,396,140	1,546,140
10	229,211	1,719,080	919,080	1,039,830	1,369,080	1,519,080
20	225,603	1,692,020	892,020	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

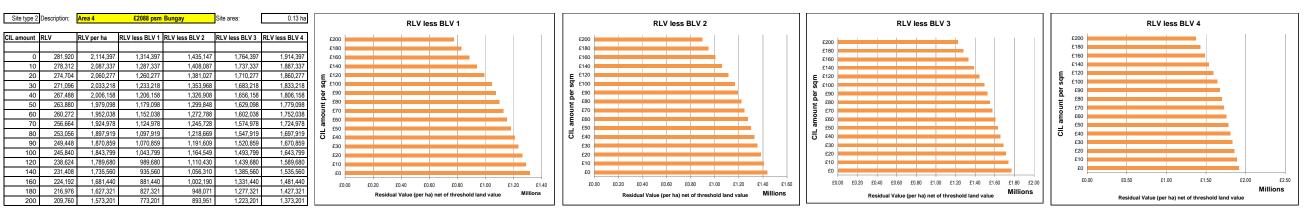


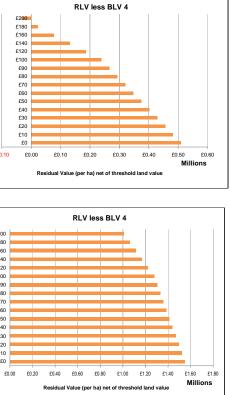


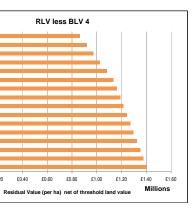












£90

£70

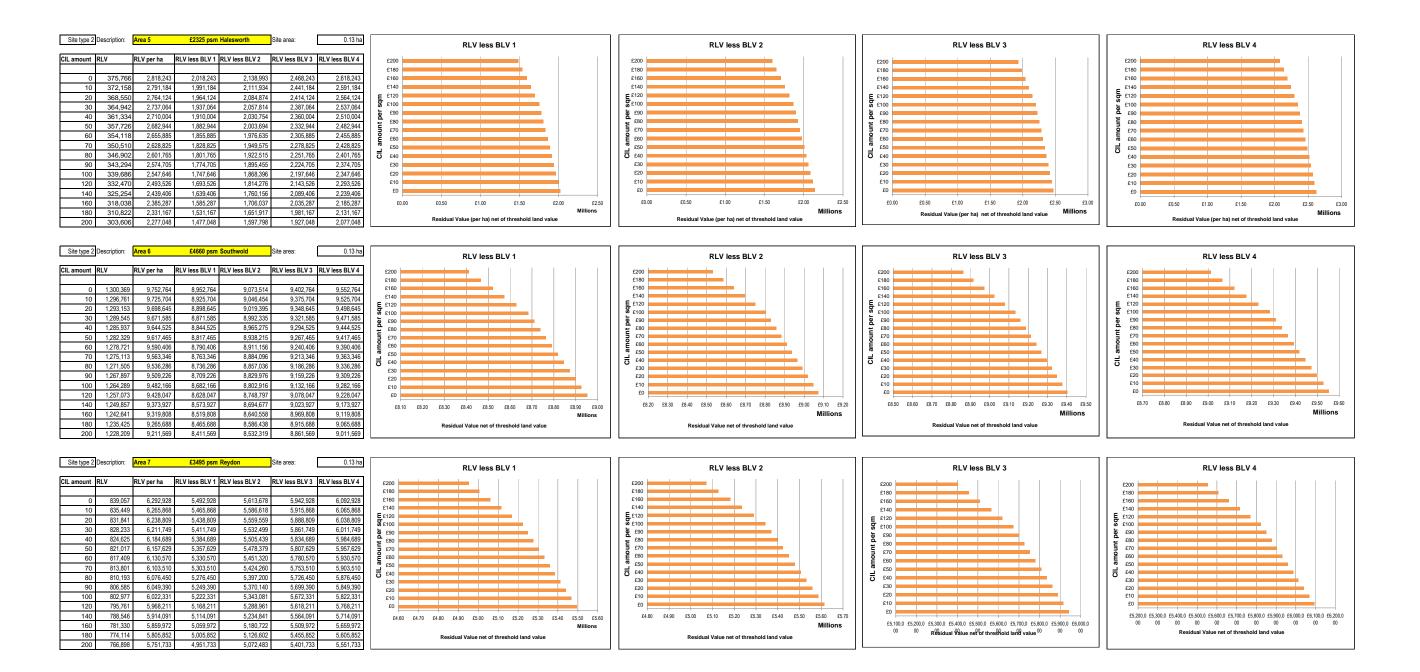
£60

£40

£30

£10

£0.00 £0.20



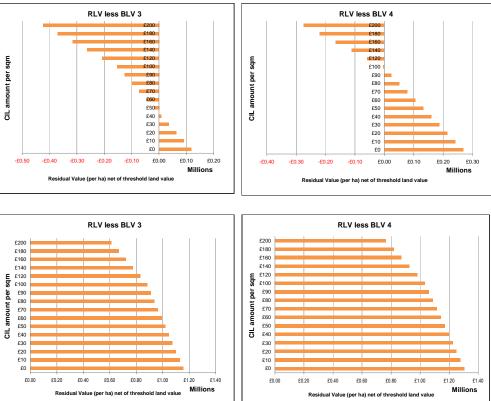
SITE TYPE	2
4 UNITS	
HOUSE	
30 UPH	

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



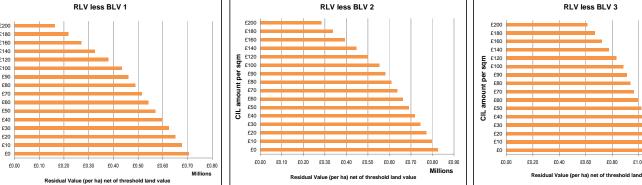
Site type 2 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.13 ha RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 CIL amount RLV £200 £180 200,476 1,503,571 703,57 824,321 1,153,571 1,303,57 £160 £140 676.51 10 196.868 1.476.511 797.261 1.126.511 1,276,511 1,099,451 649,451 770,201 193,260 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

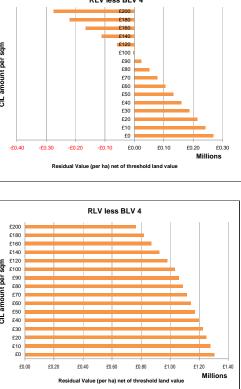
 70
 175,220
 1,314,152
 541,212 514,152 991,212 964,152 1,141,21 634,902 1,114,15
 80
 171,612
 1,287,092

 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

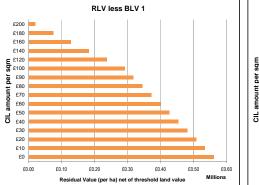
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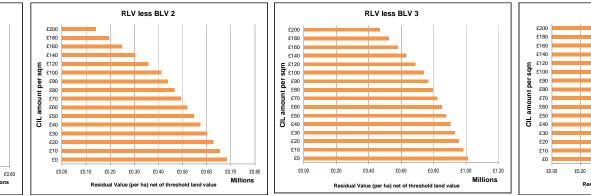
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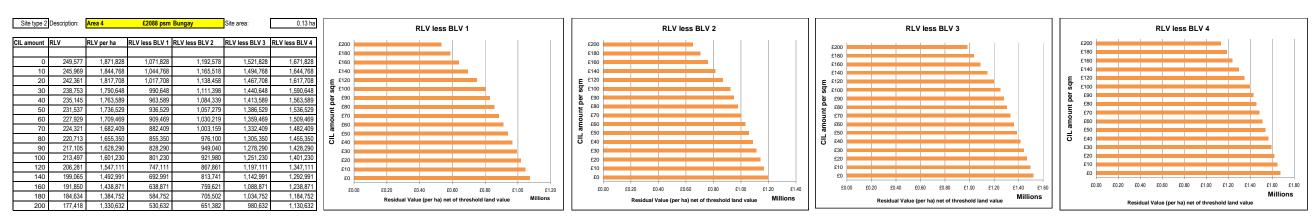


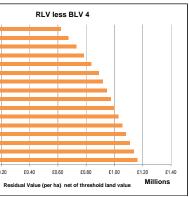


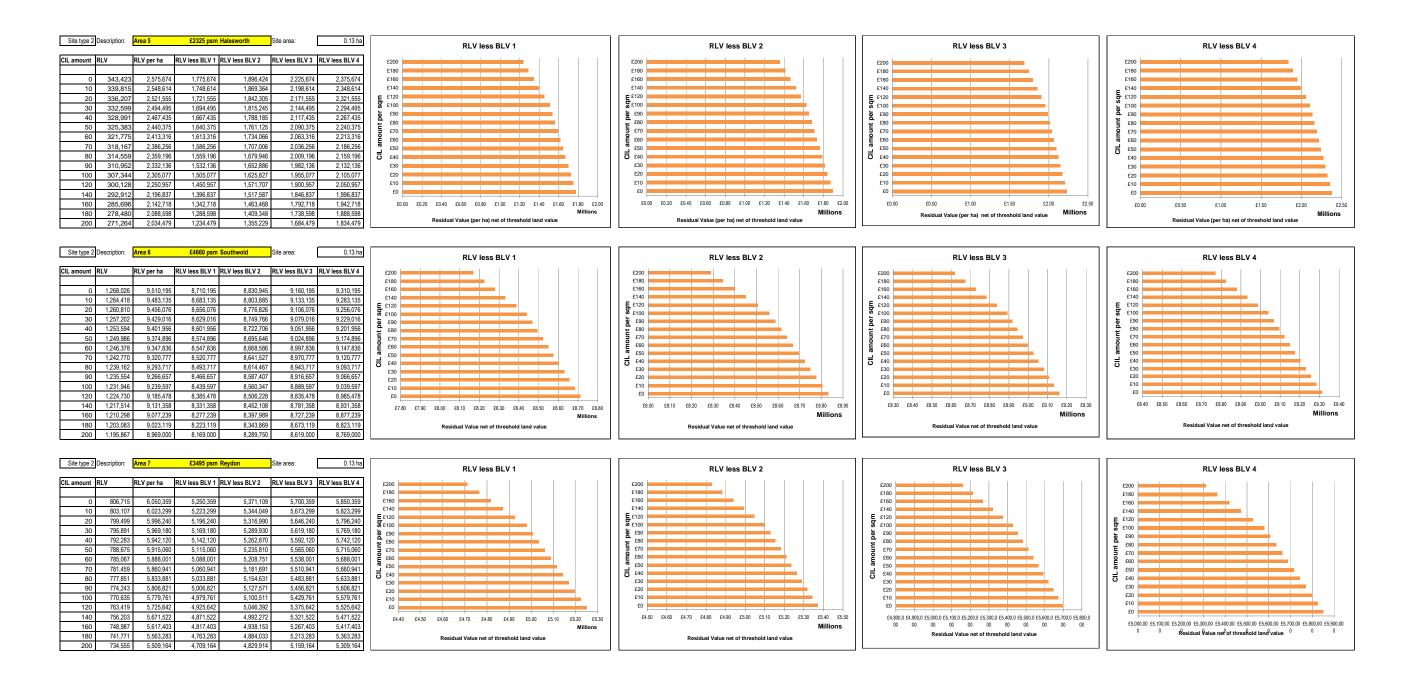
Site type 2	Description:	Area 3	£1916 psm	Beccles	Site area:	0.13 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
		NET per na	NET 1033 DET 1	NET 1035 DET 2	NET 1035 DET 5	NET 1035 DET 4
0	181,469	1,361,019	561,019	681,769	1,011,019	1,161,019
10	177,861	1,333,960	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











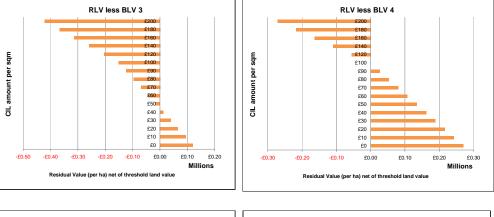
SITE TYPE 2 4 UNITS HOUSE 30 UPH

CSH level:

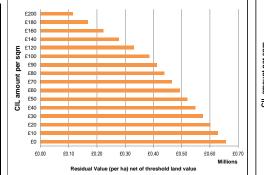
BLV1	BLV2	BLV3	BLV4
Resi land (high)	Resi land (low)	Fmr industrial	Other uses
£800,000	£679,250	£350,000	£200,000

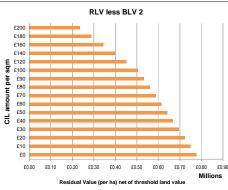
3	-5%	Sales value inflation
0%		Build cost inflation
		Drofit

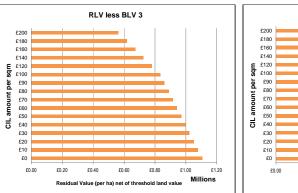
Site type 2	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.13 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	62,648	469,861	- 330,139	- 209.389	119,861	269,861
10	59,040		- 357,199	- 236,449	92,801	242,801
20	55,432		- 384,258	- 263,508	65,742	215,742
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

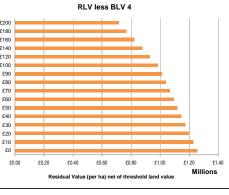


0.13 ha	Site area:	Lowestoft Burbs	£1964 psm	Area 2	Description:	Site type 2
RLV less BLV 4	RLV less BLV 3	RLV less BLV 2	RLV less BLV 1	RLV per ha	RLV	CIL amount
NET IC33 DET 4	NET 1035 DET 5	NEV 1033 DEV 2	NET 1035 DET 1	NET per na		
1,254,504	1,104,504	775,254	654,504	1,454,504	193,934	0
1,227,444	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

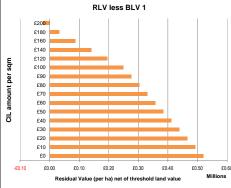


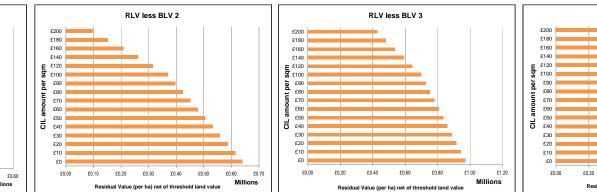


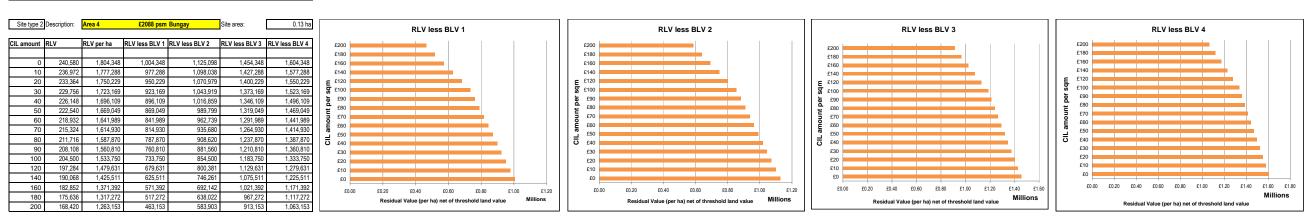


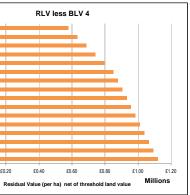


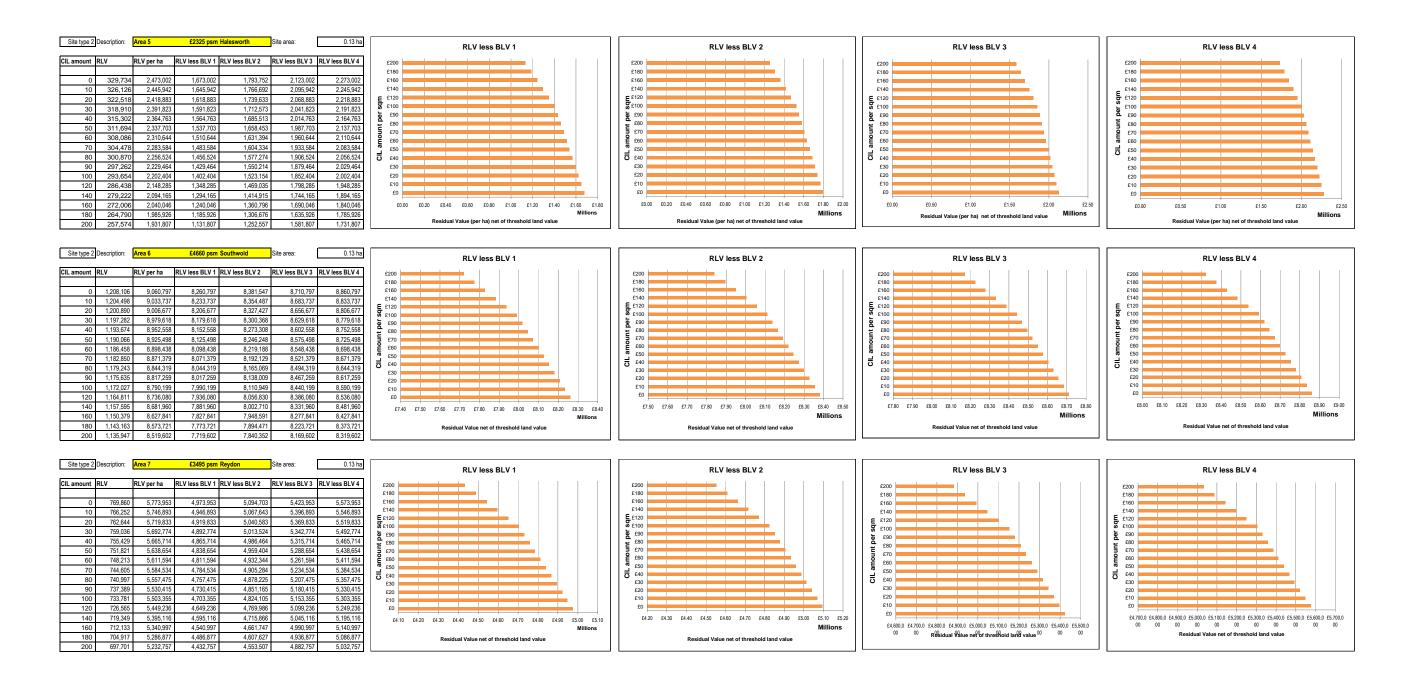
Site type 2	e 2 Description: Area 3		Area 3 £1916 psm Beccles		otion: Area 3 £1916 psm Beccles		Site area:	0.13 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4			
0	175,877	1,319,080	519,080	639,830	969,080	1,119,080			
10	172,269	1,292,020	492,020	612,770	942,020	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		

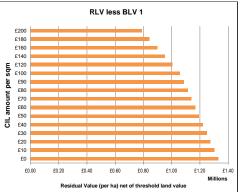
Benchmark Land Values (per net developable ha)					
BLV1	BLV2	BLV3	BLV4		
Resi land (high)	Resi land (low)	Fmr industrial	Other uses		
£800,000	£679,250	£350,000	£200,000		

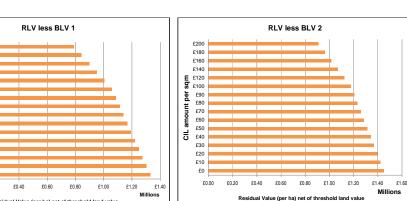
HOUSE	
30 UPH	

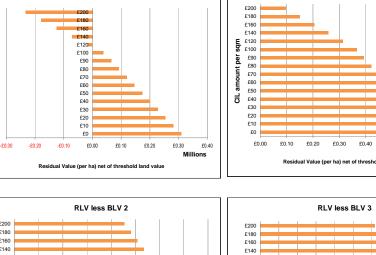
10%	Sales value inflation
5%	Build cost inflation
	Profit

											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			_

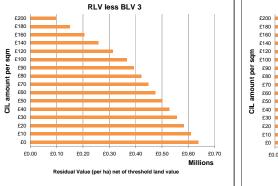
0	283,636	2,127,271	1,327,271	1,448,021	1,777,271	1,927,271
10	280,028	2,100,211	1,300,211	1,420,961	1,750,211	1,900,211
20	276,420	2,073,151	1,273,151	1,393,901	1,723,151	1,873,151
30	272,812	2,046,091	1,246,091	1,366,841	1,696,091	1,846,091
40	269,204	2,019,032	1,219,032	1,339,782	1,669,032	1,819,032
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





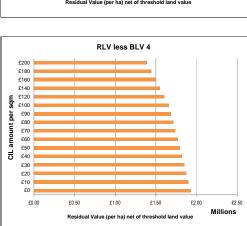


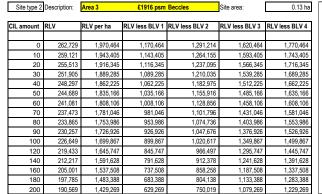
RLV less BLV 2

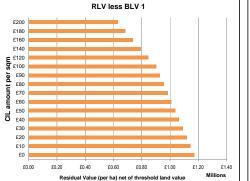


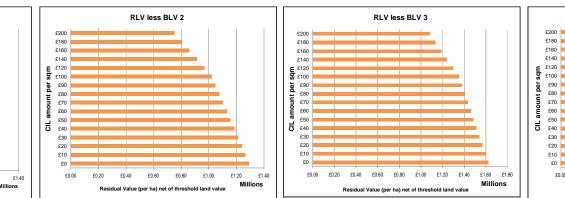
£0.00 £0.20 £0.40 £0.60 £0.80 £1.00 £1.20 £1.40 £1.60 £1.80 £2.00

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









Millions

£120 £120 £100

063 E80 £70 £60

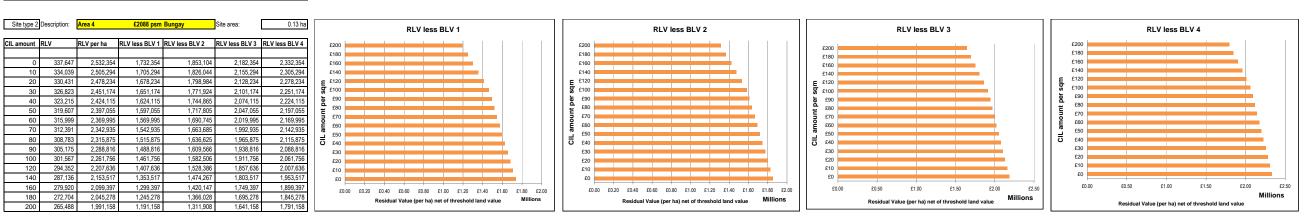
E40

£50

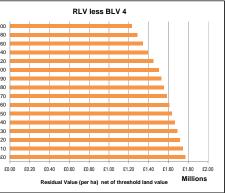
£30 £20

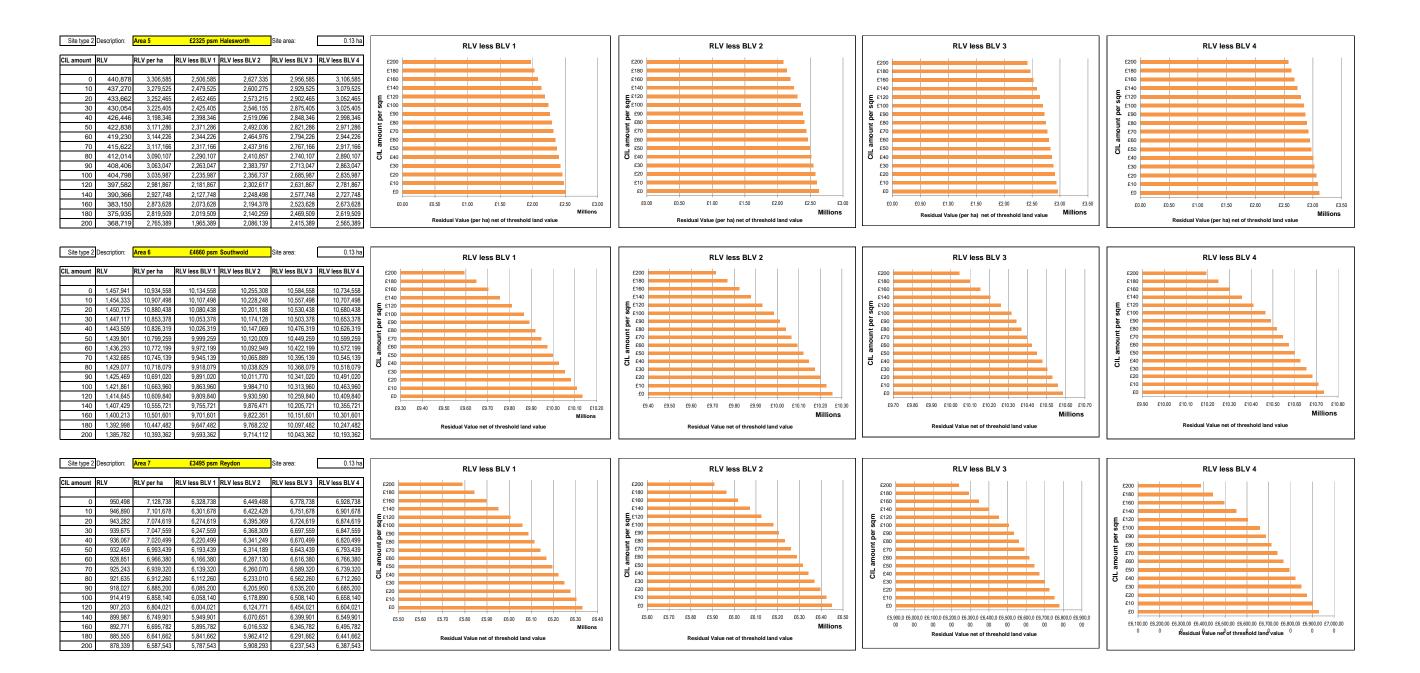
£10

£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

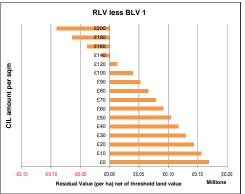
3	Sales value inflation
20%	Build cost inflation
	Profit

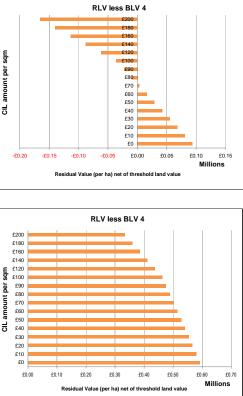
Site type 3	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.27 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	78,298	293,618	- 506,382	- 385,632	- 56,382	93,61
10	74,845	280,669	- 519,331	- 398,581	- 69,331	80,66
20	71,392	267,720	- 532,280	- 411,530	- 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

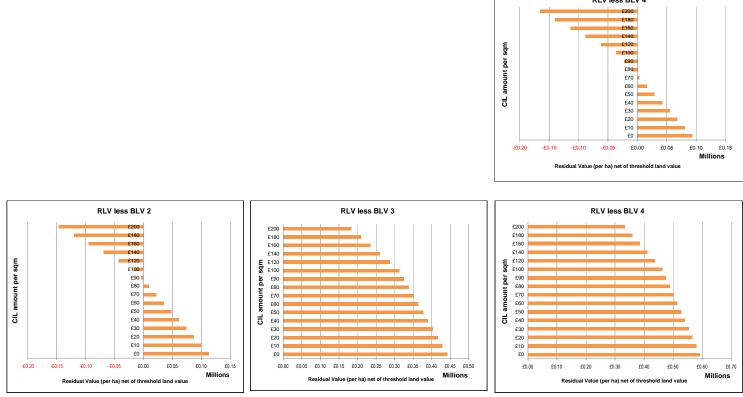
Site type 3	Description:	Area 2	£1964 psm	Lowestoft Burbs	Site area:	0.27 h
IL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
	044.470	704 004	0.400	440.044	444.004	504.00
0	211,172	791,894	- 8,106	112,644	441,894	591,89
10	207,719	778,945	- 21,055	99,695	428,945	578,94
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

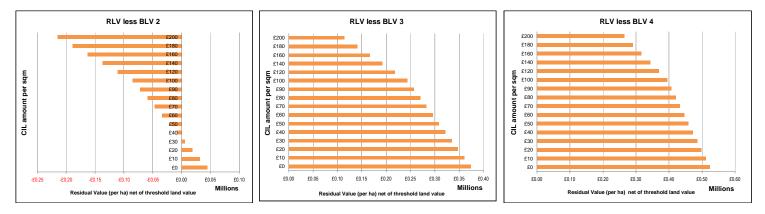
Site type 3	Description:	Area 3	£1916 psm	Beccles	Site area:	0.27 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	192,897	723,363	- 76,637	44,113	373,363	523,363
10	189,444	710,414	- 89,586	31,164	360,414	510,414
20	185,991	697,465	- 102,535	18,215	347,465	497,465
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

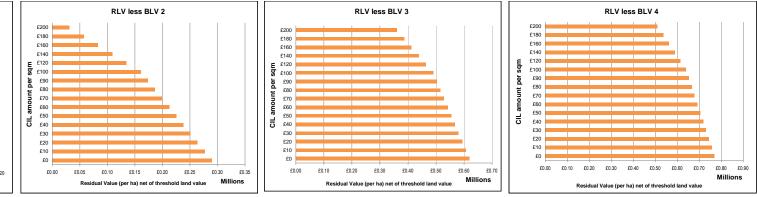
Site type 3	Description:	Area 4	£2088 psm	Bungay	Site area:	0.27 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	258,382	968,931	168,931	289,681	618,931	768,931
10	254,929	955,982	155,982	276,732	605,982	755,982
20	251,476	943,033	143,033	263,783	593,033	743,033
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

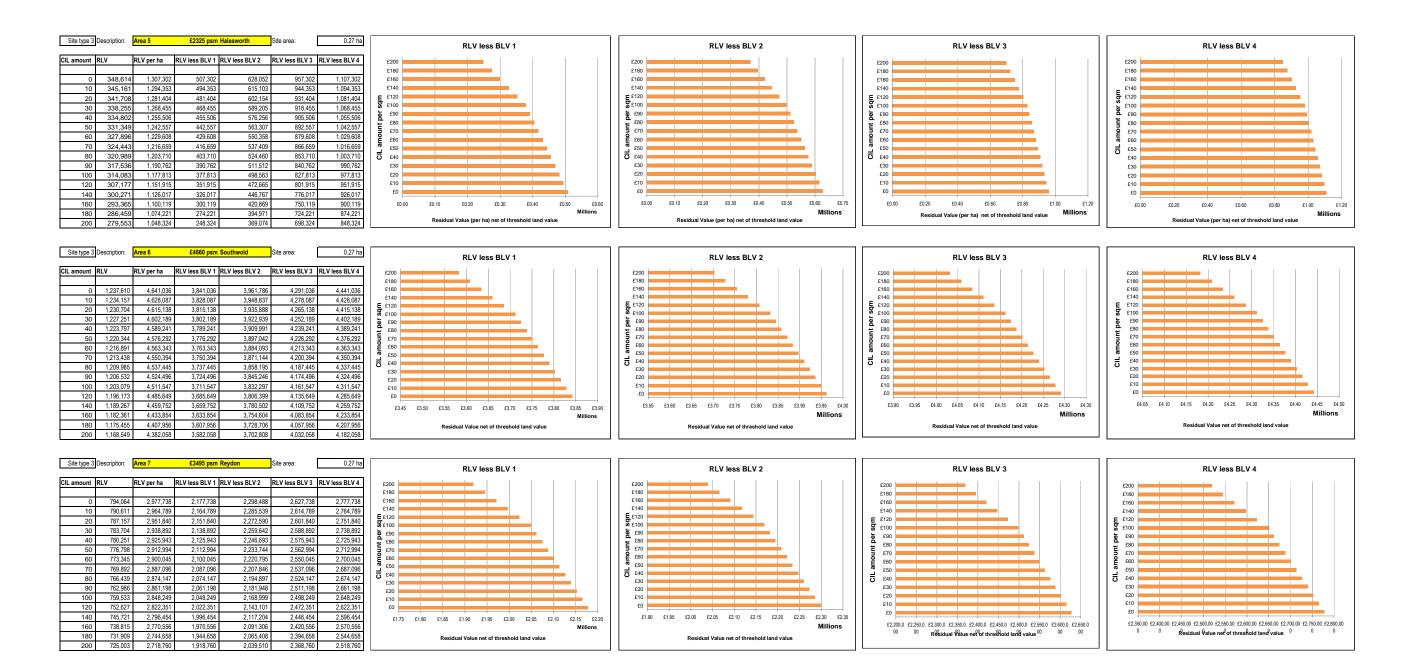












SITE TYPE	3	
8 UNITS		
HOUSES		
30 UPH		

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					

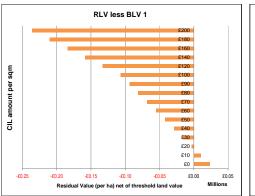
CSH level:	4	Sales value inflat
Aff Hsg:	20%	Build cost inflation
		Profit

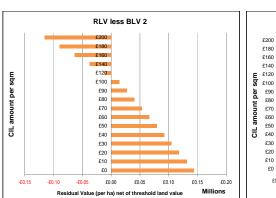
Site type 3	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.27 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	39,358		- 652,406	- 531,656	- 202,406	- 52,40
10	35,905	134,645	- 665,355	- 544,605	- 215,355	- 65,35
20	32,452	121,696	- 678,304	- 557,554	- 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

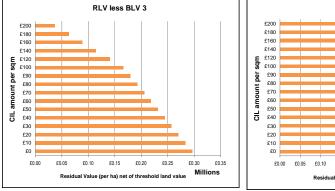
Site type 3	Description:	Area 2	£1964 psm	Lowestoft Burbs	Site area:	0.27 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	172,232	645,869	- 154,131	- 33,381	295,869	445,869
10	168,779	632,920	- 167,080	- 46,330	282,920	432,920
20	165,326	619,971	- 180,029	- 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

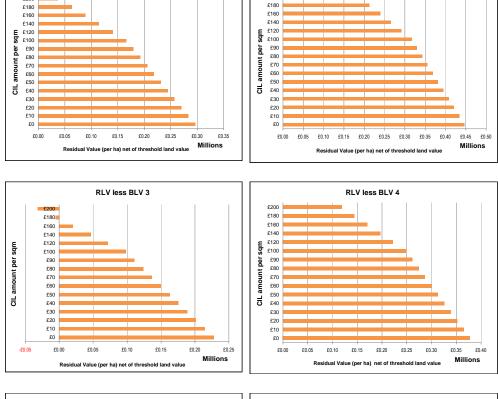
Site type 3	Description:	Area 3 £1916 psm Beccles			Site area:	0.27 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4	
0	153,957	577,338	- 222,662	- 101,912	227,338	377,338	
10	150,504	564,390	- 235,610	- 114,860	214,390	364,390	
20	147,051	551,441	- 248,559	- 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	

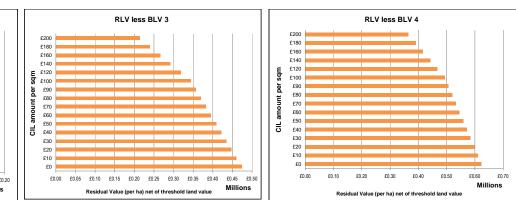
Site type 3	Description:	Area 4	£2088 psm	Bungay	Site area:	0.27 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	219,442	822,907	22,907	143,657	472,907	622,907
10	215,989	809,958	9,958	130,708	459,958	609,958
20	212,536	797,009	- 2,991	117,759	447,009	597,009
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

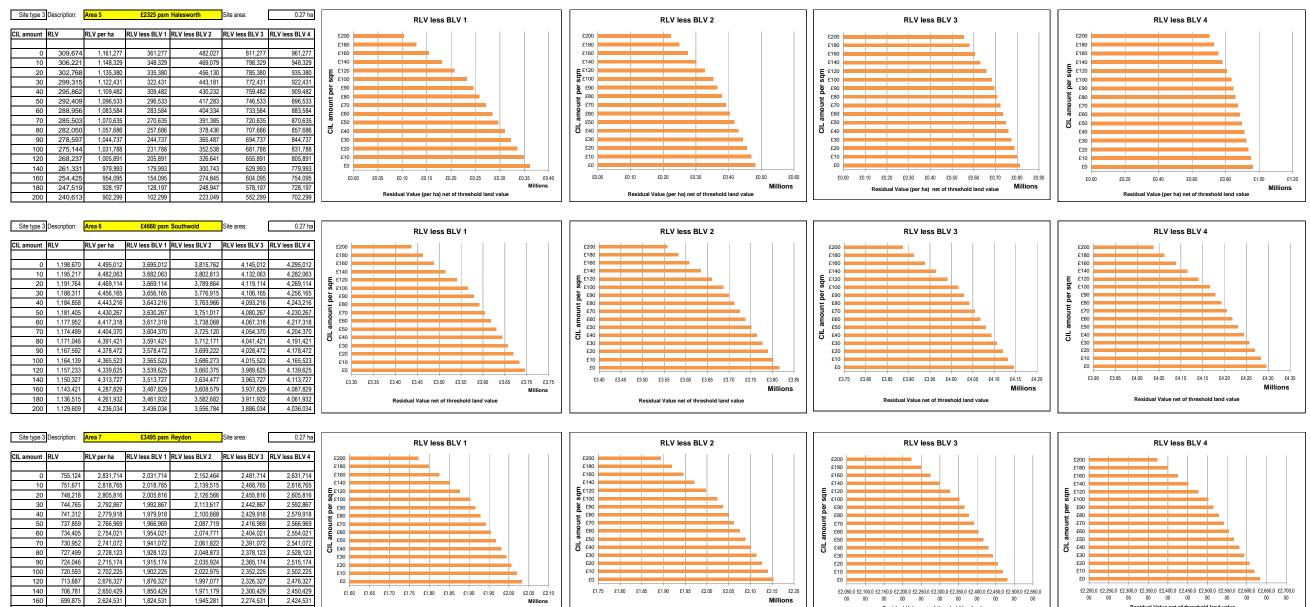












Residual Value net of threshold land value

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

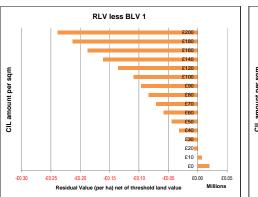
3	-5% Sales value inflation
20%	Build cost inflation
	Profit

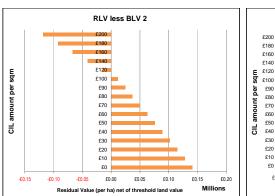
Site type 3	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.27 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	47,554	178,329	- 621,671	- 500,921	- 171,671	- 21,671
10	44,101	165.380	- 634.620	- 513.870	- 184.620	- 34.620
20	40.648		- 647,568	- 526.818	- 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

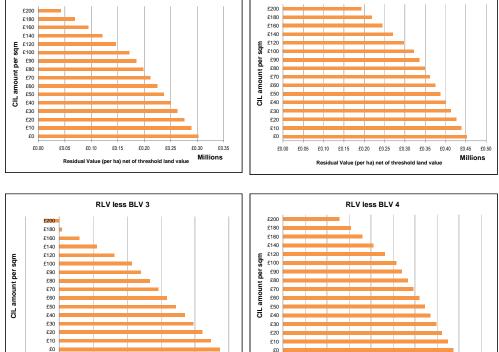
Site type 3	Description:	Area 2	£1964 psm	Lowestoft Burbs	Site area:	0.27 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	173,784	651,691	- 148,309	- 27,559	301,691	451,691
10	170,331	638,742	- 161,258	- 40,508	288,742	438,742
20	166,878	625,793	- 174,207	- 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

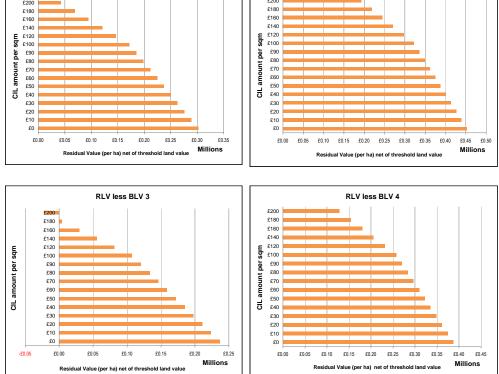
Site type 3	Description:	Area 4	£2088 psm	Bungay	Site area:	0.27 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	218,634	819,877	19,877	140,627	469,877	619,877
10	215,181	806,928	6,928	127,678	456,928	606,928
20	211,728	793,979	- 6,021	114,729	443,979	593,979
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

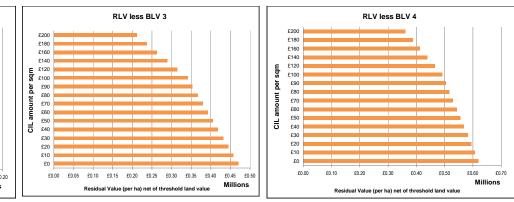


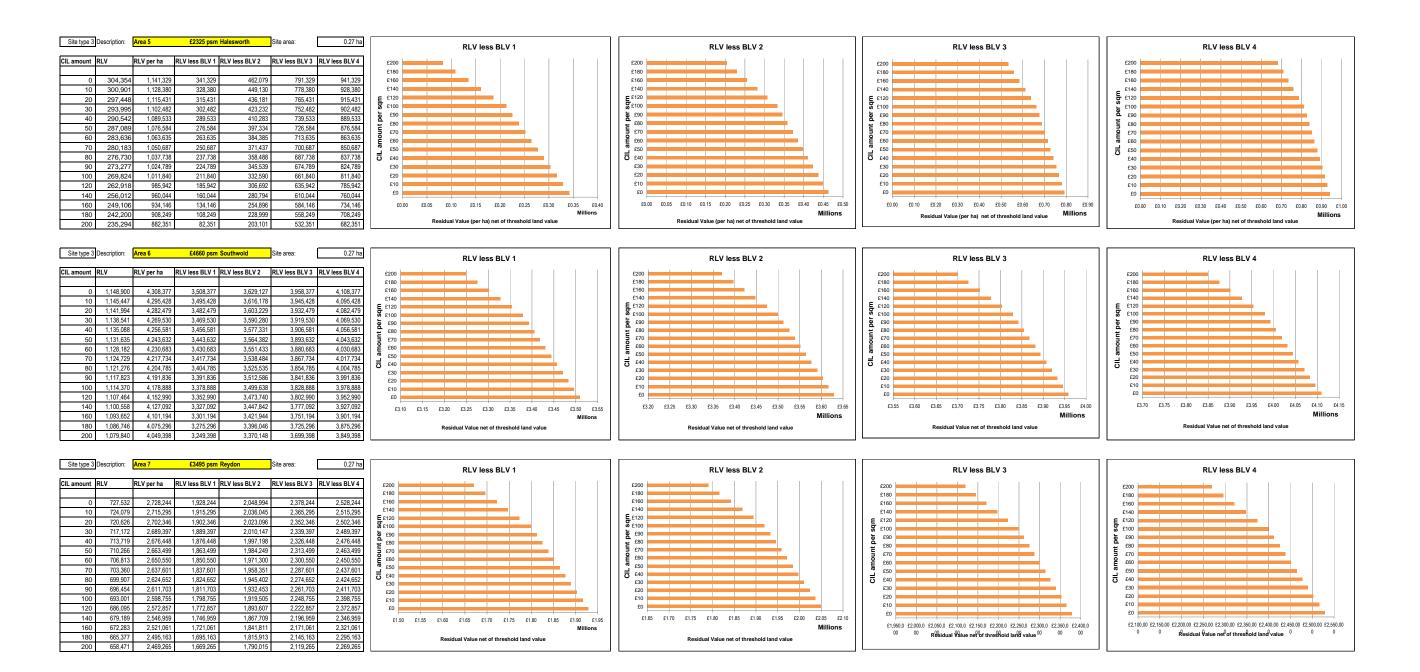




RLV less BLV 4







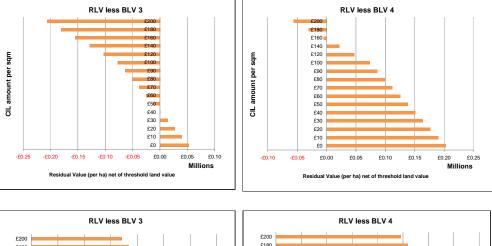
SITE TYPE 3 8 UNITS HOUSES 30 UPH

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

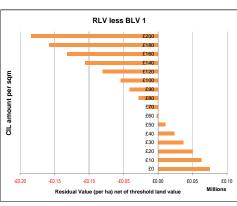
3	10%	Sales value inflation
<mark>)%</mark>	5%	Build cost inflation
		Drofit

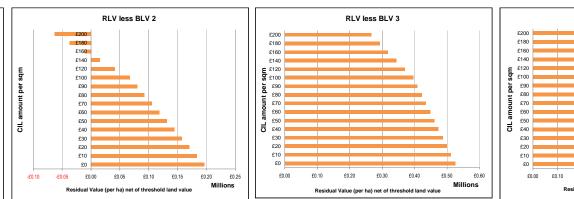
Site type 3	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.27 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
	407.000	400 500	007.000	070 740	50.500	000 50
0	107,336		- 397,492	- 276,742	52,508	202,50
10	103,883		- 410,440	- 289,690	39,560	189,560
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

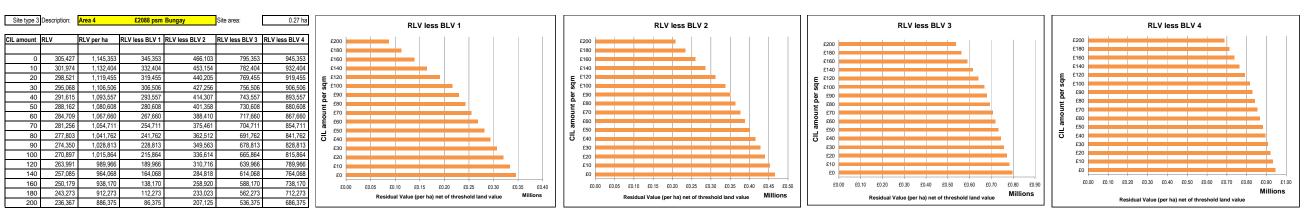


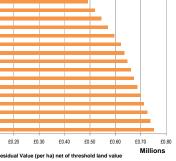
Site type 3	3 Description:	Area 2	£1964 psm	Lowestoft Burbs	Site area:	0.27 ha		RLV less BLV 1	RLV less BLV 2 RLV less BLV 3	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4		F200		£200
0	253,496	950,612	150,612	271,362	600,612	750,612		£180 £160	180 £180 £160	£180 £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		

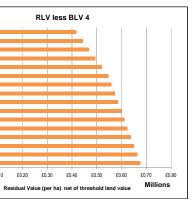
Site type 3	Description:	Area 3	£1916 psm	Beccles	Site area:	0.27 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	233,394	875,228	75,228	195,978	525,228	675,228
10	229,941	862,279	62,279	183,029	512,279	662,279
20	226,488	849,330	49,330	170,080	499,330	649,330
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

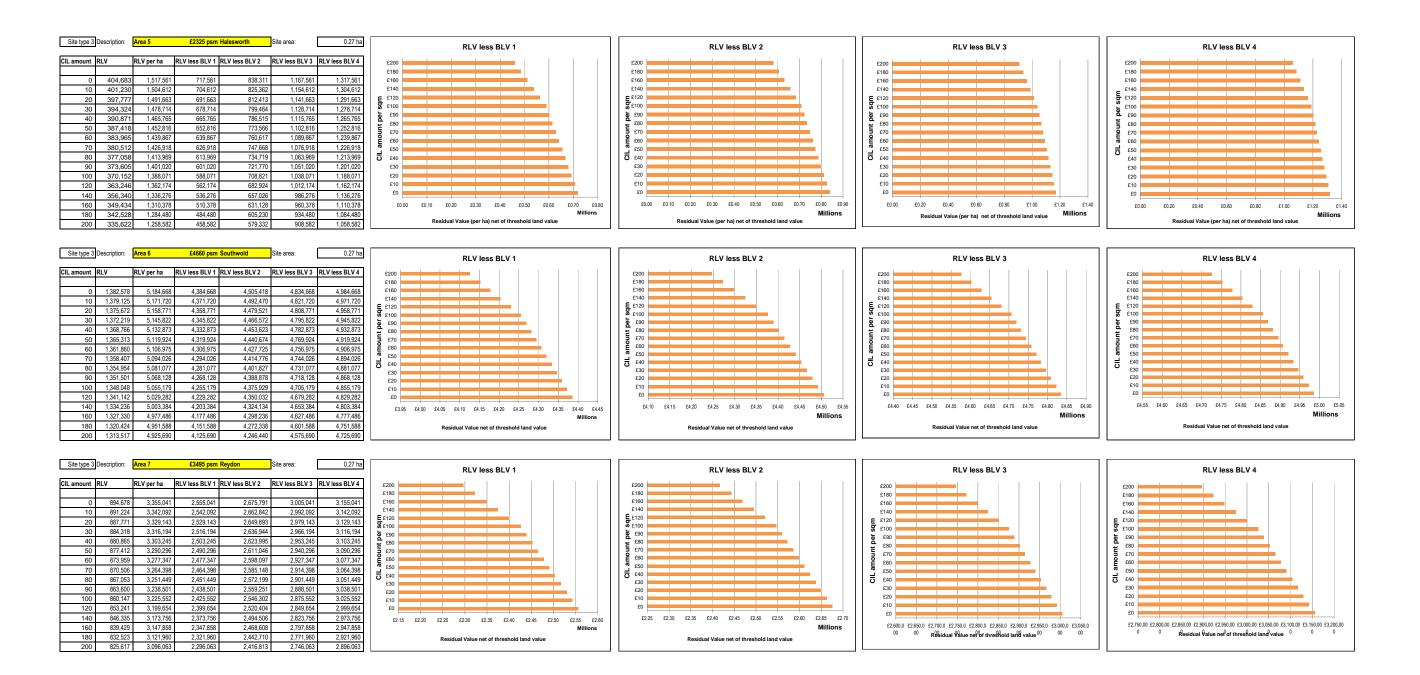






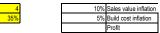






SITE TYPE	3	
8 UNITS		
HOUSES		
30 UPH		
30 UPH		

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

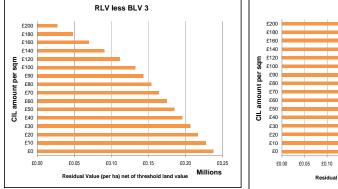


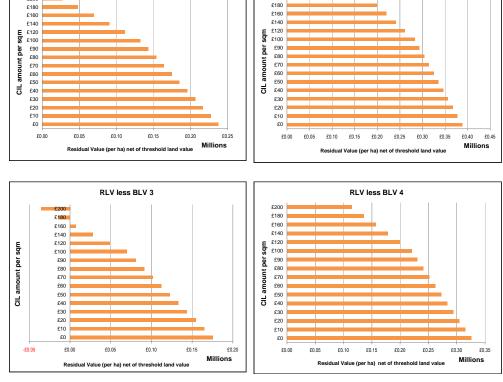
Site type 3	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.27 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	35,506	133,149	- 666,851	- 546,101	- 216,851	- 66,851
10	32,701	122.628	- 677.372	- 556.622	- 227.372	- 77,372
20	29,895	112,107	- 687,893	- 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

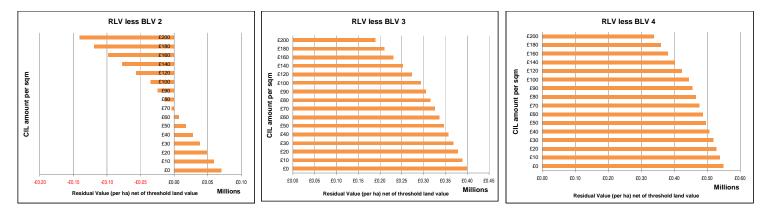
Site type 3	Description:	Area 2	£1964 psm	Lowestoft Burbs	Site area:	0.27 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	156.678	587.541	- 212.459	- 91,709	237.541	387.541
10	153,872	577.020	- 222,980	- 102.230	227,020	377.020
20	151,067	566,499	- 233.501	- 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

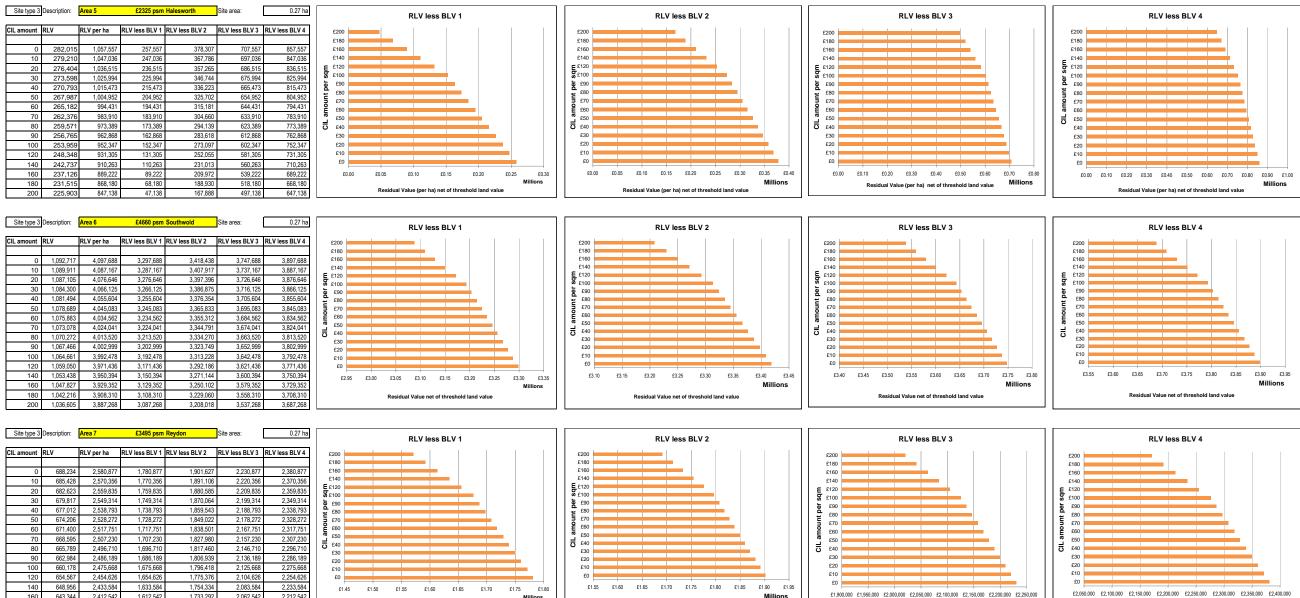
Site type 3	Description:	Area 3	£1916 psm	Site area:	0.27 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	140,012	525,046	- 274,954	- 154,204	175,046	325,046
10	137,207	514,525	- 285,475	- 164,725	164,525	314,525
20	134,401	504,004	- 295,996	- 175,246	154,004	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

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£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

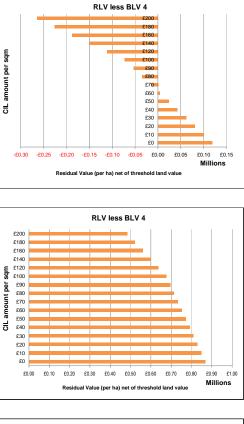
Residual Value net of threshold land value

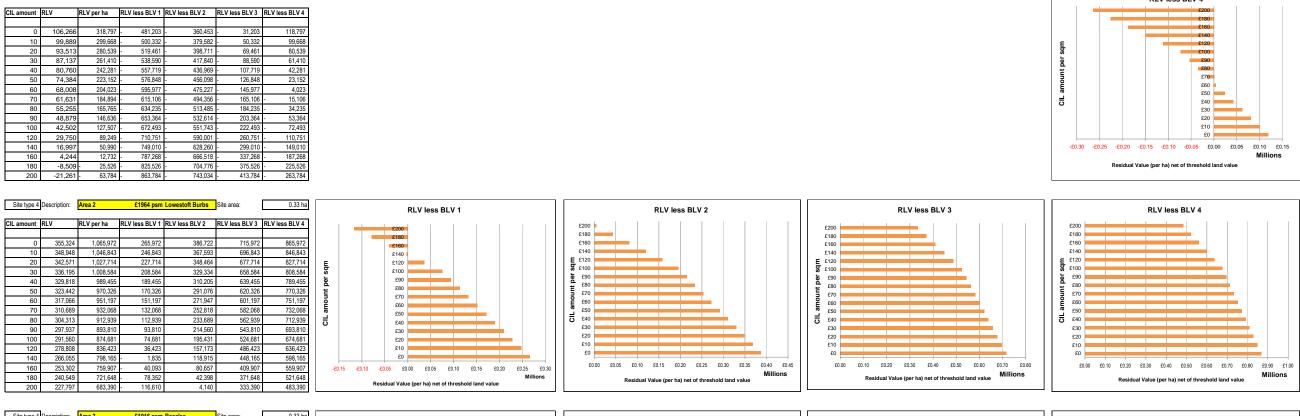
SITE TYPE	4
15 UNITS	
HOUSES	
45 UPH	

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		

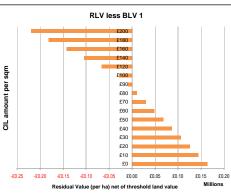
el:	3	Sales value inflation
	35%	Build cost inflation
		Profit

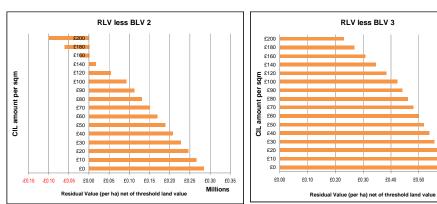
Site type 4	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	106,266	318.797	- 481.203	- 360.453	- 31.203	118,797
10	99,889		- 500.332	- 379,582	- 50,332	99,668
20	93,513		- 519,461	- 398,711	- 69,461	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

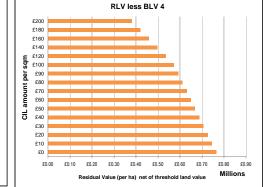




Site type 4	Description:	Area 3	£1916 psm	Beccles	Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	321,069	963,208	163,208	283,958	613,208	763,208
10	314,693	944,079	144,079	264,829	594,079	744,079
20	308,317	924,950	124,950	245,700	574,950	724,950
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

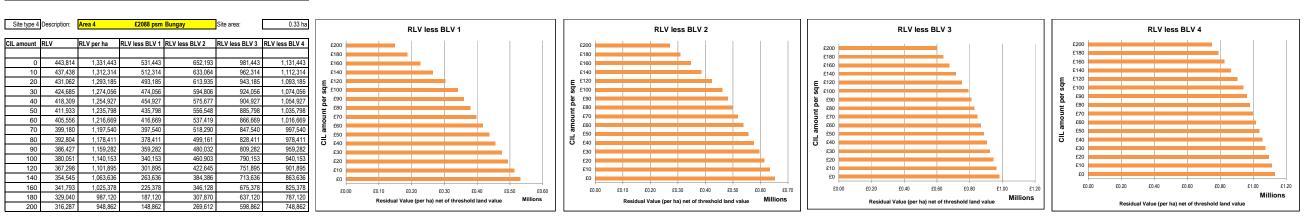


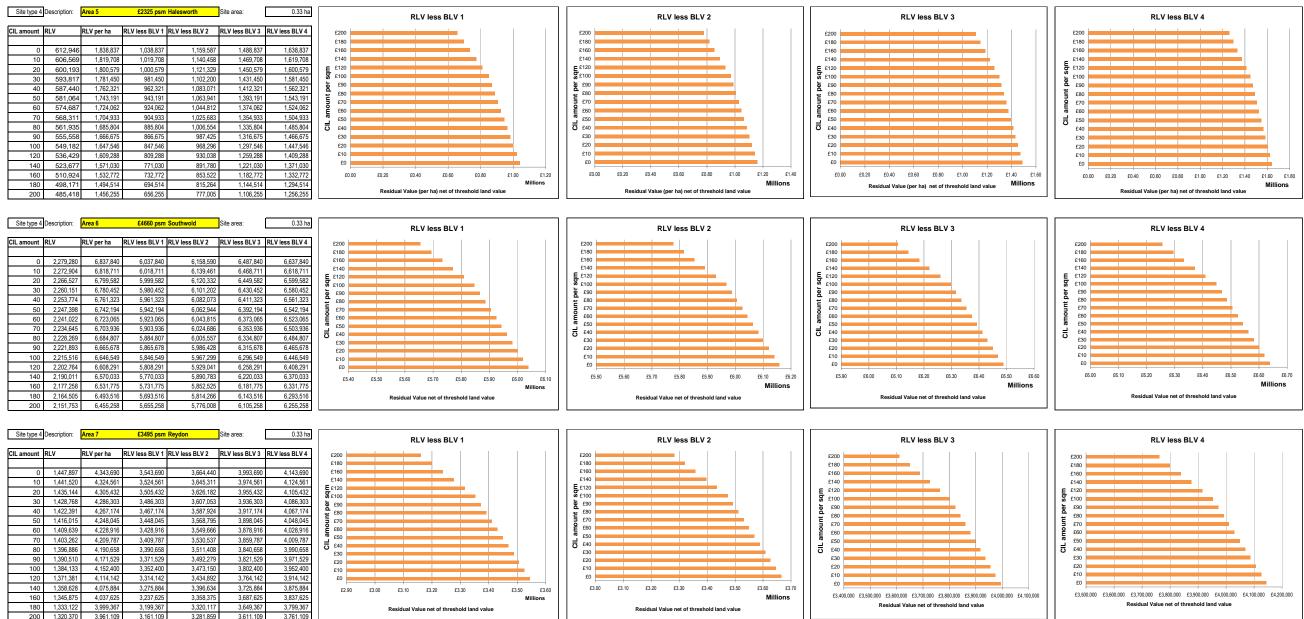




£0.60 £0.70

Millions





SITE TYPE 4 15 UNITS HOUSES 45 UPH

i.

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

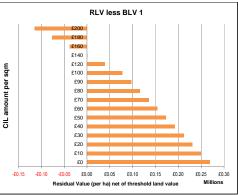
CSH level:	4	Sales value inflati
Aff Hsg:	35%	Build cost inflation
		Profit

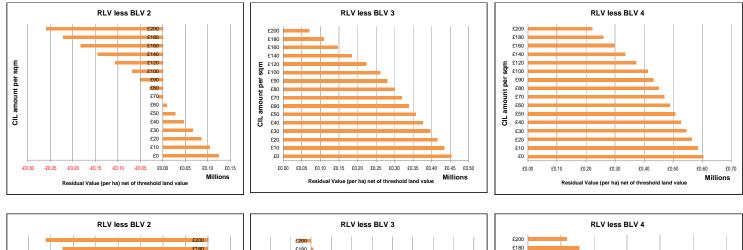
Site type 4	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	18,557	55.671	- 744.329	- 623,579	- 294.329	- 144.329
-			1			1
10	12,181		- 763,458	- 642,708	- 313,458	- 163,458
20	5,804		- 782,587	- 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

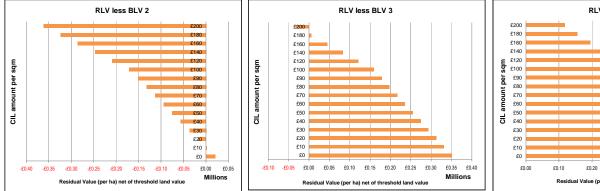
Site type 4	Description:	Area 2	£1964 psm	Lowestoft Burbs	Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	267,615	802,846	2,846	123,596	452,846	602,846
10	261,239	783,717	- 16,283	104,467	433,717	583,717
20	254,862	764,587	- 35,413	85,337	414,587	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

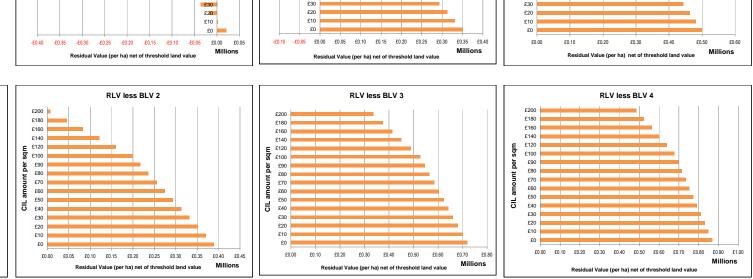
Site type 4	Description:	Area 3	£1916 psm	Beccles	Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	233,361	700,082	- 99,918	20,832	350,082	500,082
10	226,984	680,953	- 119,047	1,703	330,953	480,953
20	220,608	661,824	- 138,176	- 17,426	311,824	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

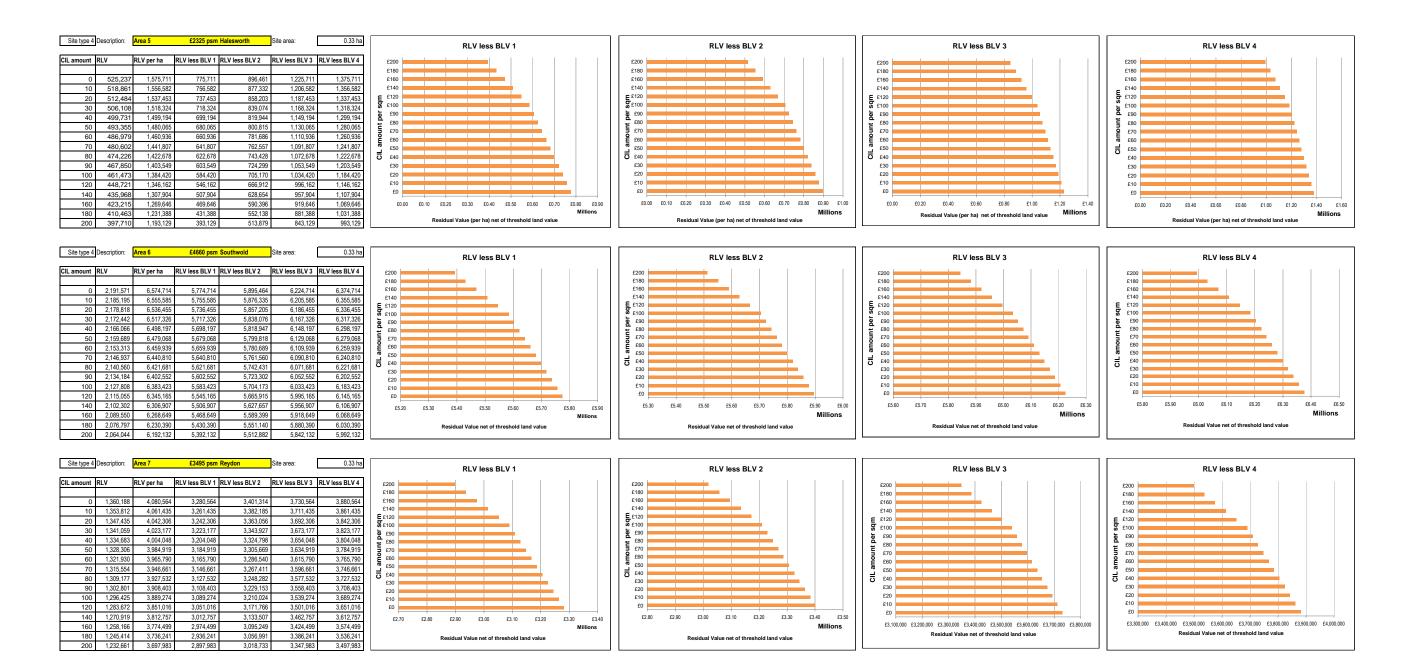
Site type 4	Description:	Area 4	£2088 psm	Bungay	Site area:	0.33 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	356,106	1,068,317	268,317	389,067	718,317	868,317
10	349,729	1,049,188	249,188	369,938	699,188	849,188
20	343,353	1,030,059	230,059	350,809	680,059	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

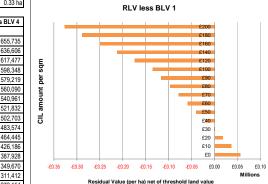
3	-5% Sales value inflation
35%	Build cost inflation
	Profit

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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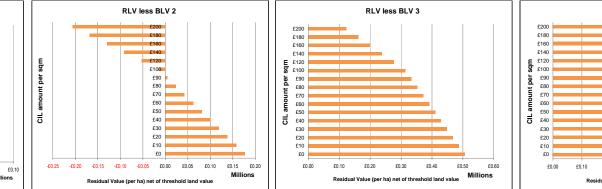
£200 £180 £160 £140 £120 £100

£90 £80

£70 £60 £50 £40

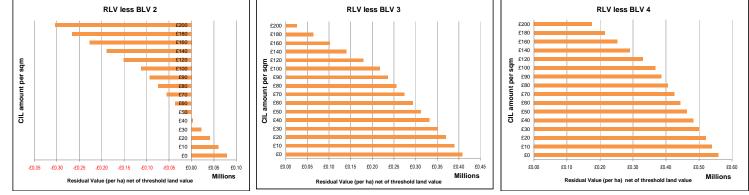
£30 £20

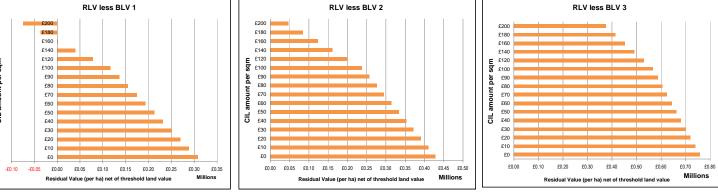
£10 £0

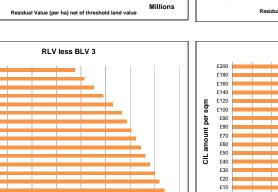


Site type 4	Description:	Area 3	£1916 psm	Beccles	Site area:	0.33 ha
011	D 111	DIV.				
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	252,703	758,110	- 41,890	78,860	408,110	558,110
10	246,327	738,981	- 61,019		388,981	538,981
20	239,951	719,852	- 80,148	40,602	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

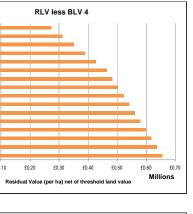
Site type 4	Description:	Area 4	£2088 psm	Bungay	Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	369,311	1,107,933	307,933	428,683	757,933	907,933
10	362,935	1,088,804	288,804	409,554	738,804	888,804
20	356,558	1,069,675	269,675	390,425	719,675	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

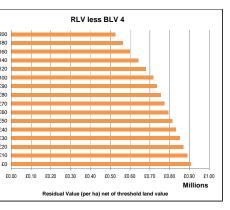


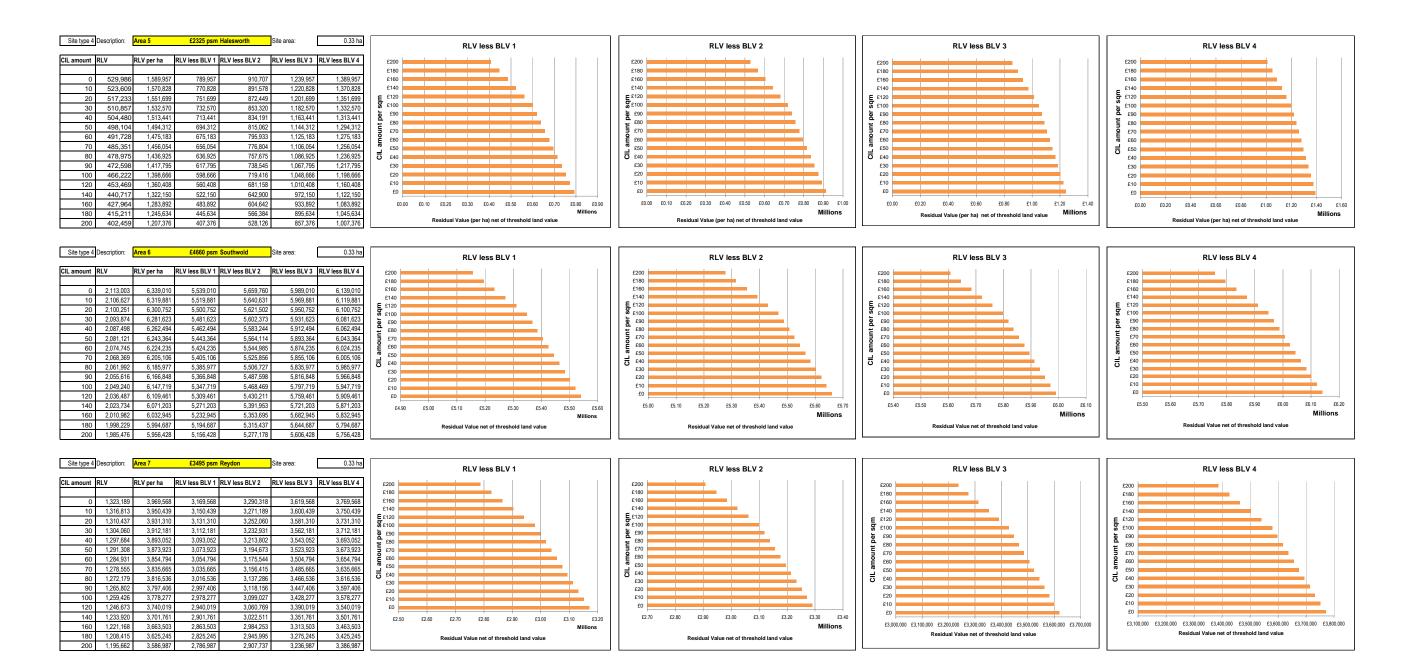




£0





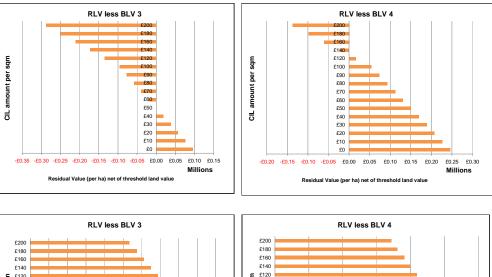


SITE TYPE	4
15 UNITS	
HOUSES	
45 UPH	

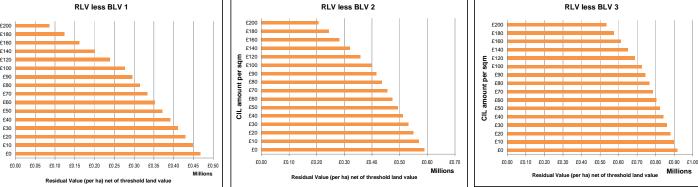
BLV1	BLV2	BLV3	BLV4
Resi land (high)	Resi land (low)	Fmr industrial	Other uses
£800,000	£679,250	£350,000	£200,000

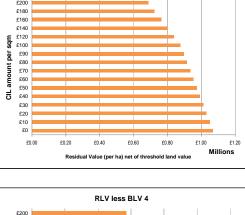
3	10%	Sales value inflation
<mark>i%</mark>	5%	Build cost inflation
_		Drofit

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

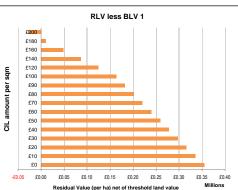


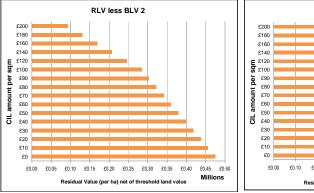
Site type 4 Description: Area 2 £1964 psm Lowestoft Burbs Site area: 0.33 ha RLV per ha RLV less BLV 1 RLV less BLV 2 RLV less BLV 3 RLV less BLV 4 CIL amount RLV £200 ⊨ £180 422,391 1,267,17 467,17 917,173 1,067,17 587,923 £160 £140 416,015 1,248,044 409,638 1,228,915 1,048,044 1,028,915 10 448.044 568,794 898.044 428,91 549,665 878,915 £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

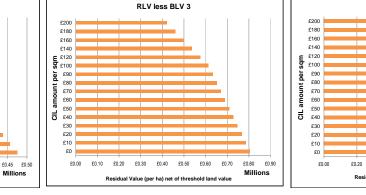


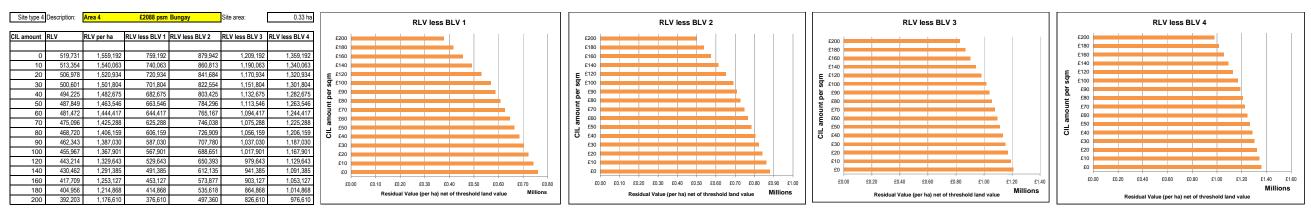


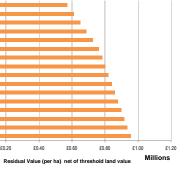
Site type 4	Description:	Area 3	Area 3 £1916 psm Beccles		Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	384,711	1,154,133	354,133	474,883	804,133	954,133
10	378,335	1,135,004	335,004	455,754	785,004	935,004
20	371,958	1,115,875	315,875	436,625	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

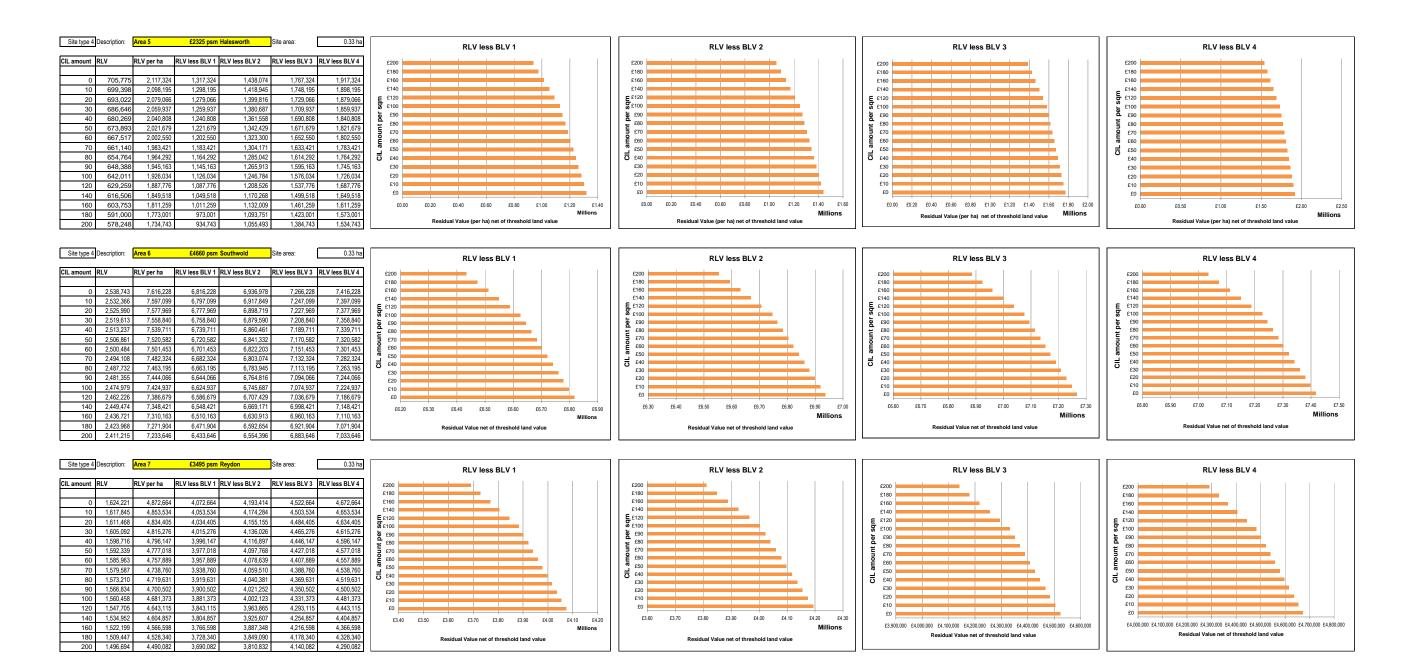












Benchmark Land Values (per net developable ha)							
BLV1	BLV2	BLV3	BLV4				
Resi land (high)	Resi land (low)	Fmr industrial	Other uses				
£800,000	£679,250	£350,000	£200,000				

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

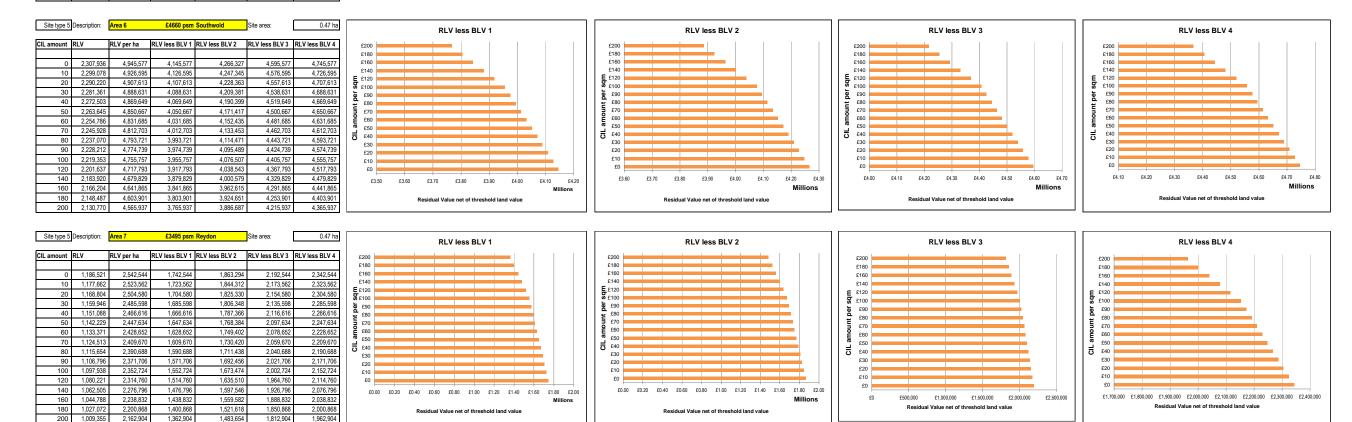
 200
 -800,311
 1,714,952
 -2,514,952
 -2,394,202
 -2,064,952
 1,914,952

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:

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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

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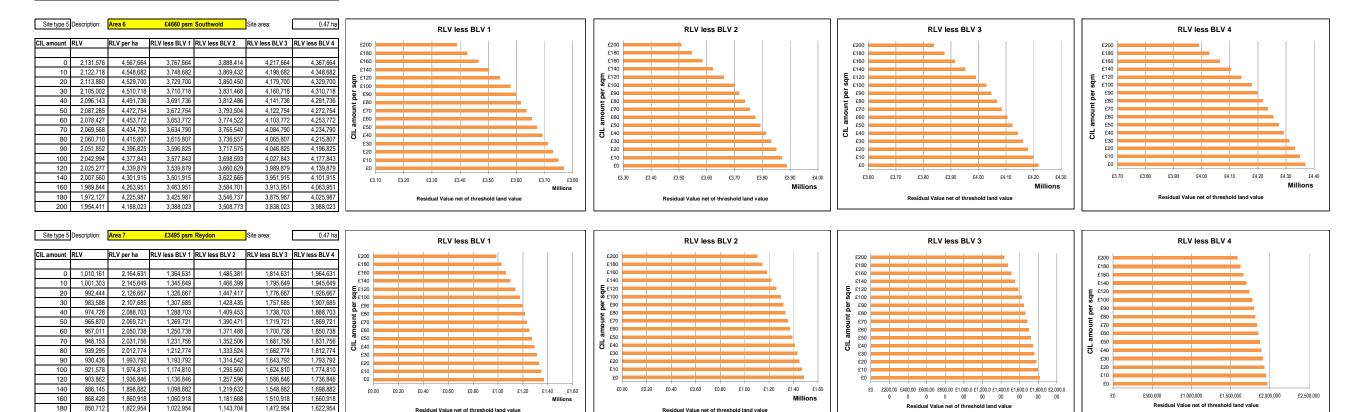
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Residual Value net of threshold land value



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⁻

1,199,127 1,161,163

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160 876,576 1,878,377

200 841,143 1,802,449

180 858,859 1,840,41

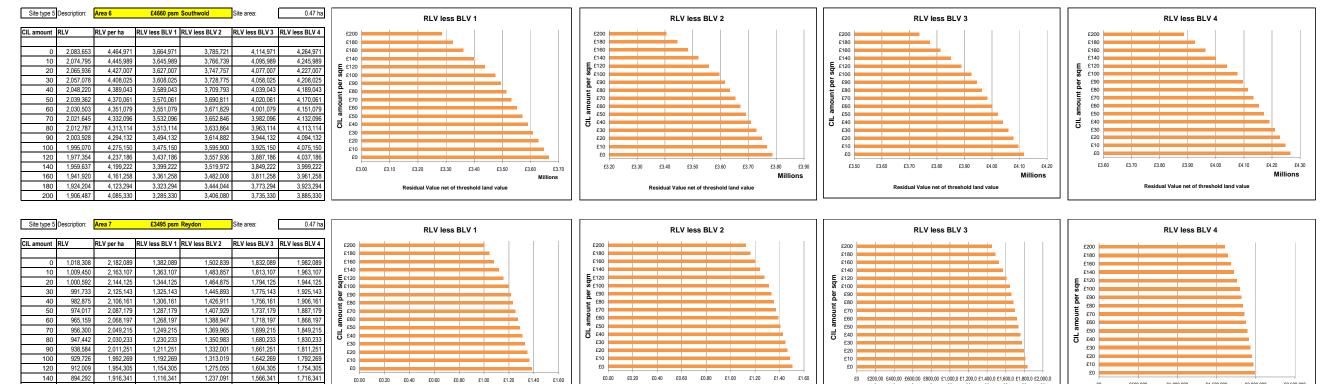
1,528,377 1,490,413

1,452,449

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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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 £400.00
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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

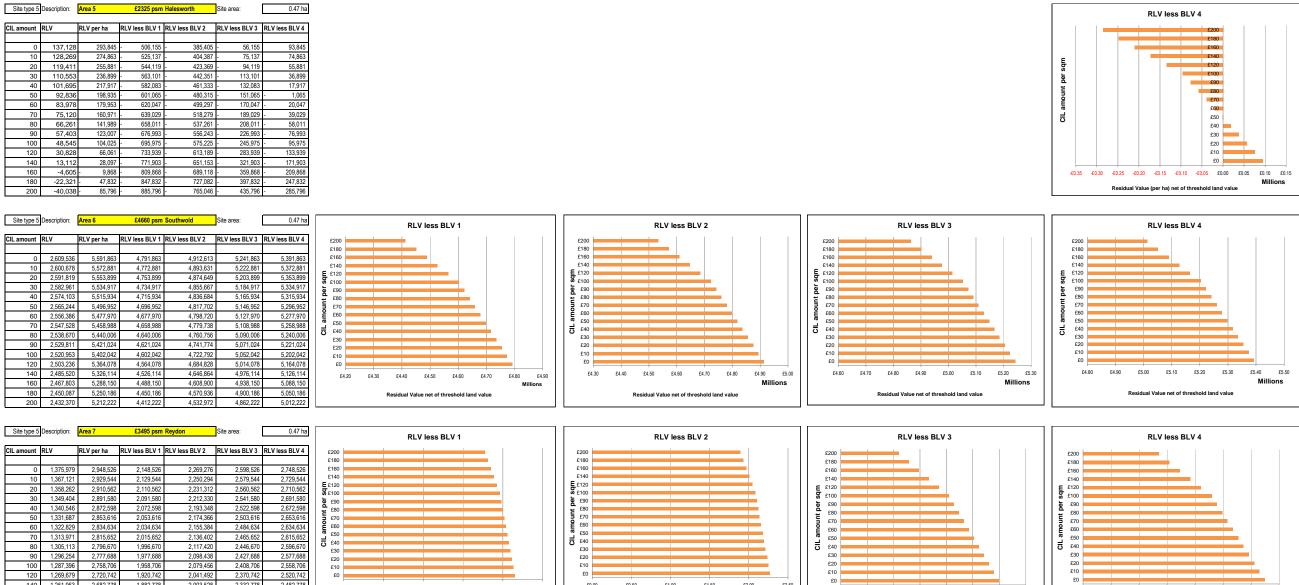
Site type 5	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.47 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-614,654	- 1,317,115	- 2,117,115	- 1,996,365	- 1,667,115	- 1,517,115
10	-623,512	- 1,336,097	- 2,136,097	- 2,015,347	- 1,686,097	- 1,536,097
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

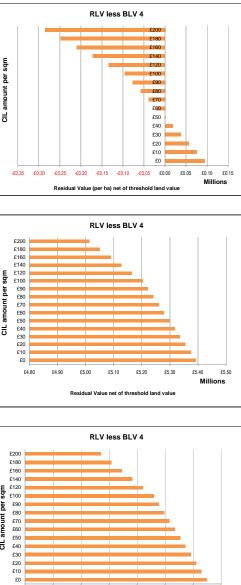
Site type 5	Description:	Area 3	£1916 psm	Beccles	Site area:	0.47 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	- 295,941	- 634,159	- 1,434,159	- 1,313,409	- 984,159	- 834,15
10	- 304,799	- 653,141	- 1,453,141	- 1,332,391	- 1,003,141	- 853,14
20	- 313,657	- 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

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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

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CIL amount per sqm						
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0						
	-£0	.20	-£	0.15	-£0	.10
				Re	sidual	Value (p

£200

£180

£160 £140

E120 £100

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£70

£50

£30

£20

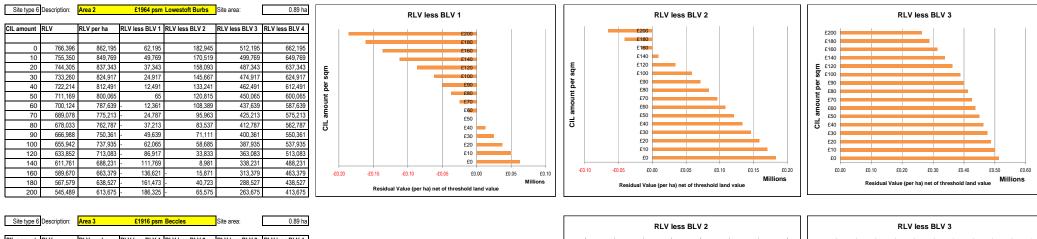
£10

£0

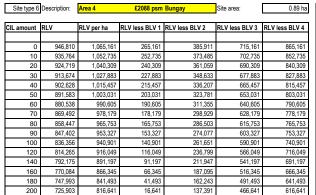
£0.00

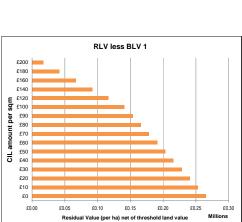
£0.10

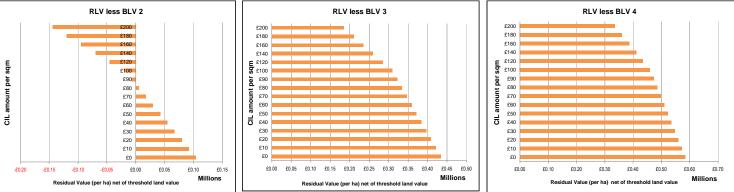
5 £40

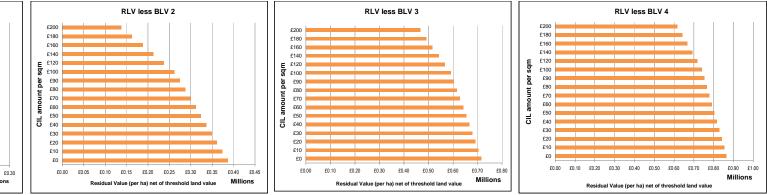


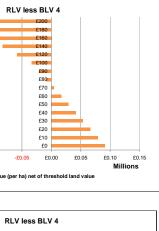
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	696,558	783,628	- 16,372	104,378	433,628	583,62
10	685,513	771,202	- 28,798	91,952	421,202	571,20
20	674,467	758,776	- 41,224	79,526	408,776	558,77
30	663,422	746,350	- 53,650	67,100	396,350	546,35
40	652,377	733,924	- 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

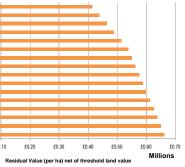


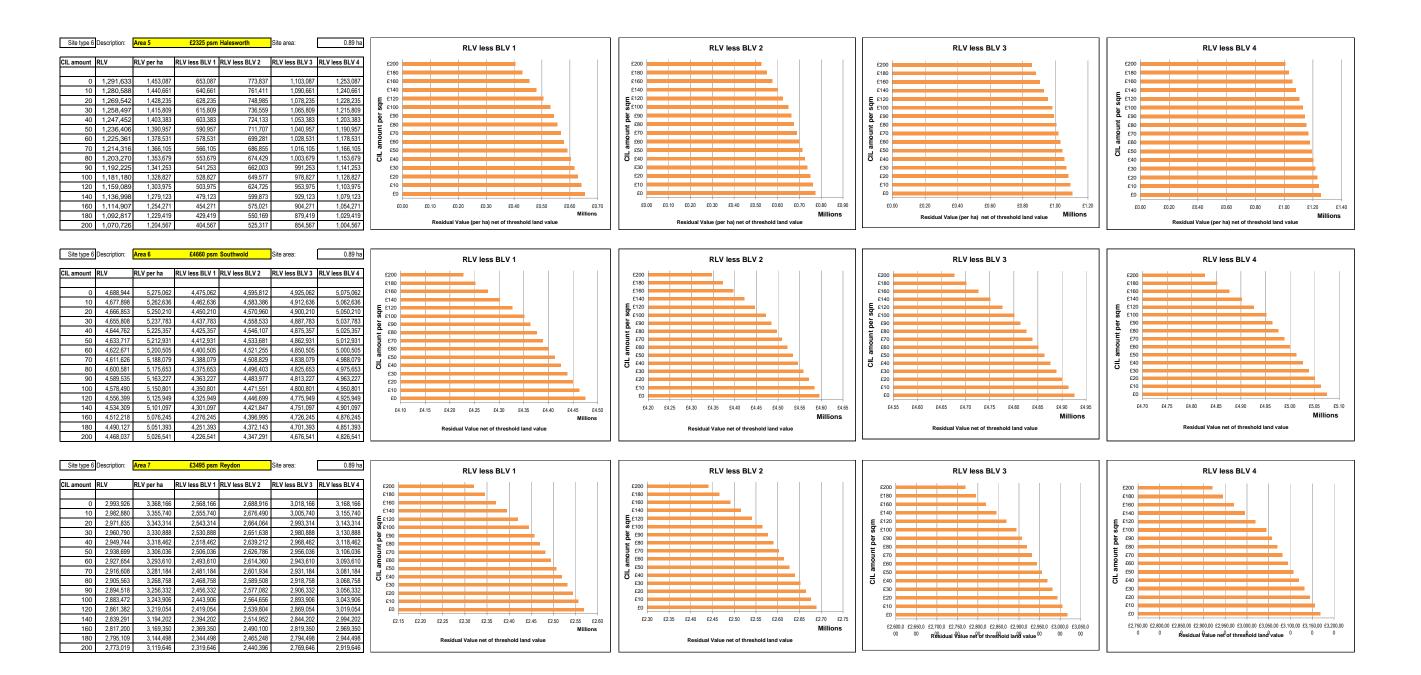












SITE TYPE 6 40 UNITS HOUSES 45 UPH

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

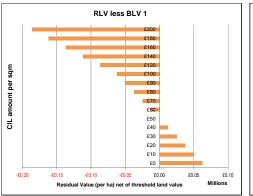
CSH level:	4	Sales value infla
Aff Hsg:	35%	Build cost inflation
		Profit

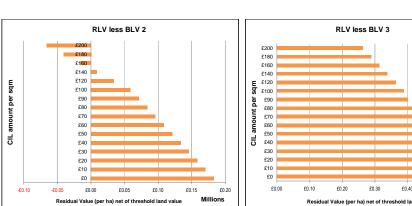
Site type 6	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.89 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	78,045	87,800	- 712,200	- 591,450	- 262,200	- 112,200
10	66,999	75,374	- 724,626	- 603,876	- 274,626	- 124,626
20	55,954	62,948	- 737,052	- 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

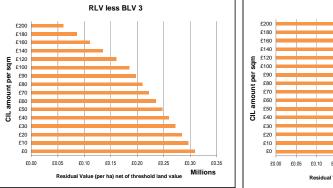
Site type 6	Description:	Area 2	£1964 psm	Lowestoft Burbs	Site area:	0.89 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	585.822	659.050	- 140.950	- 20.200	309.050	459.050
10	574,777	646,624	- 153,376	- 32,626	296,624	446,624
20	563,732	634,198	- 165,802	- 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

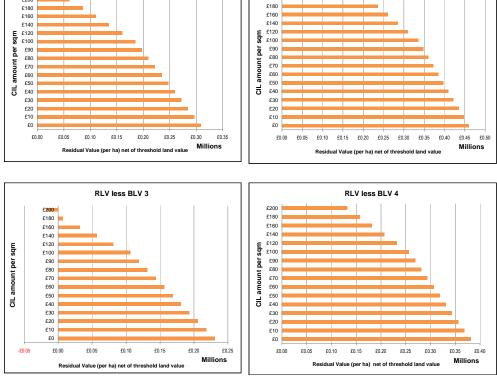
Site type 6	Description:	Area 3	£1916 psm	Beccles	Site area:	0.89 hi
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	515.985	580.483	- 219.517	- 98.767	230.483	380.483
10	504,939	568.057	- 219,517	- 96,707	230,463	368.05
20	493,894	555,631	- 244,369	- 123,619	205,631	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

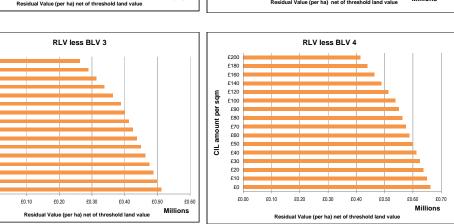


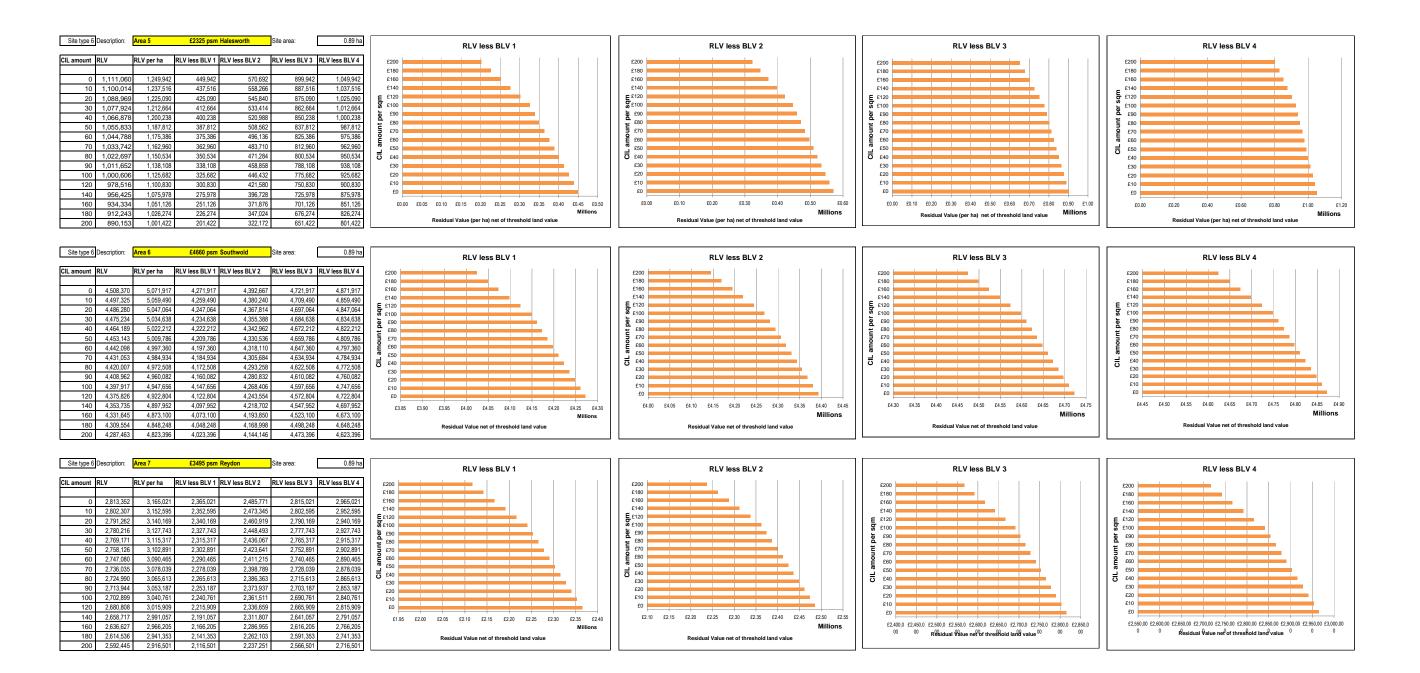






RLV less BLV 4





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

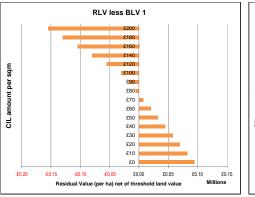
3	-5%	Sales value inflation
35%		Build cost inflation
		Profit

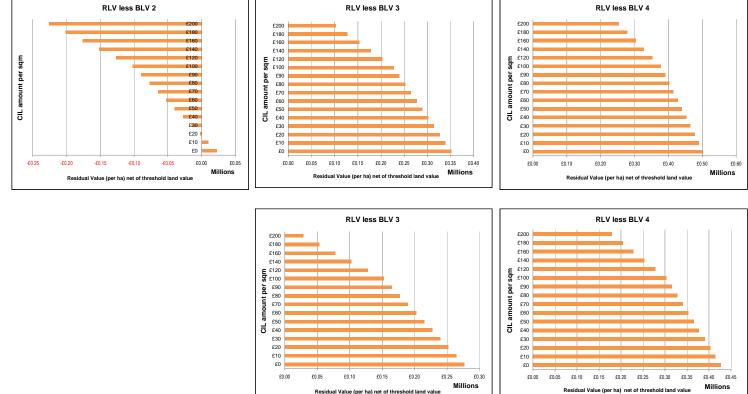
Site type 6	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	0.89 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	141,131	158.772	- 641,228	- 520.478	- 191,228	- 41,228
10	130.085		- 653.654	- 520,478	- 191,228	- 41,220
20	119,040		- 666,080	- 545,330	- 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

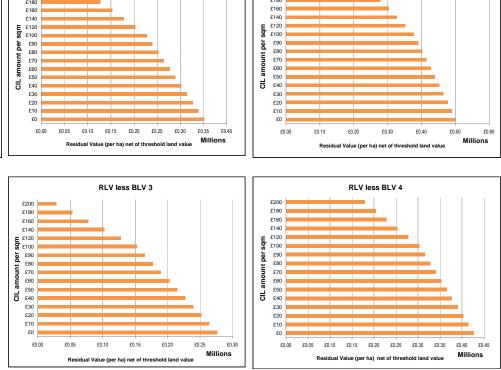
Site type 6	Description:	Area 2	£1964 psm	Lowestoft Burbs	Site area:	0.89 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	623.520	701.460	- 98.540	22.210	351.460	501.46
10	623,520	689.034	- 96,540 - 110,966	9,784	339.034	489.03
20	601,429	676,607	- 123,393	- 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

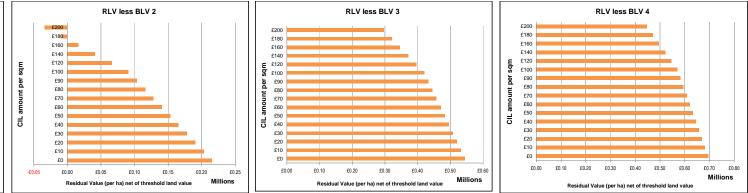
Site type 6	Description:	Area 3	£1916 psm	Beccles	Site area:	0.89 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	557,174	626,821	- 173,179	- 52,429	276,821	426,821
10	546,128	614,395	- 185,605	- 64,855	264,395	414,395
20	535,083	601,969	- 198,031	- 77,281	251,969	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

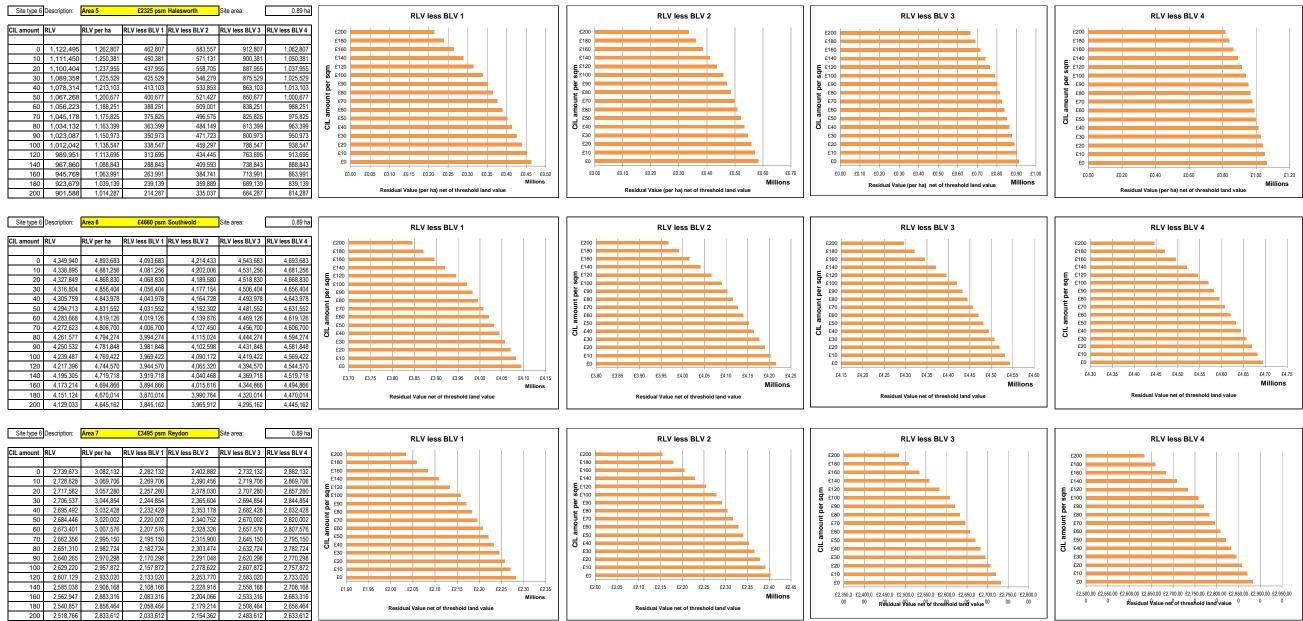
Site type 6	Description:	Area 4	£2088 psm	Bungay	Site area:	0.89 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	794,913	894,277	94,277	215,027	544,277	694,277
10	783,867	881,851	81,851	202,601	531,851	681,851
20	772,822	869,425	69,425	190,175	519,425	669,425
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











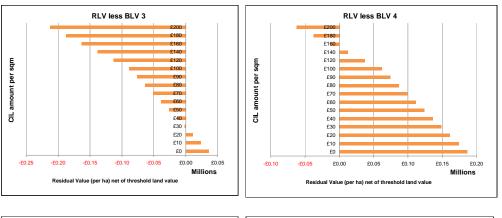
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,739,673	3,082,132	2,282,132	2,402,882	2,732,132	2,882,132
10	2,728,628	3,069,706	2,269,706	2,390,456	2,719,706	2,869,706
20	2,717,582	3,057,280	2,257,280	2,378,030	2,707,280	2,857,280
30	2,706,537	3,044,854	2,244,854	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

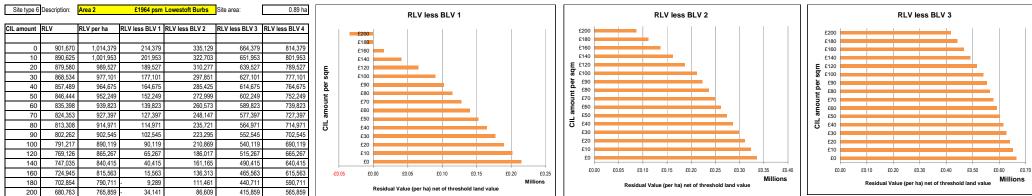
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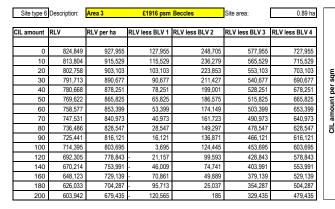
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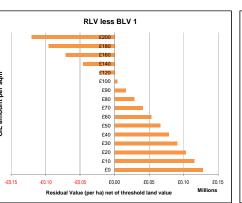
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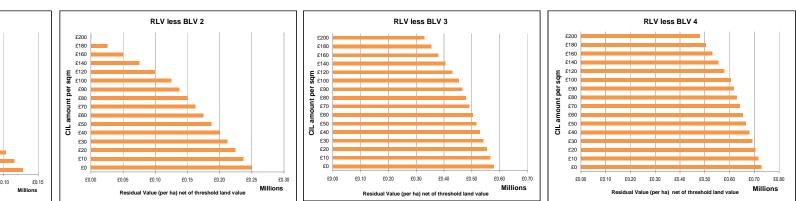
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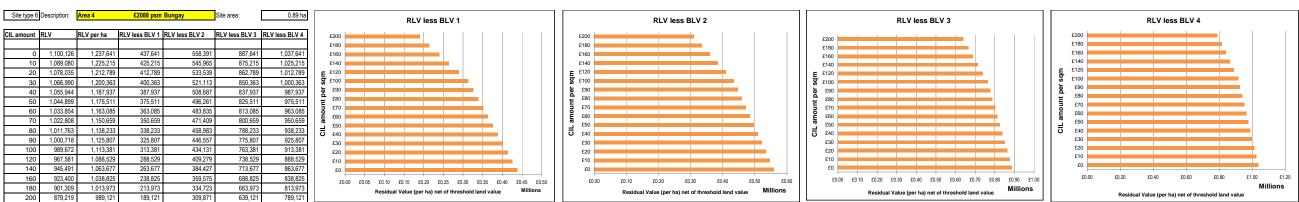
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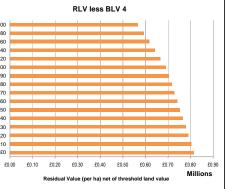


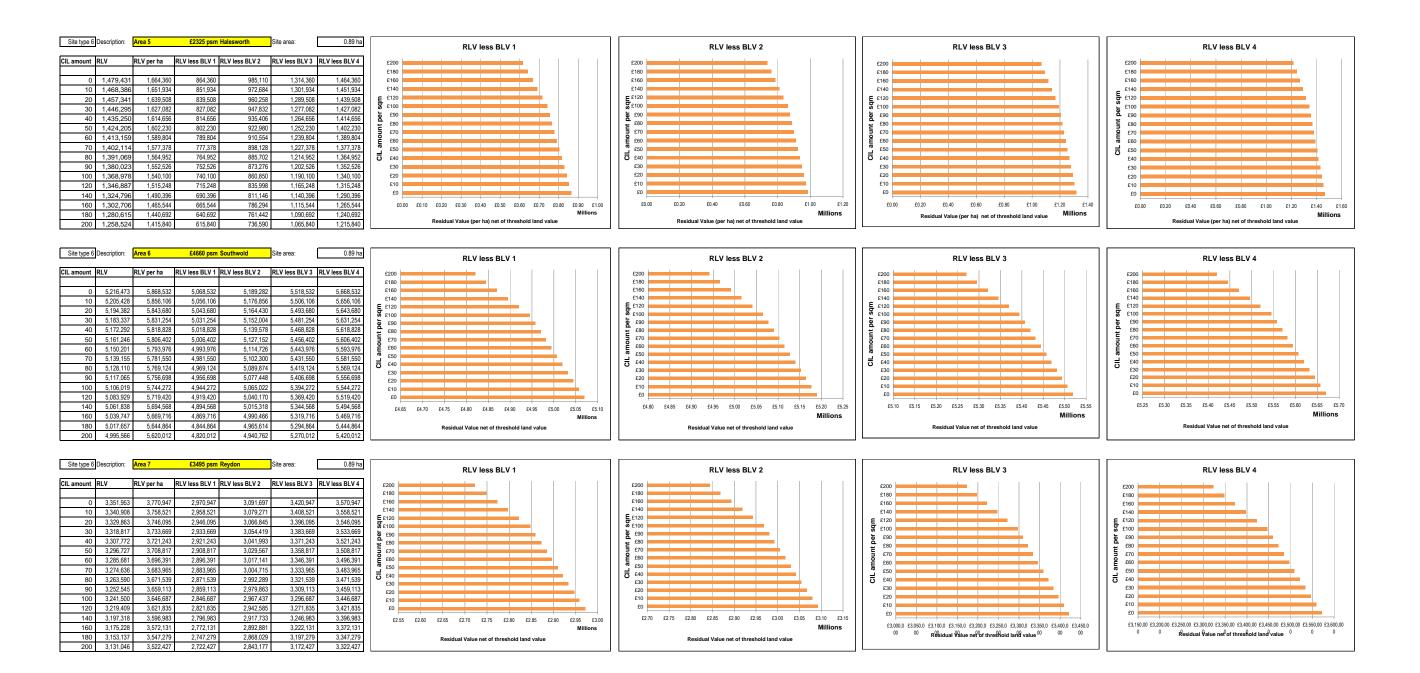












SITE TYPE	7
40 UNITS	
HOUSES	
30 UPH	

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

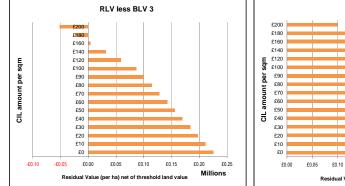
CSH level:	3	Sales value inflat
Aff Hsg:	35%	Build cost inflation
		Profit

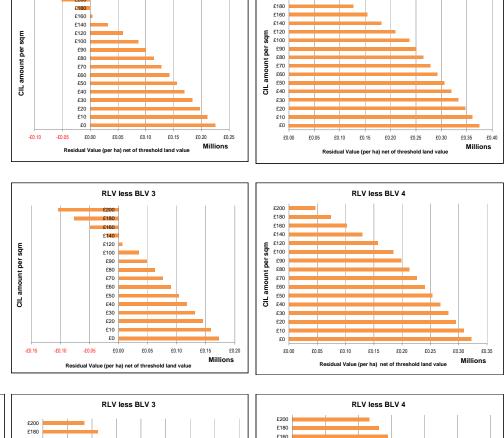
Site type 7	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	1.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	258,618	193.963	- 606.037	- 485.287	- 156.037	- 6.037
10	240,209		- 619.843	- 405,207	- 169.843	- 0,037
20	221,800		- 633,650	- 512,900	- 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

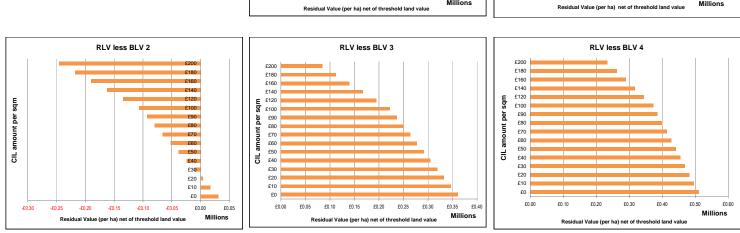
Site type 7	Description:	Area 3	£1916 psm	Beccles	Site area:	1.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	696.558	522.419	- 277,581	- 156.831	172,419	322,419
10	678,149	508.612	- 291.388	- 170.638	158.612	308.612
20	659,740	494.805	- 305.195	- 184.445	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

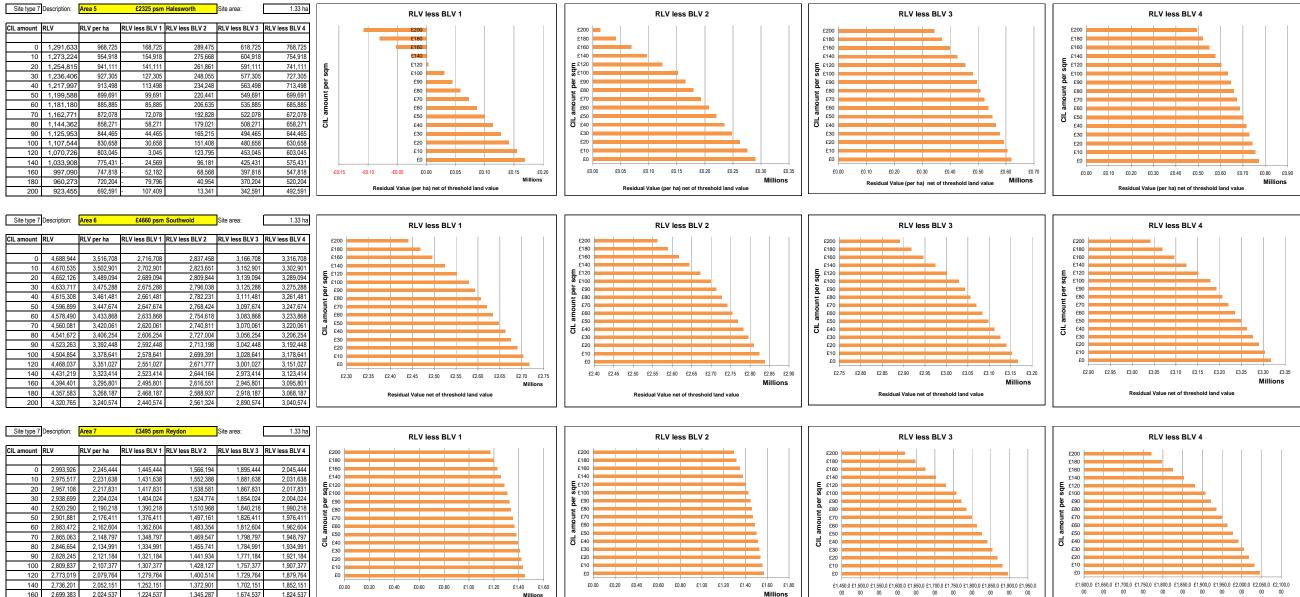
Site type 7	Description:	Area 4	£2088 psm	Bungay	Site area:	1.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	946.810	710,107	- 89.893	30,857	360,107	510,107
10	928,401	696.301	- 103,699	17,051	346.301	496,301
20	909.992	682,494	- 117.506	3,244	332,494	482,494
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						

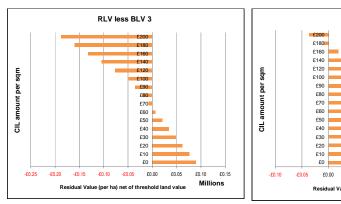


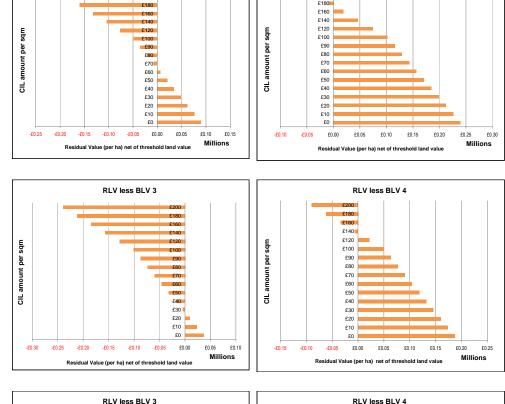
Site type 7	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	1.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	78,045	58,533	- 741,467	- 620,717	- 291,467	- 141,467
10	59,636	44,727	- 755,273	- 634,523	- 305,273	- 155,273
20	41,227	30,920	- 769,080	- 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

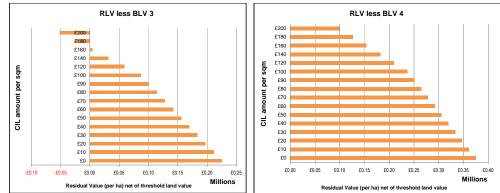
Site type 7	Description:	Area 3	£1916 psm	Beccles	Site area:	1.33 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	545 005	000.000	- 413.011	000.004	00,000	186.98
-	515,985	386,989		- 292,261	36,989	
10	497,576	373,182	- 426,818	- 306,068	23,182	173,18
20	479,167	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

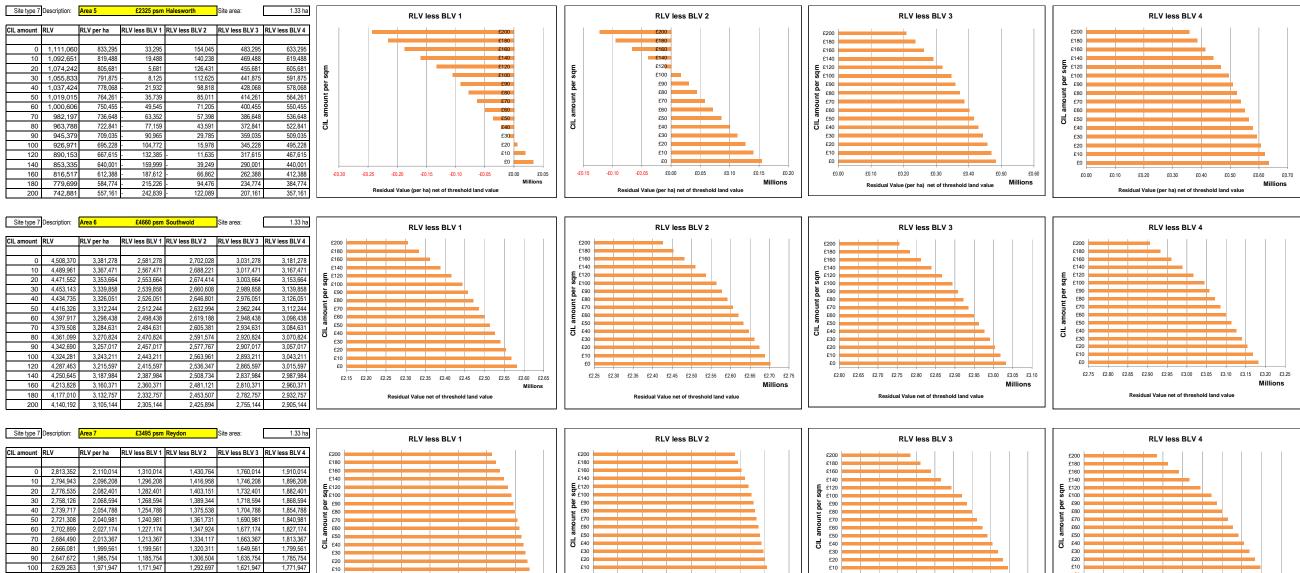
Site type 7	Description:	Area 4	£2088 psm	Bungay	Site area:	1.33 ha	
IL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4	
0	766,236	574,677	- 225,323	- 104,573	224,677	374,67	
10	747,827	560,871	- 239,129	- 118,379	210,871	360,87	
20	729,418	547,064	- 252,936	- 132,186	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

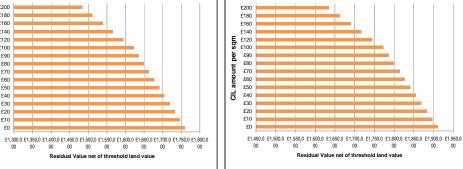
1.483.881

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					

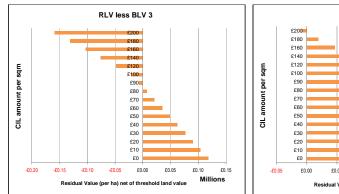
CSH level:	3	-5%	Sales value inflation
Aff Hsg:	35%		Build cost inflation
			Profit

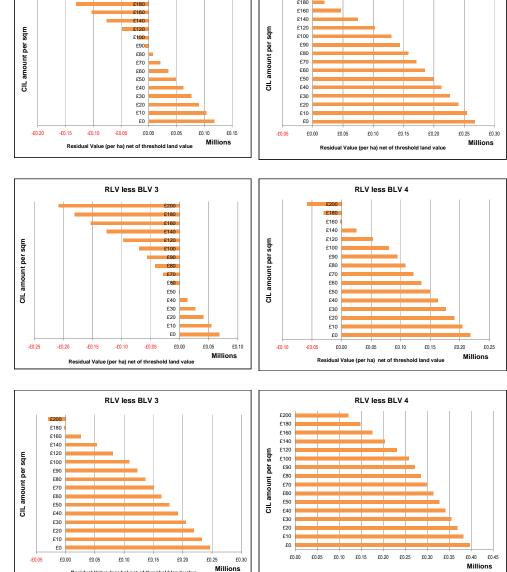
Site type 7	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	1.33 h
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	141,131	105,848	- 694,152	- 573,402	- 244,152	- 94,152
10	122,722	92,041	- 707,959	- 587,209	- 257,959	- 107,95
20	104,313	78,235	- 721,765	- 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	

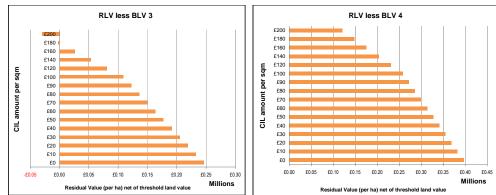
Site type 7	Description:	Area 3	£1916 psm	Beccles	Site area:	1.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	557,174	417,880	- 382,120	- 261,370	67,880	217,880
10	538,765	404.074	- 395.926	- 201,370	54.074	204.074
20	520,356	404,074 390,267	- 395,926	- 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

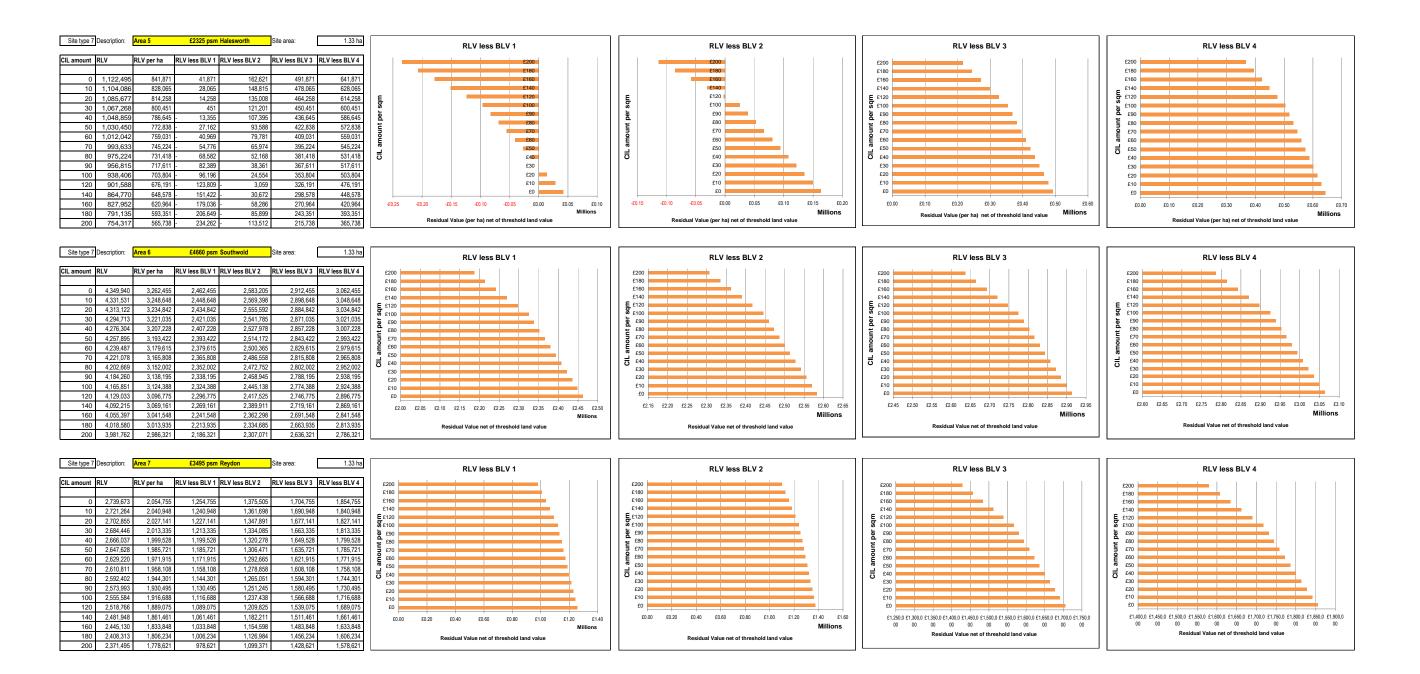
Site type 7	Description:	Area 4	£2088 psm	Bungay	Site area:	1.33 hi
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	794,913	596,185	- 203,815	- 83,065	246,185	396,185
10	776,504	582,378	- 217,622	- 96,872	232,378	382,37
20	758,095	568,571	- 231,429	- 110,679	218,571	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

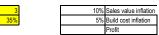




SITE TYPE 7 40 UNITS HOUSES 30 UPH

CSH level:

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

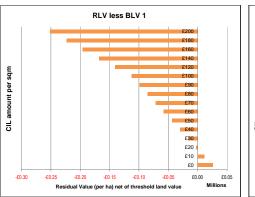


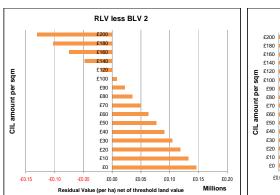
Site type 7	Description:	Area 1	£1615 psm	Inner Lowestoft	Site area:	1.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	343,115	257,336	- 542,664	- 421,914	- 92,664	57,336
10	324,706	243,529	- 556,471	- 435,721	- 106,471	43,529
20	306,297	229,723	- 570,277	- 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

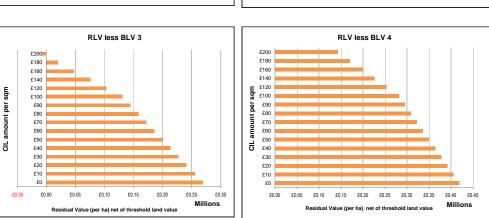
Site type 7	Description:	Area 2	£1964 psm	Lowestoft Burbs	Site area:	1.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	901,670	676,253	- 123,747	- 2,997	326,253	476,253
10	883,261	662,446	- 137,554	- 16,804	312,446	462,446
20	864,853	648,639	- 151,361	- 30,611	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

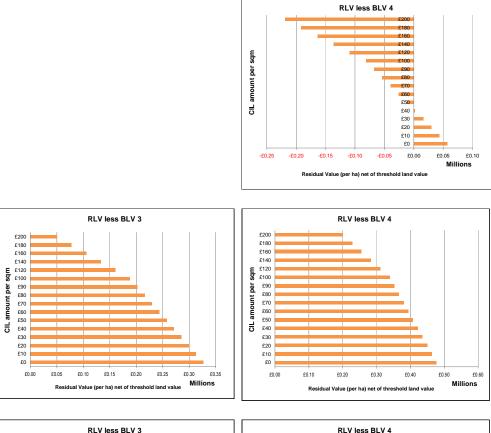
Site type 7	Description:	Area 3	£1916 psm	Beccles	Site area:	1.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	824,849	618.637	- 181.363	- 60.613	268.637	418,637
10	806.440	604.830	- 195,170	- 74.420	254.830	418,037
20	788.031	591,023	- 208.977	- 88.227	241,023	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

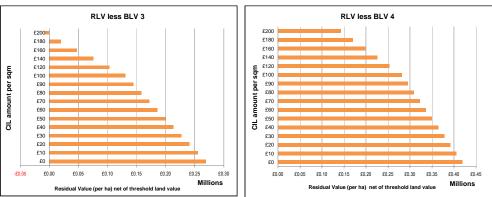
Site type 7	Description:	Area 4	£2088 psm	Bungay	Site area:	1.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,100,126	825,094	25,094	145,844	475,094	625,094
10	1,081,717	811,288	11,288	132,038	461,288	611,288
20	1,063,308	797,481	- 2,519	118,231	447,481	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



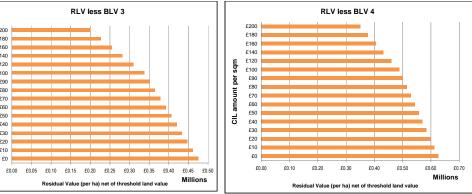


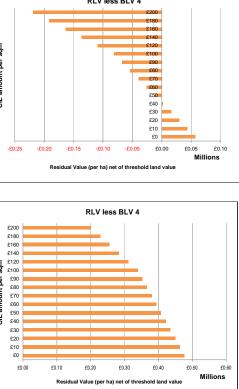


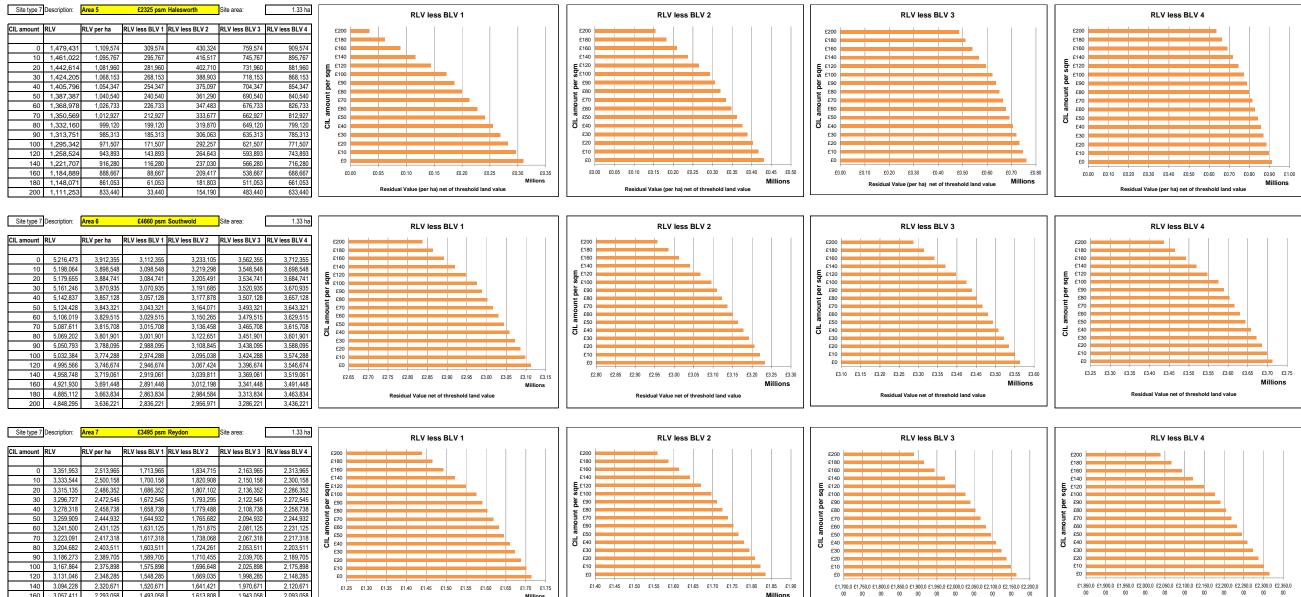












Millions

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

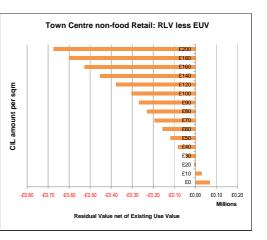
Residual Value net of threshold land value

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



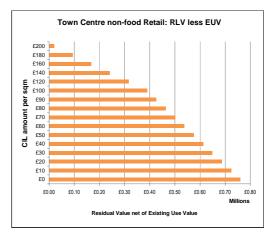
	CIL amount	RLV
1	£0	£66,263
2 3	£10	£29,180
	£20	-£7,903
4	£30	-£44,985
5	£40	-£82,068
6	£50	-£119,151
7	£60	-£156,233
8	£70	-£193,316
9	£80	-£230,399
10	£90	-£267,481
11	£100	-£304,564
12	£120	-£378,729
13	£140	-£452,895
14	£160	-£527,060
15	£180	-£601,225
16	£200	-£675,391

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

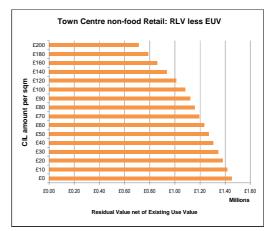
Surplus available to fund CIL 18,381



	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

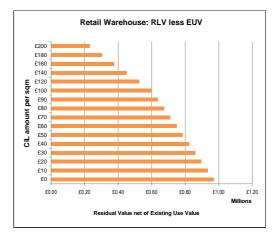
DEVELOPMENT APPRAISAL			
Commercial Development		Use class:	TC NF RETAIL
DEVELOPMENT VALUE			
Rental Income	Area	£psf	£ per annum
Rent - area 1	17,674		353,480
Rent - area 2	10,000		200,000
Rent - area 3	10,000	20.00	200,000
Total rental income	37,674	l.	753,480
Rent free/voids (years)	2	2 0.8900 6.00%	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

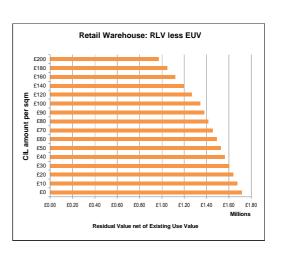


	CIL amount	RLV
1	£0	£970,208
2 3	£10	£933,125
3	£20	£896,043
4	£30	£858,960
5	£40	£821,877
6	£50	£784,795
7	£60	£747,712
8	£70	£710,629
9	£80	£673,547
10	£90	£636,464
11	£100	£599,381
12	£120	£525,216
13	£140	£451,051
14	£160	£376,885
15	£180	£302,720
16	£200	£228,555

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



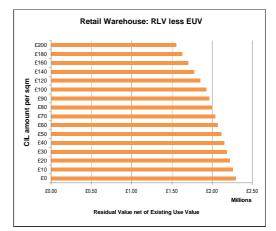
	<u>.</u>	
	CIL amount	RLV
1	£0	£1,712,474
2 3	£10	£1,675,391
	£20	£1,638,309
4	£30	£1,601,226
5	£40	£1,564,143
6	£50	£1,527,061
7	£60	£1,489,978
8	£70	£1,452,895
9	£80	£1,415,813
10	£90	£1,378,730
11	£100	£1,341,647
12	£120	£1,267,482
13	£140	£1,193,317
14	£160	£1,119,151
15	£180	£1,044,986
16	£200	£970,821

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

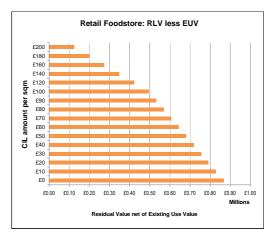


	CIL amount	RLV
1	£0	£2,295,054
2	£10	£2,257,972
3	£20	£2,220,889
4	£30	£2,183,806
5	£40	£2,146,724
6	£50	£2,109,641
7	£60	£2,072,558
8	£70	£2,035,476
9	£80	£1,998,393
10	£90	£1,961,310
11	£100	£1,924,228
12	£120	£1,850,062
13	£140	£1,775,897
14	£160	£1,701,731
15	£180	£1,627,566
16	£200	£1,553,401

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

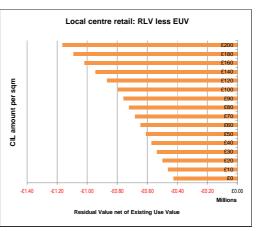


	CIL amount	RLV
1	£0	£865,936
2	£10	£828,853
3	£20	£791,770
4	£30	£754,688
5	£40	£717,605
6	£50	£680,522
7	£60	£643,440
8	£70	£606,357
9	£80	£569,274
10	£90	£532,192
11	£100	£495,109
12	£120	£420,944
13	£140	£346,778
14	£160	£272,613
15	£180	£198,448
16	£200	£124,282

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

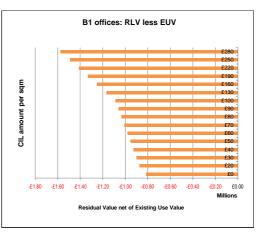
Surplus available to fund CIL (1,166,352)



	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)

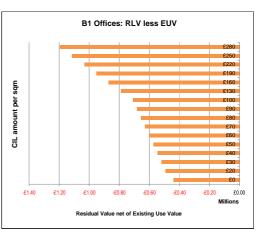


	CIL amount	RLV
1	£0	-£817,437
2	£20	-£871,502
3	£30	-£898,534
4	£40	-£925,567
5	£50	-£952,599
6	£60	-£979,632
7	£70	-£1,006,664
8	£80	-£1,033,697
9	£90	-£1,060,729
10	£100	-£1,087,762
11	£130	-£1,168,860
12	£160	-£1,249,957
13	£190	-£1,331,055
14	£220	-£1,412,152
15	£250	-£1,493,250
16	£280	-£1,574,348

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

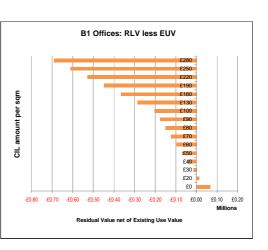
(1,195,790)



	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)

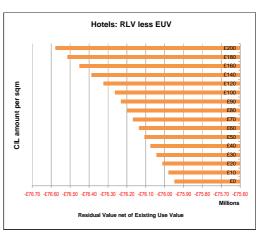
2,380,519

(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

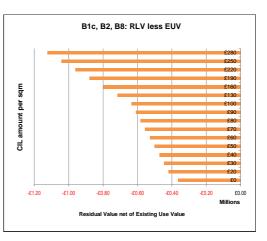
Surplus available to fund CIL (3,356,399)



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

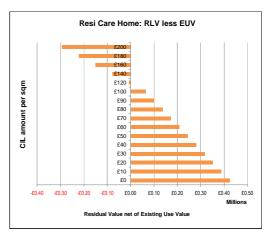
Surplus available to fund CIL

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

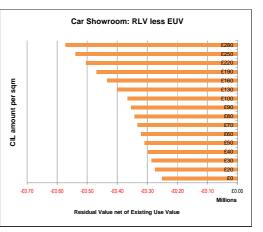
Surplus available to fund CIL (293,271)



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		