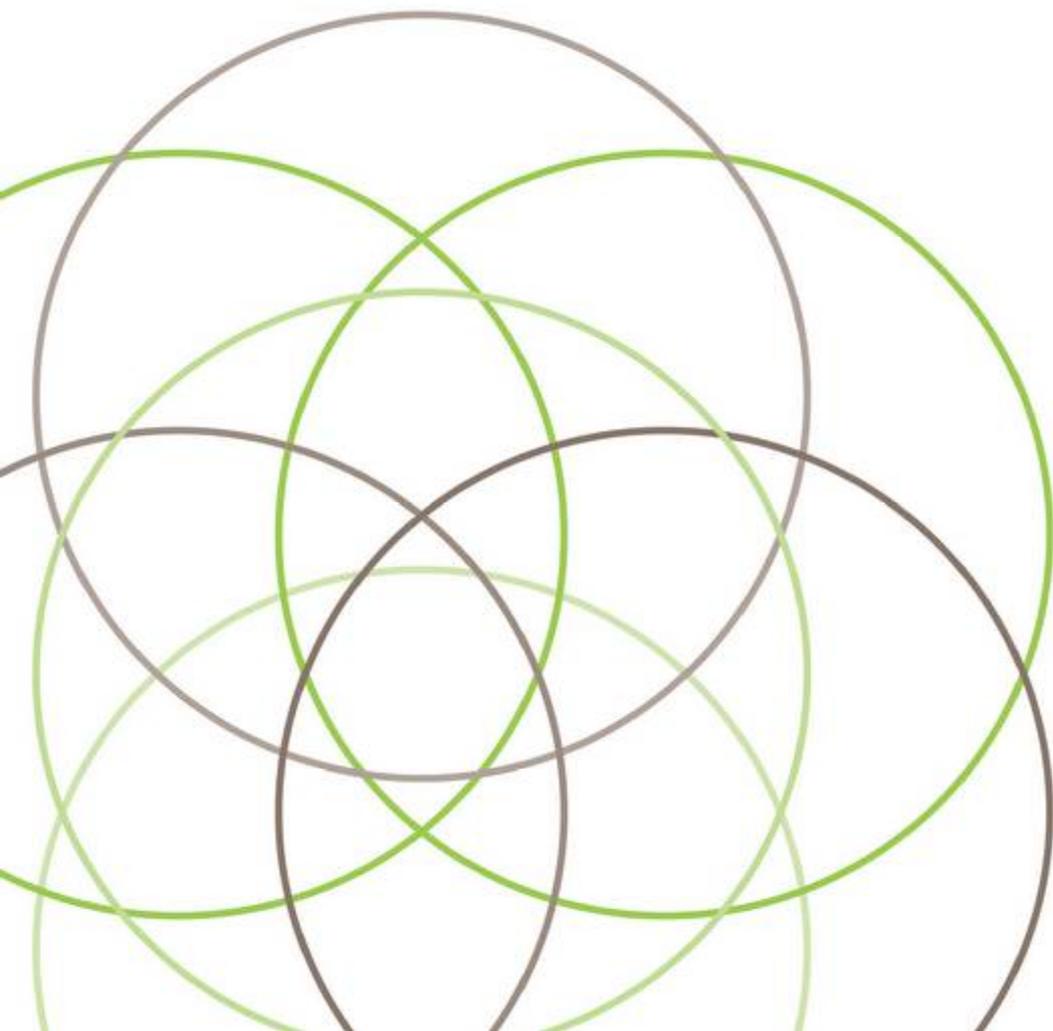

Final

Waveney Local Plan – Whole
Plan Viability Assessment



Waveney District Council

March 2018



Quality Assurance

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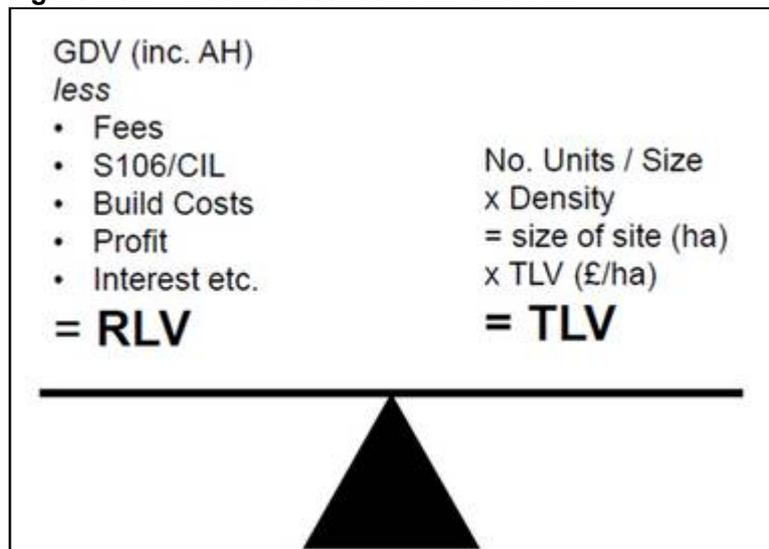
Appendix 8 – Retail Viability Results

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Executive Summary

- ES 1 AspinallVerdi has been appointed by Waveney District Council to provide economic viability advice in respect of the cumulative impact on development of the emerging Local Plan policies.
- ES 2 Our specific instructions are to ensure that the policies and proposals in the emerging First Draft Waveney Local Plan are viable and therefore deliverable.
- ES 3 Our viability assessment has been carried out having regard to the various statutory requirements comprising primary legislation, Statutory Regulations and guidance – including the Housing White Paper (February 2017) and the CIL Review (October 2016) (see section 2).
- ES 4 We have carried out a comprehensive review of the market for new build residential sales values and land values (see Appendix 3 and section 5).
- ES 5 Our general approach is illustrated in the diagram below (ES.1). This is explained in more detail in section 3 –Methodology.

Figure ES.1 – Balance between RLV and TLV

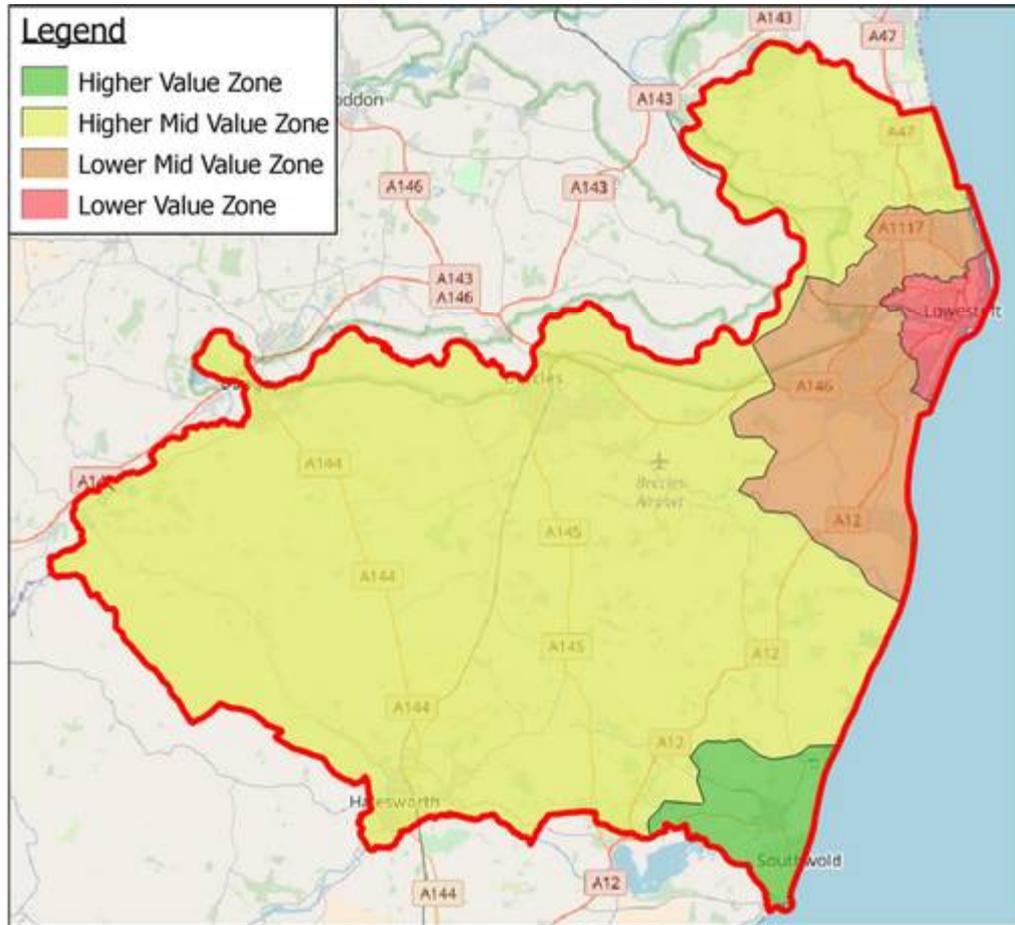


Source: AspinallVerdi © Copyright

- ES 6 We have carried out residual appraisals to establish the Residual Land Value (RLV). This is a traditional model having regard to: the gross development value (GDV) of the scheme; including Affordable Housing; and deducting all costs; including CIL; to arrive at the RLV. A scheme is viable if the RLV is positive for a given level of profit. We describe this situation herein as being ‘fundamentally’ viable.

- ES 7 We have had regard to the cumulative impact of the Local Plan policies. The impact of each of the policies (either direct or indirect) is set out on the policy review (at Appendix 1).
- ES 8 This is then compared to the Threshold Land Value (TLV). The TLV is the price at which a landowner will be willing to sell their land for development and is derived from benchmark Market Values and Existing Use Values (EUV), the size of the hypothetical scheme and the development density assumption.
- ES 9 The RLV less TLV results in an appraisal ‘balance’ which should be interpreted as follows:
- If the ‘balance’ is positive, then the proposal / policy is viable. We describe this as being ‘viable for plan making purposes’ herein.
 - If the ‘balance’ is negative, then the proposal / policy is ‘not viable for plan making purposes’ and the CIL and/or Affordable Housing policy should be reviewed.
- ES 10 In addition to the RLV appraisals and TLV analysis, we have also prepared a series of sensitivity scenarios for each of the typologies. This is to assist in the analysis of viability and to appreciate the sensitivity of the appraisals to key variables such as: Affordable Housing %; TLV and profit; and, to consider the impact of rising construction costs. This is to de-emphasise the TLV in each typology and help consider viability ‘in-the-round’ i.e. in the context of sales values, development costs, contingency, developer’s profit which make up the appraisals inputs.
- ES 11 Where the RLV is positive but the ‘balance’ is negative due to the TLV assumption, we refer to this as being ‘marginal’ in terms of viability.
- ES 12 We have analysed the Council’s allocations for housing in order to group them into typologies by size and location. These different typologies reflect the type of sites coming forward in the emerging Local Plan and specifically the preferred housing allocations. In addition, our analysis shows there are different housing market zones across the district. The different typologies have been tested across the different value zones. These zones are set out in Figure ES.2.

Figure ES.2 - Value zones across the district



Source: AspinallVerdi

ES 13 Our detailed assumptions and results are set out in sections 5 through to 9 of this report together with our detailed appraisals which are appended. In summary we make the following recommendations:

Residential Uses

ES 14 Based on the residential viability results, we recommend that trade-offs between affordable housing and CIL charges i.e. a mix and match approach. Either the Council could seek to maximise affordable housing, or reduce the affordable housing contributions but maximise CIL.

ES 15 Table ES1 shows the policy trade-offs available with affordable housing tenure of 50% affordable rent; 30% shared ownership; 20% Starter Homes.

Table ES1 - Affordable housing tenure: 50% affordable rent; 30% shared ownership; 20% Starter Homes

Value zone	Affordable housing	Maximum CIL £ psm,	Comments
Lower value – generic sites	10%	£50	Not all scenarios viable but bulk of development is not contained in this zone.
	20%	£10	
Lower value – strategic sites	10%	£90	
	30%	£20	
Lower mid value – generic	25%	£70	
	35%	£20	
Lower mid value – strategic sites	20%	£40	
	25%	£20	
Higher mid value – generic	30%	£110	
	35%	£60	
Higher mid value – strategic sites	25%	£130	
	45%	£20	
Higher Value	40%	£190	
	50%	£120	

Source: AspinallVerdi

ES 16 Table ES2 shows the policy trade-offs available with affordable housing tenure of 70% affordable rent, 15% shared ownership and 15% discount rent.

Table ES2 - Affordable housing tenure 70% affordable rent; 15% shared ownership; 15% Starter Homes

Value zone	Affordable housing	Maximum CIL £ psm,	Comments
Lower value – generic sites	10%	£50	Not all scenarios viable but bulk of development is not contained in this zone.
	15%	£30	
Lower value – strategic sites	10%	£80	
	25%	£20	
Lower mid value – generic	15%	£100	
	30%	£10	
Lower mid value – strategic sites	20%	£40	
	25%	£20	
Higher mid value – generic	20%	£110	
	35%	£10	
Higher mid value – strategic sites	20%	£120	
	30%	£40	
Higher Value	30%	£200	
	40%	£110	

Source: AspinallVerdi

Elderly Accommodation

ES 17 Table ES4 sets out policy option trade-offs for elderly accommodation. There is only opportunity to capture contributions in the higher mid and higher value zones.

Table ES4 - Elderly accommodation proposed policy costs

Scenario	Affordable housing	CIL £spm
Housing - higher mid value	5%	£160
	20%	£50
Housing zone - higher value	15%	£200
	35%	£40

Scenario: AspinallVerdi

Holiday Let

ES 18 The results of our holiday let testing shows that development is only viable in the higher value zone. In the higher value zone there is scope for a maximum CIL charge of £80 psm.

Employment Viability

ES 19 The viability testing has shown that there is no scope for a CIL charge to be levied on employment space across the district.

Retail Viability

ES 20 The viability has shown that convenience retail is viable with a maximum CIL of £220 psm. Due to the current uncertainty in the sector we would recommend setting a CIL below the maximum to allow sufficient buffer for market fluctuation.

ES 21 The viability testing has shown that high street retail and small out of town is unviable, but large out of town is viable. Out of town retail is viable with the opportunity for a maximum CIL of £210 psm. Again, we would recommend setting a CIL below the maximum to allow sufficient buffer for market fluctuation. For ease a single CIL charge for retail would be suitable, with a zero CIL charge for town centre development.

1 Introduction

- 1.1 The objective in this study as set out in the Council’s brief is to “ensure the policies and proposals in the emerging First Draft Waveney Local Plan are viable and therefore deliverable.”
- 1.2 As part of this study, the Council is seeking guidance on:
- The likely costs of meeting emerging policy requirements in the First Draft Local Plan.
 - Appraisal of the viability of type of development in the emerging allocations in the First Draft Local Plan
 - Appraisal of the viability of typical windfall development
 - CIL review of non-residential uses:
 - Holiday lets
 - Supermarkets / Superstores
 - Retail Warehouses
 - Town centre non-food retail
 - Office development
 - Industry and Warehouse development
 - Viability testing of affordable housing provision from 5% to 50%, along with an assessment of the viable infrastructure contributions (either Section 106 or Community Infrastructure Levy (CIL))
- 1.3 These are complex questions, and the only way to make the decision properly is to explicitly understand the trade-offs being made between those choices.
- 1.4 This report and the accompanying appraisals have been prepared in line with RICS valuation guidance. However, it is first and foremost a supporting document to support the delivery of the First Draft Local Plan.
- 1.5 This appraisal is not a formal ‘Red Book’ (RICS Valuation – Professional Standards January 2014) valuation and should not be relied upon as such.
- 1.6 The assumptions used in this First Draft Local Plan Viability Report are sufficiently robust to inform the viability of plan policies but not appropriate to use in individual site assessments (for example Section 106 assessments), this is supported through The Harman Report which states:
- “It is important to keep in mind that assessing the potential viability of plan policies will not take the same form nor share the same set of assumptions as a site-specific development appraisal.”***

When looking at whether or not a particular site is viable, it will be assessed against the existing planning policy, whereas a plan-wide test is carried out to help inform future policy.”

1.7 We therefore advise on site specific viability assessments that detailed information is used to reflect the site specifics of the scheme.

1.8 The remainder of this report is structured as follows:

Section 2 – National Planning Policy Context	This section sets out the statutory requirements for the Local Plan and CIL viability including the NPPF, CIL Regulations and Planning Practice Guidance (PPG).
Section 3 – Methodology	This section sets out our methodology to establish the viability of the various land uses and development typologies used in the testing. We also set out the professional guidance used when undertaking the economic viability appraisals and some important principles of land economics.
Section 4 – Local Plan Context	This section sets out the details of the First Draft Local Plan, July 2017 and the existing Community Infrastructure Charging Schedule.
Sections 5 – Residential Viability Testing	This section sets out our viability assumptions and results for our residential scenario testing, including sensitivity testing of our results.
Section 6 – Specialist Residential Testing Viability Testing	This section sets out our viability assumptions and results for our elderly and holiday lets scenario testing.
Section 7 – Retail Testing Viability Testing	This section sets out our viability assumptions and results for our convenience and comparison retail testing.
Section 8 – Employment Viability Testing	This section sets out our viability assumptions and results for our office and industrial scenario testing.
Section 9 – Recommendations	In the final section we set our policy recommendations based on our evidence gathered and the results of our viability testing.

¹ Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the ‘Harman’ report) page 25

2 National Planning Policy Context

- 2.1 Our economic viability appraisal has been carried out having regard to the various statutory requirements comprising primary legislation, planning policy, statutory regulations and guidance. In addition, we set out the details emerging national documents.

National Planning Policy Framework

- 2.2 The National Planning Policy Framework (NPPF) sets out the Government's planning policies for England and how these are expected to be applied². It was first published on 27 March 2012 and is now online (see below).

Paragraph 173

- 2.3 The NPPF places viability and deliverability at the fore. Paragraph 173 deals explicitly with ensuring viability and deliverability of development. Paragraph 173 states that:

*“Pursuing sustainable development requires **careful attention to viability and costs in plan-making and decision-taking**. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide **competitive returns to a willing land owner and willing developer to enable the development to be deliverable**.”³ (our emphasis)*

Affordable Housing

- 2.4 In terms of affordable housing, the NPPF specifically requires that local planning authorities should:

“use their evidence base to ensure that their Local Plan meets the full, objectively assessed needs for market and affordable housing in the housing market area, as far as is consistent with the policies set out in this Framework, including identifying key sites which are critical to the delivery of the housing strategy over the plan period”⁴

² <https://www.gov.uk/guidance/national-planning-policy-framework/plan-making/> (accessed 08/11/17)

³ Department of Communities and Local Government (March 2012) The National Planning Policy Framework ISBN: 978-1-4098-3413-7 paragraph 173

⁴ Department of Communities and Local Government (March 2012) The National Planning Policy Framework ISBN: 978-1-4098-3413-7 paragraph 47

Planning Obligations

2.5 Finally, the NPPF sets the context for planning obligations (S106 Agreements) following the introduction of CIL. The NPPF sets out the following tests:

“Planning obligations should only be sought where they meet all of the following tests⁵ -

- *necessary to make the development acceptable in planning terms;*
- *directly related to the development; and*
- *fairly and reasonably related in scale and kind to the development.”*

2.6 It is important to note that the CIL Regulations limit the use of planning obligations to a maximum of five S106 agreements in order to limit the use of pooled S106's to fund infrastructure and (therefore) encourage the uptake of CIL.⁶

Planning Practice Guidance

2.7 On 6 March 2014 the Department for Communities and Local Government (DCLG) launched this planning practice guidance (PPG) web-based resource.⁷ This enables all planning practice guidance to be available entirely online. This contains particularly important sections for this report, which we summarise in the following sections –

- Viability
- Starter Homes (noting the Housing White Paper)
- Local Plans
- Planning Obligations
- Community Infrastructure Levy (CIL) (again noting the recent CIL Review (LIT/SIT)).

2.8 In addition, the PPG sets out national guidance on the 10-unit threshold for affordable housing. We also set out Government's draft NPPF and PPG.

2.9 We do not propose to rehearse every paragraph of this guidance here, but we set out below the key guidance relevant to Waveney District Council making reference where appropriate to the Housing White Paper and the recent CIL review.

⁵ Department of Communities and Local Government (March 2012) The National Planning Policy Framework ISBN: 978-1-4098-3413-7 paragraph 204

⁶ The Community Infrastructure Levy Regulations 2010 in force from 6 April 2010 under section 222(2)(b) of the Planning Act 2008, Regulation 123

⁷ <http://planningguidance.communities.gov.uk/about/> (accessed 11/1/16)

Viability

- 2.10 The NPPF says that “plans should be deliverable and that the sites and scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened.”⁸
- 2.11 “Development of plan policies should be iterative – with draft policies tested against evidence of the likely ability of the market to deliver the plan’s policies, and revised as part of a dynamic process.”⁹
- 2.12 “Evidence should be **proportionate** to ensure plans are underpinned by a broad understanding of viability. Greater detail may be necessary in areas of known marginal viability or where the evidence suggests that viability might be an issue – for example in relation to policies for strategic sites which require high infrastructure investment”.¹⁰ (our emphasis)
- 2.13 “Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable; **site typologies may be used to determine viability at policy level**. Assessment of samples of sites may be helpful to support evidence and more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.”¹¹ (our emphasis) – In this respect we have set out our rationale for the site typologies for each use within the relevant section below.
- 2.14 “Plan makers should **not plan to the margin of viability but should allow for a buffer** to respond to changing markets and to avoid the need for frequent plan updating. **Current costs and values** should be considered when assessing the viability of plan policy. Policies should be deliverable and should not be based on an expectation of future rises in values at least for the first five years of the plan period. This will help to ensure realism and avoid complicating the assessment with uncertain judgements about the future. Where any relevant future change to regulation or policy (either national or local) is known, any likely impact on current costs should be considered”.¹² (our emphasis)
- 2.15 Local Plan policies should reflect **the desirability of re-using brownfield land**, and the fact that brownfield land is often more expensive to develop. Where the cost of land is a major barrier, landowners should be engaged in considering options to secure the successful development of sites. Particular consideration should also be given to Local Plan policies on planning obligations,

⁸ Paragraph: 001 Reference ID: 10-001-20140306 (accessed 12/1/16)

⁹ Paragraph: 005 Reference ID: 10-005-20140306 (accessed 12/1/16)

¹⁰ Paragraph: 005 Reference ID: 10-005-20140306 (accessed 12/1/16)

¹¹ Paragraph: 006 Reference ID: 10-006-20140306 (accessed 12/1/16)

¹² Paragraph: 008 Reference ID: 10-008-20140306 (accessed 12/1/16)

design, density and infrastructure investment, as well as in setting the Community Infrastructure Levy, “**to promote the viability of brownfield sites across the local area.**”¹³ (our emphasis)

2.16 **Central to the consideration of viability is the assessment of land or site value.** The most appropriate way to assess land or site value will vary but there are common principles which should be reflected. “*In all cases, estimated land or site value should:*

- **reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge;**
- **provide a competitive return to willing developers and land owners** (including equity resulting from those building their own homes); and
- **be informed by comparable, market-based evidence** wherever possible. Where transacted bids are significantly above the market norm, they should not be used as part of this exercise.”¹⁴ (our emphasis)

2.17 The NPPF states that viability should consider “competitive returns to a willing landowner and willing developer to enable the development to be deliverable.” This **return will vary significantly between projects to reflect the size and risk** profile of the development and the risks to the project. A rigid approach to assumed profit levels should be avoided and comparable schemes or data sources reflected wherever possible.¹⁵ (our emphasis)

2.18 A **competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land** for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.”¹⁶ (our emphasis).

Starter Homes

2.19 The PPG contains a complete section on Starter Homes (dated 10 03 2015). At the time of writing this guidance is still ‘live’ however, the Housing White Paper amends the definition of affordable housing to include Starter Homes within other forms of Low Cost Home Ownership. We have therefore sought to reflect the Housing White Paper proposals to ensure our report as up to date as possible (see Housing White Paper below).

¹³ Paragraph: 025 Reference ID: 10-025-20140306 (accessed 12/1/16)

¹⁴ Paragraph: 014 Reference ID: 10-014-20140306 (accessed 12/1/16)

¹⁵ Paragraph: 015 Reference ID: 10-015-20140306 (accessed 12/1/16)

¹⁶ Paragraph: 015 Reference ID: 10-015-20140306 (accessed 12/1/16)

2.20 The *current* Starter Homes policy is an exception sites policy. Paragraph: 001 Reference ID: 55-001-20150318 states:

“Starter Homes exception sites policy helps to meet the housing needs of young first time buyers, many of whom increasingly cannot afford to buy their own home, by allowing Starter Homes to be offered to them at below their open market value. The exception site policy enables applications for development for Starter Homes on under-used or unviable industrial and commercial land that has not been currently identified for housing. It also encourages local planning authorities not to seek section 106 affordable housing and tariff-style contributions that would otherwise apply. Local planning authorities should work in a positive and proactive way with landowners and developers to secure a supply of land suitable for Starter Homes exception sites to deliver housing for young first time buyers in their area.”

2.21 The PPG goes on to describe the implementation of the Starter Homes exceptions sites policy by defining what land is suitable for Starter Homes (Paragraph: 007 Reference ID: 55-007-20150318) and what are underused or unviable industrial commercial sites (Paragraph: 008 Reference ID: 55-008-20150318).

2.20 The PPG also confirms that. *‘Local planning authorities can use their discretion to include a small proportion of market homes on Starter Homes exception sites where it is necessary for the financial viability of the site. The market homes on the site will attract section 106 or Community Infrastructure Levy contributions in the usual way’.* (Paragraph: 012 Reference ID: 55-012-20150318).

The Planning and Housing Act (2016) provides some further information:

(1) *“In this Chapter “starter home” means a building or part of a building that:*

(a) is a new dwelling,

(b) is available for purchase by qualifying first-time buyers only,

*(c) is to be sold at a discount of at least **20% of the market value,***

(d) is to be sold for less than the price cap, and

(e) is subject to any restrictions on sale or letting specified in regulations made by the Secretary of State.

(2) *“New dwelling” means a building or part of a building that:*

(a) has been constructed for use as a single dwelling and has not previously been occupied, or

(b) has been adapted for use as a single dwelling and has not been occupied since its adaptation.

(3) “Qualifying first-time buyer” means an individual who:

(a) is a first-time buyer,

(b) is at least 23 years old but has not yet reached the age of 40, and

(c) meets any other criteria specified in regulations made by the Secretary of State (for example, relating to nationality).”

2.21 The initial ‘cap’ is to be **£250,000** outside London.

2.22 Notwithstanding this, DCLG issued technical consultation on the Starter Homes Regulations in March 2016. This was to widen the scope of Starter Homes to all sites and not just exceptions sites. Furthermore, the consultation was based on the introduction of a flat rate of 20% Starter Homes on all sites of 11 or more units (i.e. in effect a third tenure form of affordable housing).

2.23 This theme has been followed through in the HM Government’s White Paper, ‘Fixing our broken housing market’ dated February 2017.

Housing White Paper

2.24 The White Paper clearly states that, “*the Government will not introduce a statutory requirement for starter homes at the present time. This is because of concerns expressed in response to our consultation last year that this would not respond to local needs. Instead we want local authorities to deliver starter homes as part of a mixed package of affordable housing of all tenures that can respond to local needs and local markets.*”¹⁷

2.25 Government’s express intention is to publish a revised definition of affordable housing¹⁸ – to broaden the definition of affordable housing, to include a range of low cost housing opportunities for those aspiring to own a home, including starter homes. In doing so this approach would seek to retain all types of housing that are currently considered affordable housing¹⁹. This is to build on existing practice.²⁰

2.26 The proposed definition of affordable housing includes²¹:

- Affordable housing
- Social rented housing

¹⁷ Paragraph A.124 DCLG, ‘Fixing our broken housing market,’ February 2017

¹⁸ Paragraph A.121 DCLG, ‘Fixing our broken housing market,’ February 2017

¹⁹ Paragraph A.119 DCLG, ‘Fixing our broken housing market,’ February 2017

²⁰ Paragraph A.115 DCLG, ‘Fixing our broken housing market,’ February 2017

²¹ Paragraph A.126 DCLG, ‘Fixing our broken housing market,’ February 2017

- Affordable rented housing
 - Starter homes
 - Discounted market sale housing
 - Affordable private rented housing
 - Intermediate housing.
- 2.27 Accordingly, Starter Homes will form part of the tenure types under ‘home ownership’ affordable housing products (as opposed to rented affordable housing tenure).
- 2.28 Furthermore, the White Paper also states that, *“following any proposed change to the definition of affordable housing, local planning authorities will have to consider the broadened definition of affordable housing in their evidence base for plan-making. However, to promote delivery of affordable homes to buy, we propose to make it clear in national planning policy that local authorities should seek to ensure that a **minimum of 10% of all homes on individual sites are affordable home ownership products**. We consider that this strikes an appropriate balance between providing affordable homes for rent and helping people into home ownership”*²²
- 2.29 The PPG has not been updated following the technical consultation. However, for the purposes of our economic viability appraisal, we have assumed that Starter Homes are included within the general affordable ‘Low Cost Home Ownership’ tenure alongside existing intermediate and sub-market typologies. We have set the affordable housing tenure mix to ensure that the home ownership tenures equate to 20% of the affordable housing mix.

Local Plans

- 2.30 The Local Plans section of the PPG website sets out the key issues for Local Plan preparation, examination and adoption.
- 2.31 In addressing how detailed a Local Plan should be the guidance makes it clear that:
- “While the content of Local Plans will vary depending on the nature of the area and issues to be addressed, all Local Plans should be as focused, concise and accessible as possible. They should concentrate on the critical issues facing the area – including its development needs – and the strategy and opportunities for addressing them, **paying careful attention to both deliverability and viability.**”*²³
- 2.32 The guidance sets out how the local planning authority should show that a Local Plan is capable of being delivered including provision for infrastructure. In this respect:

²² Paragraph A.126 DCLG, ‘Fixing our broken housing market,’ February 2017.

²³ Paragraph: 009 Reference ID: 12-009-20140306 (accessed 22/2/17)

*“A Local Plan is an opportunity for the local planning authority to set out a positive vision for the area, but the plan should also be realistic about what can be achieved and when (including in relation to infrastructure). This means paying careful attention to providing an adequate supply of land, identifying what infrastructure is required and how it can be funded and brought on stream at the appropriate time; and **ensuring that the requirements of the plan as a whole will not prejudice the viability of development**”²⁴.*

- 2.33 Paragraph 017 requires that the evidence which accompanies an emerging Local Plan should show how the policies in the plan have been tested for their impact on the viability of development – hence this viability assessment.

Planning Obligations

- 2.34 Paragraph 204 of the NPPF sets out the following tests for planning obligations which must be: *“necessary to make the development acceptable in planning terms; directly related to the development; and fairly and reasonably related in scale and kind to the development.”*
- 2.35 The PPG website provides further detailed guidance on the implementation of planning obligations. The guidance sets out how planning obligations relate to other contributions: *“Developers may be asked to provide contributions for infrastructure in several ways. This may be by way of the Community Infrastructure Levy and planning obligations in the form of section 106 agreements and section 278 highway agreements. Developers will also have to comply with any conditions attached to their planning permission. Local authorities should ensure that **the combined total impact of such requests does not threaten the viability** of the sites and scale of development identified in the development plan.”²⁵*
- 2.36 In terms of plan making, the policy for seeking planning obligations should be grounded in an understanding of development viability through the plan making process²⁶ - hence this economic viability assessment having regard to the cumulative impact of Waveney District policies on planning obligations and other requirements.

Community Infrastructure Levy

- 2.37 The Waveney CIL has already been adopted and there is a current Charging Schedule in Place. This study is to review the CIL in the context of the emerging Local Plan.
- 2.38 The guidance on the Planning Practice Guidance website replaces all previous standalone guidance.

²⁴ Paragraph: 017 Reference ID: 12-017-20140306 (accessed 22/2/17)

²⁵ Paragraph: 001 Reference ID: 23b-001-20161116 (accessed 22/02/17)

²⁶ Paragraph: 001 Reference ID: 23b-001-20161116 (accessed 22/02/17)

- 2.39 Charging authorities should set a [CIL] rate which does not threaten the ability to develop viably the sites and scale of development identified in the relevant Plan. They will need to draw on the infrastructure planning evidence that underpins the development strategy for their area. Charging authorities should use that evidence to strike ***an appropriate balance between the desirability of funding infrastructure from the levy and the potential impact upon the economic viability of development*** across their area.²⁷ (our emphasis)
- 2.40 In this respect, CIL **Regulation 14** requires that:
- a charging authority must strike what appears to the charging authority to be an appropriate balance between:
 - (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and
 - (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.²⁸
- 2.41 The ***levy is expected to have a positive economic effect*** on development across a local plan area. When deciding the levy rates, an appropriate balance must be struck between additional investment to support development and the potential effect on the viability of developments.²⁹ (our emphasis).
- 2.42 A charging authority should be able to explain how their proposed levy rate or rates will contribute towards the implementation of the relevant Plan..., and support development across their area. Charging authorities will need to summarise their economic viability evidence [i.e. this report(s)]. As background evidence, the charging authority should also provide information about the amount of ***funding collected in recent years through section 106 agreements***. This should include information on ***the extent to which their affordable housing and other targets have been met***.³⁰ (our emphasis)
- 2.43 A charging authority must use '***appropriate available evidence***' (as defined in the Planning Act 2008 section 211(7A)) to inform their draft charging schedule. The Government recognises that the available data is ***unlikely to be fully comprehensive***. Charging authorities need to

²⁷ Paragraph: 008 Reference ID: 25-008-20140612 (accessed 12/1/16)

²⁸ The Community Infrastructure Levy Regulations 2010, 6 April 2010 under section 222(2)(b) of the Planning Act 2008 Regulation 14

²⁹ Paragraph: 009 Reference ID: 25-009-20140612 (accessed 12/1/16)

³⁰ Paragraph: 018 Reference ID: 25-018-20140612 (accessed 12/1/16)

- demonstrate that their proposed levy rate or rates are ***informed by ‘appropriate available’ evidence and consistent with that evidence across their area*** as a whole.³¹ (our emphasis)
- 2.44 In addition, a charging authority should directly sample an appropriate range of types of sites across its area, in order to supplement existing data. This will require support from local developers. The exercise should ***focus on strategic sites*** on which the relevant Plan ... relies, and those sites where the impact of the levy on economic viability is likely to be most significant (such as ***brownfield sites***).³² (our emphasis)
- 2.45 Charging authorities that decide to set ***differential rates*** may need to undertake more fine-grained sampling, on a higher proportion of total sites, to help them to estimate the boundaries for their differential rates. Fine-grained sampling is also likely to be necessary where they wish to differentiate between categories or scales of intended use.³³ (our emphasis)
- 2.46 The focus should be in particular on ***strategic sites*** on which the relevant Plan relies and those sites (such as ***brownfield sites***) where the impact of the levy is likely to be most significant.³⁴ (our emphasis)
- 2.47 A charging authority’s proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be ***appropriate to ensure that a ‘buffer’ or margin is included***, so that the levy rate is able to support development when economic circumstances adjust.³⁵ (our emphasis)
- 2.48 The regulations allow charging authorities to apply ***differential rates*** in a flexible way, to help ensure the viability of development is not put at risk. Differential rates should not be used as a means to deliver policy objectives. Differential rates may be appropriate in relation to:
- geographical zones within the charging authority’s boundary
 - ***types*** of development; and/or
 - scales of development.³⁶ (our emphasis)
- 2.49 It is important to note that the CIL Regulations refer to ‘***use***’ here rather than ‘***type***’ of development. Regulation 13 states that:

A charging authority may set differential rates:

³¹ Paragraph: 019 Reference ID: 25-019-20140612 (accessed 12/1/16)

³² Paragraph: 019 Reference ID: 25-019-20140612 (accessed 12/1/16)

³³ Paragraph: 019 Reference ID: 25-019-20140612 (accessed 12/1/16)

³⁴ Paragraph: 019 Reference ID: 25-019-20140612 (accessed 12/1/16)

³⁵ Paragraph: 019 Reference ID: 25-019-20140612 (accessed 12/1/16)

³⁶ Paragraph: 021 Reference ID: 25-021-20140612 (accessed 12/1/16)

- (a) for different zones in which development would be situated;
- (b) by reference to different intended uses of development.
- (c) by reference to the intended gross internal area of development;
- (d) by reference to the intended number of dwellings or units to be constructed or provided under a planning permission.³⁷

- 2.50 This is important, because development on brownfield land could be considered a ‘type’ of development, but it is not a ‘use’. Paragraph: 022 Reference ID: 25-022-20140612 refers to ‘How can rates be set by type of use?’ This states that ‘the definition of ‘use’ for this purpose is not tied to the classes of development in the Town and Country Planning Act (Use Classes) Order 1987. Therefore, it is not entirely clear whether differential rates can or cannot be set by reference to brownfield (previously developed land) typologies, however, in our experience most Charging Authorities are interpreting ‘type’ to mean ‘use’ as in the Regulations.
- 2.51 A charging authority that plans to set differential rates should seek to **avoid undue complexity**. Charging schedules with differential rates should not have a disproportionate impact on particular sectors or specialist forms of development. Charging authorities should consider the views of developers at an early stage.³⁸ (our emphasis)
- 2.52 If the evidence shows that the area includes a zone, which could be a strategic site, which has low, very low or zero viability, the charging authority should consider setting a low or zero levy rate in that area. The same principle should apply where the evidence shows similarly low viability for particular types and/or scales of development.³⁹

10 Unit Threshold

- 2.53 The PGG states that⁴⁰, “affordable housing and tariff style planning obligations (Section 106 planning obligations) should not be sought from small scale and self-build development.” Specifically,
- “contributions should not be sought from developments of 10-units or fewer, and which have a maximum combined gross floorspace of no more than 1,000 sqm.
 - in ‘designated rural areas’, local planning authorities may choose to apply a lower threshold of 5-units or less. No affordable housing or tariff-style contributions may be sought from these developments. In addition, in a rural area where the lower 5-unit or less threshold is

³⁷ The Community Infrastructure Levy Regulations 2010 and (Amendment) Regulations 2014

³⁸ Paragraph: 021 Reference ID: 25-021-20140612 (accessed 12/1/16)

³⁹ Paragraph: 021 Reference ID: 25-021-20140612 (accessed 12/1/16)

⁴⁰ Paragraph: 031 Reference ID: 23b-031-20160519 (accessed 31/8/16)

applied, affordable housing and tariff style contributions should be sought from developments of between 6 and 10-units in the form of cash payments which are commuted until after completion of units within the development.

- *affordable housing and tariff-style contributions should not be sought from any development consisting only of the construction of a residential annex or extension to an existing home.”*

2.54 The Planning Advisory Service (PAS) website provides some further clarifications on dealing with the PPG 10 Unit Threshold, this is set out in Figure 2-1 and Figure 2-2.

Figure 2-1 Superseded by Case Law- West Berks DC& Reading BC v SSCLG[2015] EWHC 2222 (Admin) Changes to government policy (incorporating Nov 14 and Mar 15 changes)

3. As this is just guidance does that mean the authority can ignore it and follow its evidence based recently adopted local plan policy?

This is more than guidance. It is Government policy as it was announced by Brandon Lewis, Housing and Planning Minister in the 'House' on 28th November 2014. This was re-emphasised by RT Hon Eric Pickles in his statement on the 25th March 2015. So it is just like the NPPF and has as much weight as the NPPF. It is a material consideration and it is up to the decision makers how much weight to give the material consideration – that said if it goes to appeal the Planning Inspector would base his decision on the new government policy. .

4. Could a local authority in some circumstances use either para 14 of the NPPF (as the adverse impacts of doing so would significantly and demonstrably outweigh the benefits when assessed against the policies in the Framework taken as a whole?) or Paras 54 and 159 of the NPPF (planning housing developments to reflect local needs, particularly for affordable housing) as a reason not to apply this new policy?

A - This is a change to national policy so is a material consideration that local authorities have to have regard to when determining applications. This was re-emphasised by RT Hon Eric Pickles in his statement on the 25th March 2015. The weight given to the policies and material considerations is for the decision maker, and may subsequently have to be defended at appeal.

Source: PAS

Figure 2-2 Superseded by Case Law- West Berks DC & Reading BC v SSCLG[2015] EWHC 2222 (Admin) Changes to government policy (incorporating Nov 14 and Mar 15 changes)

7. In the Ministerial Statement and the PPG is there any reference to restricting on-site provision of affordable housing? The guidance only relates to financial contributions towards off-site provision as there is no reference to on-site provision

The ministerial statement states.. 'affordable housing and tariff style contributions should not be sought...' It does not state cash or financial contributions should not be sought. 'Contributions' is a catch all for both on site provision and financial payments towards off site provision.

Source: PAS

2.55 Some Local Authorities are treating the guidance, as purely guidance, and are still seeking contributions from sites of 10 units or fewer. Their rationale is supported in the following planning appeal decisions:

- **Land South of Kettles Close, Oakington, Cambridgeshire Appeal Ref: APP/W0530/W/16/314283** – the Inspector stated that: “Policy HG/3 of the DCP DPD states that proposals for housing developments will only be permitted if they provide an agreed mix of affordable housing to meet local needs and the amount of affordable housing sought will be 40%. The proposed development did not make any provision for affordable houses on-site or for contributions to off-site provision to meet local needs on the basis that the proposed development would be in line with the Written Ministerial Statement (WMS) of 28 November 2014. This stated that for developments of 10 units or less, and which have a maximum combined gross floor space of no more than 1000sq.m, no affordable housing or tariff style contributions should be sought.....

On 13 May 2016 the Court of Appeal overturned the High Court decision in the case of the Secretary of State for Communities and Local Government v West Berkshire District Council and Reading Borough Council so that the WMS is now Government policy. This is reflected in Planning Practice Guidance (PPG) – Planning Obligations, paragraph 31.

Having regard to this material consideration I find that the WMS needs to be addressed alongside local policy. The local evidence of affordable housing need is substantial and therefore I attach significant weight to this consideration. I regard Policy HG/3 as being compatible with the Framework in that it acknowledges development viability considerations in decision taking and would not impose a level of planning obligation that would prevent development coming forward. In addition I have also had regard to the Council’s development appraisal presented prior to the hearing, which the appellant did not challenge, that no evidence was presented to suggest that the level of affordable housing sought would make the development unviable and the appellant’s subsequent

offer to provide three affordable units. On this basis I find that the proposal would be in line with Policy HG/3 and that were I to allow the appeal this matter could be dealt with through an appropriate planning condition or obligation.”

- **Dormer Cottage, 13 Court Hill, Chipstead, Surrey CR5 3NQ Appeal Ref: APP/L3625/W/16/3146512** – the Inspector stated that: *“A material consideration of considerable importance and weight in this instance is the Written Ministerial Statement (WMS) of the 28 November 2014. The WMS states that ‘for sites of 10-units or less...affordable housing and tariff style contributions should not be sought’. The intention of the WMS is to ensure that financial contributions do not become a disproportionate burden for small scale developers and thus frustrate housing supply. This statement has been translated into national planning guidance in Paragraph 031 of the National Planning Practice Guide (PPG). As such, there is a conflict between the WMS and the PPG and Policy CS15 of the CS, which I have found consistent with the Framework. I share the view of the Council that it is for the decision taker to weigh any conflict between the development plan and other material consideration.”*

CIL Review – Local Infrastructure Tariff / Strategic Infrastructure Tariff

- 2.56 As mentioned in the introduction, the CIL Review Group submitted its report to the Communities Secretary and the Minister of Housing and Planning in October 2016 and this report was published alongside the Housing White Paper in February 2017. The review has been generally well received by the development industry.
- 2.57 The purpose of the review was to:
- “Assess the extent to which CIL does or can provide an effective mechanism for funding infrastructure, and to recommend changes that would improve its operation in support of the Government’s wider housing and growth objectives.”⁴¹*
- 2.58 The report found that there are 130 authorities charging CIL (not including the Mayor of London and the London Legacy Development Corporation) and a further 88 working towards adopting a CIL. Once completed, this would give a coverage of just under 60% of charging authorities. However, the report notes that some of the 88 authorities have abandoned the idea of charging CIL as several local authorities consulted on preliminary draft charging schedules in 2012/13 and have taken no action since. Implementation is also much patchier in the north, midlands and Wales.⁴²

⁴¹ A New Approach to Developer Contributions, A report by the CIL Review Team, Submitted October 2016 para 1.1.1

⁴² Ibid, para 3.2.1

2.59 The original impact assessments for the creation of CIL suggested that it might raise £4,700 million to £6,800 million over a ten-year period with the top end increasing to £1 billion in later assessments. If this were to be split evenly over a ten-year period, this would result in an average of £470 million to £680 million per annum. However, the CIL Review team estimate that CIL raised was approximately £170 million by the end of March 2015. In this context neither the developer nor the community has the certainty that the required ‘school/surgery/road’ will be delivered on time which in turn affects the developer’s ability to sell completed houses. This effect is exacerbated by the way in which CIL has effectively transferred financial and construction risk from developers to local authorities which often lack the capacity to deliver. The Review team noted that this can result in a ‘catch 22’ situation where charging authorities have not accumulated sufficient CIL revenues to fund key elements of enabling infrastructure that will unlock house building; so the house building does not take place and the related CIL payments needed to deliver infrastructure are not made.⁴³

2.60 The Review also found the following weaknesses of CIL:

- Neighbourhood Share⁴⁴ - doubts as to whether the community or neighbourhood share is having any impact on a community’s likelihood of accepting or even welcoming development. Charging Authorities were generally concerned that allocating a substantial portion of their CIL receipts to neighbourhoods reduced their ability to fund some of the larger infrastructure, such as roads and schools.
- Complexity⁴⁵ - the CIL regulations are 155 pages long and consist of 129 separate regulations. They have been amended each year since they were first introduced in 2010 to deal with policy changes and technical issues.
- Implementation and Rate Setting Process⁴⁶ - the EIP process was dominated by a small number of development typologies, generally large residential developments on greenfield strategic sites and noted that a small number of advisors were having the same arguments (e.g. about Threshold Land Value) on behalf of developers and Councils at most EIPs with little public benefit.
- Exemptions and Reliefs⁴⁷ - applying for exemptions can require a considerable amount of paperwork for both the applicant and the local authority. For the local authority this is particularly burdensome as they receive no CIL revenue in compensation.

⁴³ A New Approach to Developer Contributions, A report by the CIL Review Team, Submitted October 2016 section 3.3-3.4

⁴⁴ Ibid, section 3.7

⁴⁵ Ibid, section 3.8

⁴⁶ Ibid, paragraphs 3.8.5 - 3.8.10

⁴⁷ Ibid, paragraph 3.8.11

- 2.61 The CIL Review team recommended:⁴⁸
- that the Government should replace the Community Infrastructure Levy with a hybrid system of a broad and low level **Local Infrastructure Tariff (LIT)** and Section 106 for larger developments
 - that Combined Authorities should be enabled to set up an additional Mayoral type **Strategic Infrastructure Tariff (SIT)**
- 2.62 The CIL Review proposes a twin track system of a new low level tariff (LIT), combined with Section 106 for larger sites. The low level infrastructure tariff is meant to provide a means of ensuring that all development makes some contribution to the wider cumulative infrastructure need in an area that comes from development pressures generally. It is not for site specific impact mitigation.
- 2.63 The LIT should be applied to all development, almost without exception.
- 2.64 Larger developments which require direct mitigation to make them acceptable in planning terms or very specific major infrastructure on or close by the development including infrastructure delivered up-front, would be subject to an additional Section 106, strictly in accordance with the Regulation 122 tests.
- 2.65 Also, given the changing nature of the local government geography and the emergence of Combined Authorities, the CIL Review team consider there is a good case for making the necessary legislative and regulatory provision to enable CAs to collect a ‘Mayoral’ type CIL as a contribution to major pieces of infrastructure. This would not be obligatory and indeed would only be relevant where there was a requirement for such large infrastructure (e.g. Crossrail in London).
- 2.66 The intention is that LIT would be set by a standard calculation based on 1.75 - 2.5% of the sale price for a “standardised 100 square metre three bedroom family home, and divide that by 100 to reach a square metre rate, which would then be applied to all residential development.”⁴⁹ This would make LIT rate setting much simpler and the argument goes that, because it applies to nearly all development without exception has the potential to raise equally, if not more, funding for infrastructure as CIL.
- 2.67 Note, that should the Council introduce LIT/SIT in the future, it should do so having regard to the cumulative impact of the Local Plan policies at that time.

⁴⁸ Ibid, paragraph 4.3.6 – 4.3.8

⁴⁹ A New Approach to Developer Contributions, A report by the CIL Review Team, Submitted October 2016 paragraph 5.1.2

- 2.68 For the purposes of the current review we have used the current CIL Charging Schedule rates as the ‘base case’ and provided sensitivity scenarios in the financial modelling (e.g. against Affordable Housing).

Draft NPPF & PPG

- 2.69 In March 2018 the Ministry of Housing, Communities & Local Government (CLG) issued a draft NPPF for consultation. In addition, CLG issued a draft PPG which, amongst other things, provides greater clarity in terms of dealing with viability at plan making stage. Although these are draft documents they set out the direction of travel.

Draft NPPF

- 2.70 A key aspect of the draft NPPF is that when establishing a land value there is no longer a requirement to reflect a **“competitive returns to a willing land owner and willing developer to enable the development to be deliverable.”**⁵⁰
- 2.71 Greater detail is provided on the approach to land value in the draft PPG as follows:

Draft PPG

- 2.72 The draft PPG provides greater clarity in terms of dealing with viability at plan making stage. The draft PPG reemphasises many aspects on the existing PPG for example; that planning policies should not make development unviable, obligations should be proportionate, planning obligations three test remain, testing of typologies and strategic sites appropriate, iterative process, and supported by evidence informed by engagement.
- 2.73 The draft PPG emphasises that there needs to be *“consistency between the approach to viability assessment for plan making, decision making, section 106 planning obligations and CIL is required.”*⁵⁰ But placing a greater priority on dealing with viability assessments at plan making stage **“The role for viability assessment is primarily at the plan making stage.”**⁵¹
- 2.74 The PPG does promote standardised inputs for viability assessments. When making an assessment of gross development value the PPG explains that average figures can be used in plan wide studies. With regards dealing with costs, there is a greater emphasis on identifying costs and plan making stage **“As far as possible, costs should be identified at the plan making stage. Local authorities should identify where costs are unknown and identify where further viability assessment will be required to accompany a planning application**

⁵⁰ Ministry of Housing, Communities & Local Government, Draft Planning Practice Guidance, March 2018, page 5

⁵¹ Ibid, page 7

at the decision making stage as a result.⁵¹ With a need to base this on **“evidence which is reflective of local market conditions.”**⁵¹

2.75 The draft PPG provides a clear method when dealing with land value, the PPG recommends that **“a benchmark land value should be calculated on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum price at which it is considered a rational landowner would be willing to sell their land. This approach is often called ‘Existing Use Value Plus’ (EUV+).**⁵²

2.76 The EUV is defined as **“the value of the land in its existing use together with the right to implement any development for which there are extant planning consents, including realistic deemed consents, but without regard to other possible uses that require planning consent, technical consent or unrealistic permitted development. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types.”**⁵²

2.77 The draft PPG explains that **“In all cases, benchmark land value should:**

- **fully reflect the total cost of all relevant policy requirements** including planning obligations and, where applicable, any Community Infrastructure Levy charge;
- **fully reflect the total cost of abnormal costs; site-specific infrastructure costs; and professional site fees;**
- **allow for a premium to landowners (including equity resulting from those building their own homes); and**
- **be informed by comparable market evidence of current uses, costs and values wherever possible.** Where recent market transactions are used to inform assessment of benchmark land value there should be evidence that these transactions were based on policy compliant development. This is so that previous prices based on non-policy compliant developments are not used to inflate values over time.⁵³

2.78 The draft PPG also explains that **“For the purpose of plan making an assumption of 20% of Gross Development Value (GDV) may be considered a suitable return to developers in order to establish viability of the plan policies. A lower figure of 6% of GDV may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces the risk. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development.”**⁵⁴

⁵² Ibid, page 8

⁵³ Ibid, page 9

⁵⁴ Ibid, page 10

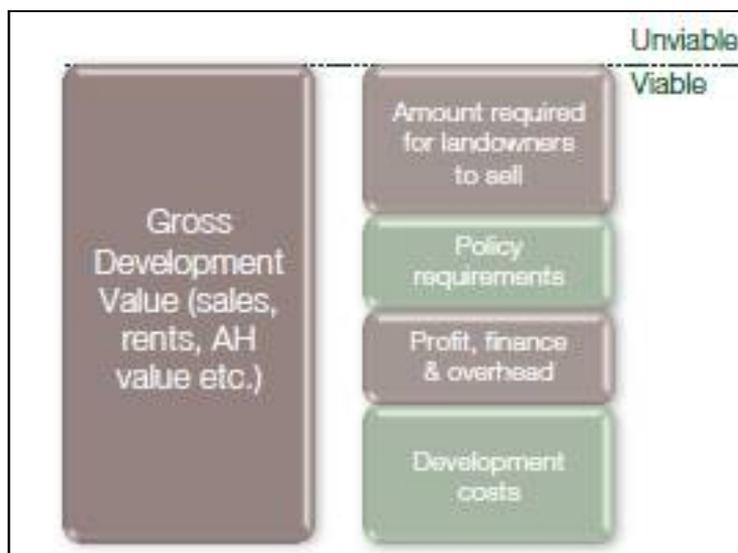
3 Methodology

3.1 In this section of the report we set out our methodology to establish the viability of the various land uses and development typologies to use in the testing. We also set out the professional guidance that we have had regard to in undertaking the economic viability appraisals and some important principles of land economics.

Viability Modelling Best Practice

- 3.2 The general principle is that affordable housing, CIL and other planning obligations will be levied on the increase in land value resulting from the grant of planning permission. However, there are fundamental differences between the land economics and every development scheme is different. Therefore, in order to derive planning contributions (including CIL) and understand the ‘appropriate balance’ it is important to understand the micro-economic principles which underpin the viability analysis.
- 3.3 The uplift in value is calculated using a Residual Land Value (RLV) appraisal. Figure 3-1 below, illustrates the principles of a RLV appraisal.

Figure 3-1 Elements Required for a Viability Assessment



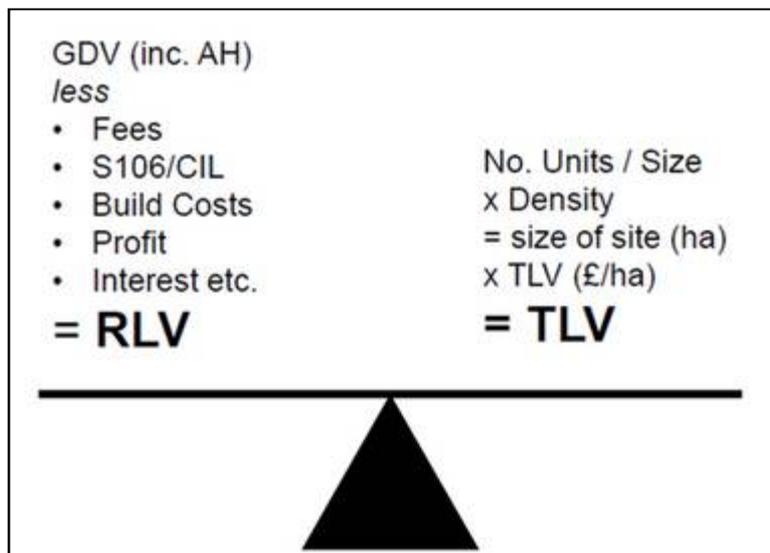
Source Harman report, page 25

- 3.4 Our specific appraisals for each of the land uses and typologies are set out in the relevant section below.
- 3.5 In order to advise on the ability of the proposed uses/scheme to support affordable housing, other policy obligations and CIL we have benchmarked the residual land values from the viability

analysis against existing or alternative land use relevant to the particular typology – the Threshold Land Value (TLV).

- 3.6 A scheme is viable if the total of all the costs of development including land acquisition, planning obligations, CIL and profit are less than the Gross Development Value (GDV) of the scheme. Conversely, if the GDV is less than the total costs of development (including land, S106s, CIL and profit) the scheme will be unviable.
- 3.7 If the balance is positive, then the policy is viable. If the balance is negative, then the policy is not viable and the CIL and/or affordable housing rates should be reviewed.
- 3.8 This approach is summarised on the diagram below (Figure 3-2).

Figure 3-2 Balance between RLV and TLV



Source: AspinallVerdi

Threshold Land Value

- 3.9 The land market operates based on a series of complex interactions between landowner (supply), developers (facilitators), occupiers (demand) and planners (regulators).
- 3.10 The fundamental principle is that the TLV has to be sufficient to incentivise the landowner to sell the site for development. In this respect, there are different land economics for both greenfield and brownfield sites. The willingness of a landowner to release a site for development depends on where they are currently on the land value ‘curve’.

The Harman Report

- 3.11 The Harman report ‘Viability Testing Local Plans’⁵⁵ (June 2012) refers to the concept of ‘Threshold Land Value’ (TLV). We adopt this terminology throughout this report as it is an accurate description of the important value concept. Harman states that the *“Threshold Land Value should represent the value at which a typical willing landowner is likely to release land for development.”*⁵⁶
- 3.12 The Harman report also advocates that when considering the appropriate Threshold Land Value, consideration should be given to *“the fact that future plan policy requirements will have an impact on land values and owners’ expectations.”* In this context Harman is concerned that *“using a market value approach as the starting point carries the risk of building-in assumptions of **current** policy costs rather than helping to inform the potential for **future** policy”*⁵⁷ (our emphasis).
- 3.13 Harman does still acknowledge that reference to market values will provide a useful ‘sense check’ on the Threshold Land Values that are being used in the appraisal model; however, *“it is not recommended that these are used as the basis for input into a model”*.⁵⁸
- 3.14 Harman recommends that *“the Threshold Land Value is based on a premium over current use values and ‘credible’ alternative use values”*. However, the report accepts that *“alternative use values are most likely to be relevant in cases where the Local Plan is reliant on sites coming forward in areas (such as town and city centres) where there is competition for land among a range of alternative uses.”*⁵⁹
- 3.15 The Harman report does not state what the premium over existing use value should be, but states that this should be ‘determined locally’ – but then goes on to state that *“there is evidence that it represents a sufficient premium to persuade landowners to sell”*⁶⁰. This takes us back to a Market Value approach (see RICS guidance below).
- 3.16 The guidance further recognises that in certain circumstances, particularly in areas where landowners have ‘long investment horizons’ (e.g. family trusts, The Crown, Oxbridge Colleges, Financial Institutions), *“the premium will be higher than in those areas where key landowners are more minded to sell”*⁶¹. An example of this is in relation to large urban extensions where a prospective seller is potentially making a once in a lifetime decision over whether to sell an asset. In this scenario the uplift on current use value will invariably be significantly higher than those in

⁵⁵ Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the ‘Harman’ report)

⁵⁶ Ibid, page 28

⁵⁷ Ibid, page 29

⁵⁸ Ibid

⁵⁹ Ibid

⁶⁰ Ibid

⁶¹ Ibid, page 30

an urban context. In reconciling such issues, Harman stresses the **importance of using local market evidence** as a means of providing a sense check.

- 3.17 The Harman report clearly favours an approach to benchmarking which is based on current / existing use value plus a premium. It is also now also being supported in the GLA's draft Affordable Housing and Viability SPG and the draft PPG. However, this is not how the market works in practice as property is transacted by reference to the Market Value which for development land is derived from the Residual Land Value. Also, to determine the existing use value you need to know the use which is to be redeveloped. This is relevant for site-specific S106 negotiations but is more problematic for hypothetical typologies for a district-wide strategic context. At numerous points throughout the document, Harman advocates, that the outcome of this approach will need to be 'sense checked' against **local market evidence** (pages 29, 30, 31, 34, 36, 40).
- 3.18 Indeed the report does acknowledge that, *"if resulting Threshold Land Values do not take account [of local market knowledge], it should be recognised that there is an increasing risk that land will not be released and the assumptions upon which a plan is based may not be found sound."*⁶²

RICS Guidance

- 3.19 The RICS guidance on Financial Viability in Planning⁶³ was published after the Harman report in August 2012 (the Harman Report was published in June 2012) and it is much more 'market facing' in its approach.
- 3.20 The RICS guidance is grounded in the statutory and regulatory planning regime that currently operates in England and is consistent with the Localism Act, the NPPF and CIL Regulations.
- 3.21 Whilst the RICS Guidance and that from the Local Housing Delivery Group can be seen as complementary the RICS guidance provides more technical guidance on determining an appropriate site / benchmark value.
- 3.22 The RICS Guidance defines financial viability for the purposes of town planning decisions as -
*"An objective financial viability test of the ability of development to meet its costs **including the cost of planning obligations**, whilst ensuring an appropriate site value for the landowner and a market risk adjusted return to the developer"*⁶⁴

⁶² Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 30

⁶³ RICS Professional Guidance England (August 2012) Financial viability in planning, 1st edition guidance note GN 94/2012

⁶⁴ Ibid, paragraph 2.1.1

- 3.23 In assessing the impact of planning obligations on the viability of the development process, the Guidance does not specify a prescriptive tool or financial model - albeit it does recognise that it is accepted practice to use a residual valuation model as the appraisal framework.⁶⁵
- 3.24 However, it does emphasise the “**importance of using market evidence as the best indicator of the behaviour of willing buyers and willing sellers in the market**”⁶⁶. The Guidance warns that: “*where planning obligation liabilities reduce the Site Value to the landowner and return to the developer below an appropriate level, land will not be released and/or development will not take place. This is recognised in the NPPF.*”⁶⁷
- 3.25 The RICS Guidance defines ‘Site Value’, whether this is an input into a scheme specific appraisal or as a [threshold land value] benchmark, as follows - “*Site value should equate to the **market value** subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan*”⁶⁸ (Box 7) (our emphasis)
- 3.26 The guidance also advocates that any assessment of site value will need to consider prospective planning obligations and recommends that a second assumption be applied to the aforementioned definition of site value, when undertaking Local Plan or CIL (area wide) viability testing. This is set out below - “*Site value (as defined above) may need to be further **adjusted to reflect the emerging policy / CIL charging level**. The level of the adjustment assumes that site delivery would not be prejudiced. Where an adjustment is made, the practitioner should set out their professional opinion underlying the assumptions adopted*”...(Box 8) (our emphasis)
- 3.27 As mentioned above emerging practice has tended to use the existing use value plus premium approach to land value. This is useful to help ‘triangulate’ the market value for a particular site, but the emphasis does have to be on property market evidence if the scheme is to be grounded in reality and therefore deliverable.

⁶⁵ Ibid, page 16

⁶⁶ Ibid, paragraph 3.1.4

⁶⁷ RICS Professional Guidance England (August 2012) Financial viability in planning, 1st edition guidance note GN 94/2012 paragraph 2.1.4

⁶⁸ This includes all Local Plan policies relevant to the site and development proposed

Guidance on Land Value Adjustments

- 3.28 A number of Planning Inspectorate reports have comments upon the critical issue of land value, as set out below.

Mayor of London CIL (Jan 2012)

- 3.29 The impact on land value of future planning policy requirements e.g. CIL [or revised Affordable Housing targets] was contemplated in the Examiner's report to the Mayor of London CIL (January 2012).⁶⁹

- 3.30 Paragraph 32 of the Examiner's report states:

*...the price paid for development land may be reduced. As with profit levels there may be cries that this is unrealistic, **but a reduction in development land value is an inherent part of the CIL concept.** It may be argued that such a reduction may be all very well in the medium to long term but it is impossible in the short term because of the price already paid/agreed for development land. The difficulty with that argument is that if accepted the prospect of raising funds for infrastructure would be forever receding into the future. In any event 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. (our emphasis)*

Greater Norwich CIL (Dec 2012)

- 3.31 The Greater Norwich Development Partnership's CIL Examiner's report adds to this:

*Bearing in mind that the cost of **CIL needs to largely come out of the land value**, it is necessary to establish a threshold land value i.e. the value at which a typical willing landowner is likely to release land for development. Based on market experience in the Norwich area the Councils' viability work assumed that **a landowner would expect to receive at least 75% of the benchmark value.** Obviously what individual land owners will accept for their land is very variable and often depends on their financial circumstances. However in the absence of any contrary evidence it is reasonable to see a 25% reduction in benchmark values as the maximum that should be used in calculating a threshold land value.⁷⁰ (our emphasis)*

⁶⁹ Holland, K (27 January 2012) Report on the Examination of the Draft Mayoral Community Infrastructure Levy Charging Schedule, The Planning Inspectorate, PINS/K5030/429/3

⁷⁰ Report to the Greater Norwich Development Partnership – for Broadland District Council, Norwich City Council and South Norfolk Council, by Keith Holland BA (Hons) Dip TP, MRTPI ARICS, 4 December 2012, File Ref: PINS/G2625/429/6 – paragraph 9

Sandwell CIL (Dec 2014)

3.32 Furthermore, the Examiner's report for the Sandwell CIL states:

*The TLV is calculated in the VAs [Viability Assessments] as being **75% of market land values** for each typology. According to the CA, this way of calculating TLVs is based on the conclusions of Examiners in the Mayor of London CIL Report January 2012 and the Greater Norwich Development Partnership CIL Report December 2012. **This methodology was uncontested.**⁷¹*

HCA Transparent Viability Assumptions (August 2010)

3.33 Finally, in terms of the EUV + premium approach, the HCA (in August 2010) published a consultation paper on transparent assumptions for Area Wide Viability Modelling.⁷²

3.34 This notes that, 'typically, this gap or premium will be expressed as a percentage over EUV for previously developed land and as a multiple of agricultural value for greenfield land'.⁷³

3.35 It also notes that benchmarks and evidence from planning appeals tend to be in a range of '**10% to 30% above EUV in urban areas**. For greenfield land, benchmarks tend to be in a range of **10 to 20 times agricultural value**'.⁷⁴

Brownfield / Greenfield Land Economics

3.36 CIL has its roots in the perceived windfall profit arising from the release of greenfield land by the planning system to accommodate new residential sites and urban extensions.⁷⁵ However, lessons from previous attempts to tax betterment⁷⁶ show that this is particularly difficult to achieve effectively without stymieing development. It is even harder to apply the concept to brownfield redevelopment schemes with all attendant costs and risks. The difference between greenfield and brownfield scheme economics is important to understand for affordable housing targets, plan viability and CIL rate setting.

3.37 The timing of redevelopment and regeneration of brownfield land particularly is determined by the relationship between the value of the site in its current [low value] use ('Existing Use Value') and the value of the site in its redeveloped [higher value] use ('Alternative Use Value') – less the

⁷¹ Report to Sandwell Metropolitan Borough Council by Diana Fitzsimons MA MSc FRICS MRTPI an Examiner appointed by the Council, 16 December 2014, File Ref: PINS/G4620/429/9 - paragraph 16

⁷² The HCA Area Wide Viability Model, Annex 1 Transparent Viability Assumptions, August 2010, Consultation Version

⁷³ Ibid, para 3.3

⁷⁴ Ibid, para 3.5

⁷⁵ See Barker Review (2004) and Housing Green Paper (2007)

⁷⁶ the 2007 Planning Gain Supplement, 1947 'Development Charge', 1967 'Betterment Levy' and the 1973 'Development Gains Tax' have all ended in repeal

- costs of redevelopment. Any planning gain which impacts on these costs will have an effect on the timing of redevelopment. This is relevant to consider when setting the ‘appropriate balance’.
- 3.38 Fundamentally, CIL is a form of ‘tax’ on development as a contribution to infrastructure. By definition, any differential rate of tax/CIL will have a distorting effect on the pattern of land uses. The question as to how this will distort the market will depend upon how the CIL is applied.
- 3.39 Also, consideration must be given to the ‘incidence’ of the tax i.e. who ultimately is responsible for paying it i.e. the developer out of profit, or the landowner out of price (or a bit from each).
- 3.40 This is particularly relevant in the context of brownfield sites in the town centres and built up areas. Any CIL on brownfield redevelopment sites will impact on the timing and rate of redevelopment. This will have a direct effect on economic development, jobs and growth.
- 3.41 In the brownfield context redevelopment takes place at a point in time when buildings are economically obsolete (as opposed to physically obsolete). Over time the existing use value of buildings falls as the operating costs increase, depreciation kicks in and the rent falls by comparison with modern equivalent buildings. In contrast the value of the next best alternative use of the site increases over time due to development pressure in the urban context (assuming there is general economic growth in the economy). Physical obsolescence occurs when the decreasing existing use value crosses the rising alternative use value.
- 3.42 However, this is not the trigger for redevelopment. Redevelopment requires costs to be incurred on site demolition, clearance, remediation, and new build construction costs. These costs have to be deducted from the alternative use value ‘curve’. The effect is to extend the time period to achieve the point where redevelopment is viable.
- 3.43 This is absolutely fundamental for the viability and redevelopment of brownfield sites. Any tariff, tax or obligation which increases the costs of redevelopment will depress the net alternative use value and simply extend the timescale to when the alternative use value exceeds the existing use value to precipitate redevelopment.
- 3.44 Contrast this with the situation for development on greenfield land. Greenfield sites are constrained by the planning designation. Once a site is ‘released’ for development there is significant step up in development value – which makes the development economics much more accommodating than brownfield redevelopment. There is much more scope to capture development gain, without postponing the timing of development.
- 3.45 That said, there are some other important considerations to take into account when assessing the viability of greenfield sites. This is discussed in the Harman Report.⁷⁷

⁷⁷ Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the ‘Harman’ report) pp 29-31

- 3.46 The existing use value may be only very modest for agricultural use and on the face of it the landowner stands to make a substantial windfall to residential land values. However, there will be a lower threshold (Threshold Land Value) where the land owner will simply not sell. This is particularly the case where a landowner *'is potentially making a once in a lifetime decision over whether to sell an asset that may have been in the family, trust or institution's ownership for many generations.'*⁷⁸ Accordingly, the 'windfall' over the existing use value will have to be a sufficient incentive to release the land and forgo the future investment returns.
- 3.47 This difference between the development 'gain' in the context of a greenfield windfall site and the slow-burn redevelopment of brownfield sites is absolutely fundamental to the success of any regime to capture development gain such as CIL. It is also key to the 'incidence' of the tax i.e. whether the developer or the land owner carries the burden of the tax.
- 3.48 In the case of Waveney District, the vast majority of proposed housing sites coming forward are greenfield sites and therefore we have focussed our scheme typologies on these sites.

Viability Modelling Approach

- 3.49 We have undertaken viability testing using a bespoke Microsoft Excel model. The model calculates the Residual Land Value (RLV) for each scenario with results displayed in a series of tables.
- 3.50 As mentioned above, a scheme is viable if the RLV is positive for a given level of profit. We describe this situation herein as being 'fundamentally' viable. This does not mean that a scheme will come forward for development as the RLV for a particular scheme has to exceed the landowner's TLV. In Development Management terms every scheme will have a different (RLV) and every landowner's motivations will be different (TLV). For Plan Making purposes it is important to benchmark the RLV's from the viability analysis against existing or alternative land use relevant to the particular typology – the TLV – see Table 3-1.

How to Interpret the Viability Appraisals

- 3.51 The results of the appraisals should be interpreted as follows:
- If the 'balance' is positive, then the policy is viable. We describe this as being 'viable for plan making purposes herein'.
 - If the 'balance' is negative, then the policy is not viable for plan making purposes and the CIL rates and/or Affordable Housing targets should be reviewed.

⁷⁸ Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 30

3.52 This is illustrated in Table 3-1 of our hypothetical appraisals. In this case the residual land value (RLV) at £1.528 m is £128,000 higher than the assumed threshold land value of £1.4 m meaning the balance is positive.

Table 3-1 Example Appraisal Viability Summary

RESIDUAL LAND VALUE			
Residual Land Value (gross)			1,756,089
SDLT	1,756,089	5.0%	(87,804)
Acquisition Agent fees	1,756,089	1.0%	(17,561)
Acquisition Legal fees	1,756,089	0.5%	(8,780)
Interest on Land	1,756,089	6.5%	(114,145)
Residual Land Value (net)	190,975 per plot		1,827,798
	6,684,114 £ per ha	2,705,024 £ per acre	
THRESHOLD LAND VALUE			
Residential Density	35	dph	
Site Area	0.23	ha	0.56 acres
	density check	3,150 sqm/ha	13,722 sqft/ac
Threshold Land Value	6,125,000	£ per ha	2,478,754 £ per acre
	175,000	£ per plot	1,400,000
BALANCE			
Surplus/(Deficit)	559,114	£ per ha	228,271 £ per acre
			127,798

Source: AspinallVerdi

3.53 In addition to the above, we have also prepared a series of sensitivity scenarios for each of the typologies. Example of the sensitivity results are set out in Table 3-2 and Table 3-3. This is to assist in the analysis of the viability (and particularly the viability buffer); by examining the sensitivity of the appraisals to key variables such as Affordable Housing, TLV, profit, density, build rate and affordable housing grant. These sensitivity appraisals should be interpreted as follows:

- In each sensitivity table there are two variables, in the two examples in Table 3-2 and Table 3-3 the variable across the top is the percentage of affordable housing. Down the left hand side we have assumed differing levels of profit in the first sensitivity output and differing TLV in the second sensitivity output. Each coloured cell represents the scheme surplus/deficit for a given sensitivity scenario. In each sensitivity testing cell table you will find the corresponding scheme surplus/deficit from our appraisal, which we have circled in red in for reference.
- The example in Table 3-2 assumes 40% affordable housing, with 17.5% profit on market housing GDV and a TLV of £6.12m per hectare – this produces a surplus of £127,796. This same surplus is circled in the sensitivity results in Table 3-3 because they represent the same assumption in the appraisal. We can see through the sensitivity testing in Table 3-2 that when a higher profit margin is sought from 17.5% to 20% the scheme surplus reduces to £76,000 with 40% affordable housing. In the second scenario (Table 3-3) when

TLV increases, but all other assumptions remain the same, viability becomes more marginal. At £8.625 million TLV development is unviable even with 10% affordable housing because the scheme generated a deficit of £149,000.

3.54 It is important to note that the TLV’s contained herein are for ‘high-level’ plan viability purposes and the appraisals should be read in the context of the TLV sensitivity table (contained within the appraisals). **It is important to emphasise that the adoption of a particular TLV £ in the base-case appraisal typologies in no way implies that this figure can be used by applicants to negotiate site specific planning applications. Where sites have obvious abnormal costs these costs should be deducted from the value of the land. The land value for site specific viability appraisals should be thoroughly evidenced having regard to the existing use value of the site. I.e. this report is for plan-making purposes and is ‘without prejudice’ to future site specific planning applications.**

Table 3-2 Example 1 of development appraisal sensitivity tables

Balance (RLV - TLV)	127,798	AH - % on site						
		10%	15%	20%	25%	30%	35%	40%
15.0%	498,580	439,429	380,278	321,128	301,082	240,540	179,998	
16.0%	467,980	410,529	353,078	335,525	276,722	217,920	159,118	
Profit (private sales)	422,080	367,179	312,278	296,375	240,182	183,990	127,798	
18.0%	406,780	352,729	338,647	283,325	228,002	172,680	111,358	
19.0%	376,180	323,829	310,807	257,225	203,642	150,060	96,478	
20.0%	345,580	334,810	282,967	231,125	179,282	127,440	75,598	

Balance (RLV - TLV)	127,798	AH - % on site						
		10%	15%	20%	25%	30%	35%	40%
4,125,000	879,222	824,322	769,421	753,518	697,325	641,133	584,940	
4,625,000	764,937	710,036	655,135	639,232	583,040	526,847	470,655	
TLV (per ha)	5,125,000	650,651	595,750	540,850	524,946	468,754	412,561	
5,625,000	536,365	481,465	426,564	410,661	354,468	298,276	242,083	
6,125,000	422,080	367,179	312,278	296,375	240,182	183,990	127,798	
6,625,000	307,794	252,893	197,993	182,089	125,897	69,704	13,512	
7,125,000	193,508	138,607	83,707	67,803	11,611	(44,581)	(100,774)	
7,625,000	79,222	24,322	(30,579)	(46,482)	(102,675)	(158,867)	(215,060)	
8,125,000	(35,063)	(89,964)	(144,865)	(160,768)	(216,960)	(273,153)	(329,345)	
8,625,000	(149,349)	(204,250)	(259,150)	(275,054)	(331,246)	(387,439)	(443,631)	

Source: AspinallVerdi

Table 3-3 Example 2 of development appraisal sensitivity tables

Balance (RLV - TLV)	127,798	AH - % on site						
		10%	15%	20%	25%	30%	35%	40%
4,125,000	879,222	824,322	769,421	753,518	697,325	641,133	584,940	
4,625,000	764,937	710,036	655,135	639,232	583,040	526,847	470,655	
TLV (per ha)	5,125,000	650,651	595,750	540,850	524,946	468,754	412,561	
5,625,000	536,365	481,465	426,564	410,661	354,468	298,276	242,083	
6,125,000	422,080	367,179	312,278	296,375	240,182	183,990	127,798	
6,625,000	307,794	252,893	197,993	182,089	125,897	69,704	13,512	
7,125,000	193,508	138,607	83,707	67,803	11,611	(44,581)	(100,774)	
7,625,000	79,222	24,322	(30,579)	(46,482)	(102,675)	(158,867)	(215,060)	
8,125,000	(35,063)	(89,964)	(144,865)	(160,768)	(216,960)	(273,153)	(329,345)	
8,625,000	(149,349)	(204,250)	(259,150)	(275,054)	(331,246)	(387,439)	(443,631)	

Source: AspinallVerdi

3.55 As you can see from the above, the typologies are very sensitive to small changes to key inputs and particularly affordable housing, TLV and profit.

- 3.56 In making our recommendations we have had regard to the appraisal results and sensitivities ‘in the round’. Therefore if one particular scheme is not viable, whereas other similar typologies are highly viable, we have had regard to the viable schemes in forming policy and cross checked the viability of the outlying scheme against the sensitivity tables (e.g. a small reduction in profit, or a small reduction in TLV which is within the margins of the ‘viability buffer’).

4 Local Plan Context

- 4.1 In July 2017 Waveney District Council published its Local Plan First Draft. This document sets out the Council's proposed policies for the new Local Plan. As part of our viability testing it is important to consider those proposed policies that could impact upon viability and ensure they are captured in our testing.
- 4.2 Since the Council introduced its CIL in August 2011 many policy contributions that had been sought through Section 106 obligations are now in the Council's Regulation 123 Infrastructure List. Therefore, items which historically would have been paid by developers as Section 106 Obligations are now paid through CIL.

First Draft Local Plan Policies

- 4.3 The Council's Local Plan First Draft, July 2017 sets out the overall growth strategy for the district along with more detailed growth strategies for areas of; Lowestoft, Beccles and Worlingham, Halesworth and Holton, Bungay, Southwold and Reydon, and Rural Areas. The First Draft Local Plan sets out the planning policies which will manage development across the district.
- 4.4 Appendix 1 provides an assessment of the impact the emerging policies will have on viability. The assessment is made through a 'traffic light system': policies marked red (high impact) are presumed to have a direct impact on viability and have been incorporated into the economic appraisal. Where a policy is considered to have medium risk (amber colour), generally it has an indirect impact on viability and has been factored into the study during the property market cost and value assumptions.
- 4.5 At this stage, it is important to note that all policies outlined in the plan will have some indirect impact on viability. The Council will exert control on the property market through policy set out in its emerging First Draft Waveney Local Plan. All policy has an indirect impact on the market through changing the free markets supply dynamics by allocating certain sites for development. The policies identified that will have a direct impact on our viability testing are:
- WLP1.2 - WLP8.1 – Housing Mix
 - WLP8.2 – Affordable Housing
 - WLP8.3 – Self Build and Custom Build
 - WLP8.15 – New Self Catering Tourist Accommodation
 - WLP8.18 – New Town Centre Use Development
 - WLP8.28 – Sustainable Construction
 - WLP8.29 – Design
 - WLP8.30 – Housing Density and Design

- WLP8.38 – Archaeology

Existing Community Infrastructure Levy Charging Schedule

4.6 Waveney District Council approved its CIL Charging Schedule on 22 May 2013 which came into effect on 1 August 2013. Figure 4-1 and Figure 4-2 provides the CIL rates which were originally adopted and came into effect 01 August 2013. The actual CIL payable rates are now much higher due to indexation in accordance with current regulations:

Figure 4-1 Residential CIL Rates

Residential Charging Zone	Rate of CIL per sqm
Zone 1 (Lake Lothing Flood Zone and the Sustainable Urban Neighbourhood and Kirkley Waterfront site)	£0
Zone 2 (Inner Lowestoft)	£45
Zone 3 (Outer Lowestoft, Beccles, Bungay, Halesworth and surrounding rural areas)	£60
Zone 4 (Reydon and Southwold and surrounding rural areas)	£150

Source: Waveney District Council Community Infrastructure Levy: Charging Schedule

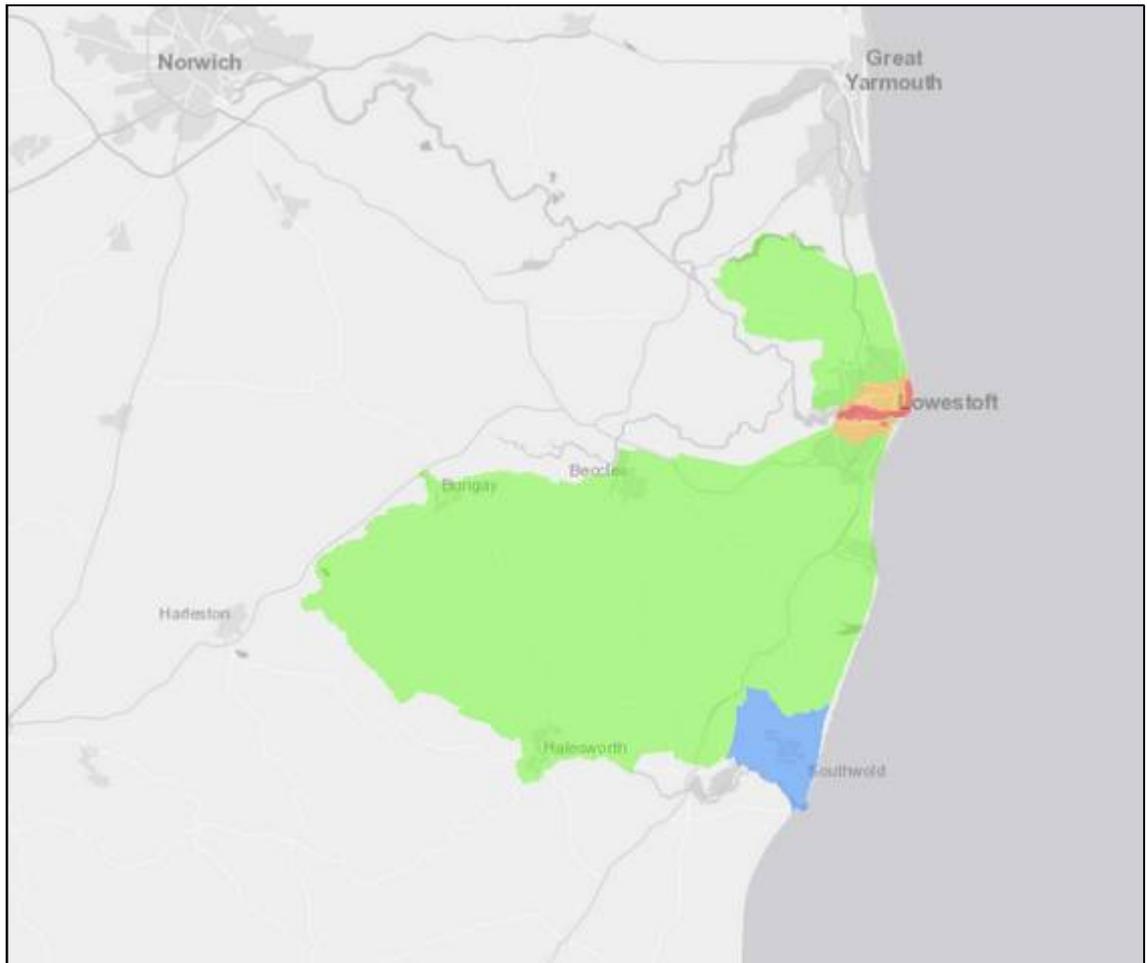
Figure 4-2 Other CIL Rates

Type of Development	Rate of CIL per sqm
Holiday Lets ²	£40
Supermarkets, Superstores and Retail Warehouses ³	£130
All other development	£0

Source: Waveney District Council Community Infrastructure Levy: Charging Schedule

4.7 Holiday lets are defined in the CIL charging schedule as 'Permanent buildings for the purposes of tourist accommodation, restricted from permanent residential use by condition.' and Retail warehouses: Large stores are defined as "specialising in the sale of household goods (such as carpets, furniture and electrical goods), DIY items and other ranges of goods, catering mainly for car-borne customers."

Figure 4-3 Residential CIL charging zone



Source: Waveney District Council

4.8 In our testing we have treated CIL as an output rather than a cost input.

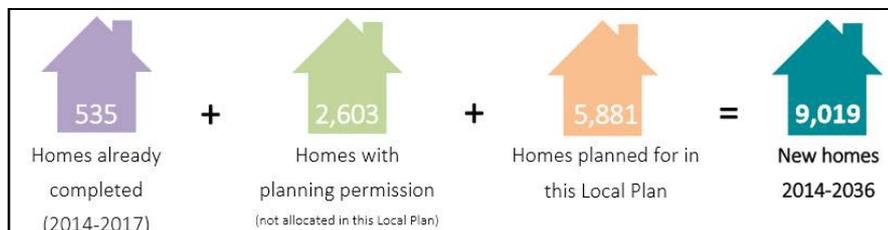
5 Residential Viability Testing

- 5.1 To make an assessment of residential development viability we first of all consider appropriate scenarios to test, followed by the cost and value assumptions used and the viability results.

Housing Growth

- 5.2 Figure 5-1 shows that the total housing growth identified in the First Draft Local Plan is around 9,000 new homes, of which 5,881 considered as part of this assessment.

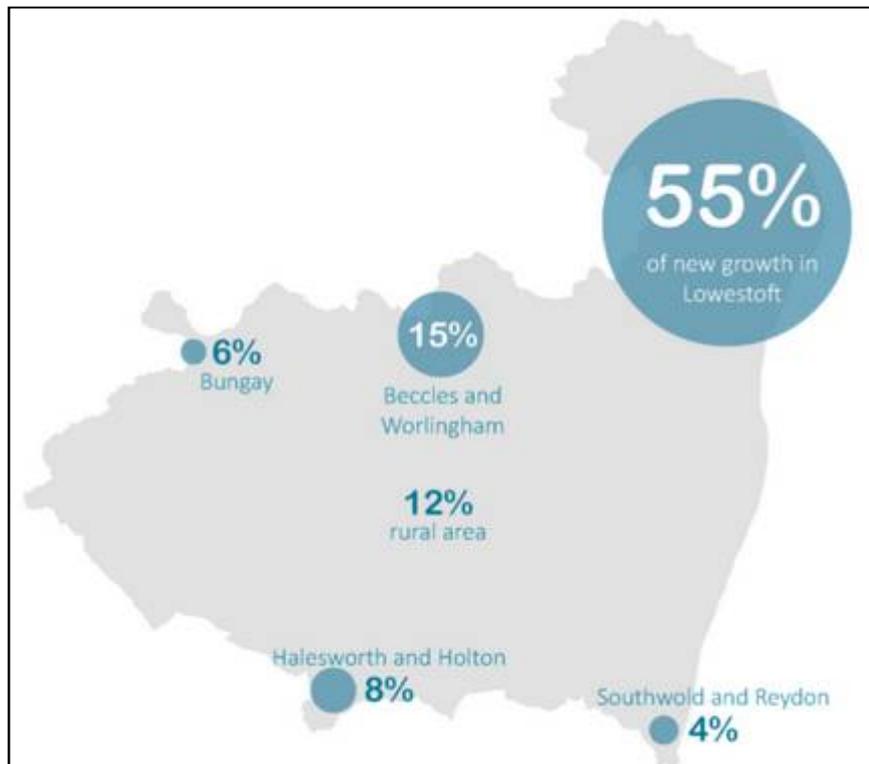
Figure 5-1 Total housing growth 2014-2036



Source: Waveney Local Plan First Draft, July 2017

- 5.3 The distribution of the housing growth, as shown in Figure 5-2, is primarily focused on Lowestoft.

Figure 5-2 Distribution of new housing



Source: Waveney Local Plan First Draft, July 2017

Scenarios

5.4 In devising suitable scenarios to test, we have had regard to the PPG and the Harman report. In formulating the type of sites to test it is appropriate to consider site typologies and sample sites that are identified in the plan. This is set out in the PPG which states that: *“Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable; site typologies may be used to determine viability at policy level. Assessment of samples of sites may be helpful to support evidence and more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.”*⁷⁹

5.5 In devising residential scenarios, we have considered suitable typologies and whether there is merit in varying typologies across the district to reflect different housing markets – this is consistent with the Harman report which states:

“Account should also be taken of significant variations in strength of the market across a local authority area, reflected by sales values and sales rate. If a significant proportion of sites within a typology fall into a stronger or weaker market area then additional typologies should be considered.

There is a balance to be struck here between representation of the main ‘viability characteristics’ of the land supply pipeline and limiting the number of typologies to a manageable number, for clarity of analysis.

*Typologies should focus on the types of site that make up the majority of the unconsented land supply that is likely to come forward for development during the policy period under consideration.”*⁸⁰

5.6 To help devise residential scenarios which are reflected of the type of development proposed across the plan period we have analysed the Council’s proposed allocations in First Draft Local Plan. So as not to assess every site identified in the First Draft Local Plan, our analysis has considered ‘generic scenarios’ i.e. typical development planned across and ‘strategic sites’ i.e. sites that are important to the delivery of the plan.

Typologies & densities

5.7 Table 5-1 sets out analysis of the allocations in First Draft Local Plan Policy. The majority of sites will be less than 100 units i.e. 70% of all development. Whereas the actual bulk of development will be delivered on the larger site sites of 1,000 dwellings i.e. 70% of total dwellings planned on purely residential sites. On a number of scenarios, the densities assumed are below the First

⁷⁹ Paragraph: 006 Reference ID: 10-006-20140306 (accessed 14/12/16)

⁸⁰ Harman (June 2012) Viability Testing of Local Plans: Advice for planning practitioners Page. 42

Draft Local Plan Policy of 30 dph – these are typically schemes in the rural areas. The typologies and densities used in our assessment is contained in Appendix 2.

Table 5-1 Analysis of proposed housing allocations

Capacity banding	Site coverage	No. in banding	Density dph
0 – 5	100%	0	N/A
6 – 10	100%	7	13 - 22
11 - 20	100%	4	9 - 20
21 - 50	66% - 100%	8	15 - 22
51 - 100	86% - 92%	4	30 - 41
101 - 150	N/A	0	N/a
151 - 200	77% - 87%	2	25 - 30
201 - 250	61% - 93%	4	22 - 30
251 - 500	75%	0	N/A
501 - 1,000	52%	1	30
1,001 - 1,500	52% - 76%	3	30 - 56

Source: Waveney District Council, AspinalVerdi

Housing mix & floor areas

5.8 Table 5-2 provides analysis of market housing mix of schemes coming forward for development in the district. The market housing mix is more heavily weighted towards 3-bed units.

Table 5-2 Example schemes – market housing mix

No. Beds	Badger Pine Banks	Fairview Road	Nightingale Place	Phase 1 Woods Meadow	Woods Lane, Melton	Fairfield Road Framlingham	Average
1	0%	0%	0%	0%	0%	0%	0%
2	10%	21%	0%	24%	21%	8%	18%
3	38%	29%	40%	47%	46%	51%	46%
4	52%	50%	60%	19%	24%	33%	28%
5	0%	0%	0%	10%	8%	8%	8%

Source: Waveney District Council, planning portal, AspinalVerdi

5.9 Table 5-3 provides analysis of affordable housing mix of schemes coming forward for development in the district. The affordable housing mix is more heavily weighted towards smaller units of 1 and 2 bed units.

Table 5-3 Example schemes – affordable mix

No. Beds	Badger Pine Banks	Fairview Road	Nightingale Place	Phase 1 Woods Meadow	Woods Lane, Melton	Fairfield Road Framlingham	Av.
Shared ownership/equity							
1	0%	0%	0%	0%	0%	0%	0%
2	0%	0%	0%	0%	0%	0%	0%
3	27%	0%	0%	0%	11%	0%	4%
4	0%	0%	0%	0%	3%	0%	1%
5	0%	0%	0%	0%	0%	0%	0%
Affordable Rent							
1	36%	50%	0%	15%	33%	45%	30%
2	36%	50%	69%	65%	53%	36%	51%
3	0%	0%	31%	19%	0%	19%	14%
4	0%	0%	0%	0%	0%	0%	0%
5	0%	0%	0%	0%	0%	0%	0%

Source: Waveney District Council, planning portal, AspinallVerdi

5.10 In devising suitable floor areas to use we have had regard to DCLG minimum space standards. - which are set out in Figure 5-3.

Figure 5-3 Minimum gross internal floor areas

Number of bedrooms(b)	Number of bed spaces (persons)	1 storey dwellings	2 storey dwellings	3 storey dwellings	Built-in storage
1b	1p	39 (37) *			1.0
	2p	50	58		1.5
2b	3p	61	70		2.0
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3.0
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	

Source: DCLG. Technical housing standards – nationally described space standard

- 5.11 We know through our market report in Appendix 3 that some schemes in the district are delivering large units compared to the space standards e.g. 4 bed detached at Amberley Close, Blythburgh is 161 sqm and 3 bed detached on Cory Drive is 91 sqm. This is supported through the analysis in Table 5-4 which shows a high site coverage of between 3,019 sqm and 3,773 sqm per hectare.

Table 5-4 Analysis of new build scheme, density and floor area

Scheme Name	Town	Name of units	Gross Site area ha	Total floor area sqm	Density dph	Density sqm ha
Pegasus Marine	Lowestoft	76	1.60		48	
Foxborough Road	Lowestoft	4	0.16		25	
The Clyffe	Lowestoft	9	0.41	1,251	22	3,019
Heritage Green 3	Kessingland	30	1.15		26	
Meadowlands	Beccles	24	0.53	2,000	45	3,773
Rodber Way	Lowestoft	11	0.32	1,202	34	3,756
The Street	Blundeston	14	0.32	1,201	44	3,754

Source: Waveney District Council, planning portal, AspinallVerdi

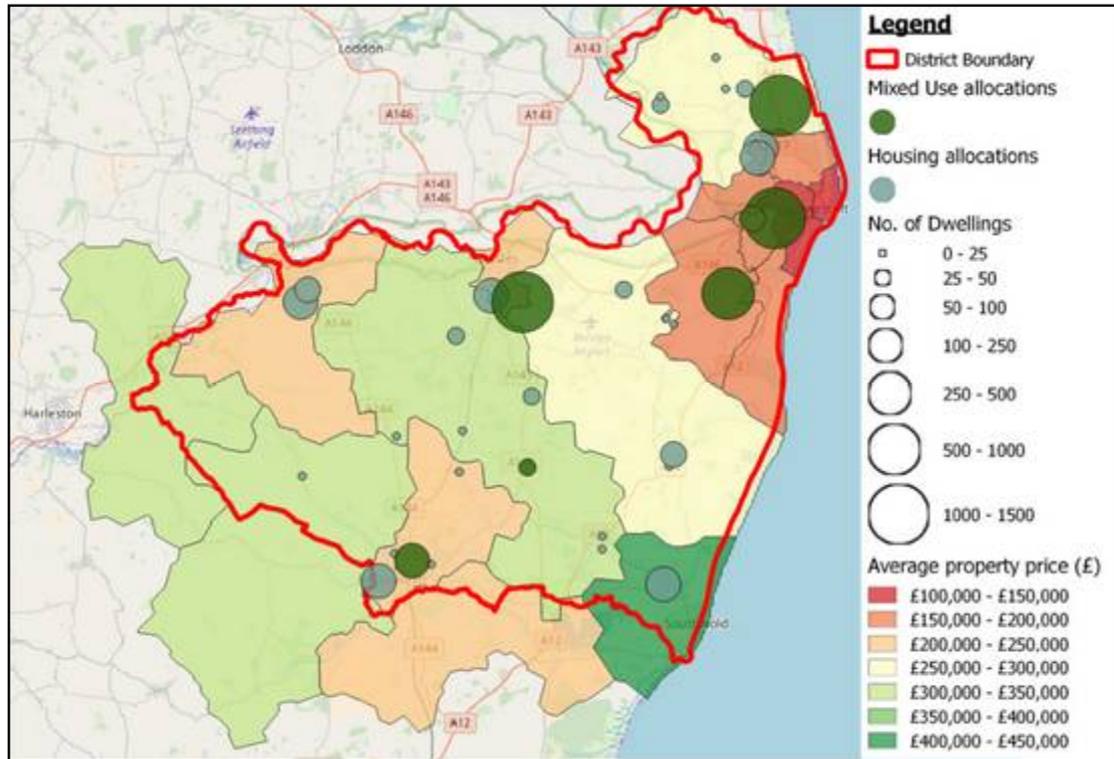
- 5.12 The housing mix and floor area used in our assessment is contained in Appendix 2.

Location of development & value zones

- 5.13 In addition to our analysis of the typologies of sites proposed during the plan period we have had regard to the location of residential and mixed-use development, against average sale values. It is appropriate to consider the spatial pattern of development against sale values because residential values across a local authority boundary can vary significantly, and are sensitive to a number of local factors that include, but are not exclusive to, schools, amenities, access to jobs, transport links, and quality of accommodation. We have cross-referenced the sales value analysis from our market report in Appendix 3 with the spatial distribution of proposed development typologies to establish if the typologies need to be varied to reflect different housing markets.
- 5.14 As already identified in Figure 5-2, the bulk of housing growth is identified to occur in Lowestoft. As we show in Figure 5-4 it is the mixed-use schemes which are the very large proposed allocations and we deal with these later. With regards to solely housing development, the pattern of development is more evenly weighted across the whole district of sites up to 100 dwellings.
- 5.15 When we compare the pattern of development with average house prices in Figure 5-4 we can see that development is occurring in different housing markets. Average prices in the north of the

district are much lower than that to the west and south. The majority of planned development in the north sits outside the very low value area urban area of Lowestoft. But prices on the edge of the urban area of Lowestoft are below that to the west and south of the district.

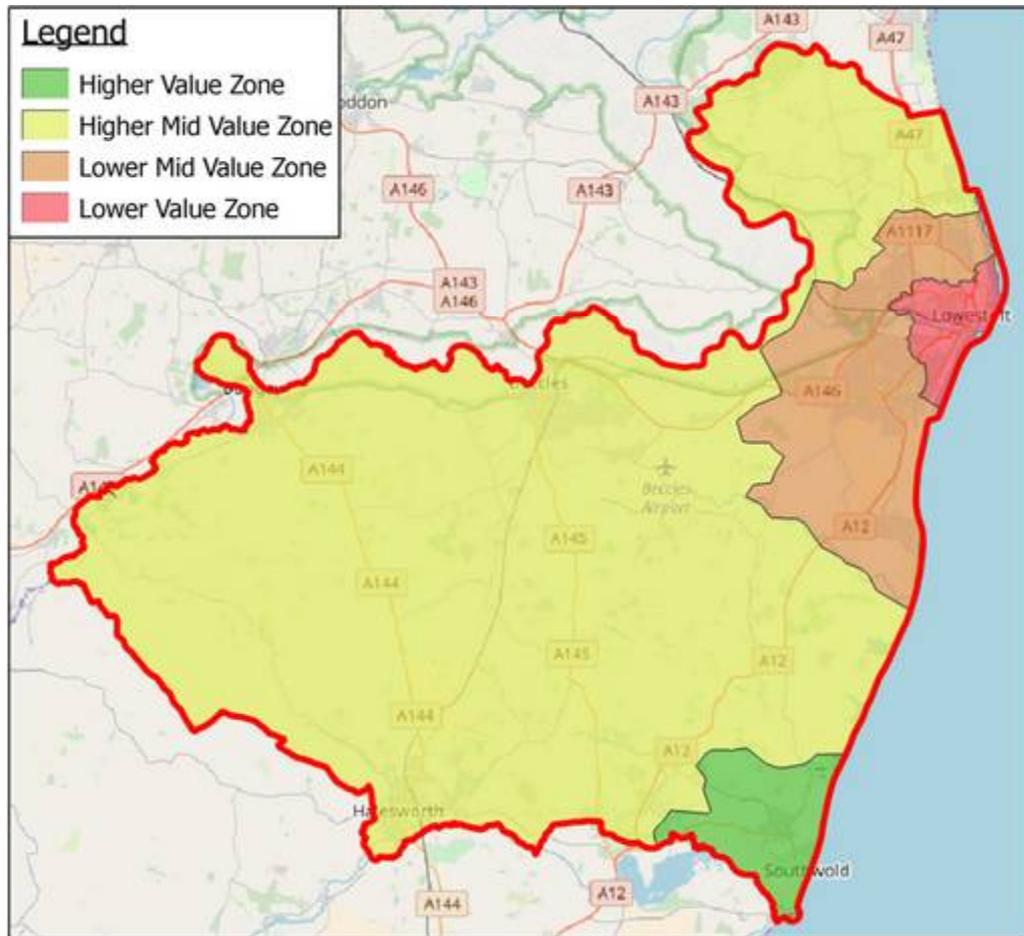
Figure 5-4 Spatial distribution of proposed residential development against average sale values



Source: Waveney District Council, Land Registry

5.16 Based on the analysis there is justification of analysis over four value zones – these zones are set out in Figure 5-5.

Figure 5-5 Value zones for viability testing



Source: AspinallVerdi

Appraisal Assumptions

Sale Values

5.17 Table 5-5 sets out the sale values that have been used in our appraisals.

Table 5-5 Market housing sale values

Typology	Lower Value	Lower Mid Value	Higher Mid Value		Higher Value	
	£ OMS (per unit)	£ OMS (per unit)	£ OMS (per unit) - up to 30 units	£ OMS (per unit) - 75 units +	£ OMS (per unit) - up to 30 units	£ OMS (per unit) - 75 units +
1 bed House	£140,000	£155,000	£185,000	£185,000	£235,000	£235,000
2 bed House	£160,000	£180,000	£240,000	£230,000	£280,000	£270,000

Typology	Lower Value	Lower Mid Value	Higher Mid Value		Higher Value	
	£ OMS (per unit)	£ OMS (per unit)	£ OMS (per unit) - up to 30 units	£ OMS (per unit) - 75 units +	£ OMS (per unit) - up to 30 units	£ OMS (per unit) - 75 units +
3 bed House	£200,000	£230,000	£320,000	£270,000	£350,000	£320,000
4 bed House	£250,000	£270,000	£370,000	£350,000	£400,000	£380,000
5 bed House	£270,000	£290,000	£410,000	£410,000	£450,000	£450,000
1 bed Flat	£130,000	£155,000	£185,000	£185,000	£235,000	£235,000
2 bed Flat	£145,000	£170,000	£225,000	£225,000	£255,000	£255,000

Source: AspinallVerdi

- 5.18 Table 5-6 sets out offers obtained by the Council from Registered Providers (RPs) for Section 106 development opportunities. The RP offers are for affordable rent and range between £921 psm and £1,221 psm.

Table 5-6 Affordable rent housing offers

Date out	Scheme	No homes	Highest RP	Total Price	Price per unit	Price £spm
08/04/2017	Monkton Ave	15	Flagship	£1,008,000	£67,200	£1,130
02/05/2017	Fairview Road Halesworth	8	Orwell	£575,000	£71,875	£1,194
19/05/2017	Blundeston	16	Saffron	£1,192,000	£74,500	£1,221
23/08/2017	Wrentham	6	Flagship	£384,000	£64,000	£1,154
26/11/2017	Reydon	4	Orbit	£285,000	£71,250	£921

Source: Waveney District Council

- 5.19 Feedback from the Council indicates that affordable rents are the same across the whole of the district which places a cap on capital values, regardless of location. Also, there is little evidence in the district of shared ownership because this has not been delivered in recent years because 100% shared ownership is being delivered. Evidence in neighbouring districts indicates shared ownership values are around 60% of market value.
- 5.20 Based on the analysis we have used the affordable values set out in Table 5-7 and Table 5-8.

Table 5-7 Affordable rent values

Typology	Lower Value	Lower Mid Value	Higher Mid Value	Higher Value
	Unit price	Unit price	Unit price	Unit price
1 bed House	£66,000	£66,000	£66,000	£66,000
2 bed House	£72,000	£72,000	£72,000	£72,000
3 bed House	£90,000	£90,000	£90,000	£90,000
4 bed House	£107,000	£107,000	£107,000	£107,000
5 bed House	£120,000	£120,000	£120,000	£120,000
1 bed Flat	£66,000	£66,000	£66,000	£66,000
2 bed Flat	£72,000	£72,000	£72,000	£72,000

Source: AspinallVerdi

Table 5-8 Affordable shared ownership values

Typology	Lower Value	Lower Mid Value	Higher Mid Value		Higher Value	
	£ OMS (per unit)	£ OMS (per unit)	£ OMS (per unit) - up to 30 units	£ OMS (per unit) - 75 units +	£ OMS (per unit) - up to 30 units	£ OMS (per unit) - 75 units +
1 bed House	£112,000	£124,000	£148,000	£148,000	£188,000	£188,000
2 bed House	£128,000	£144,000	£192,000	£184,000	£224,000	£216,000
3 bed House	£160,000	£184,000	£256,000	£216,000	£250,000	£250,000
4 bed House	£200,000	£216,000	£296,000	£280,000	£320,000	£304,000
5 bed House	£216,000	£232,000	£328,000	£328,000	£360,000	£360,000
1 bed Flat	£104,000	£124,000	£148,000	£148,000	£188,000	£188,000
2 bed Flat	£116,000	£136,000	£180,000	£180,000	£204,000	£204,000

Source: AspinallVerdi

- 5.21 Starter Homes have been assumed at 80% of market values, except for the three-bed in the higher value zone which is has a capped price of £250,000 to ensure it meet the Starter Homes criterion.

Construction Costs

5.22 Table 5-9 sets out our build cost assumptions used in our appraisals.

Table 5-9 Residential cost assumptions

Typology	£psm all value zones	Comment
1 bed House	£1,149	Costs are based on BCIS general estate housing. Median costs re-based for Waveney Appendix 4.
2 bed House	£1,149	
3 bed House	£1,149	
4 bed House	£1,149	
5 bed House	£1,149	
1 bed Flat	£1,339	
2 bed Flat	£1,339	

Source: BCIS

Other Costs

5.23 Table 5-10 sets out the other development costs assumed in our appraisal. The majority of development is greenfield, and we understand that there is no significant development cost associated with bringing the sites forward.

Table 5-10 Other development costs

Initial costs	Cost	Source
Planning Application Professional Fees, Surveys and reports	£10,000 - £110,000	Allowance
Statutory Planning Fees (Residential)	Variable per scenario	Based on national formula
Site Clearance and Demolition	£110,000 £ per net acre (if brownfield)	HCA Guidance on dereliction, demolition and remediation cost, March 2015
External works	15% of BCIS build costs	Reasonable allowance based on comparable schemes
M4(2) Category 2 Housing	£521 £ per dwelling 5% of all units for scenarios of 20 dwellings or more	This is based on the DCLG housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157.
Water efficiency	£9 per dwelling	Department for Communities and Local Government Housing Standards Review Cost Impact September 2014 by EC Harris.

Initial costs	Cost	Source
Contingency	5.0% of all construction costs	Reasonable allowance based on comparable schemes
Professional Fees	10.0% of all construction costs	
Marketing and Promotion	1.5% Market Housing GDV	
Residential Sales Agent Costs	1.5% Market Housing GDV	
Residential Sales Legal Costs	0.5% Market Housing GDV	
Interest (on Development Costs) -	6.5% Calculated through cashflow	
Affordable Housing Profit Margin	6.0% Affordable Housing GDV	
Market Housing Profit Margin	20.0 % Market Housing GDV	
CIL	Appraisal output	
S.106	Appraisal output	

Source: AspinallVerdi

Time-scales

5.24 Table 5-11 sets out our time-scale assumptions used, these are based on our experience of the local market.

Table 5-11 Development time-scales

Scenario	No. of resi units	Lead in period	Development period	Sale period
Houses (infill)	1	6 months	6 months	1 months
Houses(infill)	5	6 months	9 months	4 months
Housing	8	6 months	12 months	6 months
Housing	15	1 months	12 months	12 months
Housing	30	6 months	18 months	18 months
Housing	75	6 months	24 months	24 months
Housing	100	6 months	30 months	30 months
Housing	200	6 months	40 months	40 months
Housing	1,200	12 months	13 years	13 years

Source: AspinallVerdi

Land Value

- 5.25 As we have set out in Chapter 3 of this report there are many approaches to determining the land value. Housing growth in the district is identified on greenfield land. Establishing land values on greenfield land is problematic because land deals are confidential and normally secured through option agreements or subject to planning.
- 5.26 In our assessment we give weight to the Harman approach of existing use plus premium. This approach is supported in the draft PPG. In our assessment we consider the greenfield sites existing use to be agricultural.
- 5.27 Knight Frank report that average agricultural land values across England are £18,064 per hectare, a figure which has decreased over the past 2 years. Carter Jonas give an indication for the whole of the East of England as £22,200 per hectare (£9,000 per acre) for arable land (bare) and £17,300 per hectare (£7,000 per acre) for grassland. Table 5-12 sets out quoting prices for agricultural land in Suffolk, these quoting prices are slightly higher than the Knight Frank report for the East of England.

Table 5-12 Agricultural land asking prices, Suffolk

Address	Quoting price	Site area ha	Site area Acres	£ per ha	£ per acre
South of the village of Wickham Skeith	£590,000	27.94	69.04	£21,117	£8,546
South of the village of Wickham Skeith	£120,000	5.75	14.21	£20,870	£8,445
Bramfield, Nr Halesworth	£75,000	3.05	7.53	£24,590	£9,960
South Lopham, Nr Diss	£70,000	3.29	8.13	£21,277	£8,610
Average				£21,359	£8,644

Source: Clarke & Simpson,

- 5.28 Based on our evidence shows that a suitable agricultural land value for the district is £21,000 per gross hectare (£8,500 per gross acre). To this existing use value we need to apply a suitable landowner premium. When setting a suitable premium above the existing use values we are mindful of the Harman report which states:

“the premium should take account of the make-up of key landowners within the area and their interests. In areas where landowners have long investment horizons and they are content with current land use, the premium will be higher than in those areas where key landowners are more minded to sell.....”

.....This is particularly the case in relation to large greenfield sites where a prospective seller is potentially making a once in a lifetime decision over whether to sell an asset that may have been in the family, trust or institution’s ownership for many generations.

Accordingly, the uplift to current use value sought by the landowner will invariably be significantly higher than in an urban context and requires very careful consideration.

It should also be recognised that landowners’ expectations are not necessarily related directly to the economic circumstances of the locality, given that farmland of equivalent quality has a broadly similar intrinsic value irrespective of its geographic location within the country.⁸¹

5.29 In terms of applying a suitable premium to the agricultural value we have regard to the HCA Viability toolkit assumptions (2010 Annex 1 Transparent Viability Assumptions Section 3.5 which states that:

“Benchmarks and evidence from planning appeals tend to be in a range of 10% to 30% above EUV in urban areas. For greenfield land benchmarks tend to be in the range of 10 to 20 times agricultural value.”⁸²

5.30 Applying a 10 to 20 times uplift to our assessment of agricultural land of £21,000 per gross hectare (£8,500 per gross acre) results in a value of between £210,000 and £420,000 per gross hectare (£85,000 and £170,000 per gross acre) - this assumes unserviced land.

5.31 In addition to considering a multiplier on greenfield agricultural values we have cross-referenced with land sales recorded on Land Registry, which has been analysed £ per hectare basis – this is set out in Table 5-13.

Table 5-13 Residential land sales

Date of purchase	Address	Price paid	Approx. gross site area ha	£ per ha	Comment
14/04/2010	Land on the north side of High Street, Kessingland	£341,904	2.55	£134,080	Badger Homes
26/05/2016	Land on the east side of Cucumber Lane, Weston, Beccles	£144,000	0.24	£597,510	Orbit Housing Assoc.

⁸¹ Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the ‘Harman’ report) page 30

⁸² HCA, 2010, Area Wide Toolkit Annex 1 Transparent Viability Assumption, Homes & Communities Agency

Date of purchase	Address	Price paid	Approx. gross site area ha	£ per ha	Comment
18/04/2016	Land on the south west side of Fairview Road, Halesworth	£780,000	0.75	£1,035,857	Heritage Developments
07/07/2016	Land on the north-west side of Lodge Road, Holton, Halesworth	£320,000	0.40	£806,045	Cambridge and County Developments
23/12/2015	Land on the west side of Lodge Road	£96,000	0.33	£294,479	Orwell Housing Association
02/10/2015	Land lying to the east of St Michaels Way, Wenhaston	£830,005	1.30	£638,465	Hopkins and Moore (Developments)
24/07/2015	Land on the north side of North Road, Southwold	£950,000	N/A	N/A	Equity Estates Homes

Source: Land Registry, googlemaps, AspinalVerdi

- 5.32 Analysis of commercial land sales has been undertaken to assess brownfield land development values i.e. commercial value plus uplift. On EGi there is no evidence of recent commercial land sales and as shown in Table 5-14 the evidence available is historic showing values at around £250,000 per hectare.

Table 5-14 Commercial land sales

Date of purchase	Address	Price paid	Approx. gross site area ha	£ per ha
06/07/2004	Peto Way, Lowestoft	Not quoted	0.02	N/A
09/04/2002	Pakefield Range, Lowestoft	£150,000	0.59	£252,653
07/03/2002	Pakefield Range, Lowestoft	£150,000	0.61	£247,158

Source: EGi

5.33 We have supplemented our analysis with consultations with commercial agents who report:

- Greenfield: un-serviced
 - Ellow airfield: 150,000 per acre, 26 acre site with rough fronting
 - St John’s Road, Bungay: 130,000 per acre, 7 acres, no access.
- Greenfield: serviced
 - People are prepared to pay anywhere around £240,000 per acre
- Brownfield site
 - In general, price is completely dependent on level of contamination and type of contamination.
 - Prices go from maximum £250,000 per acre but can be as low as £100,000 per acre, mostly based on contamination.

5.34 Based on our analysis we have used the land values set out in Table 5-15. Allowances in the land value assessment has been made to reflect gross to net developable areas. With the values cross-referenced back to the evidence contained in Table 5-13 and Table 5-14 to ensure that they represent a competitive to the landowner return i.e. land does will sale at these values used and as result fulfils the NPPF requirement set out in Chapter 2 of this report and policy requirements.

Table 5-15 Land values used in appraisal

Scenario	No. of dwellings	Site coverage	Net land value £ per ha Lower Value	Net land value £ per ha Lower Mid Value	Net land value £ per ha Higher Mid Value	Net land value £ per ha Higher Value	Assumption
Houses (infill)	1	100%	£271,810	£271,810	£296,520	£321,230	Based on existing employment land value of £100k per acre; uplift of 10% to 30%.
Houses(infill)	5	100%	£271,810	£271,810	£296,520	£321,230	
Housing	8	100%	£210,035	£358,295	£716,590	£864,850	Lower value zone based on £85k per gross acre, Lower mid
Housing	15	90%	£234,745	£395,360	£790,720	£963,690	
Housing	30	90%	£234,745	£395,360	£790,720	£963,690	
Housing	75	85%	£296,520	£420,070	£840,140	£1.013 m	

Scenario	No. of dwellings	Site coverage	Net land value £ per ha Lower Value	Net land value £ per ha Lower Mid Value	Net land value £ per ha Higher Mid Value	Net land value £ per ha Higher Value	Assumption
Housing	100	80%	£308,875	£444,780	£889,560	£1.079 m	value zone
Housing	200	80%	£308,875	£444,780	£889,560	£1.079 m	£145k per gross acre,
Housing - lower value	1200	80%	£259,455	N/A	N/A	N/A	Higher mid value zone
Housing - lower mid value	1200	60%	N/A	£593,040	N/A	N/A	£290k per acre and higher value zone circa.
Housing - higher mid value	1200	60%	N/A	N/A	£1.198 m	N/A	£325k per gross acre.

Source: AspinallVerdi

Residential Viability Results

5.35 Our residential viability testing results are set out in Appendix 5. The results of our residential testing show with a tenure mix 50% affordable rent; 30% shared ownership; 20% Starter Homes of is set out below:

Lower Value Zone

- Development is unviable at 35% affordable housing across the majority of scenarios.
- Development starts to become viable around 20% affordable housing (scenarios 15, 30 and 1,200 dwellings). In these scenarios with 20% affordable housing there is scope for £10 psm CIL.
- When affordable housing is reduced to 15% a £30 psm CIL is viable.
- Development of small sites (i.e. 1 and 5 dwellings scenarios) is generally unviable. However, this is not of a concern because small infill sites in the lower value zone does not represent the bulk of development over the plan period.

Lower Mid Value Zone

- Development is viable at 35% affordable housing across all scenarios except for the large strategic site.
- At 35% affordable housing a CIL of around £20 psm is viable except for in 1,200 dwellings scenario. Alternatively, a S.106 obligation of £1,000 per dwelling is viable with 35% affordable housing.

- The larger strategic site of 1,200 dwellings is viable with 25% affordable housing, and there is scope for £20 psm CIL or £2,000 per dwelling S.106. If affordable housing is reduced to 20% CIL can be increased to £40 psm or £4,500 per dwelling. The reduced viability on the larger site is due to a poorer gross to net.

Higher Mid Value Zone

- Viability in the higher mid value zone is significantly better than the lower and lower mid value zones.
- 35% affordable housing is viable across all scenarios. The tipping point of viability is around 40% - 50% affordable housing.
- 35% affordable is viable when density is reduced to 25 dph except for in the larger 1,200 dwelling scenario where 20% affordable housing is viable at this reduced density.
- At 35% affordable housing a CIL of £50 psm is viable across all scenarios.
- Alternatively, 30% affordable housing and a CIL of up to £80 psm is viable for scenarios up to 200 dwellings.
- In the larger scenario of 1,200 dwellings, which is tested at 30 dph, viability is reduced due to a poorer gross to net. In this scenario a CIL of £50psm or S.106 of £4,000 per dwelling is viable with 35% affordable housing. Reducing the affordable housing provision to 30% affordable housing increases the scope for a CIL to £90 psm or £8,000 per dwelling S.106.

Higher Value Zone

- Again, viability in the higher value zone is significantly better across all scenarios. In all scenarios 50% affordable is viable. However, with this level of affordable housing the maximum CIL is around £110 psm or S.106 of £7,000 per dwelling.
- Reducing the affordable housing to 40%, allows for a CIL up to £200 psm or S.106 of £10,000 per dwelling.

5.36 We have varied the affordable tenure to 70% affordable rent, 15% shared ownership and 15% discount rent. Appendix 6 shows the impact varying the affordable housing tenure mix has on viability. These results are summarised as follows:

Lower Value Zone

- Development remains unviable at 35% affordable housing across the majority of scenarios, with overall viability decreasing due to a change in tenure. In this scenario development starts to become viable around 20% affordable housing but there is no scope for CIL. Affordable housing needs to reduce to 15% to allow for a CIL of £10 psm.

Lower Mid Value Zone

- Development is viable at 30% affordable housing across all scenarios except for the large strategic site. With 30% affordable housing there is scope for £10 psm CIL.
- At 20% affordable housing a CIL of around £30 psm across scenarios.

Higher Mid Value Zone

- In this scenario 35% affordable housing is viable across all scenarios except for the large strategic site. On the large scenario development is viable at 30% affordable housing.
- Reducing affordable housing to 30% across all scenarios allows for a maximum CIL of £20 psm.

Higher Value Zone

- In all scenarios 45% affordable is viable with the change of affordable housing tenure. Development only starts to become unviable when density falls to 25 dph at 50% affordable housing.
- A scenario of 35% affordable housing and CIL of £150psm is the optimal scenario before viability becomes a concern.

6 Specialist Residential Viability Testing

- 6.1 Specialist residential viability testing has been undertaken for elderly accommodation holiday lets.

Elderly Accommodation Viability Testing

- 6.2 Paragraph 8.9 of the First Draft Local Plan identifies that there is a need for “*need for different types of specialist housing including, sheltered housing and extra care housing.*” With the Strategic Housing Market Assessment (2017) identified a potential need for 1197 sheltered and extra care housing.
- 6.3 Paragraph 3.10 of First Draft Local Plan, July 2017 states:
- “Waveney has an ageing population and the Strategic Housing Market Assessment (2017) identified a significant need for new sheltered and extra care housing and new care homes. This large site, which will likely be delivered by a number of developers provides an opportunity to deliver a retirement community comprising a care home and a proportion of extra care and/or sheltered dwellings. The development should be designed, utilising dementia friendly design principles (see Policy WLP8.29 on Design).”*

Scenarios

- 6.4 There has not been many recent new build elderly accommodation in the Waveney District, we have therefore also analysed comparable schemes in the wider Suffolk market. We have used these schemes to establish suitable average unit sizes, density and number of units to test. Typically we are see development come forward as:
- Number of units - 30
 - Density - 30 dph
 - 2-bed bungalow average unit size 72 sqm GIA
- 6.5 We are typically seeing development come forward in lower mid, mid higher and higher value zones and this has been the focus of our testing.

Value Assumptions

6.6 Table 6-1 sets our sale value assumptions used elderly accommodation values.

Table 6-1 Elderly accommodation values

Scenario	Unit size sqm GIA	Unit Sale price	£ psm
Housing -lower mid value	72	£160,000	£2,222
Housing - higher mid value	72	£240,000	£3.333
Housing higher value	72	£260,000	£3,600

Scenario: AspinallVerdi

Build Cost Assumptions

6.7 The majority of costs used in the elderly accommodation testing are the same that has been used in the residential testing in Chapter 5, where they do differ these are set out in Table 6-2.

Table 6-2 Elderly accommodation build costs assumptions

Element	Cost	Comment
Build cost	£1,304 psm	BCIS estate housing semi-detached – single storey , re-based for Waveney District details contained in Appendix 4.
Marketing and Promotion	3% market value	Comparable scheme analysis shows higher costs over 'standard market housing'. Cost allowance assumed still in line with the Harman report (P.35) but at higher end.

Source: AspinallVerdi

Land Value

- 6.8 It is envisaged that elderly residential accommodation development will come forward on similar sites that have been tested in the residential. We have therefore used the same land value assumptions set out in Chapter 5 with a gross to net of 80% to reflect typical development in the area.

Viability Testing Results

- 6.9 Our viability testing results are set out in Appendix 7. The result of our elderly residential testing shows that development is unviable with any affordable housing in the lower value area. Development is viable with 20% affordable housing and a CIL charge of up to £50 psm in the higher mid value zone. Development is viable at 35% affordable housing and £40 psm in the higher value zone.

Holiday Let Viability Testing

- 6.10 Policy WLP8.15 of the First Draft Local Plan states sets out the requirements for new self catering tourist accommodation
- *“Small scale (10 pitches/units or fewer) self catering tourist accommodation developments will be supported in principle across the District. Medium sized sites (11-79 pitches/units) will require good access to A or B roads and public transport. Covered cycle storage appropriate to the size of the site must be provided on site. Large sites (80+ pitches/units) will be supported where:*
 - *They are in or close to Lowestoft, the market towns, or the coastal resort towns of the District;*
 - *A Transport Assessment has been submitted demonstrating no significant impacts on the highway network;*
 - *Safe and convenient access to public transport and local services and amenities are provided;*
 - *Covered cycle storage appropriate to the size of the site is provided on site; and*
 - *Commercial, recreational or entertainment facilities are provided on site.*
 - *Self catering tourist accommodation comprising permanent buildings will only be permitted within the Settlement Boundaries defined by Policy WLP1.3, through the conversion of rural buildings or on large scale sites where commercial, recreational or entertainment facilities are provided on site.*

- *New self catering tourist accommodation will be restricted by means of planning conditions or a legal agreement which permits holiday use only and restricts the period the accommodation can be occupied.”*

Scenarios

- 6.11 To inform suitable scenarios we have reviewed the schemes analysed in our market report in Appendix 3. We have used the comparable schemes to establish suitable average unit sizes, density and number of units to test. Typically we are see development come forward as:
- Number of units - 30
 - Density - 30 dph
 - 3-bed lodge/chalet average unit size 111 sqm GIA
- 6.12 We are typically seeing development come forward in lower mid, higher mid and higher value zones and this has been the focus of our testing.

Value Assumptions

- 6.13 Table 6-3 sets our sale value assumptions used for holiday let accommodation. This has been informed through our market report in Appendix 3.

Table 6-3 Holiday let accommodation values

Scenario	Unit size sqm GIA	Unit Sale price	£ psm
Housing -lower mid value	111	£155,000	£1,736
Housing - higher mid value	111	£185,000	£1,982
Housing zone higher value	111	£220,000	£2,569

Scenario: AspinallVerdi

Build Cost Assumptions

- 6.14 The majority of costs used in the elderly accommodation testing are the same that has been used in the residential testing in Chapter 5, where they do differ these are set out in Table 6-4.

Table 6-4 Holiday let accommodation build costs assumptions

Element	Cost	Comment
Build cost	£828 psm	BCIS lowest estate housing semi-detached – single storey , re-based for Waveney District details contained in Appendix 4.
Marketing and Promotion	3% market value	Comparable scheme analysis shows higher costs over ‘standard market housing’. Cost allowance assumed still in line with the Harman report (P.35) but at higher end.

Source: AspinallVerdi

Land Value

- 6.15 Land values have been based on a price per pitch as evidenced in the market report set out in Appendix 3. The land values use in our assessment is set out in Table 6-5.

Table 6-5 Holiday let land values

Scenario	No. of dwellings	Pitch price	Total land value
Housing -lower mid value	30	£20,000	£600,000
Housing - higher mid value	30	£22,500	£675,000
Housing zone higher value	30	£25,000	£750,000

Scenario: AspinallVerdi

Viability Testing Results

- 6.16 Our viability testing results are set out in Appendix 7. The result of our holiday let testing shows that development is only viable in the higher value zone. In the higher value zone there is scope for a maximum CIL charge of £80 psm.

7 Retail Viability Testing

- 7.1 Paragraph 8.90 of the First Draft Local Plan states “The Retail and Leisure Needs Assessment identifies a need for 6,946sqm of non-food retail development and 1,564sqm for food store retail development over the plan period once existing commitments have been taken into account.”
- 7.2 Paragraph 8.90 of the First Draft Local Plan states “For retail and leisure development Policy WLP1.1 Scale and Location of Development focuses most development in Lowestoft and Beccles, with smaller amounts in Halesworth, Bungay and Southwold. Some of the need in Lowestoft could be accommodated on the Battery Green site allocated under Policy WLP2.7 and the Peto Square site allocated under Policy WLP2.3. There are no identified sites for retail and leisure development in other parts of the District. However, some of the food store need and non-food store need will be met on larger residential allocations in Beccles and Lowestoft in the form of small local shopping centres.”

Convenience Retail

Scenarios

- 7.3 Rents achievable on convenience retail units are not as location sensitive compared to residential uses so we would not expect to see a great deal of rent variation between the locations. Therefore, there is no justification to vary the testing by values. In determining scenario we have had regard to current occupier requirements:
- Tesco typically only seek sites for their express format i.e. circa 2,200 sqft in main urban areas (e.g. Ipswich and Norwich)
 - Waitrose stores tend to vary greatly in their format, dependent on the location and size of the site with examples in their portfolio of between 2,500 – 56,000 sqft
 - Aldi and Lidl:
 - Prominent sites in town, district, edge of centre or out of town locations
 - Unit sizes flexible on design and scale between 14,000 and 26,500 sqft
 - 1.3 -1.5 acres plus for standalone units or up to 4 acres for mixed-use sites.
 - Iceland’s requirements for this format is 10 – 15,000 sqft size units located on out-of-town retail parks.
- 7.4 Based on current occupier requirements and planned growth for convenience retail in the district we have tested the following scenarios:
- Express – 200 sq m, with 20% site coverage
 - Budget - 1,500 sq m, with 32% site coverage

- 7.5 Because occupier demand is currently focused on smaller formats, which may change in the future, we have also considered a larger ‘superstore’ format of 5,000 sq m with 28% site coverage in our testing.

Value Assumptions

- 7.6 Table 7-1 sets out the value assumptions used in our appraisal for convenience retail.

Table 7-1 Convenience retail scenarios

Scenario	GIA sq m	Rent psf	Yield	Rent Free	Source
Express	200	£15.00	5%	12	Market report contained in Appendix 3.
Budget	1,500	£18.00	5.0%	6	
Superstore	5,000	£15.00	5.0%	6	

Source: AspinallVerdi

Costs

- 7.7 Table 7-2 sets out the costs assumptions used in our appraisals for convenience retail. We have assumed that development will come forward on greenfield sites.

Table 7-2 Convenience retail costs assumptions

Element	Cost	Source
Build costs	£1,421 psm	BCIS median build costs for supermarket, hypermarket generally, re-based for Waveney District details contained in Appendix 4.
External works for services and infrastructure	15% of BCIS build costs	External works will vary, depending on site requirements. This allowance is in line with comparable schemes.
Professional fees	8% of BCIS build cost	Source: Page 45 Harman report and comparable schemes
Contingency	5% of BCIS build costs	Typically ranges between 3% - 5%, based on industry norms and other schemes coming forward in the district.
Letting Agents Costs	10.00% rental value	

Element	Cost	Source
Letting Legal Costs	5.00% rental value	Industry norms and other schemes coming forward in the district.
Investment Sale Agents Costs	1.00%GDV	
Investment Sale Legal Costs	0.50% GDV	
Marketing and Promotion	1.00% GDV	
Profit	20% of build costs	
Interest	6.5%	Current finance costs and rates vary, we have based this on industry norms and other schemes coming forward in the district.
Finance fee	1% of costs	
SDLT on land value	5%	Commercial SDLT increase depending on purchase price: rates range between 0% and 5% - 0% £150,000 2% the next £100,00 (£150,001 to £250,000) 5% anything above £250,000
Agents fee on land value	1.0%	Industry norms and other schemes coming forward in the district.
Legal fee on land value	0.5%	

Source: AspinallVerdi

Time-scales

7.8 Table 7-3 sets out the time-scales used in the convenience retail testing appraisals.

Table 7-3 Convenience retail scenarios time-scales

Scenario	GIA sq m	Lead in period	Development period
Express	200	6 months	9 months
Budget	1,500	6 months	9 months
Superstore	5,000	6 months	12 months

Source: AspinallVerdi

Land Value

7.9 It is envisaged that development will occur on greenfield sites this is reflected in the land used in the testing which are set out in Table 7-8.

Table 7-4 Convenience retail land values

Scenario	£ per net acre	£ per net hectare
Express	£200,000	£495,000
Budget	£200,000	£495,000
Superstore	£200,000	£495,000

Source: AspinallVerdi

Viability Testing Results

7.10 Our viability testing results for convenience retail are set out in Appendix 8. Our results show that convenience retail is viable with the opportunity for a maximum CIL of £220 psm.

Comparison retail

Scenarios

7.11 We have looked at the following retailer requirements to inform suitable store sizes to test:

- Out of town
 - Poundland⁸³ – 370 sq m to 930 sqm
 - TK Maxx⁸³ – 1,115 sq m to 5,574 sqm
 - Wilko Stores⁸⁴ - 232 sq m to 1,394 sqm
 - Boots⁸⁵ – 926 sqm
- High Street
 - Jack Willis⁸⁵ - 232 sq m to 466 sq m
 - SpecSavers⁸⁵ – 111 sq m to 232 sq m
 - Charles Tyrwhitt⁸⁵ – 139 sq m to 279 sq m

7.12 To take account of both the smaller and larger size retailer requirements we have assumed two typologies in our testing for the Waveney District:

- Lowestoft out of town – 1,500 sq m, site coverage 40%.

⁸³ http://www.morganwilliams.co.uk/retailer_requirements.html

⁸⁴ <http://www.insightdiy.co.uk/news/wilko-poaches-argos-director/5077.htm>

⁸⁵ <http://www.montagu-evans.co.uk/propertysearch/retail-and-leisure/requirements>

- Lowestoft town centre smaller format - 500 sq m, site coverage 60%.
- 7.13 Out-with Lowestoft, these are likely to attract local/regional occupiers, we have reflected this in our testing with a third scenario as follows:
- Other centres – 200 sq m, site coverage 40%.

Value Assumptions

7.14 Table 7-5 sets out the value assumptions used in our appraisal for comparison retail.

Table 7-5 Comparison retail value assumptions

Scenario	GIA sq m	Rent psf	Yield	Rent Free	Source
Comparison retail: Out of town	1,500	£18.00	9%	18	Market report contained in Appendix 3.
Comparison retail: Lowestoft town centre smaller format	500	£20.00	9%	24	
Other centres	200	£20.00	10%	12	

Source: AspinallVerdi

Costs

7.15 The majority of build costs assumptions used for comparison retail are the same as those that have been used in the convenience retail analysis, where any costs differ these are set out in Table 7-6.

Table 7-6 Comparison retail costs assumptions

Element	Costs	Source
Build cost - Comparison retail: Out of town	£731 psm	BCIS median build costs for Retail warehouses generally re-based for Waveney District, details contained in Appendix 4.
Build cost - Comparison retail: Lowestoft town centre smaller format	£1,003 psm	BCIS median build costs for shops generally re-based for Waveney

Element	Costs	Source
		District, details contained in Appendix 4.
Build cost - Other centre	£1,003 psm	BCIS median build costs for shops generally re-based for Waveney District, details contained in Appendix 4.
Site abnormalities	£250,000 per net ha	Site abnormalities will vary significantly from site to site. We have assumed our allowance includes the cost for demolition and remediation. We have had regard to HCA guidance on dereliction, demolition and remediation costs March 2015, along with comparable schemes.

Source AspinallVerdi

Time-scales

7.16 Table 7-7 sets out the time-scales used in the comparison retail testing appraisals.

Table 7-7 Comparison retail scenarios time-scales

Scenario	GIA sq m	Lead in period	Development period
Comparison retail: Out of town	1,500	6 months	12 months
Comparison retail: Lowestoft town centre smaller format	500	6 months	9 months
Other centres	200	6 months	9 months

Source: AspinallVerdi

Land Value

7.17 It is envisaged that development will occur on brownfield sites this is reflected in the land used in the testing which are set out in Table 7-8.

Table 7-8 Comparison retail land values

Scenario	£ per net acre	£ per net hectare
Comparison retail: Out of town	£200,000	£495,000
Comparison retail: Lowestoft town centre smaller format	£400,000	£990,000
Other centres	£200,000	£495,000

Source: AspinallVerdi

Viability Testing Results

- 7.18 Our viability testing results for comparison retail are set out in Appendix 8. Our results show that the town centre and other centre comparison retail is unviable. Out of town retail is viable with the opportunity for a maximum CIL of £210 psm.

8 Employment Viability Testing

- 8.1 Paragraph 8.56 of the First Draft Local Plan explains “Projections for employment growth from the Employment Land Needs Assessment Update indicate we need to plan for 5,000 new jobs over the period to 2036. It is estimated that to meet this target, 43 hectares of employment land needs to be identified and developed.”
- 8.2 Policy WLP8.13 New Employment Development identifies that “Proposals for new employment development falling within use classes B1, B2 and B8 will be permitted within Existing Employment Areas.”
- 8.3 The Council’s Existing Employment Area Review, July 2017, identifies the following existing employment areas:
- Lowestoft
 - Barnards Way/Leyland Court
 - Beach Industrial Estate
 - Harbour Road Lake Lothing (Inner Harbour)
 - Oulton Industrial Estate
 - South Lowestoft Industrial Estate
 - Beccles
 - Beccles Business Park
 - Benacre Road
 - Common Lane North
 - Ellough Industrial Estate
 - Gosford Road London Road
 - The Moor Business Park
 - Bungay
 - Clays
 - Hillside Road East (Klauke)
 - Southend Road
 - Halesworth
 - Bernard Matthews
 - Blyth Road Broadway Drive
 - Halesworth Business Centre
 - Southwold and Reydon
 - Reydon Business Park

- Rural
 - Becks Green (nr. Bungay)
 - 2 Sisters Food Group (nr. Bungay)

Scenarios

8.4 In our testing we have considered industrial and office workspace. We have assumed the following scenarios:

- Office – 1,850 sqm NIA / 2,176 sqm GIA – gross to net 85%
- Industrial – 500 sqm GIA
- Site coverage – 40%.

8.5 It is assumed that the offices may be delivered across multiple units or as a single unit. The industrial unit would be delivered as single unit.

Viability

Value Assumptions

8.6 Table 8-1 sets out the value assumptions used in our appraisal for office and industrial.

Table 8-1 Employment value assumptions

Scenario	Sqm GIA	Rent psf	Yield	Rent Free	Source
Industrial	500	£6.00	8%	12	Market report contained in Appendix 3.
Office	2,176	£15.00	9.5%	12	

Source: AspinallVerdi

Costs

8.7 The majority of build costs assumptions used for employment use are the same as those that have been used in the convenience retail analysis, where any costs differ these are set out in Table 8-2.

Table 8-2 Employment costs assumptions

Scenario	Costs	Source
Industrial	£991 psm	BCIS median build costs for warehouse generally re-based for Waveney District, details contained in Appendix 4.

Scenario	Costs	Source
Office	£1,577 psm	BCIS median build costs for office generally, re-based for Waveney District, details contained in Appendix 4.

Source: AspinallVerdi

Time-scales

8.8 Table 8-3 sets out the time-scales used in the employment scenario testing.

Table 8-3 Office and industrial time-scales

Scenario	Lead in period	Development period
Industrial	6 months	12 months
Office	6 months	12 months

Source: AspinallVerdi

Land Value

8.9 Based on the analysis in the market report Appendix 3 we have assumed a land value of £370,665 per net hectare.

Viability Testing Results

8.10 Our viability testing results for industrial development is set out in Appendix 9. Our results show that office and industrial development in the district is unviable.

9 Recommendations

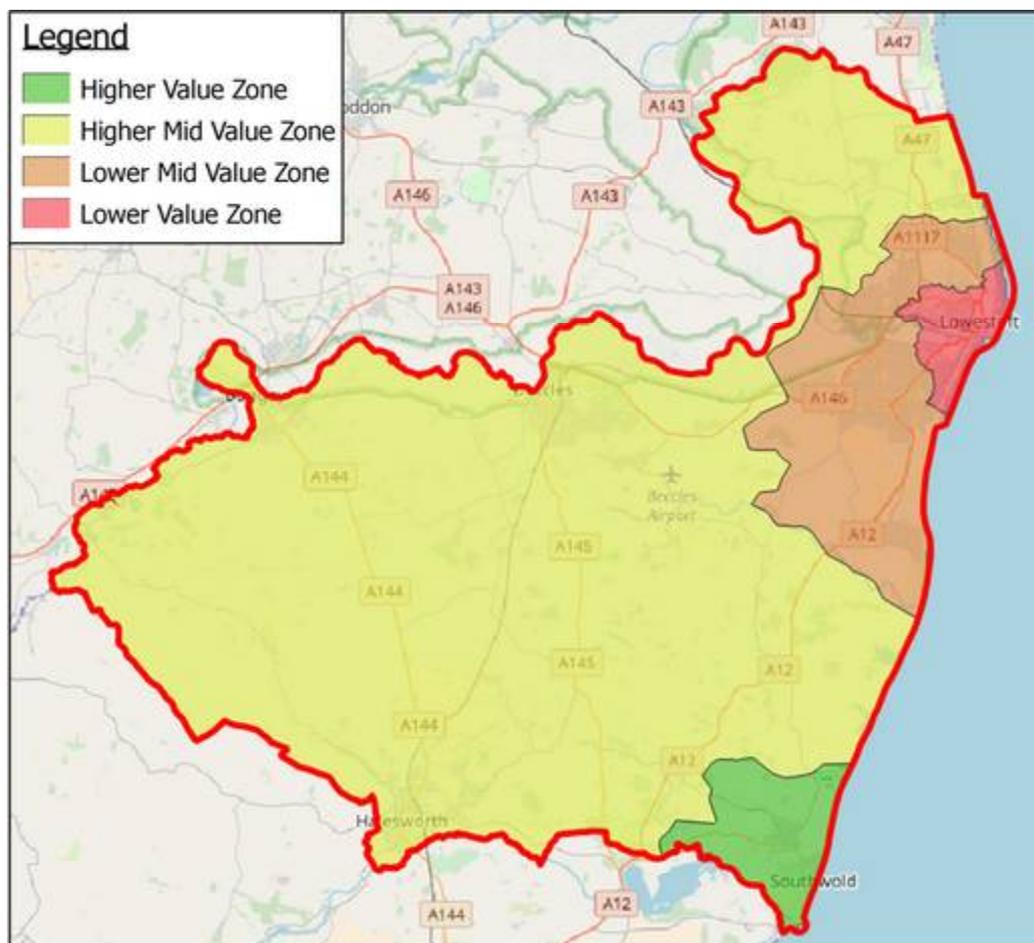
- 9.1 We set out below the results of our testing viability and how these results affect proposed policies. We provide recommendations on potential changes to policy to ensure viable development and thus a deliverable plan.

Implications of Plan Policies

Residential

- 9.2 In terms of formulating affordable housing policy and CIL charging we recommend that the district is split into four charging zones as set out in Figure 9-1.

Figure 9-1 Proposed CIL charging zones/affordable housing zones



Source: AspinalVerdi

9.3 Table 9-1 sets out the trade-offs between affordable housing and CIL charges i.e. a mix and match approach. The testing is based on 50% affordable rent; 30% shared ownership; 20% Starter Homes. The Council could seek to maximise affordable housing, or reduce the affordable housing contributions to maximise CIL.

Table 9-1 Affordable housing tenure: 50% affordable rent; 30% shared ownership; 20% Starter Homes

Value zone	Affordable housing	Maximum CIL £ psm,	Comments
Lower value – generic sites	10%	£50	Not all scenarios viable but bulk of development is not contained in this zone.
	20%	£10	
Lower value – strategic sites	10%	£90	
	30%	£20	
Lower mid value – generic	25%	£70	
	35%	£20	
Lower mid value – strategic sites	20%	£40	
	25%	£20	
Higher mid value – generic	30%	£110	
	35%	£60	
Higher mid value – strategic sites	25%	£130	
	45%	£20	
Higher Value	40%	£190	
	50%	£120	

Source: AspinallVerdi

9.4 If the Council wishes to verify to 70% affordable rent, 15% shared ownership and 15% Starter Homes. Appendix 6 shows the impact of varying the affordable housing tenure mix has on viability. These results are summarised in Table 9-2.

Table 9-2 Affordable housing tenure 70% affordable rent; 15% shared ownership; 15% Starter Homes

Value zone	Affordable housing	Maximum CIL £ psm,	Comments
Lower value – generic sites	10%	£50	Not all scenarios viable but bulk of development is not contained in this zone.
	15%	£30	
Lower value – strategic sites	10%	£80	
	25%	£20	
Lower mid value – generic	15%	£100	
	30%	£10	
Lower mid value – strategic sites	20%	£40	
	25%	£20	
Higher mid value – generic	20%	£110	
	35%	£10	
Higher mid value – strategic sites	20%	£120	
	30%	£40	
Higher Value	30%	£200	
	40%	£110	

Source: AspinallVerdi

Elderly Accommodation

- 9.5 Table 9-3 sets out policy option trade-offs for elderly accommodation. There is only opportunity to capture contributions in the higher mid and higher value zones.

Table 9-3 Elderly accommodation proposed policy costs

Scenario	Affordable housing	CIL £spm
Housing - higher mid value	5%	£160
	20%	£50
Housing zone higher value	15%	£200
	35%	£40

Scenario: AspinallVerdi

Holiday Let

- 9.6 The results of our holiday let testing shows that development is only viable in the higher value zone. In the higher value zone there is scope for a maximum CIL charge of £80 psm.

Employment Viability

- 9.7 The viability testing has shown that there is no scope for a CIL charge to be levied on employment space across the district.

Retail Viability

- 9.8 The viability has shown that convenience retail is viable with a maximum CIL of £220 psm. Due to the current uncertainty in the sector we would recommend setting a CIL below the maximum to allow sufficient buffer for market fluctuation.
- 9.9 The viability testing has shown that high street retail and small out of town is unviable, but large out of town is viable. Out of town retail is viable with the opportunity for a maximum CIL of £210 psm. Again, we would recommend setting a CIL below the maximum to allow a sufficient buffer for market fluctuation. For ease a single CIL charge for retail would be suitable, with a zero CIL charge for town centre development.

Appendix 1 - Policy Review

Appendix 2 – Residential Typologies and Densities

Appendix 3 – Market Report

Appendix 4 - BCIS Build Costs

Appendix 1 - Policy Review

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
WLP1.1 – Scale and Location of Growth	Low	<p>The policy identifies housing growth as a minimum of 8,223 dwellings in the district. The areas of distribution are as follows:</p> <ul style="list-style-type: none"> • Lowestoft (including Carlton Colville, Oulton, Oulton Broad, and the parts of Gisleham and Corton bordering the built-up area) - 55% of housing growth • Beccles and Worlingham - 15% of housing growth • Halesworth and Holton - 8% of housing growth • Bungay - 6% of housing growth • Southwold and Reydon - 4% of housing growth • Rural Area - 12% of housing growth <p>The policy also identifies the aim of achieving a minimum of 5,000 additional jobs in Waveney through providing:</p> <ul style="list-style-type: none"> • 43ha of employment land for B1/B2/B8 uses • 2,200m² (net) of convenience (food) and 11,000m² (net) of comparison (non-food) retail floorspace <p>The areas of distribution for employment is as follows:</p> <ul style="list-style-type: none"> • 60% - Lowestoft (including Carlton Colville, Oulton, Oulton Broad, and the 	We have tested a range of scenarios across different housing areas as well as strategic sites to ensure the scale, type and location of growth is captured.

		<p>parts of Gisleham and Corton bordering the built up area)</p> <ul style="list-style-type: none"> • 25% Beccles • 15% other towns and rural areas <p>The areas of distribution for retail and leisure is as follows:</p> <ul style="list-style-type: none"> • 60 % - 70% Lowestoft Town Centre • 15% Beccles 	
WLP1.2 - WLP8.1 – Housing Mix	High	<p>Policy identifies the basis for assessing mix of size and types of units and that 35% of dwellings are 1 and 2 bed properties. In addition, sites of 20 dwellings or more to make provision for 5% of all dwellings to meet Requirement M4(2) of Part M of the Building Regulations for accessible and adaptable dwellings. With dwellings that meet Requirement M4(3) of Part M of the Building Regulations can count towards the provision.</p> <p>M4(2) Category 2 - Accessible and adaptable dwellings – are dwellings that provide a higher level of accessibility that is beneficial to a wide range of people who occupy or visit the dwelling, and provides particular benefit to older and disabled people, including some wheelchair users.</p> <p>M4(3) Category 3 - Wheelchair user dwellings – are dwellings that are suitable, or potentially suitable through adaptation, to be occupied by wheelchair users.</p> <p>This has a cost implication for development. In addition to the baseline BCIS construction costs we have made extra-over allowance for these optional Building Regulations requirements to demonstrate that this is achievable:</p>	Cost included in appraisal.

		<p>+ £521 per unit for accessible and adaptable housing M4(2) Category 2.</p> <p>+ £10,111 per unit for wheelchair adaptable dwellings M4(3) Category 3.</p> <p>This is based on the DCLG housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157.</p>	
WLP8.2 – Affordable Housing	High	<p>Policy sets out the Council’s affordable housing requirement for dwellings or more must make provision for 35% of all dwellings as affordable housing. Of these affordable dwellings, 50% should be for affordable rent; 30% should be shared ownership; and 20% should be starter homes. Sheltered and extra-care housing should be included as affordable units where practicable.</p>	<p>Cost included in appraisal, assumed that provision is made on site. No affordable housing provision is made for holiday lets; because this does not trigger the policy page 35 of the Plan First Draft, July 2017 explains that “new residential development does not include dwellings restricted by condition for use as holiday lets.”</p>
WLP8.3 – Self Build and Custom Build	Low	<p>100 of more dwellings schemes are expected to provide of 5% self or custom build properties on site through the provision of serviced plot.</p>	<p>Assumed that market value will be paid for self-build plot therefore no need to make sperate allowance for this typology.</p>
WLP8.4 – Conversion of Properties to Flats	Low	<p>No further conversions to self-contained flats/houses in multiple occupation will be permitted in Flat Saturation Zone. Outside the Flat Saturation Zones planning permission will be granted for conversion of existing buildings to fully self-contained accommodation where the saturation figure for the street does not exceed 20% and residential properties are above average size (i.e. above 160sqm original gross floor space and include at least 5 bedrooms), no longer suited to family occupation or have a long established use (i.e. 10 years or more) as a House in Multiple Occupation or flats.</p>	

WLP8.5 – Gypsy and Traveller Sites	Low	Sets out requirements for new gypsy and traveller sites.	
WLP8.6 – Affordable Housing in the Countryside	Low	Policy sets out the criteria for affordable housing development in the countryside. The policy explains that only a limited number of market housing will be permitted to cross-subsidise the affordable dwellings.	Not part of our testing.
WLP8.7 – Small Scale Residential Development in the Countryside	Low	Policy explains the circumstances whereby small scale residential development will be permitted in the countryside. Including density requirements to be in keeping with the local area.	Not part of our testing.
WLP8.8 – Rural Workers Dwellings in the Countryside	Low	Policy sets out the criteria for development of dwellings countryside for rural workers.	Not considered in our testing.
WLP8.9 – Replacement Dwellings and Extensions in the Countryside	Low	Policy sets out the criteria for replacements and extensions of dwellings in the countryside.	Not considered in our testing.
WLP8.10 – Residential Annexes in the Countryside	Low	Policy sets out the criteria for residential annexes in the countryside.	Not considered in our testing.
WLP8.11 – Conversion of Rural Buildings to Residential Use	Low	Policy explains the criteria for conversion of redundant rural buildings in the countryside to residential use.	Not considered in our testing.
WLP8.12 – Existing Employment Area	Low	Policy sets out the criteria for permitting redevelopment or change of use of existing employment premises in existing employment areas and outside of these areas.	Not considered in our testing.
WLP8.13 – New Employment Development	Low	Policy sets out the criteria for permitting development existing employment areas and outside of these areas.	Office and industrial scenarios used in viability testing.

WLP8.14 – Conversion and Replacement of Rural Buildings for Employment Use	Low	Policy sets out the criteria for permitting conversion or replacement of rural buildings for employment.	Not considered in our testing.
WLP8.15 – New Self Catering Tourist Accommodation	Medium	Policy sets out criteria for development of new self-catering tourist accommodation of varying sizes. In addition the user restrictions e.g. which permits holiday use only and restricts the period the accommodation can be occupied.	We have considered holiday lets in our scenario testing. The user restriction compared to private housing will impact viability and this is reflected in the values used.
WLP8.16 – New Hotels and Guest House	Low	Policy sets out where new hotel development and criteria of conversion of properties to hotels will be supported.	Hotel development is not considered vital to the plan delivery in terms of growth, therefore not considered as part of our testing.
WLP8.17 – Existing Tourist Accommodation	Low	Policy explains that existing tourism accommodation will be protected and the criteria where be a change of use will be permitted.	Not considered in our testing.
WLP8.18 – New Town Centre Use Development	Low	Policy sets out location for new development of A1, A2, A3, A4, A5, C1, D2 and B1 uses.	We have tested a range of scenarios across different housing areas as well as strategic sites to ensure the scale, type and location of growth is captured.
WLP8.19 – Vitality and Viability of Town Centres	Low	Policy sets out where changes of use of ground floor premises in primary and secondary shopping frontages will be permitted.	Not considered in our testing.
WLP8.20 – Local Shopping Centres	Low	Policy sets out the types of uses that will be permitted in local shopping centres.	
WLP8.21 – Sustainable Transport	Low	Policy encourages people to travel using non-car modes to access home, employment, services and facilities. Policy explains that Transport Statements required for residential developments	This is a current requirement. It is assumed that these costs will be covered through the professional fees.

		between 50-80 dwellings; and Transport Assessments and Travel Plans will be required for residential developments larger than 80 dwellings.	
WLP8.22 - Built Community Services and Facilities	Low	Policy sets out the criteria whereby new community facilities can be built and existing facilities can be redeveloped.	Not considered in our testing.
WLP8.23 – Protection of Open Space	Low	Policy states that there is a presumption against any development that involves the loss of open space or community sport and recreation facilities. And explains the exceptional circumstances whereby development can take place in these areas.	Not considered in our testing.
WLP8.24 – Flood Risk	Low	Sets out criteria where planning permission will be granted where the proposed development is at risk of flooding.	No significant amount of development is proposed in flood risk areas.
WLP8.25 – Coastal Change Management Area	Low	Policy explains that new residential development including conversion of existing buildings will not be permitted in the Coastal Change Management Area.	Not considered in our testing.
WLP8.26 – Relocation and Replacement of Development Affected by Coastal Erosion	Low	Policy sets out the criteria for relocation and replacement of community facilities, commercial and business uses and dwellings affected by coastal erosion.	Not considered in our testing.
WLP8.27 - Renewable and Low Carbon Energy	Low	Sets out criteria for renewable and low carbon energy development.	This is a current requirement. It is assumed that these costs will be covered through general build costs.
WLP8.28 – Sustainable Construction	Medium	Policy sets out the Council's aspiration for sustainable construction and the following requirements:	Cost included as part of our testing but cost impact is low.

		<ul style="list-style-type: none"> Residential development to achieve water efficiency of 110 litres/person/day. Office development of equal or greater than 1,000 sqm gross floorspace are required to achieve the British Research Establishment Environmental Assessment Method "Very Good" standard. 	
WLP8.29 – Design	Medium	Policy sets out redesign requirements for high quality development.	BCIS median used re-based for Waveney are sufficient to meet design standards. Density assumptions reflect the area of development.
WLP8.30 – Housing Density and Design	Medium	Policy sets out development density at least 30 dwellings per hectare, unless local character indicates otherwise.	Development density is a key driver for viability. We have had regard to unit sizes and development density (the two go hand-in-hand) to ensure scenarios testing is reflective of the area.
WLP8.31 – Residential Gardens and Urban Infilling	Low	Sets out criteria for acceptable development for development of gardens and infill sites.	Our scenario testing captures this form of development.
WLP8.32 – Biodiversity and Geodiversity	Medium	Policy supports development that maintains, restores or enhances the existing green infrastructure network and positively contributes towards biodiversity.	Not considered in our testing.
WLP8.33 – Landscape Character	Low	Sets out the considerations for development as to its impact on the character of the area.	Not considered in our testing.
WLP8.34 – Coalescence of Settlements	Low	Prohibits development that contributes towards the coalescence of settlements through a reduction in openness and space between settlements or creation of urbanising effects between settlements.	Not considered in our testing.

WLP8.35 – Heritage Assets	Low	Explains the considerations for development proposals for heritage assts.	Not considered in our testing.
WLP8.36 – Locally Listed Buildings and Non-Designated Heritage Asset	Low	Sets out the criteria for re-use and development of local listed buildings.	Not considered in our testing.
WLP8.37 – Conservation Areas	Low	Sets out the criteria for development in the conservation areas.	Not considered in our testing.
WLP8.38 – Archaeology	Low	Full archaeological assessment must be included with any planning application affecting areas of known.	This is a current policy requirement. We would expect the cost of this to be covered through the professional fees.

Appendix 2 – Residential Typologies and Densities

Unit sizes - market housing	Lower Value	Lower Mid Value	up to 30 units		75+	
			Higher Mid Value	Higher Value	Higher Mid Value	Higher Value
OMS Unit Floor areas -	GIA sqm	GIA sqm	GIA sqm	GIA sqm	GIA sqm	GIA sqm
1 bed House	58	58	58	58	58	58
2 bed House	75	75	85	75	85	75
3 bed House	85	85	115	85	115	85
4 bed House	110	110	135	120	135	120
5 bed House	135	135	150	150	150	150
	NIA sqm	NIA sqm	NIA sqm	NIA sqm	NIA sqm	NIA sqm
1 bed Flat	50	50	50	50	50	50
2 bed Flat	61	61	61	61	61	61

Unit sizes - affordable housing	Lower Value	Lower Mid Value	Higher Mid Value	Higher Value
AH Unit Floor areas -	GIA sqm	GIA sqm	GIA sqm	GIA sqm
1 bed House	58	58	58	58
2 bed House	70	70	70	70
3 bed House	84	84	84	84
4 bed House	97	97	97	97
5 bed House	110	110	110	110
	NIA sqm	NIA sqm	NIA sqm	NIA sqm
1 bed Flat	50	50	50	50
2 bed Flat	61	61	61	61

*flats assumed 90% gross to net

Housing mix - greenfield development - LV - 8, 15, 30 and 1200 unit scenarios

Unit mix -	Mkt Units mix%	AH mix%	Overall mix%
1 bed House	0.0%	0.0%	0.0%
2 bed House	10.0%	55.0%	25.8%
3 bed House	52.0%	12.0%	38.0%
4 bed House	38.0%	0.0%	24.7%
5 bed House	0.0%	0.0%	0.0%
1 bed Flat	0.0%	33.0%	11.6%
2 bed Flat	0.0%	0.0%	0.0%

Housing mix - greenfield development - LMV, HMV & HV -15, 30, 75, 100 and 1200 unit scenarios

Unit mix -	Mkt Units mix%	AH mix%	Overall mix%
1 bed House	0.0%	0.0%	0.0%
2 bed House	10.0%	55.0%	25.8%
3 bed House	52.0%	12.0%	38.0%
4 bed House	30.0%	0.0%	19.5%
5 bed House	8.0%	0.0%	5.2%
1 bed Flat	0.0%	33.0%	11.6%
2 bed Flat	0.0%	0.0%	0.0%

Housing mix - infill development 8 units scenario

Unit mix -	Mkt Units mix%
1 bed House	0.0%
2 bed House	38.0%
3 bed House	62.0%
4 bed House	0.0%
5 bed House	0.0%
1 bed Flat	0.0%
2 bed Flat	0.0%

Scenarios

Scenario	Value Zone	No. of dwellings
Houses (infill)	All value zones	1
Houses(infill)	All value zones	5
Housing	All value zones	8
Housing	All value zones	15
Housing	All value zones	30
Housing	All value zones	75
Housing	All value zones	100
Housing	All value zones	200
Housing	Lower Value	1200
Housing	Mid Value	1200

Housing mix - infill development 1 & 5 units scenarios

Unit mix -	Mkt Units mix%
1 bed House	0.0%
2 bed House	100.0%
3 bed House	0.0%
4 bed House	0.0%
5 bed House	0.0%
1 bed Flat	0.0%
2 bed Flat	0.0%

Density

No. of units	Lower Value		Lower Mid Value		Higher Mid Value		Higher Value	
	Dph	sqm/ha	Dph	sqm/ha	Dph	sqm/ha	Dph	sqm/ha
1	40	3,000	30	2,250	25	2,125	25	2,125
5	40	3,000	30	2,250	25	2,125	25	2,125
8	40	3,248	30	2,436	25	2,590	25	2,590
15	40	3,368	30	2,565	25	2,548	25	2,548
30	40	3,368	30	2,565	25	2,548	25	2,548
75	N/a	N/a	30	2,565	30	2,647	30	2,647
100	N/a	N/a	30	2,565	30	2,647	30	2,647
200	N/a	N/a	30	2,565	30	2,647	30	2,647
1200	56	4,715	30	2,565	30	2,647	N/a	N/a

Appendix 3 – Market Report

APPENDIX 3

Final

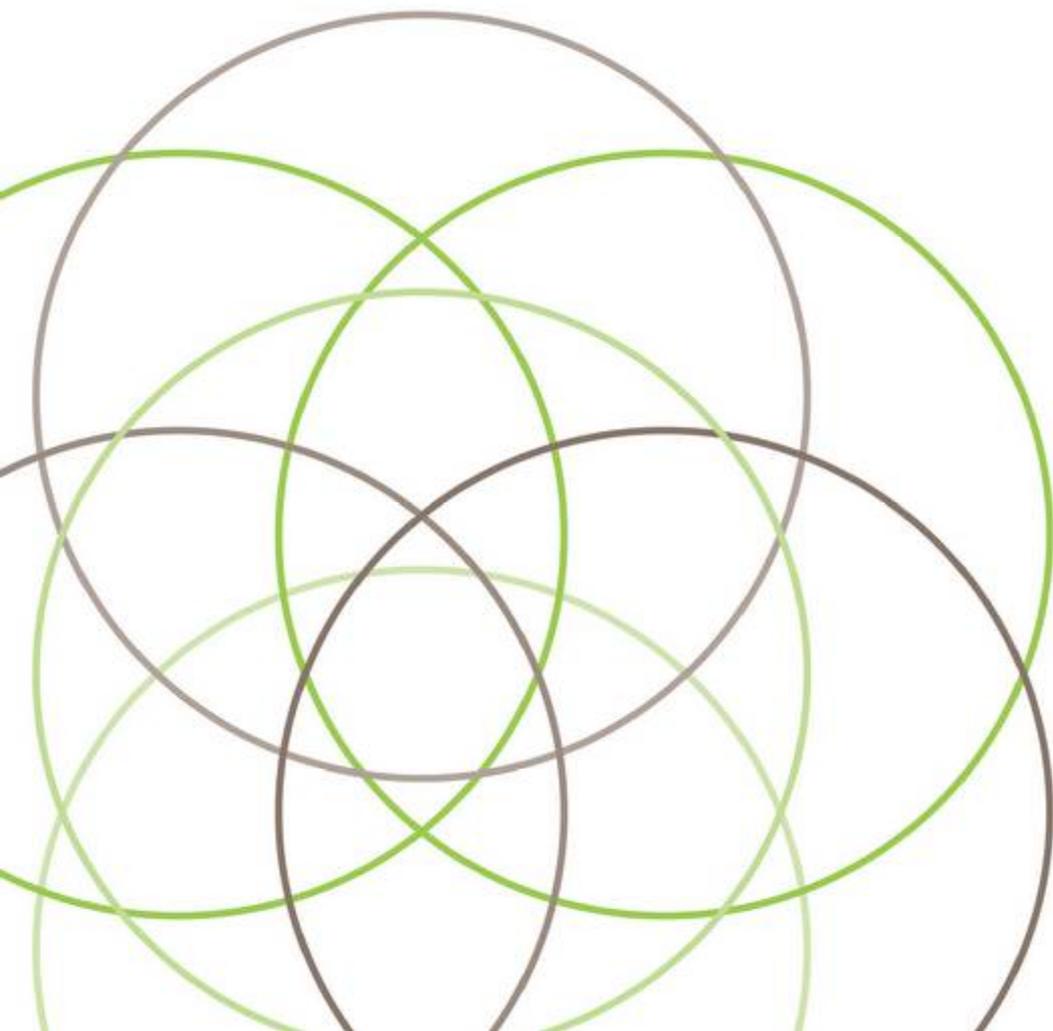
Market Report



Waveney District Council

March 2018

Private and Confidential



Quality Assurance

Date

28 March 2018

Version

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Authorised by

Stuart Cook, BSc (Hons), MRICS, Director

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Appendices

Appendix 1 – Residential Sale Value Evidence
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1 Introduction

- 1.1 This market report has been used to inform our assumptions for the Waveney Plan Viability testing. This report draws on data from recognised published data such as: Estates Gazette Interactive (EGi), Land Registry, Rightmove.co.uk, Zoopla and Energy Performance Certificates (EPCs).
- 1.2 Our market assessment considers the following markets:
- General residential.
 - Over 55 accommodation.
 - Holiday lets.
 - Retail (comparison and convenience).
 - Office uses.
 - Industrial uses.

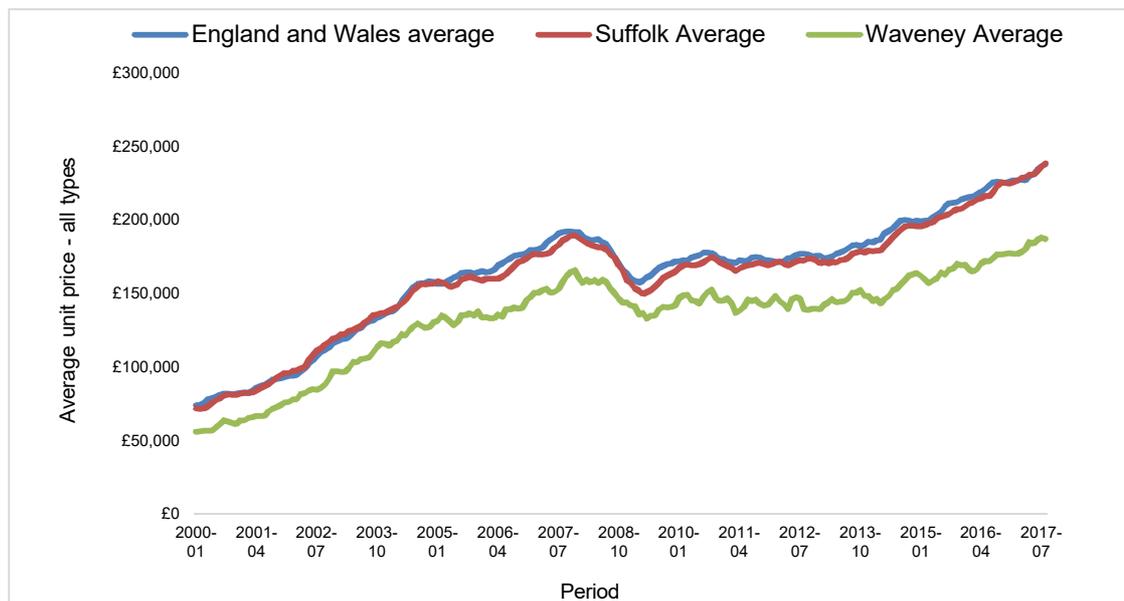
2 Residential

- 2.1 The Waveney District residential market has been compared nationally and county levels to assess current conditions. Data has been collected from sales values and asking prices and presented in relevant maps.
- 2.2 Data has been collected from a number of sources including, Land Registry, Zoopla, Rightmove and EPCs. Primary data has been provided by Waveney District Council concerning sites with planning permission, buildings in the pipeline and sites under construction.

Residential Market Overview

- 2.3 Since the global financial crisis, the residential market in England & Wales has been in a period of growth. The growth was initially seen in London, which responded the quickest to the financial crisis. This growth then rippled out to the south east and regions. However, this growth in house prices has not been spread equally across England & Wales. Figure 2-1 shows the average property prices (new and re-sales) for England & Wales, Suffolk and the Waveney District. Since 2009, the Suffolk average price has increased by around 52%, from £157,215 to £238,553. In the same period, prices across England and Wales grew at a slower rate at 40% but from a slightly higher average price; as a result current average prices are similar.
- 2.4 Figure 2-1 shows average prices in the Waveney District have consistently been below the England & Wales and Suffolk averages. In 2009 average prices in the district were £141,700; between 2009 and 2014 average prices fluctuated and started to steadily increase. Average prices in the district are now (August 2017) £187,097 an increase of around 1/3rd of the 2009 values. Average prices are currently around 27% below that of England & Wales and Suffolk averages.

Figure 2-1 Average residential property prices (All property types)

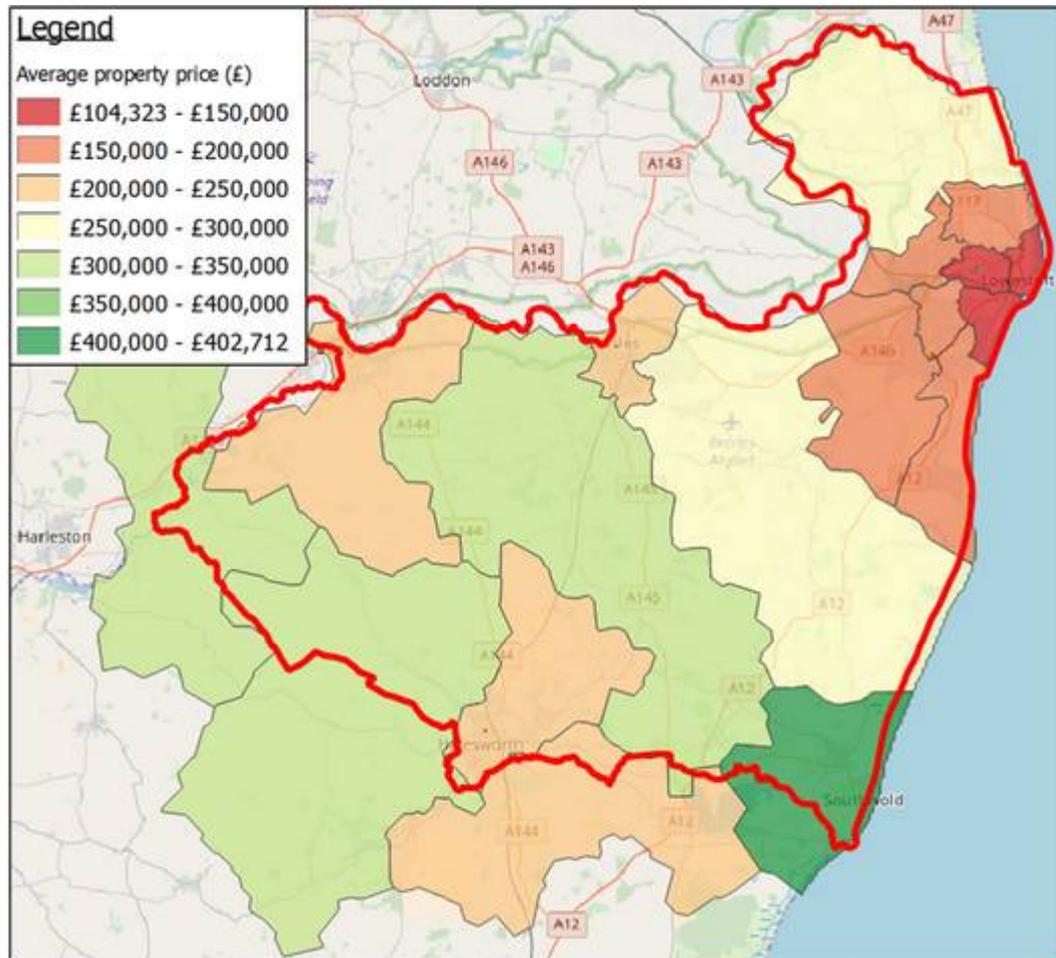


Source: Land Registry

Waveney District Council Average Property Prices

2.5 Figure 2-2 shows a heat map of the current average property prices for the district. The red/orange colours represent lower average prices and the green colour represents higher values. The map shows that the lowest value area is Lowestoft urban area with prices starting to increase as you ripple out into the rural areas. The highest value area is found in the south of the district in Southwold.

Figure 2-2 Heat Map



Source: Land Registry Sale Value data (Accessed September, 2016); Basemap ArcGIS online (2016)

- 2.6 Table 2-1 to Table 2-3 shows average property prices for three towns (Lowestoft, Bungay and Southwold), split by property type. The data in the tables corroborates the heat map as it shows that Southwold has much higher average prices than Lowestoft in every property type. It is also clear from the tables that there is a big difference in price per sqm.

Table 2-1 Property Values by Type, Lowestoft

Property type	Avg. current value	Avg. £ per sqm	Avg. # beds	Avg. £ paid (last 12m)
Detached	£265,230	£207	3.4	£249,871
Semi-detached	£181,978	£193	3.0	£175,681
Terraced	£135,213	£153	2.9	£128,268
Flats	£116,833	£152	1.7	£124,747

Source: Zoopla, accessed December 2017

Table 2-2 Property Values by Type, Bungay

Property type	Avg. current value	Avg. £ per sqm	Avg. # beds	Avg. £ paid (last 12m)
Detached	£339,446	£223	3.6	£314,748
Semi-detached	£213,825	£219	2.9	£207,565
Terraced	£192,578	£216	2.8	£182,824
Flats	£152,679	£170	1.8	£144,908

Source: Zoopla, accessed December 2017

Table 2-3 Property Values by Type, Southwold

Property type	Avg. current value	Avg. £ per sqm	Avg. # beds	Avg. £ paid (last 12m)
Detached	£543,064	£399	3.5	£545,371
Semi-detached	£429,643	£406	3.1	£453,157
Terraced	£480,801	£439	3.1	£470,879
Flats	£388,724	£533	1.9	£269,400

Source: Zoopla, accessed December 2017

New Build Sale Prices

- 2.7 New build sale values sales have been analysed using Land Registry data, this data has been analysed on a £per sqm basis through cross-referencing with EPCs. The data covers one year of sales (September 2016 – September 2017), the full analysis is contained in Appendix 1 and a summary provided Table 2-4. Where we have information of property type e.g. 3-bed semi-detached this has been stated in the analysis.

Table 2-4 New build sold price

Area	Typology	Average unit size sqm	Average £psm indexed linked HPI
Blythburgh	Semi-detached	128	£2,526
Blythburgh	Detached 5 bed 2 storey	153	£2,601
Blythburgh	Detached 4 bed 2 storey with double garage	173	£2,669
Wenhaston	Detached 3 bed	100	£2,766
Wenhaston	Detached 4 bed	137	£2,974
Southwold	Terraced	70	£9,544
Southwold	Flat	65	£6,046
Southwold	Detached	255	£3,037
Oulton	Terraced	69	£2,691
Oulton	Semi-detached	73	£2,558
Oulton	Detached	97	£2,510
Oulton	Detached 2 bed bungalow	79	£2,822
Oulton	Terraced 2 bed 2 storey	58	£2,764
Oulton	Terraced 3 bed 2.5 storey	81	£2,462
Oulton	Detached 4 bed storey	106	£2,291
Oulton	Detached 5 bed 2 storey	123	£2,209
Kessingland	Detached	156	£2,105
Urban area Lowestoft	Semi-detached	114	£2,898
Urban area Lowestoft	Terraced	102	£2,011
Urban area Lowestoft	Detached	113	£2,862
Beccles	Detached 5 bed 2 storey	246	£2,288
Bungay	Detached 3 bed bungalow	121	£3,273
Bungay	Flat	71	£2,555
Bungay	Terraced	99	£2,488

Source: Land Registry, EPC, AspinallVerdi

- 2.8 Table 2-4 shows that average prices (adjusted for Land Registry house price inflation) in Southwold are higher than the rest of the district and are wide range due to the scheme specific

nature of those developments. In the rural areas (out-with Lowestoft and Southwold) sold prices range between £2,500 psm and £3,000 psm. Prices in the urban area of Lowestoft can be as low as £2,000 psm, with values on the urban fringe sitting between the rural areas and Lowestoft urban at around £2,500 psm. Some of the sale value analysis is distorted through data containing very large properties e.g. 246 sqm 5-bed detached which reduces the £psm in the analysis.

New Build Quoting Prices

- 2.9 Comparable analysis of new build available properties has been undertaken to gain an understanding of location of new build schemes and their quoting prices – this is set out in Table 2-5. The main development in the district is the Persimmon Homes' scheme at Oulton. The majority of the other schemes are much smaller in size; offering more of a bespoke product rather than that being delivered by a volume housebuilder.
- 2.10 The analysis of quoting prices shows that 2 and 3 bed bungalows at Oulton range between £285,000 and £325,000; representing a premium over 2 bed two storey development which are advertised at £195,000. This price premium (on a unit basis) is replicated in Beccles whereby a 4 bed bungalow is advertised between £340,000-£400,000 compared to a 4 bed house at between £279,950 - £345,000.

Table 2-5 New build quoting prices

Address	Typology	Quoting prices
Lowestoft		
Corton Long Lane, Corton	A self build scheme consisting of 3 x 4 bed detached houses with floor areas ranging from 260-340 sqm	£575,000
The Woods Oulton	25 unit scheme consisting of 1,2,3 and 4 bed scheme, includes flats, bungalows and houses. Floor areas for the scheme are : 55 sqm (1 bed), 63-85 sqm (2 bed), 80-86 sqm (3 bed) and 118-128 sqm (4 bed)	1 Bed Apartment; - £155,000 2 Bed Bungalow: - £285,000- £325,000 3 Bed Bungalow: - £285,000- £325,000 3 Bed Semi-Detached: - £195,000 4 Bed Detached: -

Address		Typology	Quoting prices
			£320,000
Heath Lowestoft	Road,	Single 4 bed detached house	£279,950
Bungay			
Waterside, Ditchingham		3 bed end of terraced house	£210,000
Beccles			
Cucumber NR34	Lane,	8 x 4 bed detached houses	£279,950 - £345,000
Brick Kiln Old Farm Road	Farm, Off	6 x 4 bed bungalows and detached houses	£340,000-£400,000
Halesworth			
		4 bed detached 110 sqm	£350,000
Fairview Halesworth	Road,	4 bed detached 123 sqm	£415,000
		4 bed detached 131 sqm	£450,000
		4 bed detached 117 sqm	£375,000
Southwold			
North Southwold	Road,	13 unit scheme consisting of 2, 3 and 4 bedroom town houses	2 Bed Town Houses £420,000 4 Bed Town Houses £595,000

Source: Land Registry, EPC, AspinallVerdi

Residential Agent Consultation

2.11 To supplement the desk-based research telephone consultations have been undertaken with local estates agents active across the Waveney District. Below are the summarised responses:

- Lowestoft urban area - demand for properties circa £180,000, this price is a cap in terms of affordability.

- Prices improve as you move further north, west and south with particularly higher values in Southwold.
- Beccles is an attractive location due to ease of access into the town centre, facilities in the town centre and links to Ipswich.
- The west of the district attracts both local buyers and those out-with the area. Those out-with are attracted to the area for the tranquillity and links to Ipswich via rail. The west of the district is attracting buyers from Essex.
- Oulton is considered a better area than Lowestoft urban area.

2.12 As part of our telephone consultations we asked agents their opinions of sale values in different areas of the district to provide a “check” against our analysis of published data – their responses are summarised in Table 2-6.

Table 2-6 Proposed sale prices across Waveney

Address	Typology	Agents quoting unit prices
Kessingland	3 bed new mid-terraced	£185,000
Beccles	4 bed detached	£400,000 - £500,000
	3 bed detached	£350,000 - £400,000
	3 bed terraced	£200,000 - £300,000
	2 bed house	£180,000 - £250,000
Carlton Colville	2 bed	£255,000
Bungay	4 bed detached	£345,000 plus
	3 bed house	£250,000 plus
	2 bed cottages/town houses	£200,000 - £220,000
The Pastures at Oulton	4 bed house	£320,000 - £340,000
	3 bed town house	£270,000 - £300,000
	2 bed terraced	£175,000
	1 bed flat	£155,000
Southwold	4 build up to £1.7m	Up to £1.7 million
	3 bed house	£750,000

Address	Typology	Agents quoting unit prices
	2 bed semi-detached	£420,000

Source: local estate agent telephone consultations

3 Over 55 Accommodation

Introduction

- 3.1 With an ageing population, the demand for forms of specialist accommodation for the elderly is growing. Property agent's JLL state that one in five of the total population will be over 65 by 2025 and one in four by 2050'.¹ This type of specialist accommodation usually takes the form of retirement living (typically over 55 accommodation), housing with support, and housing with care.
- 3.2 Savills identify that the “open market and social landlords are not meeting the needs of around 25% of older households.”² Savills categorises the market as follows:
- **Open market** - provides housing for older people that have housing equity and can afford to downsize into a purpose-built property. Around 40% of households could afford to downsize and have at least £50,000 left over, assuming they can find one of these scarce properties.
 - **Social landlords** - provide for the least well-off, by offering rented sheltered housing for older people. This accounts for a further 35% of the elderly population.
 - **Squeezed middle** - wealthy enough to own their own home but not wealthy enough to leave it. There may be space for them in rented sheltered housing, but this is seen as a last resort due to (often unfair) perceptions of low quality and poor design.
- 3.3 The market generally comprises national companies such as McCarthy & Stone and Churchill Retirement Living and smaller regional/local developers. McCarthy & Stone and Churchill Retirement Living are developer/investors as they seek to maintain and manage the shared facilities post construction. Their schemes are typically flatted with shared communal facilities.

New Build Sold Price

- 3.4 Table 3-1 shows sale data for the most recent new build scheme in the district. This scheme is located Carlton Colville at Carlton Hall. The development comprises detached bungalows in a sheltered housing scheme. The units are all the same size (2 bed single storey) with achieved prices (adjusted for inflation) between £3,397 - £3,693 psm.

¹ JLL (2015) *Retirement living – where is the opportunity?*

² Savills (2017) *Housing for older people*

Table 3-1 Sold prices sheltered housing scheme – 2 bed single storey

Date	Address	Average unit size sqm	Unit price adjusted for HPI	£psm adjusted for HPI
05/05/2016	21 Carlton Hall, Chapel Road	59	£211,923	£3,592
10/05/2016	19 Carlton Hall, Chapel Road	59	£211,923	£3,592
13/05/2016	20 Carlton Hall, Chapel Road	59	£211,923	£3,592
23/05/2016	17 Carlton Hall, Chapel Road	59	£211,923	£3,592
10/06/2016	18 Carlton Hall, Chapel Road	59	£217,877	£3,693
18/10/2016	23 Carlton Hall, Chapel Road	59	£211,470	£3,584
18/10/2016	26 Carlton Hall, Chapel Road	59	£211,470	£3,584
01/11/2016	25 Carlton Hall, Chapel Road	59	£200,396	£3,397

Source: Land Registry, EPC

New Build Quoting Prices

- 3.5 There are currently no new build developments in the Waveney District, we have therefore looked at schemes in the wider Suffolk area. The two main specialist elderly schemes currently being advertised are by McCarthy & Stone – these are set out in Table 3-2. Unfortunately, neither scheme has quoting prices at this stage.

Table 3-2 New build marketed properties

Site address	Scheme description	Quoting price
Hadleigh Cottages, Former Brett Works Site, Hadleigh	2 bed circa 72 sqm and 3 bed circa 110 sqm properties (chalets, cottages and bungalows). Exclusively for those over 55	Not quoting
East Anglian Daily Times, 30 Lower Brook Street, Ipswich	25 one-bedroom apartments and 26 two-bedroom apartments exclusively for those over 60	Not quoting

Source: McCarthy & Stone

New Build Quoting Prices

- 3.6 Table 3-3 shows that the only new build scheme currently advertised on Rightmove is Orwell's development in Reydon. Quoting prices here for a 2 bed bungalow are £235,000 – these are being offered on a shared ownership basis.

Table 3-3 New build marketed properties

Site address	Developer	Scheme detail	Quoting price
Wangford Road, Reydon	Orwell	2 bed terraced bungalow circa 73 sqm	Shared Ownership capped at 75% of full market value of £235,000.
			

Source: Rightmove, Jennie Jones

Second-hand Quoting Prices

- 3.7 Due to a lack of new build sales in the district we have also considered second-hand sales. Table 3-4 shows that for a purpose built 2 bed bungalow in Reydon has a quoting price of £170,000 and a 2 bed unit on a park development in Lowestoft is £69,995.

Table 3-4 Second-hand marketed properties

Site address	Developer	Scheme detail	Quoting price
Oaklands House, Blackwater Covert, Covert Road, Reydon, Southwold	Healthcare Homes Group	Part of a wider scheme for over 65. Scheme has a mix of 1 bed hotel type suites, 2 bed bungalows and 3 bed detached houses.	£170,000 for 2-bed bungalows
Highgrove Close, Lowestoft	Blue Sky Homes	29 park houses for over 55	£69,995 for 2 bed

Source: Rightmove

4 Holiday Lets

Introduction

- 4.1 The style and type of accommodation in the holiday lets market is wide ranging, it can form purpose built dwellings, static caravan or lodges. The holiday lets market is distinguished between traditional market housing due to occupancy restriction e.g. not for single occupancy all year round.
- 4.2 Savills report that 2017 was a “particularly strong year for the UK holiday and home park market, which encompasses touring parks, holiday static parks and residential parks. This was driven predominantly by domestic investment as the popularity of staycations continued to increase.”³
- 4.3 Due to the improvements in the market Savills report that “the average ‘per pitch’ value has steadily risen across the board since 2014;... the residential park value....has risen from £23,000 to £31,000.”³

Waveney District Market

- 4.4 The holiday let market in the district is diverse with purpose built holiday villages and individual properties. Figure 4-1 illustrates the diverse accommodation on offer; with simple lodge style premises to purpose built dwellings.

Figure 4-1 Examples of holiday lets in Waveney District

Area	Picture
<p>Beach Lodge, Corton</p>	

³ Savills (2018) *The sun is likely to shine on the holiday and home park market in 2018*

Sandy Lodge. Southwold**Southwold**

Source: <https://www.homeaway.co.uk/p8235889>

New Build Sold Prices

- 4.5 Table 4-1 shows the most recent new build evidence for holiday let accommodation. As Figure 4-2 shows this type of accommodation is wooden single storey lodges.

Table 4-1 Holiday Cabins at Halesworth

Date of transaction	Address	Size sqm	£psm adjusted for HPI
10/12/2015	5 Pond Lane	111	£1,467
01/12/2016	8 Pond Lane	111	£1,380
12/02/2016	6 Pond Lane	111	£1,559

Source: Land Registry, EPC

Figure 4-2 Example of cabin accommodation at Pond Lane



Source: www.hoseasons.co.uk/lodges/heathside-lodges-heat

5 Retail

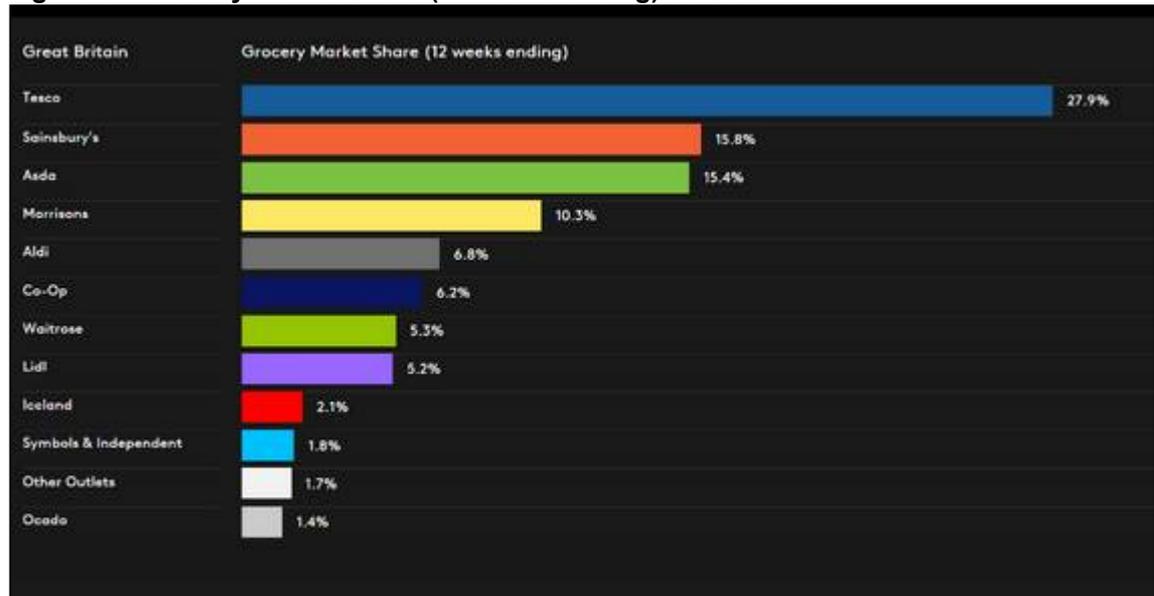
Introduction

- 5.1 In our assessment of the retail sector we consider both convenience and comparison retail because they both have different market drivers.

Convenience Retail Sector

- 5.2 The convenience retail sector has seen a significant change since the global financial crisis. In the years following 2008 supermarkets appeared to have weathered the economic storm with most operators aggressively expanding (commonly referred to as the race for space). Operators were able to competitively bid for sites as they were able to take advantage of other sectors in the property market being much weaker. During this period of growth there was a strong appetite from operators to open large format stores of up to circa 11,150 sq m. With this format of store providing a mixture of convenience and comparison retail.
- 5.3 In recent years shopping patterns have changed significantly: there is more reliance for online shopping combined along with customers supplementing a 'big' shopping trip with regular smaller shops during the week. Also some customers are splitting their shopping trips between the big four supermarkets (Tesco, Sainsbury's, Asda and Morrisons) and discounters such as Aldi and Lidl. This has led to discount supermarkets and Waitrose gaining market share at the expense of the big four.
- 5.4 Figure 5-1 shows that Tesco has the largest market share by some margin followed by Sainsbury's and Asda who both have around the 15% of the market. The budget supermarkets such as Aldi and Lidl have a much smaller market share.

Figure 5-1 Grocery Market Share (12 weeks ending) 08 October 2017



Source: Kantar World Panel, accessed November 2017

- 5.5 Operators are now more selective in the types of and locations of stores they seek to open. Tesco typically only seek sites for their express format i.e. circa 2,200 sqft in main urban areas ideally close to transport hubs. The likes of Asda, Morrisons and Sainsbury's focus on the main urban areas where there is a perceived market gap. Aldi and Lidl have been a bit more aggressive to increase their market share.

Large investment deals

- 5.6 CoStar reports⁴ the following large investment deals for supermarket in 2017:
- Sainsbury's in Burnham Road, South Woodham Ferrers – forward funded deal for new development - £22m deal reflected a 5.25% yield and comprised a new 25 year lease with fixed RPI-linked uplifts.
 - Aldi in Bedford – 20 year lease price agreed of £7.5m, reflecting a 4.3% yield, is believed to be a record for an Aldi store.
 - Waitrose in Sandhurst, sold by ICG Longbow to CBRE GI for £7.75m, representing a 4.35% yield.
 - Waitrose in Anglesey - 20,000 sqft sold to Aberdeen Asset Management for £4.65m in March 2017.

⁴ Costar (July 2017) *Supermarket investment picks up in first half of 2017*

- Waitrose in Milton Keynes – sold for £28.95m, reflecting a 4.25% yield in February 2017

Convenience Retail Waveney District

- 5.7 The Council's Retail and Leisure Needs Assessment, 2016 identified the following market share for the district's out of centre foodstores:
- Morrisons (Tower Road, Lowestoft) – 13.2% market share of all grocery purchases within Waveney District (Zones 3-5);
 - Asda (Belvedere Road, Lowestoft) – 12.1% market share within the District area;
 - Tesco (Leisure Way, Lowestoft) – 11.9% market share;
 - Aldi (Millennium Way, Lowestoft) – 9.4% market share; and
 - Morrisons (George Westwood Way, Beccles) – 7% market share.⁵
- 5.8 There has been limited new build supermarket activity in the Waveney District. The most recent development activity has been the rebuild of the Lidl supermarket on Peto Way in Lowestoft and there are plans for a new Lidl on Common Lane North in Beccles.

Suffolk Convenience Retail Rents

- 5.9 Because there has been a lack of new build activity combined with little evidence of deals recorded on EGi for supermarkets in the district we have considered the wider Suffolk area.
- 5.10 Table 5-1 and Table 5-2 shows that rents achievable are wide ranging, from £13 psf up to £39 psf with the higher rents being achieved on the more historic transactions.

⁵ Carter Jonas (2016) *Retail and Leisure Needs Assessment*

Table 5-1 Rental evidence

Date	Address	Operator	Size sqft	Rent £psf
01/09/2015	171-173 Felixstowe Road Ipswich	Co-Op	1,410	£14
29/07/2014	50-56 Tavern Street Ipswich	Tesco	2,336	£39
01/05/2013	The Emperor 293- 295 Norwich Road Ipswich	Tesco	2,809	£26
28/04/2017	1 Crown Walk, Newmarket	Iceland	8,196	£8
01/10/2017	Wolverton Works Stratford Road Wolverton	Lidl	28,038	£14.25
30/01/2015	147 Church Lane Bedford	Iceland	6,750	£14.07

Source: EGi

Convenience Retail Investment Yields

5.11 Figure 5-2 shows that investment yields for convenience retail range between 4.25% and 5%, depending on review mechanism. The more onerous the review, the lower the yield. Typically, for new build development we are only seeing the more onerous reviews for prime properties.

Figure 5-2 Yield guide

Sector	Feb-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18
Foodstores							
Annual RPI increases (1% (25 year income)	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%
Open market reviews	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%

Source: Knight Frank, February 2018

5.12 There is little evidence of recent convenience retail transactions in the Suffolk area. Table 5-2 shows the most recent investment sale shows a 5.9% yield for a small Tesco store in Ipswich with the larger Sainsbury's achieving a yield of 4.2% but this was at a time when the market was stronger.

Table 5-2 Investment sale evidence

Date	Address	Operator	Size sqft	Rent £ psf	Yield	Comment
26/07/2017	Heathlands 389 Foxhall Road Ipswich	Tesco	3,864	£13	5.9%	*RPI linked Rent Reviews *Rent Review 2018 *Lease expires 2033 *£50,000 pa rising to a minimum of £53,382
15/11/2013	66 Cornard Road Sudbury	Sainsbury's	66,080	£24	4.2%	Sale & leaseback

Source: EGi

Comparison Retail Sector

- 5.13 In recent years, the comparison retail sector has struggled, mainly due to the growth of online shopping. This has particularly been the case for high-street retail. Other than in prime city-centre locations, high-street retail has struggled. Consumers are now also displaying a lack of confidence due to the uncertainty associated with Brexit. The snap election added further uncertainty which contributed to a more subdued occupational market with a 32% decline in transactions compared to the same period in 2016⁶. Comparison goods retailers are reducing their unit numbers and pulling out of weaker areas. Major retailers such as Debenhams and M&S have announced store closures⁶ and occupiers such as Boots and John Lewis have also announced redundancies in an effort to cut costs.⁷
- 5.14 Retail warehousing is performing more strongly. Cushman and Wakefield report that demand for out-of-town units remains robust. This is leading to strong investment interest in this sector, even though retail sales are down overall, as noted above.

⁶ Cushman and Wakefield, 2017, *UK Retail High Street Q2 2017*.

⁷ Cushman and Wakefield, 2017. *Retail Market Snapshot: First Quarter 2017*.

Comparison Retail Waveney District

- 5.15 The main comparison retail centre in the district is Lowestoft with smaller provisions found in Beccles, Bungay, Halesworth and Southwold. In Lowestoft town centre there is the Britten Centre which has over 100,00 sqft of floorspace with occupiers such as WH Smith, Card Factory and Superdrug. Located in close proximity to the Britten Centre, along London Road, are the large retailers of Waterstones, Marks & Spencer, Wilko and Sport Direct. Out of town provision in Lowestoft is found at North Quay Retail Park which has occupiers such as Halfords, Maplin, Pets at Home, Currys/PC World and TK Max.

Waveney Comparison Retail Rents

- 5.16 Table 5-3 sets out analysis of recent rents achieved at the Britten Centre. The evidence shows that the general tone of rents are around £20 psf.

Table 5-3 Achieved rents at Britten Centre

Date of transaction	Unit No.	Occupier	Size sqft	Rent £ psf
01/12/2017	Unit 10c/10d	N/a	680	£17
15/11/2017	Unit 21/25A	N/a	2,911	£19
15/08/2017	Unit 13	N/a	5,050	£19
01/03/2017	Unit 16A	N/a	761	£18
01/12/2016	Unit 10A/10B	Pandora	620	£19
21/07/2016	Unit: 16b/17	Smoke Point	1,575	£19
15/07/2016	Unit 7	Private individual(s)	2,500	£13
15/01/2016	16B/17	Yours	1,570	£22
11/01/2016	Unit 13	Luxido	5,050	£8
08/10/2015	Unit 1	N/a	1,553	£21
15/07/2015	Ground Floor	Calendar Club (The)	368	£41
08/07/2015	Unit 18	Sportswift Limited	694	£20

Source: EGi, accessed February 2018

- 5.17 Table 5-4 shows that rents along the prime shopping area of Lowestoft range between £7 psf and £15 psf, with the lower rents typically being achieved on the larger units.

Table 5-4 Achieved rents along London Road

Date of transaction	Address	Occupier	Size sqft	Rent £ psf
01/02/2017	Ground and 1st, 111 London Road North	N/a	2,152	£12
25/03/2016	71 London Road North	Blacks Outdoor Clothing	3,390	£12
11/03/2016	158 London Road South	Hunny Bee Vintage & OMG Community Craft Shop	746	£8
01/03/2016	104 London Road North	Dorothy Perkins	9,386	£7
24/04/2015	110 London Road North	Vision Express	2,696	£13
08/10/2015	Ground, 140a London Road North	N/a	825	£13
01/10/2015	Ground, 140a London Road North	Private individual(s)	823	£13
15/09/2015	99 London Road North	Holland & Barrett	2,215	£15
20/06/2016	87-89 London Road North	WH Smith	8,570	£9

Source: EGi, accessed February 2018

- 5.18 There is evidence on pre-let transactions on EGi for North Quay Retail Park but no details of rents are given. Agents tell us that rents were historically around £15/16psf but have moved on to between £18 psf and 22.50 psf with incentives generally between 12 - 18 months on 5-year term.
- 5.19 Table 5-5 shows that out-with Lowestoft rents vary. In the more rural areas of Beccles, Bungay and Halesworth rents range between £5 psf and £23 psf. In Southwold rents can be much higher, up to £82 psf.

Table 5-5 Comparison Retail Rents – Rural & Southwold

Date of transaction	Address	Size sqft	Rent £ psf
15/04/2017	47 Smallgate, Beccles	1,094	£10
01/03/2017	12 Upper Olland Street, Bungay	1,669	£5
05/12/2015	Ground, 44 St. Marys Street, Bungay	505	£11
12/01/2017	Unit 1, The Old Creamery, Angel Link, Halesworth	1,600	£12
10/08/2016	16, 15/16 Thoroughfare, Halesworth	705	£23
10/06/2015	Unit 1, The Hawk, Bridge Street, Halesworth	564	£8
30/03/2015	33 High Street, Southwold	523	£43
01/03/2015	Unit 1, 58 High Street, Southwold	384	£65
01/03/2015	Unit 2, 58 High Street, Southwold	305	£82
08/07/2016	8 Queen Street, Southwold	1,092	£14

Source: EGi, access February 2018

Comparison Retail Investment Yields

- 5.20 Figure 5-3 shows that investment yields for secondary/tertiary retail is 10% plus, with shopping centres at similar levels. Yields on out of town retail are much lower; ranging from 4.5% to 7%; depending on user restriction, location and covenant.

Figure 5-3 Yield guide

Sector	Feb-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18
High Street Retail							
Bond Street	2.00% - 2.25%	2.00% - 2.25%	2.00% - 2.25%	2.00% - 2.25%	2.00% - 2.25%	2.00% - 2.25%	2.00% - 2.25%
Oxford Street	2.25%	2.25%	2.25%	2.25%	2.25%	2.25%	2.25%
Prime Shops	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
Regional Cities	4.50%	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%
Good Secondary (Truro, Leamington Spa, Colchester etc)	6.00% - 6.25%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
Secondary / Tertiary	10.00% ++	10.00% ++	10.00% ++	10.00% ++	10.00% ++	10.00% ++	10.00% ++
Shopping Centres							
Regionally Dominant (£200+ psf Zone A)	4.25%	4.25%	4.25%	4.25%	4.50%	4.50%	4.50%
Dominant Prime	5.00% +	5.00% +	5.25%	5.25%	5.50%	5.50%	5.75% +
Town Dominant	6.50%	7.00% +	7.25%	7.50%	7.50%	7.50%	7.75% +
Secondary	8.00% +	8.50% ++	8.50% ++	8.50% ++	8.50% ++	8.50% ++	8.50% ++
Out of Town Retail							
Open A1/Fashion Parks	4.50% -	4.50% -	4.50% -	4.50% -	4.50% -	4.50% -	4.50% -
Secondary Open A1 Parks	6.00%	6.00%	6.00%	5.75%	5.75%	5.75%	5.75%
Bulky Goods Parks	6.00%	6.00%	6.00%	5.75%	5.75%	5.75%	5.75%
Secondary Bulky Goods Parks	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Solus Open A1	5.00%	5.00%	5.00%	4.75%	4.75%	4.75%	4.75%
Solus Bulky (>50,000 sq ft let to strong covenant)	6.00%	6.00%	6.00%	5.75%	5.75%	5.75%	5.75%

Source: Knight Frank, February 2018

- 5.21 Table 5-6 sets out a number of investment sale transactions in Waveney. There is limited evidence of recent deals recorded on EGi. The evidence shows that yields achieved are quite narrow, ranging between around 8.6% - 8.7%.

Table 5-6 Comparison Retail Investment Sales and Yields

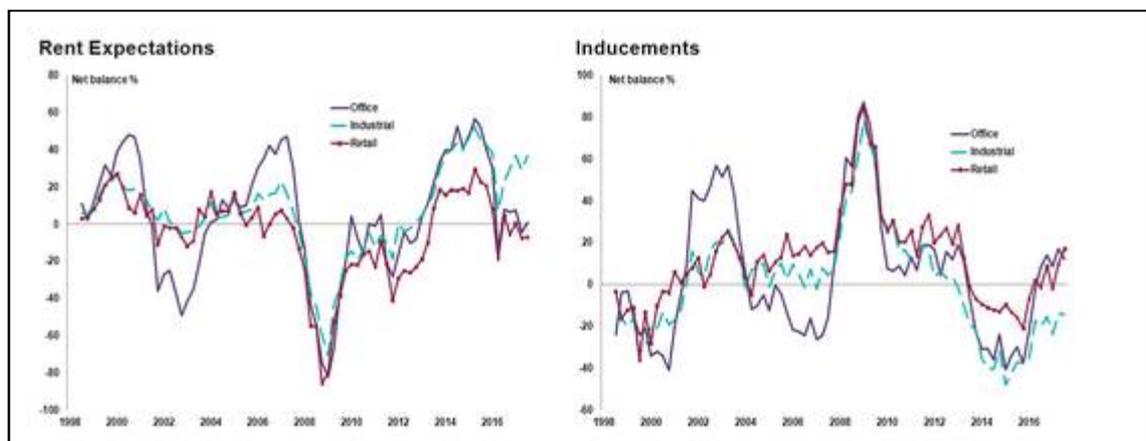
Date	Address	Occupier	Size sqft	Rent £ psf	Yield
18/02/2015	Britten Centre, London Road North, Lowestoft	Multi-tenanted	80,000		8.7%
12/05/2017	78-80 London Road North, Lowestoft,	Arcadia Group Ltd (formally named The Burton Group Plc)		£88,500	8.63%

Source: EGi, December 2017

6 Office Market

- 6.1 The office market across the UK performs at different paces. In recent years, we have seen strong growth in the London, Thames Valley and key regional cities (e.g. Manchester, Birmingham etc). The growth in the office market has been due to strong demand for space from professional services and Technology Media and Telecommunications. In secondary areas growth has been weak and rents have stagnated.
- 6.2 Since the Brexit Vote to leave the European Union there has now been a distinct change in the office market. Occupier demand, which was strong, has now reduced along with the availability of office space increasing. Companies are now tentative to expand and have been holding off on completing deals. The current unknown is whether this is a temporary reaction in the market or if the effects have changed the dynamics of supply and demand in the longer term.
- 6.3 The RICS quarter 2 2017 UK Commercial Property Market Survey reports that “Landlord incentives on offer to tenants in the office sector increased for a fifth successive period during Q3.” Figure 6-1 shows that office market sentiment is negative with expectations that rents will decrease and inducements increase.

Figure 6-1 Office occupier demand and availability



Source: RICS (Q3 2017) UK Property Market Survey

Suffolk Office Market

- 6.4 The Suffolk office market is centred around the town of Ipswich, here we see the majority of professional services for the county. As a result, the town of Ipswich achieves the highest prime rents for the county at £18 psf which has been achieved at the Birketts scheme.

Waveney District Office Market

6.5 The district's main office location is the town of Lowestoft with a small provision of offices found in Beccles and Bungay. Lowestoft has seen recent new build office development but this has been public sector led with the district and county councils taking space at Riverside.

Office Rents

6.6 Table 6-1 shows there has been a lack of office transactions recorded on EGi, with those deals recorded being for second-hand space. Rents for second hand units range from £6 psf to £12 psf; we would expect some price premium for new build stock.

Table 6-1 Achieved office rents

Date of transaction	Address	Description	Size sqft	£psf
15/04/2017	Kirkley House Horn Hill Lowestoft	 Second hand purpose built pavilion style offices	4,273	£12
15/11/2016	6b The Walk Beccles	 Refurbished office space above shops	1,109	£6
01/03/2016	30 Gordon Road Lowestoft	 Town centre refurbished office	1,701	£9

Date of transaction	Address	Description	Size sqft	£psf
15/04/2017	Kirkley House Horn Hill Lowestoft	 <p>Second hand purpose built pavilion style offices</p>	4,273	£12

Source: EGI accessed December 2017

Office Yields

- 6.7 There has been no recent office investment activity recorded on EGI we have therefore looked at national research. Figure 6-2 shows that south east tertiary locations, which we would consider the Waveney District to be, achieve 9.5%.

Figure 6-2 Secondary asset yield guide offices

SECTOR	SEPT 2016	DEC 2016	MAR 2017	JUN 2017
Offices				
Good City of London*	4.75% - 5.00%	4.75% - 5.00%	4.75% - 5.00%	4.75% - 5.00%
Major Regional Cities (Secondary)	7.00%	7.00%	7.00%	7.00%
SE Towns (Secondary)	7.50%	7.50%	7.50%	7.50%
SE Towns (Tertiary)	9.50%	9.50%	9.50%	9.50%

Source: Knight Frank, June 2017

7 Industrial Market

- 7.1 Nationally the industrial market has been performing well due to strong occupier demand for retailers and third party distribution companies (3PLs) created with the growth in online retailing. These types of occupiers have been seeking sites with good motorway access to allow for easy distribution of goods and storage units of 9,300 sq m plus. Developers and investors have been responding to this demand through delivering units on a build to suit basis and in some super prime locations (e.g. Heathrow, Midlands and M1 corridor) speculatively building.
- 7.2 As the economy has been improving poorer industrial space has been lost to higher value uses such as residential, the stock lost has not been replaced. In conjunction with space being lost, improvements in the economy has led to occupier demand increasing; especially for small and mid-size units increasing. There is now an imbalance in some areas of the country for units of less than 100,000 sqft.

Waveney District Industrial Market

- 7.3 Lowestoft is the main industrial centre in the district. Here we find the industrial activity related to the port and a number of purpose built estates around the town e.g. Sunhaven Industrial Estate and Kirkley Business Park. Out-with Lowestoft the industrial market is smaller with small industrial estates around Beccles and Bungay. Towards the south of the district small industrial estates are found in Reydon and Halesworth.

Industrial Rents

- 7.4 Table 7-1 shows that the majority of industrial transactions recorded on EGi have been around Halesworth and Lowestoft. Rents achieved for second-hand stock is around £5 psf. We would expect new build to achieve a price premium on these rents.

Table 7-1 Achieved industrial rents

Date of transaction	Address	Description	Size sqft	£psf
11/10/2017	Unit 4b Blyth Road Industrial Estate Halesworth		1,971	£5

Date of transaction	Address	Description	Size sqft	£psf
		Second hand old style industrial unit		
01/10/2017	Unit 6 Kirkley Business Park, Horn Hill, Lowestoft,		17,747	£5
		Second hand grade b industrial unit		
20/04/2017	207a Whapload Road Lowestoft		1,735	£5
		Second-hand Grade B Industrial unit		
15/12/2016	South Lowestoft Industrial Estate Harvest Drive Lowestoft		1,893	£6
		Second-hand		
11/10/2017	Unit 4b Blyth Road Industrial Estate Halesworth		1,971	£5
		Second hand old style industrial unit		

Source: EGi accessed December 2017

Industrial Yields

- 7.5 There has been no recent industrial investment activity recorded on EGi we have therefore looked at national research. Figure 7-1 shows that south east tertiary locations, which we would consider the Waveney District to be, achieve 8%.

Figure 7-1 Secondary asset yield guide warehouse & industrial space

SECTOR	SEPT 2016	DEC 2016	MAR 2017	JUN 2017
Warehouse & Industrial Space				
Good Secondary Distribution	6.25% +	6.25% +	6.00%	5.75%
Secondary Distribution	7.50% +	7.50% +	7.25%	7.25%
Good Modern RoUK Estate	5.75 – 6.00%	5.75 – 6.00%	5.75%	5.50%
Secondary Estates	6.50% +	6.50% +	6.50%	6.50%
Tertiary Estates	8.25% +	8.25% +	8.25%	8.00%

Source: Knight Frank, June 2017

Appendix 1 – Residential Sale Value Evidence

Date	Address	Postcode	Price Paid	Property type	Size Sqm	£ psqm	Index	£psm indexed linked	£ unit price indexed linked	Average unit size	Average £ psm index linked HPI	
Blythburgh												
09/02/2016	4 BLYTH VIEW, BLYTHBURGH	IP19 9LB	£285,000	Semi-detached		128	£2,227	1.13463	£2,526	£323,370	128	£2,526
11/05/2017	6 AMBERLEY CLOSE, BLYTHBURGH	IP19 9NL	£391,500	Detached	5 bed 2 storey	153	£2,559	1.01664	£2,601	£398,015	153	£2,601
16/03/2017	7 AMBERLEY CLOSE, BLYTHBURGH	IP19 9NL	£420,000	Detached	4 bed 2 storey with double garage	161	£2,609	1.03822	£2,708	£436,051		
18/08/2017	8 AMBERLEY CLOSE, BLYTHBURGH	IP19 9NL	£499,950	Detached	4 bed 2 storey with double garage	185	£2,702	0.97481	£2,634	£487,354	173	£2,668.80
Wenhaston												
04/08/2017	31 BECKERS VIEW, WENHASTON	IP19 9FA	£304,995	Detached	3 bed	97	£3,144	0.97481	£3,065	£297,311		
15/09/2017	12 BECKERS VIEW, WENHASTON	IP19 9FA	£259,995	Detached	3 bed	102	£2,549	0.97324	£2,481	£253,038	100	£2,765.57
28/04/2017	10 BECKERS VIEW, WENHASTON	IP19 9FA	£339,995	Detached	4 bed	116	£2,931	1.01325	£2,970	£344,500		
01/09/2017	16 BECKERS VIEW, WENHASTON	IP19 9FA	£497,500	Detached	4 bed	166	£2,997	0.97324	£2,917	£484,188		
31/03/2017	2 BECKERS VIEW, WENHASTON	IP19 9FA	£369,995	Detached	4 bed	124	£2,984	1.03822	£3,098	£384,135		
10/01/2017	4 BECKERS VIEW, WENHASTON	IP19 9FA	£379,995	Detached	4 bed	131	£2,901	1.05694	£3,066	£401,631		
03/02/2017	6 BECKERS VIEW, WENHASTON	IP19 9FA	£449,995	Detached	4 bed	152	£2,960	1.0459	£3,096	£470,650		
08/09/2017	8 BECKERS VIEW, WENHASTON	IP19 9FA	£359,995	Detached	4 bed	130	£2,769	0.97324	£2,695	£350,362	137	£2,973.71
Southwold												
31/03/2016	3 THE SANDLINGS, FIELDSTILE ROAD, SOUTHWOLD, WAVENEY	IP18 6LX	£595,000	Terraced		70	£8,500	1.12282	£9,544	£668,080	70	£9,544
24/03/2016	1 WHITE POINT, EVERSLEY ROAD, SOUTHWOLD	IP18 6AW	£350,000	Flat		65	£5,385	1.12282	£6,046	£392,988	65	£6,046
01/02/2016	2 ST ANDREWS CLOSE, FIELDSTILE ROAD, SOUTHWOLD	IP18 6WA	£682,500	Detached		255	£2,676	1.13463	£3,037	£774,385	255	£3,037

Date	Address	Postcode	Price Paid	Property type	Size Sqm	£ psqm	Index	£psm indexed linked	£ unit price indexed linked	Average unit size	Average £ psm index linked HPI
Oulton - Lower Mid Value Zone											
22/12/2015	7 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£172,950	Terraced	69	£2,507	1.10382	£2,767	£190,906		
22/12/2015	9 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£160,950	Terraced	69	£2,333	1.10382	£2,575	£177,660		
18/12/2015	6 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£165,950	Terraced	69	£2,405	1.10382	£2,655	£183,180		
21/12/2015	11 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£172,950	Terraced	69	£2,507	1.10382	£2,767	£190,906	69	£2,691
22/12/2016	10 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£169,950	Semi-detached	69	£2,463	1.05694	£2,603	£179,627		
15/04/2016	16 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£154,950	Semi-detached	76	£2,039	1.09805	£2,239	£170,143		
29/01/2016	11 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£189,950	Semi-detached	67	£2,835	1.1271	£3,195	£214,092		
19/04/2016	14 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£174,950	Semi-detached	93	£1,881	1.09805	£2,066	£192,104		
11/05/2016	20 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£174,950	Semi-detached	86	£2,034	1.08678	£2,211	£190,133		
10/06/2016	18 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£174,950	Semi-detached	86	£2,034	1.08966	£2,217	£190,635		
28/04/2017	56 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£176,995	Semi-detached	74	£2,392	1.01325	£2,424	£179,340		
16/12/2016	46 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£182,950	Semi-detached	74	£2,472	1.05694	£2,613	£193,367		
22/12/2016	44 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£182,950	Semi-detached	74	£2,472	1.05694	£2,613	£193,367		
23/12/2015	5 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£173,950	Semi-detached	69	£2,521	1.10382	£2,783	£192,010		
18/12/2015	12 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£172,950	Semi-detached	69	£2,507	1.10382	£2,767	£190,906		
18/12/2015	14 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£173,950	Semi-detached	69	£2,521	1.10382	£2,783	£192,010		
18/12/2015	16 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£149,950	Semi-detached	57	£2,631	1.10382	£2,904	£165,518		
18/12/2015	18 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£149,950	Semi-detached	57	£2,631	1.10382	£2,904	£165,518	73	£2,557.62
18/12/2015	2 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£199,950	Detached	88	£2,272	1.10382	£2,508	£220,710		
22/12/2015	17 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£219,950	Detached	100	£2,200	1.10382	£2,428	£242,786		
30/06/2016	27 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£207,950	Detached	91	£2,285	1.08966	£2,490	£226,594		
22/12/2015	19 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£264,950	Detached	138	£1,920	1.10382	£2,119	£292,458		
22/12/2015	21 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£217,950	Detached	100	£2,180	1.10382	£2,406	£240,578		
22/12/2015	23 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£202,950	Detached	88	£2,306	1.10382	£2,546	£224,021		
07/04/2016	22 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£204,950	Detached	74	£2,770	1.09805	£3,041	£225,045		
13/05/2016	24 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£220,950	Detached	81	£2,728	1.08678	£2,965	£240,125		
17/12/2015	10 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£204,950	Detached	91	£2,252	1.10382	£2,486	£226,229		
29/01/2016	17 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£263,950	Detached	85	£3,105	1.1271	£3,500	£297,498		
10/05/2016	15 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£263,950	Detached	85	£3,105	1.08678	£3,375	£286,857		
29/01/2016	21 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£200,000	Detached	111	£1,802	1.1271	£2,031	£225,420		
01/02/2016	19 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£255,000	Detached	80	£3,188	1.13463	£3,617	£289,331		
23/02/2016	9 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£188,950	Detached	67	£2,820	1.13463	£3,200	£214,388		
29/07/2016	22 HOBART CLOSE, LOWESTOFT, WAVENEY	NR32 3BH	£225,000	Detached	132	£1,705	1.07395	£1,831	£241,638		
16/12/2015	16 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£204,950	Detached	91	£2,252	1.10382	£2,486	£226,229		
18/12/2015	10 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£200,950	Detached	91	£2,208	1.10382	£2,438	£221,813		
18/12/2015	8 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£234,950	Detached	112	£2,098	1.10382	£2,316	£259,343		
22/12/2015	18 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£205,950	Detached	91	£2,263	1.10382	£2,498	£227,333		
28/04/2016	20 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£238,950	Detached	112	£2,133	1.09805	£2,343	£262,379		
29/04/2016	22 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£205,950	Detached	91	£2,263	1.09805	£2,485	£226,143		
31/05/2016	26 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£239,950	Detached	112	£2,142	1.08678	£2,328	£260,774		
31/05/2016	28 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£239,950	Detached	112	£2,142	1.08678	£2,328	£260,774		
31/05/2016	32 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£205,950	Detached	91	£2,263	1.08678	£2,460	£223,823		
24/06/2016	34 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£238,950	Detached	112	£2,133	1.08966	£2,325	£260,373		
27/06/2016	24 LIME AVENUE, LOWESTOFT, WAVENEY	NR32 3QG	£229,950	Detached	111	£2,072	1.08966	£2,257	£250,567		
21/12/2015	20 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£194,156	Detached	88	£2,206	1.10382	£2,435	£214,314	97	£2,510

Date	Address	Postcode	Price Paid		Property type	Size Sqm	£ psqm	Index	£psm indexed linked	£ unit price indexed linked	Average unit size	Average £ psm index linked HPI
24/06/2016	32 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£202,950	Detached	2 bed bungalow	74	£2,743	1.08966	£2,988	£221,146		
30/06/2016	30 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£205,950	Detached	2 bed bungalow	74	£2,783	1.08966	£3,033	£224,415		
14/07/2016	28 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£221,950	Detached	2 bed bungalow	81	£2,740	1.07395	£2,943	£238,362		
29/07/2016	34 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£223,950	Detached	2 bed bungalow	81	£2,765	1.07395	£2,969	£240,510		
26/08/2016	36 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£225,950	Detached	2 bed bungalow	81	£2,790	1.058	£2,951	£239,056		
30/11/2016	38 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£204,950	Detached	2 bed bungalow	74	£2,770	1.05472	£2,921	£216,164		
12/12/2016	48 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£217,950	Detached	2 bed bungalow	81	£2,691	1.05694	£2,844	£230,360		
16/12/2016	42 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£224,950	Detached	2 bed bungalow	81	£2,777	1.05694	£2,935	£237,758		
21/04/2017	54 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£194,995	Detached	2 bed bungalow	74	£2,635	1.01325	£2,670	£197,579		
24/04/2017	50 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£191,995	Detached	2 bed bungalow	74	£2,595	1.01325	£2,629	£194,539		
22/04/2016	1 FULLER CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QR	£219,950	Detached	2 bed bungalow	81	£2,715	1.09805	£2,982	£241,516		
30/06/2016	3 FULLER CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QR	£196,950	Detached	2 bed bungalow	81	£2,431	1.08966	£2,649	£214,608		
12/05/2017	40 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£192,995	Detached	2 bed bungalow	74	£2,608	1.01664	£2,651	£196,207		
28/04/2017	41 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£206,950	Detached	2 bed bungalow	88	£2,352	1.01325	£2,383	£209,692	79	£2,822.49
28/10/2016	20 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£151,950	Terraced	2 bed 2 storey	57	£2,666	1.05762	£2,819	£160,705		
04/03/2016	4 FULLER CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QR	£137,950	Terraced	2 bed storey	57	£2,420	1.12282	£2,717	£154,894		
04/03/2016	6 FULLER CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QR	£145,950	Terraced	2 bed storey	57	£2,561	1.12282	£2,875	£163,876		
11/03/2016	10 FULLER CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QR	£135,000	Terraced	2 bed storey	57	£2,368	1.12282	£2,659	£151,581		
11/03/2016	8 FULLER CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QR	£147,950	Terraced	2 bed storey	57	£2,596	1.12282	£2,914	£166,122		
16/03/2016	2 FULLER CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QR	£139,650	Terraced	2 bed storey	57	£2,450	1.12282	£2,751	£156,802		
18/03/2016	12 FULLER CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QR	£139,950	Terraced	2 bed storey	57	£2,455	1.12282	£2,757	£157,139		
28/10/2016	12 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£151,950	Terraced	2 bed 2 storey	57	£2,666	1.05762	£2,819	£160,705		
28/10/2016	14 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£142,950	Terraced	2 bed 2 storey	57	£2,508	1.05762	£2,652	£151,186		
28/10/2016	16 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£144,950	Terraced	2 bed 2 storey	57	£2,543	1.05762	£2,690	£153,302		
28/10/2016	18 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£148,950	Terraced	2 bed 2 storey	57	£2,613	1.05762	£2,764	£157,532		
17/12/2015	8 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£171,950	Terraced	2 bed 2 storey	69	£2,492	1.10382	£2,751	£189,803	58	£2,763.86

Date	Address	Postcode	Price Paid	Property type	Size Sqm	£ psqm	Index	£psm indexed linked	£ unit price indexed linked	Average unit size	Average £ psm index linked HPI	
27/05/2016	26 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£221,950	Detached 3 bed		81	£2,740	1.08678	£2,978	£241,212		
26/05/2017	39 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£207,950	Detached 3 bed 2 storey		88	£2,363	1.01664	£2,402	£211,411		
22/12/2015	1 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£203,950	Detached 3 bed 2 storey		69	£2,956	1.10382	£3,263	£225,125		
24/06/2016	25 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£205,950	Detached 3 bed 2 storey		91	£2,263	1.08966	£2,466	£224,415		
30/09/2016	29 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£206,950	Detached 3 bed 2 storey		88	£2,352	1.0583	£2,489	£219,014		
28/04/2017	31 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£213,950	Detached 3 bed 2.5 storey		91	£2,351	1.01325	£2,382	£216,785		
16/05/2017	33 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£214,950	Detached 3 bed 2 storey		91	£2,362	1.01664	£2,401	£218,527		
26/05/2017	35 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£215,995	Detached 3 bed 2 storey		91	£2,374	1.01664	£2,413	£219,590		
30/09/2016	10 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£204,950	Detached 3 bed		88	£2,329	1.0583	£2,465	£216,898		
30/06/2016	9 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£204,950	Detached 3 bed		88	£2,329	1.08966	£2,538	£223,325		
30/09/2016	28 CORY DRIVE, LOWESTOFT, WAVENEY	NR32 3QT	£210,950	Detached 3 bed 2 storey		91	£2,318	1.0583	£2,453	£223,247		
28/10/2016	18 CORY DRIVE, LOWESTOFT, WAVENEY	NR32 3QT	£210,950	Detached 3 bed		91	£2,318	1.05762	£2,452	£223,104		
25/11/2016	4 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£212,950	Detached 3 bed 2 storey		91	£2,340	1.05472	£2,468	£224,602		
24/03/2017	29 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£206,950	Detached 3 bed storey		88	£2,352	1.03822	£2,442	£214,859		
31/03/2017	19 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£206,950	Detached 3 bed storey		88	£2,352	1.03822	£2,442	£214,859		
16/12/2016	8 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£174,950	Semi-detached 3 bed 2 storey		69	£2,536	1.05694	£2,680	£184,911		
30/06/2016	1 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£159,950	Terraced 3 bed 2.5 storey		68	£2,352	1.08966	£2,563	£174,291		
30/06/2016	3 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£157,950	Terraced 3 bed 2.5 storey		68	£2,323	1.08966	£2,531	£172,111		
30/06/2016	5 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£157,950	Terraced 3 bed 2.5 storey		68	£2,323	1.08966	£2,531	£172,111		
30/06/2016	7 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£159,950	Terraced 3 bed 2.5 storey		68	£2,352	1.08966	£2,563	£174,291		
31/08/2016	2 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£159,950	Terraced 3 bed 2.5 storey		68	£2,352	1.058	£2,489	£169,228		
31/08/2016	6 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£153,950	Terraced 3 bed 2.5 storey		68	£2,264	1.058	£2,395	£162,880		
31/08/2016	8 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£160,950	Terraced 3 bed 2.5 storey		68	£2,367	1.058	£2,504	£170,286		
22/09/2016	4 LUPTON CLOSE, OULTON, LOWESTOFT, WAVENEY	NR32 3QS	£154,950	Terraced 3 bed 2.5 storey		68	£2,279	1.0583	£2,412	£163,983		
16/12/2016	26 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£179,950	Terraced 3 bed 2.5 storey		84	£2,142	1.05694	£2,264	£190,196		
09/12/2016	22 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£182,950	Terraced 3 bed 2.5 storey		84	£2,178	1.05694	£2,302	£193,367		
22/12/2016	12 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£179,950	Terraced 3 bed 2.5 storey		84	£2,142	1.05694	£2,264	£190,196		
22/12/2016	14 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£169,950	Terraced 3 bed 2.5 storey		84	£2,023	1.05694	£2,138	£179,627		
22/12/2016	24 CORY DRIVE, LOWESTOFT, WAVENEY	NR32 3QT	£169,950	Terraced 3 bed 2.5 storey		84	£2,023	1.05694	£2,138	£179,627		
27/01/2017	16 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£182,950	Terraced 3 bed 2.5 storey		84	£2,178	1.05694	£2,302	£193,367	81	£2,462
30/11/2016	20 CORY DRIVE, LOWESTOFT, WAVENEY	NR32 3QT	£232,950	Detached 4 bed 2.5 storey		111	£2,099	1.05472	£2,213	£245,697		
09/12/2016	6 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£224,950	Detached 4 bed storey		100	£2,250	1.05694	£2,378	£237,758	106	£2,291
22/12/2015	15 HUNTON ROAD, OULTON, LOWESTOFT, WAVENEY	NR32 3QP	£262,950	Detached 5 bed 2 storey		128	£2,054	1.10382	£2,268	£290,251		
24/03/2017	25 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£265,000	Detached 5 bed 2 storey		128	£2,070	1.03822	£2,149	£275,127		
24/03/2017	27 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£249,950	Detached 5 bed 2 storey		116	£2,155	1.03822	£2,237	£259,502		
31/03/2017	21 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£249,950	Detached 5 bed 2 storey		116	£2,155	1.03822	£2,237	£259,502		
31/03/2017	23 CORY DRIVE, OULTON, LOWESTOFT, WAVENEY	NR32 3QT	£265,950	Detached 5 bed 2 storey		128	£2,078	1.03822	£2,157	£276,114	123	£2,208.60
Kessingland - Lower Mid Value Zone												
31/03/2016	183A CHURCH ROAD, KESSINGLAND, LOWESTOFT, WAVENEY	NR33 7SG	£308,000	Detached		174	£1,770	1.12282	£1,988	£345,830		
24/06/2016	185A CHURCH ROAD, KESSINGLAND, LOWESTOFT, WAVENEY	NR33 7SG	£317,800	Detached		174	£1,826	1.08966	£1,990	£346,293		
23/06/2017	62 HERITAGE GREEN, KESSINGLAND, LOWESTOFT, WAVENEY	NR33 7UP	£325,000	Detached		151	£2,152	1.00348	£2,160	£326,130		
29/06/2017	70 HERITAGE GREEN, KESSINGLAND, LOWESTOFT, WAVENEY	NR33 7UP	£290,000	Detached		123	£2,358	1.00348	£2,366	£291,008	156	£2,105

Date	Address	Postcode	Price Paid	Property type	Size Sqm	£ psqm	Index	£psm indexed linked	£ unit price indexed linked	Average unit size	Average £ psm index linked HPI
Urban area, north of Lowestoft town centre											
07/12/2015	2 CLYFFE VIEW GUNTON CLIFF, LOWESTOFT, WAVENEY	NR32 4FF	£367,500	Semi-detached	166	£2,214	1.10382	£2,444	£405,655		
14/01/2016	1 CLYFFE VIEW GUNTON CLIFF, LOWESTOFT, WAVENEY	NR32 4FF	£365,000	Semi-detached	150	£2,433	1.1271	£2,743	£411,391		
03/11/2015	2CLYFFE RISE, GUNTON CLIFF, LOWESTOFT, WAVENEY	NR32 4PE	£217,500	Semi-detached	69	£3,152	1.10488	£3,483	£240,311		
30/03/2016	1CLYFFE RISE, GUNTON CLIFF, LOWESTOFT, WAVENEY	NR32 4PE	£230,000	Semi-detached	69	£3,333	1.12282	£3,743	£258,250	114	£2,898
Urban area, north Lowestoft											
16/06/2016	16 TUBBY WALK, LOWESTOFT, WAVENEY	NR32 4GY	£189,950	Terraced	102	£1,862	1.08966	£2,029	£206,980		
24/11/2015	14 TUBBY WALK, LOWESTOFT, WAVENEY	NR32 4GY	£184,000	Terraced	102	£1,804	1.10488	£1,993	£203,298	102	£2,011
18/04/2016	8 TUBBY WALK, LOWESTOFT, WAVENEY	NR32 4GY	£244,950	Detached	77	£3,181	1.09805	£3,493	£268,967		
29/09/2016	6 TUBBY WALK, OULTON, LOWESTOFT, WAVENEY	NR32 4GY	£249,950	Detached	106	£2,358	1.0583	£2,495	£264,521		
21/10/2016	4 TUBBY WALK, LOWESTOFT, WAVENEY	NR32 4GY	£288,500	Detached	123	£2,346	1.05762	£2,481	£305,122		
25/05/2017	2 TUBBY WALK, LOWESTOFT, WAVENEY	NR32 4GY	£267,500	Detached	75	£3,567	1.01664	£3,626	£271,952		
29/02/2016	50 RODBER WAY, LOWESTOFT, WAVENEY	NR32 4WJ	£379,950	Detached	145	£2,620	1.13463	£2,973	£431,103		
15/03/2016	48 RODBER WAY, LOWESTOFT, WAVENEY	NR32 4WJ	£350,000	Detached	150	£2,333	1.12282	£2,620	£392,988	113	£2,862
Beccles											
18/04/2016	4 THE CEDARS, WRENTHAM, BECCLES, WAVENEY	NR34 7BP	£499,950	Detached	198	£2,525	1.09805	£2,773	£548,970		
10/11/2016	30 OLD FARM ROAD, BECCLES, WAVENEY	NR34 9RW	£580,000	Detached	282	£2,057	1.05472	£2,169	£611,737		
25/11/2016	22 OLD FARM ROAD, BECCLES, WAVENEY	NR34 9RW	£580,000	Detached	282	£2,057	1.05472	£2,169	£611,737		
19/07/2017	26 OLD FARM ROAD, BECCLES, WAVENEY	NR34 9RW	£410,000	Detached	150	£2,733	0.98912	£2,704	£405,541		
06/12/2016	28 OLD FARM ROAD, BECCLES, WAVENEY	NR34 9RW	£575,000	Detached	282	£2,039	1.05694	£2,155	£607,740		
16/12/2016	20 OLD FARM ROAD, BECCLES, WAVENEY	NR34 9RW	£560,000	Detached	282	£1,986	1.05694	£2,099	£591,886	246	£2,288
Bungay											
23/12/2015	28 ANNIS HILL, BUNGAY, WAVENEY	NR35 1LS	£350,000	Detached	129	£2,713	1.10382	£2,995	£386,338		
20/01/2016	26 ANNIS HILL, BUNGAY, WAVENEY	NR35 1LS	£359,950	Detached	113	£3,185	1.1271	£3,590	£405,699	121	£3,273
27/05/2016	100 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£244,950	Flat	116	£2,112	1.08678	£2,295	£266,208		
21/04/2016	98 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£155,950	Flat	69	£2,260	1.09805	£2,482	£171,241		
31/03/2016	90 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£152,950	Flat	69	£2,217	1.12282	£2,489	£171,736		
31/03/2016	92 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£120,000	Flat	49	£2,449	1.12282	£2,750	£134,739		
31/03/2016	94 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£229,950	Flat	48	£4,791	1.12282	£5,379	£258,193		
31/03/2016	96 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£189,950	Flat	134	£1,418	1.12282	£1,592	£213,280		
29/02/2016	78 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£152,950	Flat	69	£2,217	1.13463	£2,515	£173,542		
29/02/2016	82 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£152,950	Flat	69	£2,217	1.13463	£2,515	£173,542		
29/02/2016	84 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£114,950	Flat	49	£2,346	1.13463	£2,662	£130,426		
29/02/2016	86 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£160,000	Flat	77	£2,078	1.13463	£2,358	£181,541		
25/02/2016	88 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£134,950	Flat	59	£2,287	1.13463	£2,595	£153,118		
05/02/2016	26 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£162,500	Flat	66	£2,462	1.13463	£2,794	£184,377		
03/02/2016	80 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£124,950	Flat	49	£2,550	1.13463	£2,893	£141,772		
29/01/2016	74 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£126,950	Flat	53	£2,395	1.1271	£2,700	£143,085		
29/01/2016	76 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£184,950	Flat	83	£2,228	1.1271	£2,512	£208,457	71	2,555
11/03/2016	4 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£214,000	Terraced	97	£2,206	1.12282	£2,477	£240,284		
26/05/2016	6 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£214,950	Terraced	97	£2,216	1.08678	£2,408	£233,604		
04/12/2015	8 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£228,000	Terraced	101	£2,257	1.10382	£2,492	£251,672		
30/11/2015	2 WATERSIDE DRIVE ,DITCHINGHAM	NR35 2SH	£234,950	Terraced	101	£2,326	1.10488	£2,570	£259,592	99	2,488
Carlton Colville, south of Lowestoft outside urban edge											
05/05/2016	21 CARLTON HALL CHAPEL ROAD, CARLTON COLVILLE, LOWESTOFT	NR33 8BL	£195,000	Detached	59	£3,305	1.08678	£3,592	£211,923		
10/05/2016	19 CARLTON HALL CHAPEL ROAD, CARLTON COLVILLE, LOWESTOFT	NR33 8BL	£195,000	Detached	59	£3,305	1.08678	£3,592	£211,923		
13/05/2016	20 CARLTON HALL CHAPEL ROAD, CARLTON COLVILLE, LOWESTOFT	NR33 8BL	£195,000	Detached	59	£3,305	1.08678	£3,592	£211,923		
23/05/2016	17 CARLTON HALL CHAPEL ROAD, CARLTON COLVILLE, LOWESTOFT	NR33 8BL	£195,000	Detached	59	£3,305	1.08678	£3,592	£211,923		
10/06/2016	18 CARLTON HALL CHAPEL ROAD, CARLTON COLVILLE, LOWESTOFT	NR33 8BL	£199,950	Detached	59	£3,389	1.08966	£3,693	£217,877		
18/10/2016	23 CARLTON HALL CHAPEL ROAD, CARLTON COLVILLE, LOWESTOFT	NR33 8BL	£199,950	Detached	59	£3,389	1.05762	£3,584	£211,470		
18/10/2016	26 CARLTON HALL CHAPEL ROAD, CARLTON COLVILLE, LOWESTOFT	NR33 8BL	£199,950	Detached	59	£3,389	1.05762	£3,584	£211,470		
01/11/2016	25 CARLTON HALL CHAPEL ROAD, CARLTON COLVILLE, LOWESTOFT	NR33 8BL	£190,000	Detached	59	£3,220	1.05472	£3,397	£200,396		

Appendix 4 - BCIS Build Costs

£/m2 study

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

Last updated: 17-Mar-2018 12:20

› Rebased to Waveney (97; sample 19)

Maximum age of results: Default period

Building function (Maximum age of projects)	£/m ² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810. Housing, mixed developments (15)	1,204	577	1,044	1,173	1,333	2,754	1199
810.1 Estate housing							
Generally (15)	1,180	576	1,008	1,149	1,301	3,911	1821
Single storey (15)	1,319	670	1,125	1,269	1,497	3,911	301
2-storey (15)	1,149	576	998	1,126	1,259	2,295	1381
3-storey (15)	1,160	746	950	1,106	1,296	2,416	136
4-storey or above (20)	2,392	1,246	-	2,183	-	3,748	3
810.11 Estate housing detached (15)	1,488	901	1,114	1,352	1,558	3,911	22
810.12 Estate housing semi detached							
Generally (15)	1,177	592	1,015	1,152	1,301	2,197	420
Single storey (15)	1,341	828	1,155	1,313	1,495	2,197	75
2-storey (15)	1,145	592	1,008	1,126	1,259	2,014	325
3-storey (15)	1,075	802	895	1,022	1,162	1,731	20
810.13 Estate housing terraced							
Generally (15)	1,197	576	1,004	1,151	1,331	3,748	395
Single storey (15)	1,312	869	1,099	1,238	1,541	1,966	49
2-storey (15)	1,175	576	1,001	1,143	1,307	2,295	286
3-storey (15)	1,165	759	948	1,098	1,254	2,416	59
816. Flats (apartments)							
Generally (15)	1,400	688	1,174	1,339	1,576	4,748	962
1-2 storey (15)	1,327	813	1,139	1,278	1,465	2,493	235
3-5 storey (15)	1,383	688	1,170	1,333	1,573	2,776	642
6+ storey (15)	1,749	1,029	1,412	1,681	1,861	4,748	81

£/m2 study

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

Last updated: 17-Feb-2018 12:19

› Rebased to Waveney (97; sample 19)

Maximum age of results: Default period

Building function (Maximum age of projects)	£/m ² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
284. Warehouses/stores							
Generally (15)	878	248	535	740	1,040	4,049	53
Up to 500m2 GFA (15)	1,595	583	874	1,114	1,888	4,049	8
500 to 2000m2 GFA (15)	872	428	620	838	1,093	1,494	15
Over 2000m2 GFA (15)	689	248	512	594	820	1,355	30
284.1 Advance warehouses/stores (15)	663	377	524	541	830	1,170	13
284.2 Purpose built warehouses/stores							
Generally (15)	938	248	562	757	1,097	4,049	38
Up to 500m2 GFA (15)	1,841	583	1,077	1,436	2,297	4,049	6
500 to 2000m2 GFA (15)	846	428	597	736	1,017	1,494	13
Over 2000m2 GFA (15)	716	248	515	680	858	1,355	19
320. Offices							
Generally (15)	1,713	768	1,250	1,577	1,963	5,236	137
Air-conditioned							
Generally (15)	1,858	1,096	1,401	1,693	2,061	5,236	41
1-2 storey (15)	1,616	1,096	1,297	1,446	1,753	3,212	15
3-5 storey (15)	1,899	1,176	1,418	1,672	2,120	5,236	18
6+ storey (15)	2,180	1,596	1,809	1,952	2,045	4,003	7
Not air-conditioned							
Generally (15)	1,661	919	1,198	1,571	1,968	3,080	67
1-2 storey (15)	1,606	974	1,127	1,510	1,950	2,888	37
3-5 storey (15)	1,689	919	1,294	1,469	1,927	3,080	27
6+ storey (20)	2,150	1,680	-	2,202	-	2,515	4
341.1 Retail warehouses							
Generally (25)	817	399	627	731	874	2,473	67
Up to 1000m2 (25)	928	622	687	783	869	2,473	11
1000 to 7000m2 GFA (25)	812	399	603	731	894	1,814	45
7000 to 15000m2 (25)	725	491	612	671	762	1,075	9
344. Hypermarkets, supermarkets							
Generally (30)	1,490	243	1,059	1,424	1,944	2,576	46

Building function (Maximum age of projects)	£/m ² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
Up to 1000m ² (30)	1,520	1,020	-	1,331	-	2,397	4
1000 to 7000m ² GFA (30)	1,509	243	1,041	1,573	1,952	2,576	38
345. Shops							
Generally (30)	1,277	542	769	1,003	1,596	3,856	38
1-2 storey (30)	1,299	542	761	1,002	1,673	3,856	35

Appendix 5 - Residential Appraisal Results

Appendix 5

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme				1 Units									
AH Policy requirement (% Target)				0%									
AH tenure split %		Affordable Rent:		50%		Shared Ownership: 30%							
		Starter Homes:		20%									
Open Market Sale (OMS) housing				100%									
CIL Rate (£ psm)				0.00		£ psm							
Unit mix -		Mkt Units mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units	
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed House		100.0%		1.0		0.0%		0.0		100%		1.0	
3 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
4 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
1 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
Total number of units		100%		1.0		0.0%		0.0		100%		1.0	
OMS Unit Floor areas -		Net area per unit		(sqm)		(sqft)		Net to Gross %		%		Gross (GIA) per unit	
1 bed House		58.0		624		100.0%		100.0%		58.0		624	
2 bed House		75.0		807		100.0%		100.0%		75.0		807	
3 bed House		85.0		915		100.0%		100.0%		85.0		915	
4 bed House		110.0		1,184		100.0%		100.0%		110.0		1,184	
5 bed House		135.0		1,453		100.0%		100.0%		135.0		1,453	
1 bed Flat		50.0		538		90.0%		90.0%		55.6		598	
2 bed Flat		61.0		657		90.0%		90.0%		67.8		730	
AH Unit Floor areas -		Net area per unit		(sqm)		(sqft)		Net to Gross %		%		Gross (GIA) per unit	
1 bed House		58.0		624		100.0%		100.0%		58.0		624	
2 bed House		70.0		753		100.0%		100.0%		70.0		753	
3 bed House		84.0		904		100.0%		100.0%		84.0		904	
4 bed House		97.0		1,044		100.0%		100.0%		97.0		1,044	
5 bed House		110.0		1,184		100.0%		100.0%		110.0		1,184	
1 bed Flat		50.0		538		90.0%		90.0%		55.6		598	
2 bed Flat		61.0		657		90.0%		90.0%		67.8		730	
Total Gross Floor areas -		Mkt Units GIA		(sqm)		(sqft)		AH units GIA		(sqm)		(sqft)	
1 bed House		0		0		0		0		0		0	
2 bed House		75		807		0		0		75		807	
3 bed House		0		0		0		0		0		0	
4 bed House		0		0		0		0		0		0	
5 bed House		0		0		0		0		0		0	
1 bed Flat		0		0		0		0		0		0	
2 bed Flat		0		0		0		0		0		0	
		75		807		0		0		75		807	
<i>AH % by floor area:</i>								0.00%		<i>AH % by floor area due to mix</i>			
Open Market Sales values (£) -		£ OMS (per unit)		Epsm		Epsf						total MV £ (no AH)	
1 bed House		140,000		2,414		224						0	
2 bed House		160,000		2,133		198						160,000	
3 bed House		200,000		2,353		219						0	
4 bed House		250,000		2,273		211						0	
5 bed House		270,000		2,000		186						0	
1 bed Flat		130,000		2,600		242						0	
2 bed Flat		145,000		2,377		221						0	
												160,000	
Affordable Housing values (£) -		Aff. Rent £		Epsm		% of MV		SO £		Epsm		% of MV	
1 bed House		65,000		1,138		47%		91,000		1,569		65%	
2 bed House		72,000		1,029		45%		104,000		1,466		65%	
3 bed House		90,000		1,071		45%		130,000		1,548		65%	
4 bed House		107,000		1,103		43%		162,500		1,675		65%	
5 bed House		120,000		1,091		44%		175,500		1,595		65%	
1 bed Flat		65,000		1,320		51%		84,500		1,690		65%	
2 bed Flat		72,000		1,180		50%		94,250		1,545		65%	
Affordable Housing values (£) -		SH £		Epsm		% of MV							
1 bed House		112,000		1,931		80%							
2 bed House		128,000		1,829		80%							
3 bed House		160,000		1,905		80%							
4 bed House		200,000		2,062		80%							
5 bed House		216,000		1,964		80%							
1 bed Flat		104,000		2,090		80%							
2 bed Flat		116,000		1,902		80%							

Appendix 5

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield
 PS update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	1.0	@	160,000	160,000
3 bed House	0.0	@	200,000	-
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	1.0			160,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	0.0	@	104,000	-
3 bed House	0.0	@	130,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	0.0	@	84,500	-
2 bed Flat	0.0	@	84,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	128,000	-
3 bed House	0.0	@	160,000	-
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	0.0	@	104,000	-
2 bed Flat	0.0	@	116,000	-
	0.0			-
Sub-total GDV Residential	1.0			160,000
<i>AH on-site cost analysis:</i>				
			<i>EMV less EGDV</i>	<i>0</i>
		<i>0 £ psqm (total GIA sqm)</i>	<i>0 £ per unit (total units)</i>	
Grant	1	@	0	-
Total GDV				160,000

Appendix 5

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield
 PS update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				
Statutory Planning Fees (Residential)				
CIL	75 sqm	0.00 £ psm		(385)
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	1 units @	0 per unit	-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)		
AH Computed Sum	75 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition				
	0.06 acres @	110,000 £ per acre (if brownfield)		(6,795)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.06 acres @	per acre	-
Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	- sqm @	1,149 psm		-
2 bed House	75 sqm @	1,149 psm		(86,175)
3 bed House	- sqm @	1,149 psm		-
4 bed House	- sqm @	1,149 psm		-
5 bed House	- sqm @	1,149 psm		-
1 bed Flat	- sqm @	1,339 psm		-
2 bed Flat	75 sqm @	1,339 psm		-
External works	86,175 @	15.0% 12,926 £ per unit		(12,926)
M4(2) Category 2 Housing	0% of All units	1 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	1 units @	10,307 £ per dwelling	-
Water efficiency		1 units @	9 £ per dwelling	(9)
Contingency	105,906 @	5.0%		(5,295)
Professional Fees	105,906 @	10.0%		(10,591)
Disposal Costs -				
Marketing and Promotion				
	160,000 OMS @	1.50%		(2,400)
Residential Sales Agent Costs				
	160,000 OMS @	1.50%		(2,400)
Residential Sales Legal Costs				
	160,000 OMS @	0.50%		(800)
Interest (on Development Costs) -				
	6.50% APR	0.526% pcm		(3,393)
Developers Profit -				
Margin on AH				
	0	6.00% on AH values		-
Profit on GDV	160,000	20.00%		(32,000)
	131,169	24.40% on costs	(32,000)	
	160,000	20.00% blended	(32,000)	
TOTAL COSTS				(163,169)

Appendix 5

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield
 PS update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(3,169)
SDLT	- @		5.0% (slabbed)	10,500
Acquisition Agent fees	- @		1.0%	-
Acquisition Legal fees	- @		0.5%	-
Interest on Land	- @		6.5%	-
Residual Land Value				7,331
RLV analysis:	7,331 £ per plot	293,232 £ per ha	118,669 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		40.0 dph		
Site Area (Res)		0.03 ha	0.06 acres	
Density analysis:		3,000 sqm/ha	13,068 sqft/ac	
Threshold Land Value	6,795 £ per plot	271,810 £ per ha	110,000 £ per acre	6,795

BALANCE				
Surplus/(Deficit)		21,422 £ per ha	8,669 £ per acre	536

Appendix 5

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield
 PS update

SENSITIVITY ANALYSIS

		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	CIL Epsm 0.00	536										
		0	(4,165)	(4,236)	(4,272)	(4,307)	(4,343)	(4,378)	(4,414)	(4,449)	(4,485)	
		10	(4,968)	(4,959)	(4,954)	(4,950)	(4,945)	(4,940)	(4,936)	(4,931)	(4,926)	(4,922)
		20	(5,771)	(5,682)	(5,637)	(5,592)	(5,547)	(5,502)	(5,458)	(5,413)	(5,368)	(5,323)
		30	(6,574)	(6,404)	(6,319)	(6,234)	(6,149)	(6,064)	(5,979)	(5,894)	(5,810)	(5,725)
		40	(7,377)	(7,127)	(7,002)	(6,877)	(6,752)	(6,627)	(6,501)	(6,376)	(6,251)	(6,126)
		50	(8,180)	(7,850)	(7,684)	(7,519)	(7,354)	(7,189)	(7,023)	(6,858)	(6,693)	(6,528)
		60	(8,983)	(8,572)	(8,367)	(8,161)	(7,956)	(7,751)	(7,545)	(7,340)	(7,134)	(6,929)
		70	(9,786)	(9,295)	(9,049)	(8,804)	(8,558)	(8,313)	(8,067)	(7,822)	(7,576)	(7,330)
		80	(10,589)	(10,018)	(9,732)	(9,446)	(9,160)	(8,875)	(8,589)	(8,303)	(8,018)	(7,732)
		90	(11,392)	(10,740)	(10,414)	(10,089)	(9,763)	(9,437)	(9,111)	(8,785)	(8,459)	(8,133)
		100	(12,195)	(11,463)	(11,097)	(10,731)	(10,365)	(9,999)	(9,633)	(9,267)	(8,901)	(8,535)
		110	(12,998)	(12,186)	(11,779)	(11,373)	(10,967)	(10,561)	(10,155)	(9,749)	(9,343)	(8,938)
		120	(13,801)	(12,908)	(12,462)	(12,016)	(11,569)	(11,123)	(10,677)	(10,231)	(9,784)	(9,338)
		130	(14,604)	(13,631)	(13,144)	(12,658)	(12,172)	(11,685)	(11,199)	(10,712)	(10,226)	(9,739)
		140	(15,407)	(14,354)	(13,827)	(13,300)	(12,774)	(12,247)	(11,721)	(11,194)	(10,667)	(10,141)
		150	(16,210)	(15,076)	(14,509)	(13,943)	(13,376)	(12,809)	(12,243)	(11,676)	(11,109)	(10,542)
		160	(17,013)	(15,798)	(15,192)	(14,585)	(13,978)	(13,371)	(12,764)	(12,158)	(11,551)	(11,000)
		170	(17,816)	(16,522)	(15,875)	(15,227)	(14,580)	(13,933)	(13,286)	(12,639)	(11,992)	(11,400)
		180	(18,619)	(17,244)	(16,557)	(15,870)	(15,183)	(14,495)	(13,808)	(13,121)	(12,434)	(11,811)
		190	(19,422)	(17,967)	(17,240)	(16,512)	(15,785)	(15,058)	(14,330)	(13,603)	(12,876)	(12,211)
200	(20,224)	(18,690)	(17,922)	(17,155)	(16,387)	(15,620)	(14,852)	(14,084)	(13,316)	(12,581)		
		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	Site Specific S106 0	536										
		0	(4,165)	(4,236)	(4,272)	(4,307)	(4,343)	(4,378)	(4,414)	(4,449)	(4,485)	
		500	(4,686)	(4,757)	(4,792)	(4,827)	(4,863)	(4,898)	(4,934)	(4,969)	(5,005)	
		1,000	(5,206)	(5,277)	(5,312)	(5,348)	(5,383)	(5,419)	(5,454)	(5,489)	(5,525)	
		1,500	(5,726)	(5,797)	(5,832)	(5,868)	(5,903)	(5,939)	(5,974)	(6,010)	(6,045)	
		2,000	(6,246)	(6,317)	(6,352)	(6,388)	(6,423)	(6,459)	(6,494)	(6,530)	(6,565)	
		2,500	(6,766)	(6,837)	(6,873)	(6,908)	(6,944)	(6,979)	(7,015)	(7,050)	(7,085)	
		3,000	(7,286)	(7,357)	(7,393)	(7,428)	(7,464)	(7,499)	(7,535)	(7,570)	(7,606)	
		3,500	(7,807)	(7,877)	(7,913)	(7,948)	(7,984)	(8,019)	(8,055)	(8,090)	(8,126)	
		4,000	(8,327)	(8,398)	(8,433)	(8,469)	(8,504)	(8,540)	(8,575)	(8,610)	(8,646)	
		4,500	(8,847)	(8,918)	(8,953)	(8,989)	(9,024)	(9,060)	(9,095)	(9,131)	(9,166)	
		5,000	(9,367)	(9,438)	(9,473)	(9,509)	(9,544)	(9,580)	(9,615)	(9,651)	(9,686)	
		5,500	(9,887)	(9,958)	(9,994)	(10,029)	(10,065)	(10,100)	(10,135)	(10,171)	(10,206)	
		6,000	(10,407)	(10,478)	(10,514)	(10,549)	(10,585)	(10,620)	(10,656)	(10,691)	(10,727)	
		6,500	(10,927)	(10,998)	(11,034)	(11,069)	(11,105)	(11,140)	(11,176)	(11,211)	(11,247)	
		7,000	(11,448)	(11,519)	(11,554)	(11,590)	(11,625)	(11,660)	(11,696)	(11,731)	(11,767)	
		7,500	(11,968)	(12,039)	(12,074)	(12,110)	(12,145)	(12,181)	(12,216)	(12,252)	(12,287)	
8,000	(12,488)	(12,559)	(12,594)	(12,630)	(12,665)	(12,701)	(12,736)	(12,772)	(12,807)			
8,500	(13,008)	(13,079)	(13,115)	(13,150)	(13,185)	(13,221)	(13,256)	(13,292)	(13,327)			
9,000	(13,528)	(13,599)	(13,635)	(13,670)	(13,706)	(13,741)	(13,777)	(13,812)	(13,848)			
9,500	(14,048)	(14,119)	(14,155)	(14,190)	(14,226)	(14,261)	(14,297)	(14,332)	(14,368)			
10,000	(14,569)	(14,640)	(14,675)	(14,710)	(14,746)	(14,781)	(14,817)	(14,852)	(14,888)			
		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	Profit 20.00%	14%	4,427	3,594	3,123	2,653	2,182	1,712	1,241	771	300	
		15%	3,085	2,289	1,891	1,493	1,095	697	299	(99)	(895)	
		16%	1,635	984	658	333	7	(318)	(644)	(969)	(1,295)	
		17.5%	(540)	(974)	(1,191)	(1,407)	(1,624)	(1,841)	(2,057)	(2,274)	(2,491)	
		19%	(2,715)	(2,931)	(3,039)	(3,147)	(3,255)	(3,363)	(3,471)	(3,579)	(3,687)	
		20%	(4,165)	(4,236)	(4,272)	(4,307)	(4,343)	(4,378)	(4,414)	(4,449)	(4,485)	
		21%	(5,615)	(5,541)	(5,504)	(5,467)	(5,430)	(5,393)	(5,356)	(5,319)	(5,282)	
		22%	(7,065)	(6,846)	(6,737)	(6,627)	(6,518)	(6,408)	(6,299)	(6,189)	(6,080)	
		23%	(8,515)	(8,151)	(7,969)	(7,787)	(7,605)	(7,423)	(7,241)	(7,059)	(6,877)	
		24%	(9,965)	(9,456)	(9,202)	(8,947)	(8,693)	(8,438)	(8,184)	(7,929)	(7,675)	
25%	(11,415)	(10,761)	(10,434)	(10,107)	(9,780)	(9,453)	(9,126)	(8,799)	(8,472)			

Appendix 5

Scheme Ref:
Title:
Notes:
FS update

LV
1 No. Units at Lower Value Zone
Brownfield

		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	536										
	100,000	(3,548)	(3,619)	(3,654)	(3,690)	(3,725)	(3,760)	(3,796)	(3,831)	(3,867)	(3,902)
	150,000	(6,536)	(6,707)	(6,743)	(6,778)	(6,814)	(6,849)	(6,885)	(6,920)	(6,956)	(6,991)
	200,000	(9,725)	(9,796)	(9,832)	(9,867)	(9,903)	(9,938)	(9,973)	(10,009)	(10,044)	(10,080)
	250,000	(12,814)	(12,885)	(12,920)	(12,956)	(12,991)	(13,027)	(13,062)	(13,098)	(13,133)	(13,169)
	300,000	(15,903)	(15,974)	(16,009)	(16,045)	(16,080)	(16,115)	(16,151)	(16,186)	(16,222)	(16,257)
	350,000	(18,991)	(19,062)	(19,098)	(19,133)	(19,169)	(19,204)	(19,240)	(19,275)	(19,311)	(19,346)
	400,000	(22,080)	(22,151)	(22,187)	(22,222)	(22,258)	(22,293)	(22,328)	(22,364)	(22,399)	(22,435)
	450,000	(25,169)	(25,240)	(25,275)	(25,311)	(25,346)	(25,382)	(25,417)	(25,453)	(25,488)	(25,524)
	500,000	(28,258)	(28,329)	(28,364)	(28,400)	(28,435)	(28,470)	(28,506)	(28,541)	(28,577)	(28,612)
550,000	(31,346)	(31,417)	(31,453)	(31,488)	(31,524)	(31,559)	(31,595)	(31,630)	(31,666)	(31,701)	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	536										
	5	(301,504)	(317,546)	(325,567)	(333,588)	(341,609)	(349,630)	(357,651)	(365,672)	(373,693)	(381,714)
	10	(66,688)	(82,730)	(90,751)	(98,772)	(106,793)	(114,814)	(122,835)	(130,856)	(138,877)	(146,898)
	15	(29,060)	(29,131)	(29,166)	(29,202)	(29,237)	(36,542)	(44,563)	(52,584)	(60,605)	(68,626)
	20	(19,102)	(19,173)	(19,209)	(19,244)	(19,280)	(19,315)	(19,351)	(19,386)	(21,469)	(29,490)
	25	(13,128)	(13,198)	(13,234)	(13,269)	(13,305)	(13,340)	(13,376)	(13,411)	(13,447)	(13,482)
	30	(9,144)	(9,215)	(9,251)	(9,286)	(9,322)	(9,357)	(9,393)	(9,428)	(9,464)	(9,499)
	35	(6,299)	(6,370)	(6,406)	(6,441)	(6,477)	(6,512)	(6,548)	(6,583)	(6,618)	(6,654)
	40	(4,165)	(4,236)	(4,272)	(4,307)	(4,343)	(4,378)	(4,414)	(4,449)	(4,485)	(4,520)
	45	(2,506)	(2,577)	(2,612)	(2,648)	(2,683)	(2,719)	(2,754)	(2,790)	(2,825)	(2,860)
50	(1,178)	(1,249)	(1,284)	(1,320)	(1,355)	(1,391)	(1,426)	(1,462)	(1,497)	(1,533)	
55	(92)	(163)	(198)	(234)	(269)	(305)	(340)	(376)	(411)	(446)	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	536										
	40%	(4,407)	(4,478)	(4,513)	(4,548)	(4,584)	(4,619)	(4,655)	(4,690)	(4,726)	(4,761)
	45%	(4,437)	(4,508)	(4,543)	(4,579)	(4,614)	(4,650)	(4,685)	(4,720)	(4,756)	(4,791)
	50%	(4,467)	(4,538)	(4,573)	(4,609)	(4,644)	(4,680)	(4,715)	(4,751)	(4,786)	(4,822)
	55%	(4,497)	(4,568)	(4,603)	(4,639)	(4,674)	(4,710)	(4,745)	(4,781)	(4,816)	(4,852)
	60%	(4,527)	(4,598)	(4,634)	(4,669)	(4,704)	(4,740)	(4,775)	(4,811)	(4,846)	(4,882)
	65%	(4,557)	(4,628)	(4,664)	(4,699)	(4,735)	(4,770)	(4,806)	(4,841)	(4,876)	(4,912)
	70%	(4,587)	(4,658)	(4,694)	(4,729)	(4,765)	(4,800)	(4,836)	(4,871)	(4,907)	(4,942)
75%	(4,618)	(4,688)	(4,724)	(4,759)	(4,795)	(4,830)	(4,866)	(4,901)	(4,937)	(4,972)	
80%	(4,648)	(4,719)	(4,754)	(4,790)	(4,825)	(4,861)	(4,896)	(4,931)	(4,967)	(5,002)	
% Cat M4(2)	0%										

Appendix 5

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	140,000	-
2 bed House	5.0	@	160,000	800,000
3 bed House	0.0	@	200,000	-
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	5.0			800,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	123,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	0.0	@	104,000	-
3 bed House	0.0	@	130,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	0.0	@	84,500	-
2 bed Flat	0.0	@	94,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	128,000	-
3 bed House	0.0	@	160,000	-
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	0.0	@	104,000	-
2 bed Flat	0.0	@	116,000	-
	0.0			-
Sub-total GDV Residential				
	5.0			800,000
<i>AH on-site cost analysis:</i>				
	0 £ psm (total GIA sqm)		EMV less EGDV	0
			0 £ per unit (total units)	
Grant	5	@	0	-
Total GDV				800,000

Appendix 5

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,925)
CIL	375 sqm	0.00 £ psm		-
	0.00% of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions				
CIL analysis:				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	5 units @	0 per unit		-
S106 analysis:	0.00% of GDV	0 £ per unit (total units)		
AH Commuted Sum	375 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% of GDV			
Construction Costs -				
Site Clearance and Demolition	0.31 acres @	110,000 £ per acre (if brownfield)		(33,976)
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	0.31 acres @	0 per acre		-
Infra. Costs analysis:	0.00% of GDV	0 £ per unit (total units)		
1 bed House	- sqm @	1,148 psm		-
2 bed House	375 sqm @	1,148 psm		(430,875)
3 bed House	- sqm @	1,148 psm		-
4 bed House	- sqm @	1,148 psm		-
5 bed House	- sqm @	1,148 psm		-
1 bed Flat	- sqm @	1,338 psm		-
2 bed Flat	375 - sqm @	1,338 psm		-
External works				
	430,875 @	15.0%		(64,631)
		12,926 £ per unit		
M4(2) Category 2 Housing	0% of All units	5 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	5 units @	10,307 £ per dwelling	-
Water efficiency		5 units @	9 £ per dwelling	(45)
Contingency	529,528 @	5.0%		(26,476)
Professional Fees	529,528 @	10.0%		(52,953)
Disposal Costs -				
Marketing and Promotion	800,000 OMS @	1.50%		(12,000)
Residential Sales Agent Costs	800,000 OMS @	1.50%		(12,000)
Residential Sales Legal Costs	800,000 OMS @	0.50%		(4,000)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(24,710)
Developers Profit -				
Margin on AH	0	6.00% on AH values		-
Profit on GDV	800,000	20.00%		(160,000)
	673,591	23.75% on costs	(160,000)	
	800,000	20.00% blended	(160,000)	
TOTAL COSTS				(833,591)

Appendix 5

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield
 F9 update

RESIDUAL LAND VALUE			
Residual Land Value (gross)			(33,591)
SDLT	- @	5.0% (slabbed)	10,500
Acquisition Agent fees	- @	1.0%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	6.5%	-
Residual Land Value			(23,091)
RLV analysis: (4,618) £ per plot (184,729) £ per ha (74,759) £ per acre			

THRESHOLD LAND VALUE			
Residential Density		40.0 dph	
Site Area (Resi)		0.13 ha	0.31 acres
Density analysis:		3,000 sqm/ha	13,069 sqf/acre
Threshold Land Value	6,795 £ per plot	271,810 £ per ha	110,000 £ per acre
			33,976

BALANCE			
Surplus/(Deficit)		(456,539) £ per ha	(184,759) £ per acre
			(57,067)

Appendix 5

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(57,067)											
	0	(57,067)	(59,338)	(60,473)	(61,608)	(62,743)	(63,878)	(65,014)	(66,149)	(67,284)	(68,419)	
	10	(61,189)	(63,047)	(63,976)	(64,905)	(65,834)	(66,763)	(67,693)	(68,622)	(69,551)	(70,480)	
	20	(65,310)	(66,756)	(67,479)	(68,203)	(68,926)	(69,649)	(70,372)	(71,095)	(71,818)	(72,541)	
	30	(69,432)	(70,466)	(70,983)	(71,500)	(72,017)	(72,534)	(73,051)	(73,567)	(74,084)	(74,601)	
	40	(73,553)	(74,175)	(74,486)	(74,797)	(75,108)	(75,419)	(75,730)	(76,040)	(76,351)	(76,662)	
	50	(77,675)	(77,885)	(77,989)	(78,094)	(78,199)	(78,304)	(78,408)	(78,513)	(78,618)	(78,723)	
	CIL Epm	0.00										
		60	(81,796)	(81,594)	(81,433)	(81,311)	(81,200)	(81,089)	(81,007)	(80,986)	(80,985)	(80,794)
		70	(85,918)	(85,303)	(84,996)	(84,689)	(84,381)	(84,074)	(83,766)	(83,459)	(83,152)	(82,844)
		80	(90,039)	(89,013)	(88,499)	(87,986)	(87,472)	(86,959)	(86,445)	(85,932)	(85,419)	(84,905)
		90	(94,161)	(92,722)	(92,002)	(91,283)	(90,563)	(89,844)	(89,124)	(88,405)	(87,685)	(86,966)
		100	(98,282)	(96,431)	(95,506)	(94,580)	(93,655)	(92,729)	(91,803)	(90,878)	(89,952)	(89,027)
		110	(102,404)	(100,141)	(99,009)	(97,877)	(96,746)	(95,614)	(94,482)	(93,351)	(92,219)	(91,087)
		120	(106,525)	(103,850)	(102,512)	(101,175)	(99,837)	(98,499)	(97,161)	(95,824)	(94,486)	(93,148)
		130	(110,647)	(107,559)	(106,016)	(104,472)	(102,928)	(101,384)	(99,840)	(98,296)	(96,753)	(95,209)
		140	(114,768)	(111,269)	(109,519)	(107,769)	(106,019)	(104,269)	(102,519)	(100,769)	(99,020)	(97,270)
		150	(118,890)	(114,978)	(113,022)	(111,066)	(109,110)	(107,154)	(105,198)	(103,242)	(101,286)	(99,330)
	160	(123,011)	(118,687)	(116,525)	(114,363)	(112,201)	(110,039)	(107,877)	(105,715)	(103,553)	(101,391)	
	170	(127,133)	(122,397)	(120,029)	(117,661)	(115,292)	(112,924)	(110,556)	(108,188)	(105,820)	(103,452)	
	180	(131,254)	(126,106)	(123,532)	(120,958)	(118,384)	(115,809)	(113,235)	(110,661)	(108,087)	(116,124)	
190	(135,376)	(129,815)	(127,035)	(124,255)	(121,475)	(118,694)	(115,914)	(113,134)	(110,354)	(108,922)		
200	(139,497)	(133,525)	(130,539)	(127,552)	(124,566)	(121,579)	(118,593)	(115,607)	(112,621)	(111,721)		
Balance (RLV - TLV)	(57,067)											
	0	(57,067)	(59,338)	(60,473)	(61,608)	(62,743)	(63,878)	(65,014)	(66,149)	(67,284)	(68,419)	
	500	(59,717)	(61,987)	(63,122)	(64,257)	(65,393)	(66,528)	(67,663)	(68,798)	(69,933)	(71,068)	
	1,000	(62,366)	(64,636)	(65,771)	(66,907)	(68,042)	(69,177)	(70,312)	(71,447)	(72,582)	(73,717)	
	1,500	(65,015)	(67,285)	(68,421)	(69,556)	(70,691)	(71,826)	(72,961)	(74,097)	(75,232)	(76,367)	
	2,000	(67,664)	(69,934)	(71,070)	(72,205)	(73,340)	(74,475)	(75,610)	(76,745)	(77,881)	(79,016)	
	2,500	(70,314)	(72,584)	(73,719)	(74,854)	(75,989)	(77,125)	(78,260)	(79,395)	(80,530)	(81,665)	
	3,000	(72,963)	(75,233)	(76,368)	(77,503)	(78,638)	(79,774)	(80,909)	(82,044)	(83,179)	(84,314)	
	3,500	(75,612)	(77,882)	(79,018)	(80,153)	(81,288)	(82,423)	(83,558)	(84,693)	(85,829)	(86,964)	
	4,000	(78,261)	(80,531)	(81,667)	(82,802)	(83,937)	(85,072)	(86,207)	(87,343)	(88,478)	(89,613)	
	4,500	(80,911)	(83,181)	(84,316)	(85,451)	(86,586)	(87,722)	(88,857)	(89,992)	(91,127)	(92,262)	
	5,000	(83,560)	(85,830)	(86,965)	(88,101)	(89,236)	(90,371)	(91,506)	(92,641)	(93,776)	(94,912)	
	5,500	(86,209)	(88,479)	(89,615)	(90,750)	(91,885)	(93,020)	(94,155)	(95,290)	(96,425)	(97,561)	
	6,000	(88,858)	(91,128)	(92,264)	(93,399)	(94,534)	(95,669)	(96,805)	(97,940)	(99,075)	(100,210)	
	6,500	(91,508)	(93,778)	(94,913)	(96,048)	(97,183)	(98,319)	(99,454)	(100,589)	(101,724)	(102,859)	
	7,000	(94,157)	(96,427)	(97,562)	(98,698)	(99,833)	(100,968)	(102,103)	(103,238)	(104,373)	(105,508)	
	7,500	(96,806)	(99,076)	(100,212)	(101,347)	(102,482)	(103,617)	(104,752)	(105,887)	(107,022)	(108,157)	
	8,000	(99,455)	(101,725)	(102,861)	(103,996)	(105,131)	(106,266)	(107,402)	(108,537)	(109,672)	(110,807)	
	8,500	(102,104)	(104,374)	(105,510)	(106,645)	(107,780)	(108,915)	(110,050)	(111,185)	(112,320)	(113,455)	
	9,000	(104,753)	(107,023)	(108,159)	(109,294)	(110,429)	(111,564)	(112,700)	(113,835)	(114,970)	(116,105)	
	9,500	(107,402)	(109,672)	(110,808)	(111,943)	(113,078)	(114,213)	(115,348)	(116,483)	(117,618)	(118,753)	
10,000	(110,051)	(112,321)	(113,456)	(114,591)	(115,726)	(116,861)	(117,996)	(119,131)	(120,266)	(121,401)		
Profit	20.00%											
	14%	(10,941)	(17,092)	(20,167)	(23,243)	(26,318)	(30,278)	(33,814)	(37,349)	(40,884)	(44,419)	
	15%	(17,901)	(23,356)	(26,473)	(29,808)	(32,743)	(35,878)	(39,014)	(42,149)	(45,284)	(48,419)	
	16%	(25,067)	(30,538)	(33,273)	(36,008)	(38,743)	(41,478)	(44,214)	(46,949)	(49,684)	(52,419)	
	17.5%	(37,067)	(41,338)	(43,473)	(45,608)	(47,743)	(49,878)	(52,014)	(54,149)	(56,284)	(58,419)	
	19%	(49,067)	(52,138)	(53,673)	(55,208)	(56,743)	(58,278)	(59,814)	(61,349)	(62,884)	(64,419)	
	20%	(57,067)	(59,338)	(60,473)	(61,608)	(62,743)	(63,878)	(65,014)	(66,149)	(67,284)	(68,419)	
	21%	(65,067)	(66,538)	(67,273)	(68,008)	(68,743)	(69,478)	(70,214)	(70,949)	(71,684)	(72,419)	
	22%	(73,067)	(73,738)	(74,073)	(74,408)	(74,743)	(75,078)	(75,414)	(75,749)	(76,084)	(76,419)	
	23%	(81,067)	(80,538)	(80,873)	(80,808)	(80,743)	(80,678)	(80,614)	(80,549)	(80,484)	(80,419)	
	24%	(89,067)	(88,138)	(87,673)	(87,208)	(86,743)	(86,278)	(85,814)	(85,349)	(84,884)	(84,419)	
25%	(97,067)	(95,338)	(94,473)	(93,608)	(92,743)	(91,878)	(91,014)	(90,149)	(89,284)	(88,419)		

Appendix 5

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield
 F9 update

		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(57,067)										
	100,000	(53,979)	(56,249)	(57,384)	(58,519)	(59,655)	(60,790)	(61,925)	(63,060)	(64,195)	(65,330)
	150,000	(69,422)	(71,693)	(72,828)	(73,963)	(75,098)	(76,233)	(77,369)	(78,504)	(79,639)	(80,774)
	200,000	(84,866)	(87,137)	(88,272)	(89,407)	(90,542)	(91,677)	(92,812)	(93,948)	(95,083)	(96,218)
	250,000	(100,310)	(102,580)	(103,715)	(104,851)	(105,986)	(107,121)	(108,256)	(109,391)	(110,526)	(111,662)
	300,000	(115,754)	(118,024)	(119,159)	(120,294)	(121,430)	(122,565)	(123,700)	(124,835)	(125,970)	(127,105)
	350,000	(131,197)	(133,468)	(134,603)	(135,738)	(136,873)	(138,008)	(139,144)	(140,279)	(141,414)	(142,549)
	400,000	(146,641)	(148,912)	(150,047)	(151,182)	(152,317)	(153,452)	(154,587)	(155,723)	(156,858)	(157,993)
	450,000	(162,085)	(164,355)	(165,490)	(166,625)	(167,761)	(168,896)	(170,031)	(171,166)	(172,301)	(173,437)
	500,000	(177,529)	(179,799)	(180,934)	(182,069)	(183,205)	(184,340)	(185,475)	(186,610)	(187,745)	(188,880)
550,000	(192,972)	(195,243)	(196,378)	(197,513)	(198,648)	(199,783)	(200,919)	(202,054)	(203,189)	(204,324)	
Balance (RLV - TLV)	(57,067)										
	5	(1,482,272)	(1,579,743)	(1,629,479)	(1,677,214)	(1,725,950)	(1,774,685)	(1,823,421)	(1,872,156)	(1,920,892)	(1,969,628)
	10	(291,484)	(389,955)	(437,690)	(486,425)	(535,161)	(583,897)	(632,633)	(681,368)	(730,104)	(778,839)
	15	(184,465)	(186,736)	(187,871)	(189,006)	(190,141)	(191,276)	(192,411)	(193,546)	(194,681)	(195,816)
	20	(133,506)	(135,777)	(136,912)	(138,047)	(139,182)	(140,317)	(141,452)	(142,587)	(143,723)	(144,858)
	25	(102,931)	(105,201)	(106,336)	(107,471)	(108,607)	(109,742)	(110,877)	(112,012)	(113,147)	(114,282)
	30	(82,547)	(84,817)	(85,953)	(87,088)	(88,223)	(89,358)	(90,493)	(91,628)	(92,764)	(93,899)
	35	(67,987)	(70,258)	(71,393)	(72,528)	(73,663)	(74,798)	(75,933)	(77,069)	(78,204)	(79,339)
	40	(57,067)	(59,338)	(60,473)	(61,608)	(62,743)	(63,878)	(65,014)	(66,149)	(67,284)	(68,419)
	45	(48,574)	(50,845)	(51,980)	(53,115)	(54,250)	(55,385)	(56,520)	(57,656)	(58,791)	(59,926)
50	(41,780)	(44,050)	(45,185)	(46,320)	(47,455)	(48,591)	(49,726)	(50,861)	(51,996)	(53,131)	
55	(36,220)	(38,491)	(39,626)	(40,761)	(41,896)	(43,031)	(44,167)	(45,302)	(46,437)	(47,572)	
Balance (RLV - TLV)	(57,067)										
	40%	(58,317)	(60,588)	(61,723)	(62,858)	(63,993)	(65,128)	(66,263)	(67,399)	(68,534)	(69,669)
	45%	(58,473)	(60,744)	(61,879)	(63,014)	(64,149)	(65,284)	(66,420)	(67,555)	(68,690)	(69,825)
	50%	(58,630)	(60,900)	(62,035)	(63,170)	(64,305)	(65,441)	(66,576)	(67,711)	(68,846)	(69,981)
	55%	(58,786)	(61,056)	(62,191)	(63,327)	(64,462)	(65,597)	(66,732)	(67,867)	(69,002)	(70,138)
	60%	(58,942)	(61,212)	(62,348)	(63,483)	(64,618)	(65,753)	(66,888)	(68,023)	(69,159)	(70,294)
	65%	(59,098)	(61,369)	(62,504)	(63,639)	(64,774)	(65,909)	(67,045)	(68,180)	(69,315)	(70,450)
	70%	(59,255)	(61,525)	(62,660)	(63,795)	(64,930)	(66,066)	(67,201)	(68,336)	(69,471)	(70,606)
	75%	(59,411)	(61,681)	(62,816)	(63,951)	(65,087)	(66,222)	(67,357)	(68,492)	(69,627)	(70,762)
	80%	(59,567)	(61,837)	(62,973)	(64,108)	(65,243)	(66,378)	(67,513)	(68,648)	(69,784)	(70,919)

Appendix 5

Scheme Ref: LV
 Title: 8 No. Units at Lower Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			8 Units			
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			100%			
CLL Rate (£ psm)			100%			
			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	38.0%	3.0	0.0%	0.0	38.0%	3.0
3 bed House	62.0%	5.0	0.0%	0.0	62.0%	5.0
4 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100%	8.0	0.0%	0.0	100.0%	8.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	228	2,454	0	0	228	2,454
3 bed House	422	4,538	0	0	422	4,538
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	650	6,992	0	0	650	6,992
AH % by floor area:			0.00% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	140,000	2,414	224		0	
2 bed House	160,000	2,133	198		486,400	
3 bed House	200,000	2,353	219		992,000	
4 bed House	250,000	2,273	211		0	
5 bed House	270,000	2,000	186		0	
1 bed Flat	130,000	2,600	242		0	
2 bed Flat	145,000	2,377	221		0	
					1,478,400	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	47%	91,000	1,569	65%
2 bed House	72,000	1,029	45%	104,000	1,486	65%
3 bed House	90,000	1,071	45%	130,000	1,548	65%
4 bed House	107,000	1,103	43%	162,500	1,675	65%
5 bed House	120,000	1,091	44%	175,500	1,595	65%
1 bed Flat	66,000	1,320	51%	84,500	1,690	65%
2 bed Flat	72,000	1,180	50%	94,250	1,545	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	112,000	1,931	80%			
2 bed House	128,000	1,829	80%			
3 bed House	160,000	1,905	80%			
4 bed House	200,000	2,062	80%			
5 bed House	216,000	1,964	80%			
1 bed Flat	104,000	2,080	80%			
2 bed Flat	116,000	1,902	80%			

Appendix 5

Scheme Ref: LV
 Title: 8 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	140,000	-
2 bed House	3.0	@	160,000	486,400
3 bed House	5.0	@	200,000	992,000
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	8.0			1,478,400
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	123,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	0.0	@	104,000	-
3 bed House	0.0	@	130,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	0.0	@	84,500	-
2 bed Flat	0.0	@	94,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	128,000	-
3 bed House	0.0	@	160,000	-
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	0.0	@	104,000	-
2 bed Flat	0.0	@	116,000	-
	0.0			-
Sub-total GDV Residential				
	8.0			1,478,400
<i>AH on-site cost analysis:</i>				
	0 £ psm (total GIA sqm)		EMV less EGDV	0
			0 £ per unit (total units)	
Grant	8	@	0	-
Total GDV				1,478,400

Appendix 5

Scheme Ref: LV
 Title: 8 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
CIL	650 sqm	0.00 £ psm		-
	0.00% of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	8 units @	0 per unit	-
			0 £ per unit (total units)	
S106 analysis:				
AH Computed Sum	0.00% of GDV	650 sqm (total)	0 £ psm	-
	0.00% of GDV			
Construction Costs -				
Site Clearance and Demolition	0.49 acres @		£ per acre (if brownfield)	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.49 acres @	0 per acre	-
			0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	sqm @	1,148 psm	-
2 bed House	228	sqm @	1,148 psm	(261,972)
3 bed House	422	sqm @	1,148 psm	(484,416)
4 bed House	-	sqm @	1,148 psm	-
5 bed House	-	sqm @	1,148 psm	-
1 bed Flat	-	sqm @	1,338 psm	-
2 bed Flat	650	sqm @	1,338 psm	-
External works	746,390 @		15.0% 13,995 £ per unit	(111,959)
M4(2) Category 2 Housing	0% of All units	8 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency		8 units @	9 £ per dwelling	(72)
Contingency	858,421 @		5.0%	(42,921)
Professional Fees	858,421 @		10.0%	(85,842)
Disposal Costs -				
Marketing and Promotion	1,478,400 OMS @		1.50%	(22,176)
Residential Sales Agent Costs	1,478,400 OMS @		1.50%	(22,176)
Residential Sales Legal Costs	1,478,400 OMS @		0.50%	(7,392)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(48,065)
Developers Profit -				
Margin on AH	0		6.00% on AH values	-
Profit on GDV	1,478,400		20.00%	(295,680)
	1,100,073		26.88% on costs	(295,680)
	1,478,400		20.00% blended	(295,680)
TOTAL COSTS				(1,395,753)

Appendix 5

Scheme Ref: LV
 Title: 8 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				82,647
SDLT	82,647 @		5.0% (slabbed)	6,368
Acquisition Agent fees	82,647 @		1.0%	(826)
Acquisition Legal fees	82,647 @		0.5%	(413)
Interest on Land	82,647 @		6.5%	(5,372)
Residual Land Value				82,403
RLV analysis: 10,300 £ per plot 412,016 £ per ha 166,741 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		40.0 dph		
Site Area (Resi)		0.20 ha	0.49 acres	
Density analysis:		3,248 sqm/ha	14,149 sqf/ac	
Threshold Land Value	5,251 £ per plot	210,035 £ per ha	85,000 £ per acre	42,007

BALANCE				
Surplus/(Deficit)		201,981 £ per ha	81,741 £ per acre	40,396

Appendix 5

Scheme Ref: LV
 Title: 8 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	40,386											
	0	36,147	31,899	27,650	23,401	19,153	14,904	10,655	6,406	2,158	(2,091)	
	10	30,121	26,190	22,258	18,327	14,395	10,464	6,532	2,600	(1,331)	(5,263)	
	20	24,095	20,481	16,867	13,252	9,638	6,023	2,409	(1,206)	(4,820)	(8,434)	
	30	18,069	14,772	11,475	8,178	4,880	1,583	(1,714)	(5,011)	(8,309)	(11,606)	
	40	12,043	9,063	6,083	3,103	123	(2,857)	(5,837)	(8,817)	(11,797)	(14,778)	
	50	6,017	3,354	692	(1,971)	(4,534)	(7,237)	(9,365)	(12,823)	(15,286)	(17,949)	
	CIL Epm	0.00										
		60	(9)	(2,354)	(4,700)	(7,046)	(9,392)	(11,738)	(14,083)	(16,429)	(18,775)	(21,121)
		70	(6,035)	(8,063)	(10,092)	(12,120)	(14,149)	(16,178)	(18,206)	(20,235)	(22,264)	(24,292)
		80	(12,061)	(13,772)	(15,484)	(17,195)	(18,906)	(20,618)	(22,329)	(24,041)	(25,752)	(27,464)
		90	(18,087)	(19,481)	(20,875)	(22,270)	(23,664)	(25,058)	(26,453)	(27,847)	(29,241)	(30,635)
		100	(24,113)	(25,190)	(26,267)	(27,344)	(28,421)	(29,498)	(30,575)	(31,652)	(32,729)	(33,806)
		110	(30,139)	(30,899)	(31,659)	(32,419)	(33,179)	(33,939)	(34,699)	(35,459)	(36,219)	(36,979)
		120	(36,165)	(37,370)	(38,575)	(39,780)	(40,985)	(42,190)	(43,395)	(44,600)	(45,805)	(47,010)
		130	(42,191)	(43,932)	(45,673)	(47,414)	(49,155)	(50,896)	(52,637)	(54,378)	(56,119)	(57,860)
		140	(48,217)	(50,493)	(52,769)	(55,045)	(57,321)	(59,597)	(61,873)	(64,149)	(66,425)	(68,701)
	150	(54,243)	(57,055)	(59,867)	(62,679)	(65,491)	(68,303)	(71,115)	(73,927)	(76,739)	(79,551)	
	160	(60,269)	(63,617)	(66,965)	(70,313)	(73,661)	(77,009)	(80,357)	(83,705)	(87,053)	(90,401)	
	170	(66,295)	(70,179)	(74,063)	(77,947)	(81,831)	(85,715)	(89,599)	(93,483)	(97,367)	(101,251)	
	180	(72,321)	(76,746)	(81,171)	(85,596)	(89,921)	(94,246)	(98,571)	(102,896)	(107,221)	(111,546)	
190	(78,347)	(83,342)	(88,337)	(93,332)	(98,327)	(103,322)	(108,317)	(113,312)	(118,307)	(123,302)		
200	(84,373)	(89,938)	(95,503)	(101,068)	(106,633)	(112,198)	(117,763)	(123,328)	(128,893)	(134,458)		
Site Specific S106	40,386											
	0	36,147	31,899	27,650	23,401	19,153	14,904	10,655	6,406	2,158	(2,091)	
	1,000	32,411	28,162	23,913	19,664	15,416	11,167	6,918	2,669	(1,579)	(5,828)	
	5,000	28,674	24,425	20,176	15,928	11,679	7,430	3,181	1,067	(5,316)	(9,565)	
	1,500	24,937	20,888	16,439	12,191	7,942	3,693	(555)	(4,804)	(9,053)	(13,302)	
	2,000	21,200	16,951	12,702	8,454	4,205	(44)	(4,292)	(8,541)	(12,790)	(17,039)	
	2,500	17,463	13,214	8,966	4,717	468	(3,781)	(8,029)	(12,278)	(16,527)	(20,776)	
	3,000	13,726	9,477	5,229	980	(3,269)	(7,517)	(11,766)	(16,015)	(20,264)	(24,512)	
	3,500	9,989	5,741	1,492	(2,757)	(7,006)	(11,254)	(15,503)	(19,752)	(24,001)	(28,249)	
	4,000	6,252	2,004	(2,245)	(6,494)	(10,742)	(14,991)	(19,240)	(23,489)	(27,737)	(32,058)	
	4,500	2,516	(1,733)	(5,982)	(10,231)	(14,479)	(18,728)	(22,977)	(27,226)	(31,474)	(36,353)	
	5,000	(1,221)	(5,470)	(9,719)	(13,967)	(18,216)	(22,465)	(26,714)	(30,962)	(35,785)	(40,648)	
	5,500	(4,958)	(9,207)	(13,456)	(17,704)	(21,953)	(26,202)	(30,451)	(35,176)	(40,060)	(44,944)	
	6,000	(8,695)	(12,944)	(17,192)	(21,441)	(25,690)	(29,939)	(34,588)	(39,472)	(44,355)	(49,239)	
	6,500	(12,432)	(16,681)	(20,929)	(25,178)	(29,427)	(34,000)	(38,883)	(43,767)	(48,650)	(53,534)	
	7,000	(16,169)	(20,418)	(24,666)	(28,915)	(33,411)	(38,295)	(43,179)	(48,062)	(52,946)	(57,830)	
	7,500	(19,906)	(24,154)	(28,403)	(32,823)	(37,707)	(42,590)	(47,474)	(52,357)	(57,241)	(62,156)	
	8,000	(23,643)	(27,891)	(32,235)	(37,118)	(42,002)	(46,885)	(51,769)	(56,653)	(61,552)	(66,474)	
	8,500	(27,379)	(31,646)	(36,530)	(41,413)	(46,297)	(51,181)	(56,064)	(60,948)	(65,870)	(70,792)	
	9,000	(31,116)	(35,941)	(40,825)	(45,709)	(50,592)	(55,476)	(60,360)	(65,355)	(70,187)	(75,110)	
	9,500	(35,353)	(40,237)	(45,120)	(50,004)	(54,888)	(59,771)	(64,661)	(69,583)	(74,505)	(79,427)	
10,000	(39,648)	(44,532)	(49,416)	(54,299)	(59,183)	(64,066)	(68,979)	(73,901)	(78,823)	(83,745)		
Profit	20.00%											
	14%	109,461	101,354	93,247	85,139	77,032	68,925	60,817	52,710	44,602	36,495	
	15%	97,242	89,778	82,314	74,850	67,386	59,921	52,457	44,993	37,528	30,064	
	16%	85,023	78,202	71,381	64,560	57,739	50,918	44,096	37,275	30,454	23,633	
	17.5%	66,895	60,838	54,982	49,125	43,269	37,412	31,556	25,699	19,843	13,986	
	19%	48,366	43,475	38,583	33,691	28,799	23,907	19,015	14,124	9,232	4,340	
	20%	36,147	31,899	27,650	23,401	19,153	14,904	10,655	6,406	2,158	(2,091)	
	21%	23,929	20,323	16,717	13,112	9,506	5,900	2,295	(1,311)	(4,917)	(8,522)	
	22%	11,710	8,747	5,784	2,822	(141)	(3,103)	(6,066)	(9,028)	(11,991)	(14,953)	
	23%	(509)	(2,829)	(5,148)	(7,468)	(9,787)	(12,107)	(14,426)	(16,745)	(19,065)	(21,384)	
24%	(12,726)	(14,405)	(16,084)	(17,763)	(19,442)	(21,121)	(22,800)	(24,479)	(26,158)	(27,837)		
25%	(24,947)	(26,981)	(29,014)	(31,047)	(33,080)	(35,114)	(37,147)	(39,181)	(41,214)	(43,248)		

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

LV
8 No. Units at Lower Value Zone
Greenfield

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40,396										
	100,000	28,734	24,486	20,237	15,988	11,740	7,491	3,242	(1,007)	(5,255)	(9,504)
	150,000	4,024	(224)	(4,473)	(8,722)	(12,970)	(17,219)	(21,468)	(25,717)	(29,965)	(34,214)
	200,000	(20,686)	(24,934)	(29,183)	(33,432)	(37,680)	(41,929)	(46,178)	(50,427)	(54,675)	(58,924)
	250,000	(45,396)	(49,644)	(53,893)	(58,142)	(62,390)	(66,639)	(70,888)	(75,137)	(79,385)	(83,634)
	300,000	(70,106)	(74,354)	(78,603)	(82,852)	(87,100)	(91,349)	(95,598)	(99,847)	(104,095)	(108,344)
	350,000	(94,816)	(99,064)	(103,313)	(107,562)	(111,810)	(116,059)	(120,308)	(124,557)	(128,805)	(133,054)
	400,000	(119,526)	(123,774)	(128,023)	(132,272)	(136,520)	(140,769)	(145,018)	(149,267)	(153,515)	(157,764)
	450,000	(144,236)	(148,484)	(152,733)	(156,982)	(161,230)	(165,479)	(169,728)	(173,977)	(178,225)	(182,474)
	500,000	(168,946)	(173,194)	(177,443)	(181,692)	(185,940)	(190,189)	(194,438)	(198,687)	(202,935)	(207,184)
550,000	(193,656)	(197,904)	(202,153)	(206,402)	(210,650)	(214,899)	(219,148)	(223,397)	(227,645)	(231,894)	
Density (dph)	5	(257,902)	(262,150)	(266,399)	(270,648)	(274,896)	(279,145)	(283,394)	(287,643)	(291,891)	(296,140)
	10	(89,874)	(94,122)	(98,371)	(102,620)	(106,868)	(111,117)	(115,366)	(119,615)	(123,863)	(128,112)
	15	(33,864)	(38,113)	(42,362)	(46,610)	(50,859)	(55,108)	(59,357)	(63,605)	(67,854)	(72,103)
	20	(5,860)	(10,108)	(14,357)	(18,606)	(22,854)	(27,103)	(31,352)	(35,601)	(39,849)	(44,098)
	25	10,943	6,695	2,446	(1,803)	(6,052)	(10,300)	(14,549)	(18,798)	(23,047)	(27,295)
	30	22,145	17,896	13,648	9,399	5,150	901	(3,347)	(7,596)	(11,845)	(16,094)
	35	30,146	25,898	21,649	17,400	13,152	8,903	4,654	405	(3,843)	(8,092)
	40	36,147	31,899	27,650	23,401	19,153	14,904	10,655	6,406	2,158	(2,091)
	45	40,815	36,566	32,317	28,069	23,820	19,571	15,322	11,074	6,825	2,576
	50	44,549	40,300	36,051	31,803	27,554	23,305	19,056	14,808	10,559	6,310
55	47,604	43,355	39,106	34,858	30,609	26,360	22,111	17,863	13,614	9,365	
% Cat M4(2)	40,396										
	40%	34,385	30,136	25,887	21,638	17,390	13,141	8,892	4,643	395	(3,854)
	45%	34,164	29,916	25,667	21,418	17,169	12,921	8,672	4,423	174	(4,074)
	50%	33,944	29,695	25,446	21,198	16,949	12,700	8,452	4,203	(46)	(4,295)
	55%	33,724	29,475	25,226	20,977	16,729	12,480	8,231	3,982	(266)	(4,515)
	60%	33,503	29,255	25,006	20,757	16,508	12,260	8,011	3,762	(467)	(4,735)
	65%	33,283	29,034	24,785	20,537	16,288	12,039	7,790	3,542	(707)	(4,956)
	70%	33,063	28,814	24,565	20,316	16,068	11,819	7,570	3,321	(927)	(5,176)
75%	32,842	28,593	24,345	20,096	15,847	11,598	7,350	3,101	(1,148)	(5,396)	
80%	32,622	28,373	24,124	19,876	15,627	11,378	7,129	2,881	(1,368)	(5,617)	

Appendix 5

Scheme Ref: LV
 Title: 15 No. Units at Lower Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			15 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	10.0%	1.0	55.0%	2.9	25.8%	3.9
3 bed House	52.0%	5.1	12.0%	0.6	38.0%	5.7
4 bed House	38.0%	3.7	0.0%	0.0	24.7%	3.7
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	33.0%	1.7	11.6%	1.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100%	9.8	100.0%	5.3	100.0%	15.0
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA	AH units GIA	Total GIA (all units)			
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	73	787	202	2,176	275	2,963
3 bed House	431	4,639	53	570	484	5,209
4 bed House	408	4,387	0	0	408	4,387
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	96	1,036	96	1,036
2 bed Flat	0	0	0	0	0	0
	912	9,813	351	3,781	1,263	13,594
AH % by floor area:		27.82% AH % by floor area due to mix				
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)		
1 bed House	140,000	2,414	224	0		
2 bed House	160,000	2,133	198	618,000		
3 bed House	200,000	2,353	219	1,140,000		
4 bed House	250,000	2,273	211	926,250		
5 bed House	270,000	2,000	186	0		
1 bed Flat	130,000	2,600	242	225,225		
2 bed Flat	145,000	2,377	221	0		
				2,909,475		
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	47%	91,000	1,569	65%
2 bed House	72,000	1,029	45%	104,000	1,486	65%
3 bed House	90,000	1,071	45%	130,000	1,548	65%
4 bed House	107,000	1,103	43%	162,500	1,675	65%
5 bed House	120,000	1,091	44%	175,500	1,595	65%
1 bed Flat	86,000	1,320	51%	84,500	1,690	65%
2 bed Flat	72,000	1,180	50%	94,250	1,545	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	112,000	1,931	80%			
2 bed House	128,000	1,829	80%			
3 bed House	160,000	1,905	80%			
4 bed House	200,000	2,062	80%			
5 bed House	216,000	1,964	80%			
1 bed Flat	104,000	2,080	80%			
2 bed Flat	116,000	1,902	80%			

Appendix 5

Scheme Ref: LV
 Title: 15 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	140,000	-
2 bed House	1.0	@	160,000	156,000
3 bed House	5.1	@	200,000	1,014,000
4 bed House	3.7	@	250,000	926,250
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	9.8			2,096,250
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	1.4	@	72,000	103,950
3 bed House	0.3	@	90,000	28,350
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.9	@	66,000	57,173
2 bed Flat	0.0	@	72,000	-
	2.6			189,473
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	0.9	@	104,000	90,090
3 bed House	0.2	@	130,000	24,570
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	0.5	@	84,500	43,919
2 bed Flat	0.0	@	94,250	-
	1.6			158,579
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.6	@	128,000	73,920
3 bed House	0.1	@	160,000	20,160
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	0.3	@	104,000	36,036
2 bed Flat	0.0	@	116,000	-
	1.1			130,116
Sub-total GDV Residential				
	15.0			2,574,417
<i>AH on-site cost analysis:</i>				
	265 £ psm (total GIA sqm)		EMV less EGDV	335,058
			22,337 £ per unit (total units)	
Grant	15	@	0	-
Total GDV				2,574,417

Appendix 5

Scheme Ref: LV
 Title: 15 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(20,000)
Statutory Planning Fees (Residential)				(5,775)
CIL	912 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	15 units @	0 per unit	-
	S106 analysis:	0.00% % of GDV	0 £ per unit (total units)	-
AH Commuted Sum	1,263 sqm (total)	0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV		-
Construction Costs -				
Site Clearance and Demolition	0.93 acres @			-
Infrastructure costs -	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.93 acres @	0 per acre	-
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)	-
1 bed House	-	sqm @	1,149 psm	-
2 bed House	275	sqm @	1,149 psm	(316,262)
3 bed House	484	sqm @	1,149 psm	(555,957)
4 bed House	408	sqm @	1,149 psm	(468,275)
5 bed House	-	sqm @	1,149 psm	-
1 bed Flat	96	sqm @	1,339 psm	(128,879)
2 bed Flat	1,263	sqm @	1,339 psm	-
External works	1,469,383 @		15.0% 14,694 E per unit	(220,407)
M4(2) Category 2 Housing	0% of All units	15 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	15 units @	10,307 £ per dwelling	-
Water efficiency		15 units @	9 £ per dwelling	(135)
Contingency	1,689,925 @		5.0%	(84,496)
Professional Fees	1,689,925 @		10.0%	(168,992)
Disposal Costs -				
Marketing and Promotion	2,096,250 OMS @		1.50%	(31,444)
Residential Sales Agent Costs	2,096,250 OMS @		1.50%	(31,444)
Residential Sales Legal Costs	2,096,250 OMS @		0.50%	(10,481)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(60,809)
Developers Profit -				
Margin on AH	478,167		6.00% on AH values	(28,690)
Profit on GDV	2,096,250		20.00%	(419,250)
	2,103,366		19.93% on costs	(419,250)
	2,574,417		17.40% blended	(447,940)
TOTAL COSTS				(2,551,306)

Appendix 5

Scheme Ref: LV
 Title: 15 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				23,111
SDLT	23,111 @	5.0% (slabbed)		9,344
Acquisition Agent fees	23,111 @	1.0%		(231)
Acquisition Legal fees	23,111 @	0.5%		(116)
Interest on Land	23,111 @	6.5%		(1,502)
Residual Land Value				30,607
<i>RLV analysis: 2,040 £ per plot 81,618 £ per ha 33,030 £ per acre</i>				

THRESHOLD LAND VALUE				
Residential Density		40.0 dph		
Site Area (Res)		0.38 ha	0.93 acres	
<i>Density analysis: 3,368 sqm/ha 14,670 sqft/ac</i>				
Threshold Land Value	5,869 £ per plot	234,745 £ per ha	95,000 £ per acre	88,029

BALANCE				
Surplus/(Deficit)		(153,127) £ per ha	(61,970) £ per acre	(57,423)

Appendix 5

Scheme Ref: LV
 Title: 15 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(57,423)											
	0	96,835	71,165	45,496	19,824	(5,925)	(31,674)	(57,423)	(84,015)	(113,611)	(143,207)	
	10	83,825	58,840	33,855	8,810	(16,251)	(41,311)	(66,371)	(93,509)	(122,314)	(151,119)	
	20	70,814	46,514	22,168	(2,204)	(26,576)	(50,948)	(75,320)	(103,004)	(131,017)	(159,031)	
	30	57,804	34,150	10,466	(13,217)	(36,901)	(60,585)	(85,276)	(112,498)	(139,721)	(166,943)	
	40	44,795	21,760	(1,236)	(24,231)	(47,226)	(70,222)	(95,561)	(121,983)	(148,424)	(174,869)	
	50	31,676	9,359	(12,938)	(35,245)	(57,552)	(80,207)	(105,947)	(131,937)	(157,127)	(182,323)	
	CIL Epsm 0.00	60	18,597	(3,021)	(24,640)	(46,258)	(67,877)	(91,284)	(116,133)	(140,982)	(165,831)	(190,777)
		70	5,519	(15,412)	(36,342)	(57,272)	(78,303)	(102,361)	(126,419)	(150,476)	(174,539)	(198,730)
		80	(7,560)	(27,802)	(48,044)	(68,286)	(90,171)	(113,438)	(136,704)	(159,971)	(183,288)	(206,684)
		90	(20,639)	(40,192)	(59,746)	(79,564)	(102,039)	(124,515)	(146,990)	(169,465)	(192,038)	(214,638)
		100	(33,718)	(52,583)	(71,448)	(92,223)	(113,908)	(135,592)	(157,276)	(178,982)	(200,787)	(222,592)
		110	(46,796)	(64,973)	(83,990)	(104,883)	(125,776)	(146,669)	(167,562)	(188,526)	(209,536)	(230,545)
		120	(59,875)	(77,364)	(97,440)	(117,542)	(137,544)	(157,746)	(177,857)	(198,071)	(218,285)	(238,499)
		130	(72,954)	(91,581)	(110,891)	(130,202)	(149,512)	(168,823)	(188,195)	(207,615)	(227,034)	(246,453)
		140	(87,303)	(105,822)	(124,342)	(142,861)	(161,380)	(179,913)	(198,536)	(217,160)	(235,783)	(254,407)
		150	(102,336)	(120,064)	(137,792)	(155,520)	(173,248)	(191,048)	(208,876)	(226,704)	(244,532)	(262,360)
	160	(117,369)	(134,306)	(151,243)	(168,180)	(185,151)	(202,183)	(219,216)	(236,249)	(253,281)	(270,314)	
	170	(132,402)	(148,548)	(164,694)	(180,844)	(197,081)	(213,319)	(229,556)	(245,793)	(262,031)	(278,268)	
	180	(147,435)	(162,790)	(178,144)	(193,570)	(209,012)	(224,454)	(239,896)	(255,338)	(270,780)	(286,222)	
	190	(162,468)	(177,032)	(191,649)	(206,296)	(220,943)	(235,589)	(250,236)	(264,882)	(279,524)	(294,175)	
200	(177,501)	(191,320)	(205,171)	(219,022)	(232,873)	(246,724)	(260,576)	(274,427)	(288,278)	(302,129)		
Balance (RLV - TLV)	(57,423)											
	0	96,835	71,165	45,496	19,824	(5,925)	(31,674)	(57,423)	(84,015)	(113,611)	(143,207)	
	500	89,828	64,159	38,489	12,780	(12,969)	(38,717)	(64,466)	(92,110)	(121,707)	(151,303)	
	1,000	82,822	57,152	31,483	5,737	(20,012)	(45,761)	(71,510)	(100,206)	(129,803)	(159,399)	
	1,500	75,815	50,146	24,442	(1,307)	(27,056)	(52,804)	(78,706)	(108,302)	(137,899)	(167,495)	
	2,000	68,808	43,139	17,398	(8,350)	(34,099)	(59,848)	(86,802)	(116,398)	(145,995)	(175,608)	
	2,500	61,802	36,104	10,355	(15,394)	(41,143)	(66,891)	(94,898)	(124,494)	(154,091)	(183,747)	
	3,000	54,795	29,060	3,311	(22,437)	(48,186)	(73,935)	(102,994)	(132,590)	(162,187)	(191,886)	
	3,500	47,788	22,016	(3,732)	(29,481)	(55,230)	(81,494)	(111,090)	(140,686)	(170,283)	(200,024)	
	4,000	40,722	14,973	(10,776)	(36,525)	(62,273)	(89,590)	(119,186)	(148,782)	(178,404)	(208,163)	
	4,500	33,678	7,929	(17,819)	(43,568)	(69,317)	(97,688)	(127,282)	(156,878)	(186,543)	(216,301)	
	5,000	26,635	886	(24,853)	(50,612)	(76,360)	(105,762)	(135,376)	(164,974)	(194,681)	(224,440)	
	5,500	19,591	(6,158)	(31,908)	(57,655)	(84,282)	(113,878)	(143,474)	(173,070)	(202,820)	(232,579)	
	6,000	12,548	(13,201)	(38,950)	(64,699)	(92,378)	(121,974)	(151,570)	(181,200)	(210,958)	(240,717)	
	6,500	5,504	(20,245)	(45,993)	(71,742)	(100,474)	(130,070)	(159,666)	(189,338)	(219,097)	(248,856)	
	7,000	(1,539)	(27,288)	(53,037)	(78,973)	(108,570)	(138,166)	(167,762)	(197,477)	(227,236)	(256,994)	
	7,500	(8,583)	(34,332)	(60,080)	(87,069)	(116,665)	(146,262)	(175,858)	(205,615)	(235,374)	(265,133)	
	8,000	(15,626)	(41,375)	(67,124)	(95,165)	(124,761)	(154,358)	(183,995)	(213,754)	(243,513)	(273,271)	
	8,500	(22,670)	(48,419)	(74,167)	(103,261)	(132,857)	(162,454)	(192,134)	(221,893)	(251,651)	(281,410)	
	9,000	(29,713)	(55,462)	(81,761)	(111,357)	(140,353)	(170,550)	(200,753)	(230,031)	(259,790)	(289,549)	
	9,500	(36,757)	(62,506)	(89,867)	(119,453)	(149,049)	(178,652)	(208,411)	(238,170)	(267,929)	(297,687)	
10,000	(43,800)	(69,549)	(97,953)	(127,549)	(157,145)	(186,791)	(216,550)	(246,308)	(276,067)	(305,826)		
Balance (RLV - TLV)	(57,423)											
	14%	256,763	222,676	188,589	154,500	120,334	86,168	52,002	17,836	(16,330)	(80,496)	
	15%	230,108	197,424	164,740	132,054	99,290	66,527	33,764	1,001	(31,762)	(84,525)	
	16%	203,453	172,172	140,892	109,608	78,247	46,887	15,627	(15,833)	(47,194)	(78,707)	
	17.5%	163,471	134,295	105,118	75,939	46,683	17,427	(11,829)	(41,085)	(70,341)	(102,895)	
	19%	123,489	96,417	69,345	42,270	15,118	(12,034)	(39,185)	(66,337)	(95,873)	(127,082)	
	20%	96,835	71,165	45,496	19,824	(5,925)	(31,674)	(57,423)	(84,015)	(113,611)	(143,207)	
	21%	70,180	45,914	21,647	(2,622)	(26,968)	(51,314)	(75,660)	(103,365)	(131,348)	(159,332)	
	22%	43,526	20,662	(2,202)	(25,068)	(48,011)	(70,954)	(96,343)	(122,715)	(149,086)	(175,457)	
	23%	16,871	(4,590)	(26,051)	(47,514)	(69,056)	(92,547)	(117,306)	(142,065)	(166,823)	(191,582)	
	24%	(9,784)	(29,842)	(49,899)	(69,960)	(91,976)	(115,122)	(138,358)	(161,415)	(184,561)	(207,707)	
25%	(36,438)	(55,093)	(73,748)	(94,629)	(116,163)	(137,697)	(159,231)	(180,765)	(202,298)	(223,832)		

Appendix 5

Scheme Ref:
Title:
Notes:

LV
15 No. Units at Lower Value Zone
Greenfield

F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(57,423)										
	100,000	92,202	66,532	40,863	15,190	(10,558)	(36,307)	(62,056)	(88,648)	(118,244)	(147,840)
	150,000	45,870	20,201	(5,468)	(31,141)	(56,890)	(82,638)	(108,387)	(134,135)	(164,575)	(194,171)
	200,000	(461)	(26,130)	(51,800)	(77,472)	(103,221)	(128,970)	(154,718)	(181,310)	(210,906)	(240,503)
	250,000	(46,792)	(72,461)	(98,131)	(123,803)	(149,552)	(175,301)	(201,050)	(227,641)	(257,238)	(286,834)
	300,000	(93,123)	(118,793)	(144,462)	(170,135)	(195,883)	(221,632)	(247,381)	(273,973)	(303,569)	(333,165)
	350,000	(139,455)	(165,124)	(190,793)	(216,466)	(242,215)	(267,963)	(293,712)	(320,304)	(349,900)	(379,496)
	400,000	(185,786)	(211,455)	(237,125)	(262,797)	(288,546)	(314,295)	(340,043)	(366,635)	(386,231)	(425,828)
	450,000	(232,117)	(257,786)	(283,456)	(309,128)	(334,877)	(360,626)	(386,375)	(412,966)	(442,563)	(472,159)
	500,000	(278,448)	(304,118)	(329,787)	(355,460)	(381,208)	(406,957)	(432,706)	(459,298)	(488,894)	(518,490)
550,000	(324,780)	(350,449)	(376,118)	(401,791)	(427,540)	(453,288)	(479,037)	(505,629)	(535,225)	(564,821)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(57,423)										
	5	(919,371)	(645,040)	(570,710)	(596,382)	(622,131)	(647,880)	(673,628)	(700,220)	(729,816)	(759,413)
	10	(167,253)	(192,923)	(218,592)	(244,265)	(270,013)	(295,762)	(321,511)	(348,103)	(377,699)	(407,295)
	15	(49,881)	(75,550)	(101,220)	(126,892)	(152,641)	(178,390)	(204,138)	(230,730)	(260,326)	(289,923)
	20	8,805	(16,864)	(42,533)	(68,206)	(93,955)	(119,703)	(145,452)	(172,044)	(201,640)	(231,236)
	25	44,017	18,348	(7,322)	(32,994)	(58,743)	(84,492)	(110,240)	(136,832)	(166,428)	(196,025)
	30	67,492	41,822	16,153	(9,520)	(35,268)	(61,017)	(86,766)	(113,558)	(142,954)	(172,550)
	35	84,259	58,590	32,920	7,248	(18,501)	(44,250)	(69,998)	(96,590)	(126,186)	(155,783)
	40	96,835	71,165	45,496	19,824	(5,925)	(31,674)	(57,423)	(84,015)	(113,611)	(143,207)
	45	108,616	80,947	55,277	29,606	3,856	(21,893)	(47,642)	(74,233)	(103,830)	(133,426)
50	114,441	88,771	63,102	37,429	11,681	(14,068)	(39,817)	(66,409)	(96,005)	(125,601)	
55	120,843	95,173	69,504	43,832	18,083	(7,666)	(33,415)	(60,007)	(89,603)	(119,199)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(57,423)										
	40%	93,530	67,860	42,191	16,501	(9,248)	(34,997)	(60,745)	(87,834)	(117,430)	(147,026)
	45%	93,116	67,447	41,778	16,086	(9,663)	(35,412)	(61,161)	(88,211)	(117,807)	(147,504)
	50%	92,703	67,034	41,365	15,670	(10,079)	(35,827)	(61,576)	(88,788)	(118,385)	(147,811)
	55%	92,290	66,621	40,951	15,255	(10,494)	(36,243)	(61,991)	(89,296)	(118,882)	(148,458)
	60%	91,877	66,208	40,538	14,840	(10,909)	(36,658)	(62,407)	(89,743)	(119,340)	(148,936)
	65%	91,464	65,794	40,125	14,424	(11,325)	(37,073)	(62,822)	(90,221)	(119,817)	(149,413)
	70%	91,051	65,381	39,712	14,009	(11,740)	(37,489)	(63,237)	(90,698)	(120,294)	(149,891)
75%	90,637	64,968	39,299	13,594	(12,155)	(37,904)	(63,653)	(91,175)	(120,772)	(150,368)	
80%	90,224	64,555	38,886	13,178	(12,571)	(38,319)	(64,068)	(91,653)	(121,249)	(150,845)	
% Cat M4(2)	0%										
	0%										

Appendix 5

Scheme Ref:		LV	
Title:		30 No. Units at Lower Value Zone	
Notes:		Greenfield	
F9 update			
ASSUMPTIONS - RESIDENTIAL USES			
Total number of units in scheme	30 Units		
AH Policy requirement (% Target)	35%		
AH tenure split %	Affordable Rent:	50%	
	Shared Ownership:	30%	
	Starter Homes:	20%	
Open Market Sale (OMS) housing	65%		
CIL Rate (£ psm)	100%		
	0.00 £ psm		
Unit mix -	Mkt Units mix%	MV # units	AH mix%
1 bed House	0.0%	0.0	0.0%
2 bed House	10.0%	2.0	55.0%
3 bed House	52.0%	10.1	12.0%
4 bed House	38.0%	7.4	0.0%
5 bed House	0.0%	0.0	0.0%
1 bed Flat	0.0%	0.0	33.0%
2 bed Flat	0.0%	0.0	0.0%
Total number of units	100%	19.5	100.0%
			10.5
			100.0%
			30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %
1 bed House	58.0	624	100.0%
2 bed House	75.0	807	100.0%
3 bed House	85.0	915	100.0%
4 bed House	110.0	1,184	100.0%
5 bed House	135.0	1,453	100.0%
1 bed Flat	50.0	538	90.0%
2 bed Flat	61.0	657	90.0%
			Gross (GIA) per unit (sqm) (sqft)
			58.0 624
			75.0 807
			85.0 915
			110.0 1,184
			135.0 1,453
			55.6 598
			67.8 730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %
1 bed House	58.0	624	100.0%
2 bed House	70.0	753	100.0%
3 bed House	84.0	904	100.0%
4 bed House	97.0	1,044	100.0%
5 bed House	110.0	1,184	100.0%
1 bed Flat	50.0	538	90.0%
2 bed Flat	61.0	657	90.0%
			Gross (GIA) per unit (sqm) (sqft)
			58.0 624
			70.0 753
			84.0 904
			97.0 1,044
			110.0 1,184
			55.6 598
			67.8 730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm) (sqft)
1 bed House	0	0	0 0
2 bed House	146	1,574	404 4,351
3 bed House	862	9,277	106 1,138
4 bed House	815	8,774	0 0
5 bed House	0	0	0 0
1 bed Flat	0	0	193 2,072
2 bed Flat	0	0	0 0
	1,823	19,625	703 7,563
			2,526 27,188
			AH % by floor area: 27.82% AH % by floor area due to mix
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£paf
1 bed House	140,000	2,414	224
2 bed House	160,000	2,133	198
3 bed House	200,000	2,353	219
4 bed House	250,000	2,273	211
5 bed House	270,000	2,000	186
1 bed Flat	130,000	2,600	242
2 bed Flat	145,000	2,377	221
			total MV £ (no AH) 5,818,950
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV
1 bed House	66,000	1,138	47%
2 bed House	72,000	1,029	45%
3 bed House	90,000	1,071	45%
4 bed House	107,000	1,103	43%
5 bed House	120,000	1,091	44%
1 bed Flat	66,000	1,320	51%
2 bed Flat	72,000	1,180	50%
			SO £ £psm % of MV
			91,000 1,569 65%
			104,000 1,486 65%
			130,000 1,548 65%
			162,500 1,675 65%
			175,500 1,595 65%
			84,500 1,690 65%
			94,250 1,545 65%
Affordable Housing values (£) -	SH £	£psm	% of MV
1 bed House	112,000	1,931	80%
2 bed House	128,000	1,829	80%
3 bed House	160,000	1,905	80%
4 bed House	200,000	2,062	80%
5 bed House	216,000	1,964	80%
1 bed Flat	104,000	2,080	80%
2 bed Flat	116,000	1,902	80%

Appendix 5

Scheme Ref: LV
 Title: 30 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	2.0	@	160,000	312,000
3 bed House	10.1	@	200,000	2,028,000
4 bed House	7.4	@	250,000	1,852,500
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	19.5			4,192,500
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	2.9	@	72,000	207,900
3 bed House	0.6	@	90,000	56,700
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	1.7	@	66,000	114,345
2 bed Flat	0.0	@	72,000	-
	5.3			378,945
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	1.7	@	104,000	180,180
3 bed House	0.4	@	130,000	49,140
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	1.0	@	84,500	87,838
2 bed Flat	0.0	@	94,250	-
	3.2			317,158
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	1.2	@	128,000	147,840
3 bed House	0.3	@	160,000	40,320
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	0.7	@	104,000	72,072
2 bed Flat	0.0	@	116,000	-
	2.1			260,232
Sub-total GDV Residential				
	30.0			5,148,835
<i>AH on-site cost analysis:</i>				
	265	£ psm (total GIA sqm)		£MV less EGDV 670,115
			22.337	£ per unit (total units)
Grant	30	@	0	-
Total GDV				5,148,835

Appendix 5

Scheme Ref: **LV**
 Title: **30 No. Units at Lower Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	1,823 sqm	0.00% of GDV	0.00 £ psm	-
			0 £ per unit (total units)	
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	30 units @		0 per unit	-
		0.00% of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	2,526 sqm (total)		0 £ psm	-
		0.00% of GDV		
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	1.85 acres @		£ per acre (if brownfield)	-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	1.85 acres @		0 per acre	-
		0.00% of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	- sqm @		1,149 psm	-
2 bed House	551 sqm @		1,149 psm	(632,525)
3 bed House	968 sqm @		1,149 psm	(1,111,933)
4 bed House	815 sqm @		1,149 psm	(936,550)
5 bed House	- sqm @		1,149 psm	-
1 bed Flat	193 sqm @		1,339 psm	(257,758)
2 bed Flat	2,526 sqm @		1,339 psm	-
External works	2,938,765 @		15.0% 14,694 Eper unit	(440,815)
M4(2) Category 2 Housing	5% of All units	30 units @	521 £ per dwelling	(782)
M4(3) Category 3 Housing	0% of All units	30 units @	10,307 £ per dwelling	-
Water efficiency		30 units @	9 £ per dwelling	(270)
Contingency	3,380,631 @		5.0%	(169,032)
Professional Fees	3,380,631 @		10.0%	(338,063)
Disposal Costs -				
Marketing and Promotion	4,192,500 OMS @		1.50%	(62,888)
Residential Sales Agent Costs	4,192,500 OMS @		1.50%	(62,888)
Residential Sales Legal Costs	4,192,500 OMS @		0.50%	(20,963)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(109,066)
Developers Profit -				
Margin on AH	956,335		6.00% on AH values	(57,380)
Profit on GDV	4,192,500		20.00%	(838,500)
	4,185,079		20.04% on costs	(838,500)
	5,149,835		17.40% blended	(895,880)
TOTAL COSTS				(5,080,959)

Appendix 5

Scheme Ref: LV
 Title: 30 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				67,875
SDLT	67,875 @	5.0%	(slabbed)	7,106
Acquisition Agent fees	67,875 @	1.0%		(679)
Acquisition Legal fees	67,875 @	0.5%		(339)
Interest on Land	67,875 @	6.5%		(4,412)
Residual Land Value				69,552
RLV analysis:				
	2,318 £ per plot	92,736 £ per ha	37,530 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	40.0	dph		
Site Area (Resi)	0.75	ha	1.85	acres
Density analysis:	3,368	sqm/ha	14,670	sqft/ac
Threshold Land Value	5,869 £ per plot	234,745 £ per ha	95,000 £ per acre	176,059

BALANCE				
Surplus/(Deficit)		(142,009) £ per ha	(57,470) £ per acre	(106,507)

Appendix 5

Scheme Ref: LV
 Title: 30 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(106,507)										
	0	208,436	155,945	103,455	50,964	(1,526)	(54,017)	(106,507)	(159,057)	(218,655)	(279,226)
	10	181,723	130,639	79,554	28,470	(22,615)	(73,699)	(124,784)	(177,579)	(236,525)	(295,471)
	20	155,011	105,332	55,654	5,975	(43,704)	(93,382)	(143,106)	(197,073)	(254,394)	(311,716)
	30	128,299	80,026	31,753	(16,520)	(64,792)	(113,065)	(161,479)	(216,567)	(272,264)	(327,961)
	40	101,586	54,719	7,853	(39,014)	(65,881)	(112,909)	(161,866)	(226,061)	(290,159)	(344,206)
	50	74,874	29,413	(16,046)	(61,506)	(108,370)	(152,596)	(203,107)	(255,555)	(308,003)	(360,479)
	60	48,161	4,106	(39,949)	(84,003)	(128,166)	(173,402)	(224,225)	(275,049)	(325,873)	(376,810)
	70	21,449	(21,200)	(63,849)	(106,562)	(149,365)	(196,145)	(245,344)	(294,543)	(343,742)	(393,140)
	80	(5,263)	(46,506)	(87,785)	(129,175)	(171,313)	(218,888)	(266,462)	(314,037)	(361,632)	(409,470)
	90	(31,976)	(71,835)	(111,812)	(151,788)	(195,680)	(241,630)	(287,580)	(333,530)	(379,596)	(425,801)
	100	(58,712)	(97,275)	(135,838)	(175,722)	(220,048)	(264,373)	(308,699)	(353,024)	(397,559)	(442,131)
	110	(85,564)	(122,714)	(159,864)	(201,714)	(244,415)	(287,116)	(329,817)	(372,584)	(415,523)	(458,462)
	120	(112,417)	(148,154)	(186,330)	(227,706)	(268,383)	(309,859)	(350,336)	(392,180)	(433,486)	(474,792)
	130	(139,270)	(174,704)	(214,246)	(253,698)	(293,150)	(332,602)	(372,104)	(411,777)	(451,450)	(491,123)
	140	(166,208)	(204,035)	(241,863)	(279,690)	(317,518)	(355,345)	(393,333)	(431,373)	(469,413)	(507,453)
	150	(197,073)	(233,276)	(269,479)	(305,682)	(341,885)	(378,156)	(414,563)	(450,970)	(487,377)	(523,784)
	160	(227,938)	(262,517)	(297,095)	(331,674)	(366,253)	(401,018)	(435,792)	(470,566)	(505,340)	(540,145)
	170	(258,804)	(291,758)	(324,712)	(357,666)	(390,740)	(423,881)	(457,022)	(490,163)	(523,304)	(556,561)
	180	(289,669)	(320,999)	(352,328)	(383,728)	(415,236)	(446,744)	(478,251)	(509,759)	(541,267)	(572,978)
	190	(320,535)	(350,240)	(379,962)	(409,857)	(439,731)	(469,606)	(499,481)	(529,356)	(559,255)	(589,194)
200	(351,400)	(379,502)	(407,744)	(435,985)	(464,227)	(492,469)	(520,710)	(548,952)	(577,319)	(605,811)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(106,507)										
	0	208,436	155,945	103,455	50,964	(1,526)	(54,017)	(106,507)	(159,057)	(218,655)	(279,226)
	500	194,270	141,780	89,289	36,799	(15,691)	(68,182)	(120,672)	(174,452)	(235,023)	(295,593)
	1,000	180,105	127,615	75,124	22,634	(29,857)	(82,347)	(134,840)	(190,820)	(251,390)	(311,961)
	1,500	165,940	113,449	60,959	8,469	(44,022)	(96,512)	(149,079)	(207,168)	(267,758)	(328,329)
	2,000	151,775	99,284	46,794	(5,697)	(58,187)	(110,678)	(163,319)	(223,555)	(284,126)	(344,696)
	2,500	137,609	85,119	32,629	(19,862)	(72,352)	(124,863)	(179,352)	(239,923)	(300,493)	(361,095)
	3,000	123,444	70,954	18,463	(34,027)	(86,518)	(139,102)	(195,720)	(256,290)	(316,861)	(377,549)
	3,500	109,279	56,789	4,298	(48,192)	(100,683)	(153,342)	(212,067)	(272,658)	(333,228)	(394,003)
	4,000	95,114	42,623	(9,867)	(62,358)	(114,886)	(167,884)	(228,455)	(289,025)	(349,596)	(410,456)
	4,500	80,949	28,458	(24,032)	(76,523)	(129,125)	(184,252)	(244,822)	(305,393)	(366,007)	(426,910)
	5,000	66,783	14,293	(38,198)	(90,688)	(143,365)	(200,619)	(261,190)	(321,760)	(382,461)	(443,364)
	5,500	52,618	1,28	(52,363)	(104,909)	(157,605)	(216,987)	(277,557)	(338,128)	(398,915)	(459,817)
	6,000	38,453	(14,038)	(66,528)	(119,148)	(172,784)	(233,354)	(293,925)	(354,495)	(415,368)	(476,271)
	6,500	24,288	(28,203)	(80,693)	(133,388)	(189,152)	(249,722)	(310,293)	(370,919)	(431,822)	(492,725)
	7,000	10,122	(42,368)	(94,932)	(147,628)	(205,519)	(266,090)	(326,660)	(387,373)	(448,276)	(509,178)
	7,500	(4,043)	(56,533)	(109,171)	(161,868)	(221,887)	(282,457)	(343,028)	(403,827)	(464,729)	(525,632)
	8,000	(18,208)	(70,715)	(123,411)	(177,684)	(238,254)	(298,825)	(359,395)	(420,280)	(481,183)	(542,127)
	8,500	(32,373)	(84,955)	(137,651)	(194,051)	(254,622)	(315,192)	(375,831)	(436,734)	(497,837)	(558,667)
	9,000	(46,539)	(99,194)	(151,891)	(210,419)	(270,989)	(331,560)	(392,285)	(453,188)	(514,090)	(575,208)
	9,500	(60,738)	(113,434)	(166,216)	(226,786)	(287,357)	(347,927)	(408,739)	(469,641)	(530,544)	(591,748)
10,000	(74,978)	(127,674)	(182,583)	(243,154)	(303,724)	(364,295)	(425,192)	(486,095)	(546,998)	(608,288)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(106,507)										
	14%	528,291	458,966	389,641	320,316	250,991	181,666	112,341	42,957	(26,573)	(96,104)
	15%	474,982	408,463	341,943	275,424	206,905	142,386	75,967	9,298	(57,437)	(124,162)
	16%	421,673	357,959	294,246	230,532	166,819	103,105	39,392	(24,381)	(88,300)	(152,219)
	17.5%	341,709	282,204	222,699	163,194	103,689	44,185	(15,320)	(74,884)	(134,555)	(198,601)
	19%	261,745	206,449	151,152	95,856	40,560	(14,736)	(70,032)	(125,388)	(183,180)	(246,976)
	20%	208,436	155,945	103,455	50,964	(1,526)	(54,017)	(106,507)	(159,057)	(218,655)	(279,226)
	21%	155,126	105,442	55,757	6,072	(43,612)	(93,297)	(142,982)	(196,785)	(254,130)	(311,476)
	22%	101,817	54,938	8,059	(38,820)	(85,699)	(132,578)	(181,533)	(235,485)	(289,605)	(343,726)
	23%	48,508	4,435	(39,639)	(83,712)	(127,785)	(172,799)	(223,458)	(274,185)	(325,606)	(376,976)
	24%	(4,801)	(46,069)	(87,336)	(128,904)	(170,516)	(219,949)	(265,363)	(312,885)	(360,555)	(408,226)
25%	(58,111)	(96,572)	(135,034)	(174,682)	(218,891)	(263,099)	(307,308)	(351,585)	(396,030)	(440,476)	
Profit											
20.00%											

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

LV
30 No. Units at Lower Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(106,507)										
	100,000	199,169	146,679	94,188	41,698	(10,792)	(63,283)	(115,773)	(168,323)	(227,922)	(288,492)
	150,000	106,507	54,016	1,526	(50,964)	(103,455)	(155,945)	(208,436)	(260,985)	(320,584)	(381,155)
	200,000	13,844	(38,646)	(91,137)	(143,627)	(196,117)	(248,608)	(301,098)	(353,648)	(413,247)	(473,817)
	250,000	(78,818)	(131,309)	(183,799)	(236,289)	(288,780)	(341,270)	(393,761)	(446,251)	(505,909)	(566,480)
	300,000	(171,481)	(223,971)	(276,462)	(328,952)	(381,442)	(433,933)	(486,423)	(538,913)	(598,572)	(659,142)
	350,000	(264,143)	(316,634)	(369,124)	(421,614)	(474,105)	(526,595)	(579,086)	(631,576)	(691,234)	(751,895)
	400,000	(356,806)	(409,296)	(461,787)	(514,277)	(566,767)	(619,258)	(671,748)	(724,238)	(783,897)	(844,467)
	450,000	(449,468)	(501,959)	(554,449)	(606,939)	(659,430)	(711,920)	(764,411)	(816,901)	(876,559)	(937,130)
	500,000	(542,131)	(594,621)	(647,112)	(699,602)	(752,092)	(804,583)	(857,073)	(909,563)	(969,222)	(1,029,792)
550,000	(634,793)	(687,284)	(739,774)	(792,264)	(844,755)	(897,245)	(949,736)	(1,002,285)	(1,061,884)	(1,122,455)	
		AH - % on site 35%									
Balance (RLV - TLV)	(106,507)										
	5	(1,023,976)	(1,076,466)	(1,128,957)	(1,181,447)	(1,233,937)	(1,286,428)	(1,338,918)	(1,391,408)	(1,451,067)	(1,511,637)
	10	(319,741)	(372,231)	(424,722)	(477,212)	(529,702)	(582,193)	(634,683)	(687,173)	(746,832)	(807,402)
	15	(84,996)	(137,486)	(189,977)	(242,467)	(294,957)	(347,448)	(399,938)	(452,428)	(512,087)	(572,577)
	20	32,377	(20,114)	(72,604)	(125,094)	(177,585)	(230,075)	(282,566)	(335,115)	(394,714)	(455,285)
	25	102,800	50,310	(2,181)	(54,671)	(107,161)	(159,652)	(212,142)	(264,632)	(324,291)	(384,861)
	30	149,749	97,259	44,768	(7,722)	(60,212)	(112,703)	(165,193)	(217,743)	(277,342)	(337,912)
	35	183,284	130,794	78,303	25,813	(26,677)	(79,168)	(131,658)	(184,208)	(243,807)	(304,377)
	40	208,436	155,945	103,455	50,964	(1,526)	(54,017)	(106,507)	(159,057)	(218,655)	(279,226)
	45	227,999	175,507	123,017	70,525	(18,036)	(34,455)	(86,945)	(139,494)	(199,093)	(259,654)
50	243,647	191,157	138,666	86,176	33,686	(18,805)	(71,295)	(123,845)	(183,444)	(244,014)	
55	256,452	203,961	151,471	98,980	46,490	(6,001)	(58,491)	(111,040)	(170,639)	(231,210)	
		AH - % on site 35%									
Balance (RLV - TLV)	(106,507)										
	40%	202,589	150,099	97,608	45,118	(7,373)	(59,863)	(112,354)	(164,934)	(225,411)	(285,981)
	45%	201,754	149,263	96,773	44,283	(8,208)	(60,698)	(113,189)	(165,805)	(226,378)	(286,949)
	50%	200,919	148,428	95,938	43,447	(9,043)	(61,534)	(114,024)	(166,771)	(227,341)	(287,911)
	55%	200,084	147,593	95,103	42,612	(9,878)	(62,369)	(114,859)	(167,736)	(228,306)	(288,872)
	60%	199,248	146,758	94,267	41,777	(10,714)	(63,204)	(115,694)	(168,701)	(229,271)	(289,842)
	65%	198,413	145,923	93,432	40,942	(11,549)	(64,039)	(116,530)	(169,666)	(230,236)	(290,807)
	70%	197,578	145,087	92,597	40,107	(12,384)	(64,874)	(117,365)	(170,631)	(231,201)	(291,772)
	75%	196,743	144,252	91,762	39,271	(13,219)	(65,710)	(118,200)	(171,596)	(232,166)	(292,737)
	80%	195,907	143,417	90,927	38,436	(14,054)	(66,545)	(119,035)	(172,561)	(233,131)	(293,702)
% Cat M4(2)	5%										
	40%	202,589	150,099	97,608	45,118	(7,373)	(59,863)	(112,354)	(164,934)	(225,411)	(285,981)
	45%	201,754	149,263	96,773	44,283	(8,208)	(60,698)	(113,189)	(165,805)	(226,378)	(286,949)
	50%	200,919	148,428	95,938	43,447	(9,043)	(61,534)	(114,024)	(166,771)	(227,341)	(287,911)
	55%	200,084	147,593	95,103	42,612	(9,878)	(62,369)	(114,859)	(167,736)	(228,306)	(288,872)
	60%	199,248	146,758	94,267	41,777	(10,714)	(63,204)	(115,694)	(168,701)	(229,271)	(289,842)
	65%	198,413	145,923	93,432	40,942	(11,549)	(64,039)	(116,530)	(169,666)	(230,236)	(290,807)
	70%	197,578	145,087	92,597	40,107	(12,384)	(64,874)	(117,365)	(170,631)	(231,201)	(291,772)
	75%	196,743	144,252	91,762	39,271	(13,219)	(65,710)	(118,200)	(171,596)	(232,166)	(292,737)
	80%	195,907	143,417	90,927	38,436	(14,054)	(66,545)	(119,035)	(172,561)	(233,131)	(293,702)

Appendix 5

Scheme Ref: MV
 Title: 1200 No. Units at Low Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			1,200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			85%			
CIL Rate (£ psm)			100%			
			0.00 £ psm			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	10.0%	78.0	55.0%	231.0	25.8%	309.0
3 bed House	52.0%	405.6	12.0%	50.4	38.0%	456.0
4 bed House	38.0%	296.4	0.0%	0.0	24.7%	296.4
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	33.0%	138.6	11.6%	138.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100.0%	780.0	100.0%	420.0	100.0%	1,200.0
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA	AH units GIA	Total GIA (all units)			
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	5,850	62,969	16,170	174,052	22,020	237,021
3 bed House	34,476	371,097	4,234	45,570	38,710	416,667
4 bed House	32,604	350,947	0	0	32,604	350,947
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	7,700	82,882	7,700	82,882
2 bed Flat	0	0	0	0	0	0
	72,930	785,012	28,104	302,505	101,034	1,087,517
AH % by floor area:		27.82% AH % by floor area due to mix				
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	140,000	2,414	224	0		
2 bed House	160,000	2,133	198	49,440,000		
3 bed House	200,000	2,353	219	91,200,000		
4 bed House	250,000	2,273	211	74,100,000		
5 bed House	270,000	2,000	186	0		
1 bed Flat	130,000	2,600	242	18,018,000		
2 bed Flat	145,000	2,377	221	0		
				232,758,000		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	47%	91,000	1,569	65%
2 bed House	72,000	1,029	45%	104,000	1,486	65%
3 bed House	90,000	1,071	45%	130,000	1,548	65%
4 bed House	107,000	1,103	43%	162,500	1,675	65%
5 bed House	120,000	1,091	44%	175,500	1,595	65%
1 bed Flat	66,000	1,320	51%	84,500	1,690	65%
2 bed Flat	72,000	1,180	50%	94,250	1,545	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	112,000	1,931	80%			
2 bed House	128,000	1,829	80%			
3 bed House	160,000	1,905	80%			
4 bed House	200,000	2,062	80%			
5 bed House	216,000	1,964	80%			
1 bed Flat	104,000	2,080	80%			
2 bed Flat	116,000	1,902	80%			

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GROSS DEVELOPMENT VALUE				
DMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	78.0	@	160,000	12,480,000
3 bed House	405.6	@	200,000	81,120,000
4 bed House	296.4	@	250,000	74,100,000
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	780.0			167,700,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	115.5	@	72,000	8,316,000
3 bed House	25.2	@	90,000	2,268,000
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	69.3	@	66,000	4,573,800
2 bed Flat	0.0	@	72,000	-
	210.0			15,157,800
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	69.3	@	104,000	7,207,200
3 bed House	15.1	@	130,000	1,965,600
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	41.6	@	84,500	3,513,510
2 bed Flat	0.0	@	94,250	-
	126.0			12,686,310
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	46.2	@	128,000	5,913,600
3 bed House	10.1	@	160,000	1,612,800
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	27.7	@	104,000	2,882,880
2 bed Flat	0.0	@	116,000	-
	84.0			10,409,280
Sub-total GDV Residential	1,200.0			205,953,390
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	<i>26,804,610</i>
	265 £ psqm (total GIA sqm)		22,337 £ per unit (total units)	
Grant	1,200	@	0	-
Total GDV				205,953,390

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(450,000)
Statutory Planning Fees (Residential)					(151,299)
CIL	72,930 sqm		0.00 £ psm		-
	0.00% % of GDV		0 £ per unit (total units)		-
Site Specific S106 Contributions					
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
total	1,200 units @		0 per unit		-
	0.00% % of GDV		0 £ per unit (total units)		-
AH Commuted Sum	101,034 sqm (total)		0 £ psm		-
	0.00% % of GDV				-
Construction Costs -					
Site Clearance and Demolition	52.95 acres @		£ per acre (if brownfield)		-
Infrastructure costs -					
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
total	52.95 acres @		0 per acre		-
	0.00% % of GDV		0 £ per unit (total units)		-
Infra. Costs analysis:					
1 bed House	-	sqm @	1,149 psm		-
2 bed House	22,020	sqm @	1,149 psm		(25,300,980)
3 bed House	38,710	sqm @	1,149 psm		(44,477,330)
4 bed House	32,604	sqm @	1,149 psm		(37,461,996)
5 bed House	-	sqm @	1,149 psm		-
1 bed Flat	7,700	sqm @	1,339 psm		(10,310,300)
2 bed Flat	101,034	sqm @	1,339 psm		-
External works	117,550,606 @		15.0% 14,694 £ per unit		(17,632,591)
M4(2) Category 2 Housing	5% of All units	1,200 units @	521 £ per dwelling		(31,260)
M4(3) Category 3 Housing	0% of All units	1,200 units @	10,307 £ per dwelling		-
Water efficiency		1,200 units @	9 £ per dwelling		(10,800)
Contingency	135,225,257 @		5.0%		(6,761,263)
Professional Fees	135,225,257 @		10.0%		(13,522,526)
Disposal Costs -					
Marketing and Promotion	167,700,000	OMS @	1.50%		(2,515,500)
Residential Sales Agent Costs	167,700,000	OMS @	1.50%		(2,515,500)
Residential Sales Legal Costs	167,700,000	OMS @	0.50%		(838,500)
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(1,616,795)
Developers Profit -					
Margin on AH	38,253,390		6.00% on AH values		(2,295,203)
Profit on GDV	167,700,000		20.00%		(33,540,000)
	163,596,640		20.50% on costs	(33,540,000)	
	205,993,390		17.40% blended	(35,635,203)	
TOTAL COSTS					(199,431,843)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				6,521,547
SDLT	6,521,547 @	5.0%	(slabbed)	(315,577)
Acquisition Agent fees	6,521,547 @	1.0%		(65,215)
Acquisition Legal fees	6,521,547 @	0.5%		(32,608)
Interest on Land	6,521,547 @	6.5%		(423,901)
Residual Land Value				5,684,246
RLV analysis: 4,737 £ per plot 265,265 £ per ha 107,351 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		56.0	dph	
Site Area (Res)		21.43	ha	52.95 acres
Density analysis:		4,715	sqm/ha	20,539 sqft/ac
Threshold Land Value	4,633 £ per plot	259,455	£ per ha	105,000 £ per acre
				5,559,750

BALANCE				
Surplus/(Deficit)		5,810	£ per ha	2,351 £ per acre
				124,496

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		SENSITIVITY ANALYSIS										
		AH - % on site 35%										
Balance (RLV - TLV)		124,496	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
CIL Espm	0		13,465,151	11,248,990	9,030,744	6,809,967	4,586,207	2,358,106	124,496	(2,117,128)	(4,370,155)	(6,804,076)
	10		12,246,093	10,088,289	7,928,164	5,765,269	3,598,971	1,427,886	(749,804)	(2,936,276)	(5,135,790)	(7,625,558)
	20		11,007,663	8,908,791	6,807,368	4,702,942	2,594,365	480,521	(1,640,414)	(3,771,595)	(5,972,669)	(8,465,784)
	30		9,749,244	7,709,901	5,667,795	3,622,344	1,572,111	(483,951)	(2,548,346)	(4,623,901)	(6,890,746)	(9,325,658)
	40		8,470,202	6,491,013	4,508,833	2,522,520	531,247	(1,466,909)	(3,473,916)	(5,463,813)	(7,829,062)	(10,206,295)
	50		7,169,892	5,251,503	3,329,656	1,403,292	(528,725)	(2,468,213)	(4,417,909)	(6,506,455)	(8,788,464)	(11,108,579)
	60		5,847,650	3,990,705	2,129,469	263,614	(1,608,651)	(3,488,172)	(5,381,138)	(7,549,307)	(9,769,990)	(12,033,581)
	70		4,502,780	2,707,323	907,969	(897,108)	(2,709,001)	(4,530,525)	(6,486,298)	(8,615,221)	(10,774,798)	(12,982,549)
	80		3,133,895	1,401,245	(336,304)	(2,079,820)	(3,831,147)	(5,599,441)	(7,640,551)	(9,705,121)	(11,803,814)	(13,956,785)
	90		1,740,868	71,279	(1,603,417)	(3,285,048)	(4,975,475)	(6,845,816)	(8,819,944)	(10,819,953)	(12,858,265)	(14,957,640)
	100		322,521	(1,283,343)	(2,895,111)	(4,514,171)	(6,231,683)	(8,118,519)	(10,025,489)	(11,961,159)	(13,939,679)	(15,986,523)
110		(1,122,123)	(2,663,693)	(4,211,646)	(5,800,497)	(7,601,414)	(9,418,675)	(11,258,278)	(13,129,754)	(15,049,228)	(17,045,198)	
120		(2,593,962)	(4,070,413)	(5,554,965)	(7,270,831)	(9,000,132)	(10,747,446)	(12,519,618)	(14,327,426)	(16,188,432)	(18,135,211)	
130		(4,093,889)	(5,505,058)	(7,129,222)	(8,771,782)	(10,429,075)	(12,106,206)	(13,811,098)	(15,555,354)	(17,359,018)	(19,258,801)	
140		(5,634,703)	(7,180,544)	(8,736,139)	(10,304,669)	(11,889,520)	(13,496,493)	(15,133,899)	(16,815,197)	(18,562,797)	(20,417,858)	
150		(7,427,934)	(8,986,990)	(10,376,804)	(11,870,852)	(13,382,787)	(14,919,280)	(16,489,590)	(18,108,685)	(19,801,423)	(21,614,700)	
160		(9,257,655)	(10,649,286)	(12,052,661)	(13,471,733)	(14,910,901)	(16,376,885)	(17,880,126)	(19,437,614)	(21,077,374)	(22,852,141)	
170		(11,125,453)	(12,438,971)	(13,765,564)	(15,109,192)	(16,474,851)	(17,870,411)	(19,307,135)	(20,803,972)	(22,392,723)	(24,132,313)	
180		(13,032,969)	(14,267,637)	(15,516,928)	(16,784,715)	(18,076,912)	(19,401,850)	(20,772,602)	(22,210,171)	(23,749,981)	(25,443,802)	
190		(14,981,895)	(16,136,924)	(17,308,312)	(18,499,991)	(19,718,528)	(20,973,278)	(22,278,628)	(23,656,278)	(25,151,762)	(26,765,124)	
200		(16,973,979)	(18,049,302)	(19,142,027)	(20,257,169)	(21,401,898)	(22,586,856)	(23,827,818)	(25,150,971)	(26,591,686)	(28,096,934)	
Balance (RLV - TLV)		124,496	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Site Specific S106	0		13,465,151	11,248,990	9,030,744	6,809,967	4,586,207	2,358,106	124,496	(2,117,128)	(4,370,155)	(6,804,076)
	500		12,919,564	10,701,392	8,482,113	6,260,280	4,034,588	1,804,509	(431,768)	(2,676,859)	(4,934,812)	(7,461,310)
	1,000		12,371,814	10,153,628	7,933,017	5,709,533	3,482,312	1,290,022	(969,157)	(3,237,996)	(5,501,205)	(8,121,468)
	1,500		11,824,217	9,604,907	7,383,330	5,158,298	2,930,319	694,536	(1,547,734)	(3,800,604)	(6,147,526)	(8,784,833)
	2,000		11,276,511	9,056,067	6,832,859	4,606,433	2,375,183	138,088	(2,107,561)	(4,364,991)	(6,803,336)	(9,451,709)
	2,500		10,727,880	8,506,381	6,282,009	4,053,528	1,820,244	(419,576)	(2,668,704)	(4,931,024)	(7,461,923)	(10,122,408)
	3,000		10,179,117	7,956,184	5,730,143	3,499,994	1,264,442	(978,339)	(3,231,227)	(5,498,768)	(8,123,185)	(10,797,245)
	3,500		9,629,431	7,405,420	5,177,733	2,945,770	707,718	(1,538,263)	(3,795,195)	(6,146,072)	(7,877,567)	(11,476,539)
	4,000		9,079,510	6,853,854	4,624,744	2,390,465	150,004	(2,099,412)	(4,360,844)	(6,803,318)	(9,455,261)	(12,160,935)
	4,500		8,529,745	6,301,938	4,070,668	1,834,299	(406,945)	(2,661,851)	(4,928,135)	(7,462,934)	(10,126,445)	(12,850,614)
	5,000		7,977,564	5,749,949	3,515,391	1,277,296	(960,965)	(3,225,642)	(5,497,112)	(8,125,385)	(10,801,432)	(13,546,444)
5,500		7,425,699	5,195,479	2,960,653	719,402	(1,530,121)	(3,790,853)	(6,145,332)	(6,790,603)	(11,480,537)	(14,248,834)	
6,000		6,873,154	4,641,343	2,404,156	160,450	(2,092,474)	(4,357,547)	(6,803,756)	(9,458,813)	(12,164,081)	(14,958,531)	
6,500		6,320,165	4,086,213	1,846,879	(399,667)	(2,656,090)	(4,925,932)	(7,464,522)	(10,130,483)	(12,852,631)	(15,676,423)	
7,000		5,766,153	3,530,510	1,288,796	(960,829)	(3,221,032)	(5,496,022)	(8,127,724)	(10,805,619)	(13,546,457)	(16,403,470)	
7,500		5,211,739	2,974,012	729,844	(1,523,098)	(3,787,367)	(6,145,327)	(8,793,788)	(11,484,535)	(14,246,134)	(17,140,781)	
8,000		4,656,434	2,416,460	169,630	(2,086,537)	(4,355,158)	(6,804,648)	(9,462,604)	(12,167,547)	(14,952,149)	(17,889,625)	
8,500		4,100,366	1,858,191	(391,537)	(2,651,212)	(4,924,473)	(7,466,294)	(10,134,520)	(12,854,978)	(15,665,247)	(18,691,650)	
9,000		3,543,754	1,299,143	(963,721)	(3,217,186)	(5,495,378)	(8,130,458)	(10,809,806)	(13,547,154)	(16,386,191)	(19,425,638)	
9,500		2,986,041	738,928	(1,516,985)	(3,784,525)	(6,145,588)	(8,796,972)	(11,488,533)	(14,244,672)	(17,115,759)	(20,222,878)	
10,000		2,427,585	177,755	(2,081,392)	(4,353,294)	(6,805,987)	(9,466,440)	(12,171,013)	(14,947,793)	(17,854,657)	(21,037,022)	
Balance (RLV - TLV)		124,496	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Profit	14%		26,259,371	23,369,830	20,478,204	17,584,047	14,686,907	11,785,426	8,878,436	5,963,432	3,037,025	92,851
	15%		24,127,001	21,349,890	18,570,294	15,786,367	13,003,457	10,214,236	7,419,446	4,616,672	1,802,495	(1,029,448)
	16%		21,994,631	19,329,550	16,662,384	13,992,687	11,320,007	8,642,986	5,980,456	3,269,912	567,965	(2,151,749)
	17.5%		18,796,076	16,299,340	13,800,519	11,299,167	8,794,832	6,286,156	3,771,971	1,249,772	(1,283,830)	(3,835,199)
	19%		15,597,521	13,269,130	10,938,654	8,605,647	6,269,657	3,929,326	1,583,486	(770,368)	(3,135,625)	(5,518,649)
	20%		13,465,151	11,248,990	9,030,744	6,809,967	4,586,207	2,358,106	124,496	(2,117,128)	(4,370,155)	(6,804,076)
	21%		11,332,781	9,228,850	7,122,834	5,014,287	2,902,757	786,886	(1,334,494)	(3,463,888)	(5,612,969)	(8,094,076)
	22%		9,200,411	7,208,710	5,214,924	3,218,607	1,219,307	(784,334)	(2,793,484)	(4,810,648)	(7,031,969)	(9,384,076)
23%		7,066,041	5,186,570	3,307,014	1,422,927	(464,143)	(2,355,554)	(4,252,474)	(6,246,282)	(8,450,969)	(10,674,076)	
24%		4,935,671	3,168,430	1,399,104	(372,753)	(2,147,593)	(3,928,774)	(5,735,703)	(7,796,282)	(9,869,969)	(11,964,076)	
25%		2,803,301	1,148,290	(508,806)	(2,168,433)	(3,831,043)	(5,497,894)	(7,412,703)	(9,344,282)	(11,288,969)	(13,254,076)	

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Title:
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F9 update

MV
1200 No. Units at Low Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	124,496										
	100,000	13,729,901	11,513,740	9,295,494	7,074,717	4,850,957	2,622,856	389,246	(1,852,378)	(4,105,405)	(6,339,326)
	150,000	11,082,401	8,866,240	6,647,994	4,427,217	2,203,457	(24,644)	(2,258,254)	(4,499,878)	(6,752,905)	(9,186,826)
	200,000	8,434,901	6,218,740	4,000,494	1,779,717	(444,043)	(2,672,144)	(4,905,754)	(7,147,378)	(9,400,405)	(11,834,326)
	250,000	5,787,401	3,571,240	1,352,994	(867,783)	(3,091,543)	(5,319,644)	(7,553,254)	(9,794,878)	(12,047,905)	(14,481,826)
	300,000	3,139,901	923,740	(1,294,506)	(3,515,283)	(5,739,043)	(7,967,144)	(10,200,754)	(12,442,378)	(14,695,405)	(17,129,326)
	350,000	492,401	(1,723,760)	(3,942,006)	(6,162,783)	(8,386,543)	(10,614,644)	(12,848,254)	(15,089,878)	(17,342,905)	(19,776,826)
	400,000	(2,155,099)	(4,371,260)	(6,598,506)	(8,810,283)	(11,034,043)	(13,262,144)	(15,495,754)	(17,737,378)	(19,990,405)	(22,424,326)
	450,000	(4,802,599)	(7,018,760)	(9,237,006)	(11,457,783)	(13,681,543)	(15,909,644)	(18,143,254)	(20,384,878)	(22,637,905)	(25,071,826)
	500,000	(7,450,099)	(9,666,260)	(11,884,506)	(14,105,283)	(16,329,043)	(18,557,144)	(20,790,754)	(23,032,378)	(25,285,405)	(27,719,326)
550,000	(10,097,599)	(12,313,760)	(14,532,006)	(16,752,783)	(18,976,543)	(21,204,644)	(23,438,254)	(25,679,878)	(27,932,905)	(30,366,826)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Density (sph)	5	(43,244,299)	(45,480,460)	(47,678,706)	(49,899,483)	(52,123,243)	(54,351,344)	(56,584,954)	(58,826,578)	(61,079,605)	(63,515,526)
	10	(12,109,899)	(14,325,860)	(16,544,106)	(18,754,883)	(20,988,843)	(23,216,744)	(25,450,354)	(27,691,978)	(29,945,005)	(32,378,926)
	15	(1,731,499)	(3,947,660)	(6,165,906)	(8,386,683)	(10,610,443)	(12,838,544)	(15,072,154)	(17,313,778)	(19,566,805)	(22,000,726)
	20	3,457,601	1,241,440	(976,806)	(3,197,583)	(5,421,343)	(7,649,444)	(9,883,054)	(12,124,678)	(14,377,705)	(16,811,626)
	25	6,571,061	4,354,900	2,136,654	(84,123)	(2,307,883)	(4,535,984)	(6,769,594)	(9,011,218)	(11,264,245)	(13,698,166)
	30	8,646,701	6,430,540	4,212,294	1,991,517	(232,243)	(2,460,344)	(4,693,954)	(6,935,578)	(9,188,605)	(11,622,526)
	35	10,129,301	7,913,140	5,694,894	3,474,117	1,250,357	(977,744)	(3,211,354)	(5,452,978)	(7,706,005)	(10,139,926)
	40	11,241,251	9,025,090	6,806,844	4,586,067	2,362,307	134,206	(2,099,404)	(4,341,028)	(6,594,055)	(9,027,976)
	45	12,106,101	9,889,940	7,671,694	5,450,917	3,227,157	999,056	(1,234,554)	(3,476,178)	(5,729,205)	(8,163,126)
	50	12,797,261	10,581,820	8,363,574	6,142,797	3,919,037	1,690,936	(642,674)	(2,784,298)	(5,037,325)	(7,471,246)
55	13,364,064	11,147,903	8,929,658	6,708,881	4,485,121	2,257,020	23,409	(2,218,214)	(4,471,242)	(6,905,162)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
% Cat M4(2)	40%	13,237,954	11,021,410	8,802,772	6,581,592	4,357,246	2,128,469	(106,259)	(2,349,071)	(4,604,110)	(7,076,150)
	45%	13,205,497	10,986,898	8,770,204	6,548,967	4,324,502	2,095,663	(139,257)	(2,382,274)	(4,637,532)	(7,115,017)
	50%	13,173,041	10,956,387	8,737,637	6,516,343	4,291,758	2,062,859	(172,256)	(2,415,478)	(4,670,954)	(7,153,886)
	55%	13,140,584	10,923,876	8,705,069	6,483,718	4,259,015	2,029,961	(205,254)	(2,448,682)	(4,704,376)	(7,192,753)
	60%	13,108,127	10,891,364	8,672,502	6,451,093	4,226,271	1,997,093	(238,252)	(2,481,886)	(4,737,798)	(7,231,679)
	65%	13,075,671	10,858,853	8,639,934	6,418,468	4,193,527	1,964,224	(271,250)	(2,515,089)	(4,771,281)	(7,270,642)
	70%	13,043,214	10,826,341	8,607,367	6,385,843	4,160,783	1,931,356	(304,249)	(2,548,293)	(4,804,779)	(7,309,605)
	80%	13,010,757	10,793,830	8,574,799	6,353,218	4,128,039	1,898,488	(337,247)	(2,581,497)	(4,838,277)	(7,348,568)
	12,978,301	10,761,318	8,542,232	6,320,593	4,095,295	1,865,620	(370,245)	(2,614,701)	(4,871,774)	(7,387,531)	

Appendix 5

Scheme Ref: **LMV**
 Title: **1 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**

PS update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			1 Units			
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			100%			
CIL Rate (£ psm)			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	100.0%	1.0	0.0%	0.0	100%	1.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	1.0	0.0%	0.0	100%	1.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	75	807	0	0	75	807
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	75	807	0	0	75	807
<i>AH % by floor area:</i>			<i>0.00% AH % by floor area due to mix</i>			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)		
1 bed House	155,000	2,672	248	0		
2 bed House	180,000	2,400	223	180,000		
3 bed House	230,000	2,706	251	0		
4 bed House	270,000	2,455	228	0		
5 bed House	290,000	2,148	200	0		
1 bed Flat	155,000	3,100	288	0		
2 bed Flat	170,000	2,787	259	0		
				180,000		
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 5

Scheme Ref: **LMV**
 Title: **1 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**
 P0 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
		(part houses due to % mix)		
1 bed House	0.0	@	155,000	-
2 bed House	1.0	@	180,000	180,000
3 bed House	0.0	@	230,000	-
4 bed House	0.0	@	270,000	-
5 bed House	0.0	@	290,000	-
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	1.0			180,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	149,500	-
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	0.0	@	100,750	-
2 bed Flat	0.0	@	110,500	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	184,000	-
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	0.0	@	124,000	-
2 bed Flat	0.0	@	136,000	-
	0.0			-
Sub-total GDV Residential	1.0			180,000
<i>AH on-site cost analysis:</i>				
		0 £ psm (total GIA sqm)		EMV less EGDV 0 £ per unit (total units)
Grant	1	@	0	-
Total GDV				180,000

Appendix 5

Scheme Ref: **LMV**
 Title: **1 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**
 P3 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				
Statutory Planning Fees (Residential)				
CIL		75 sqm	0.00 £ psm	(385)
		0.00% % of GDV	0 £ per unit (total units)	
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	1 units @	0 per unit	-
S106 analysis:				
AH Committed Sum		0.00% % of GDV	0 £ per unit (total units)	-
		75 sqm (total)	0 £ psm	-
		0.00% % of GDV		-
Construction Costs -				
Site Clearance and Demolition				
		0.08 acres @	110,000 £ per acre (if brownfield)	(9,060)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.08 acres @	per acre	-
		0.00% % of GDV	0 £ per unit (total units)	-
Infra. Costs analysis:				
1 bed House		- sqm @	1,148 psm	-
2 bed House		75 sqm @	1,148 psm	(86,175)
3 bed House		- sqm @	1,148 psm	-
4 bed House		- sqm @	1,148 psm	-
5 bed House		- sqm @	1,148 psm	-
1 bed Flat		- sqm @	1,338 psm	-
2 bed Flat		75 - sqm @	1,338 psm	-
External works		86,175 @	10.0% 8,618 £ per unit	(8,618)
M4(2) Category 2 Housing		0% of All units	1 units @ 521 £ per dwelling	-
M4(3) Category 3 Housing		0% of All units	1 units @ 10,307 £ per dwelling	-
Water efficiency			1 units @ 9 £ per dwelling	(9)
Contingency		103,862 @	5.0%	(5,193)
Professional Fees		103,862 @	10.0%	(10,386)
Disposal Costs -				
Marketing and Promotion		180,000 OMS @	1.50%	(2,700)
Residential Sales Agent Costs		180,000 OMS @	1.50%	(2,700)
Residential Sales Legal Costs		180,000 OMS @	0.50%	(900)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(3,436)
Developers Profit -				
Margin on AH		0	6.00% on AH values	-
Profit on GDV		180,000	20.00%	(36,000)
		129,562	27.79% on costs	(36,000)
		180,000	20.00% blended	(36,000)
TOTAL COSTS				(165,562)

Appendix 5

Scheme Ref: LMV
Title: 1 No. Units at Lower Mid Value Zone
Notes: Brownfield
 P3 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				14,438
SDLT	14,438 @	5.0% (slabbed)		9,778
Acquisition Agent fees	14,438 @	1.0%		(144)
Acquisition Legal fees	14,438 @	0.5%		(72)
Interest on Land	14,438 @	6.5%		(938)
Residual Land Value				23,061
RLV analysis:	23,061 £ per plot	691,833 £ per ha	279,981 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		0.03 ha	0.08 acres	
Density analysis:		2,250 sqm/ha	9,801 sqft/ac	
Threshold Land Value	9,060 £ per plot	271,810 £ per ha	110,000 £ per acre	9,060

BALANCE				
Surplus/(Deficit)		420,023 £ per ha	169,981 £ per acre	14,001

Appendix 5

Scheme Ref: LMV
 Title: 1 No. Units at Lower Mid Value Zone
 Notes: Brownfield
 P0 update

SENSITIVITY ANALYSIS

		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	14,001										
	0	14,001	11,747	10,620	9,493	8,367	7,240	6,113	4,986	3,859	2,733
	10	13,302	11,118	10,027	8,935	7,843	6,751	5,659	4,567	3,475	2,383
	20	12,604	10,490	9,433	8,376	7,319	6,262	5,205	4,148	3,091	2,034
	30	11,905	9,861	8,839	7,817	6,795	5,773	4,751	3,729	2,707	1,685
	40	11,206	9,232	8,245	7,258	6,271	5,284	4,297	3,310	2,323	1,320
	50	10,508	8,604	7,651	6,699	5,747	4,795	3,843	2,890	1,938	918
	60	9,809	7,975	7,058	6,140	5,223	4,306	3,389	2,471	1,554	517
	70	9,111	7,346	6,464	5,581	4,699	3,817	2,935	2,052	1,130	115
	80	8,412	6,717	5,870	5,023	4,175	3,328	2,480	1,633	688	(286)
	90	7,714	6,089	5,276	4,464	3,651	2,839	2,026	1,180	246	(688)
	100	7,015	5,460	4,682	3,905	3,127	2,350	1,572	698	(195)	(1,089)
	110	6,316	4,831	4,089	3,346	2,603	1,861	1,070	217	(637)	(1,490)
	120	5,618	4,203	3,495	2,787	2,080	1,362	548	(265)	(1,079)	(1,892)
	130	4,919	3,574	2,901	2,228	1,556	800	26	(747)	(1,520)	(2,293)
	140	4,221	2,945	2,307	1,670	971	238	(498)	(1,229)	(1,962)	(2,695)
	150	3,522	2,316	1,714	1,061	369	(324)	(1,071)	(1,710)	(2,403)	(3,096)
	160	2,824	1,688	1,072	419	(234)	(887)	(1,530)	(2,192)	(2,845)	(3,498)
	170	2,125	1,002	389	(223)	(836)	(1,449)	(2,061)	(2,674)	(3,287)	(3,899)
	180	1,425	279	(293)	(866)	(1,438)	(2,011)	(2,583)	(3,156)	(3,728)	(4,301)
	190	622	(443)	(976)	(1,508)	(2,040)	(2,573)	(3,105)	(3,638)	(4,170)	(4,702)
200	(81)	(1,166)	(1,658)	(2,150)	(2,643)	(3,135)	(3,627)	(4,119)	(4,612)	(5,104)	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	14,001										
	0	14,001	11,747	10,620	9,493	8,367	7,240	6,113	4,986	3,859	2,733
	500	13,548	11,295	10,168	9,041	7,914	6,787	5,660	4,534	3,407	2,280
	1,000	13,096	10,842	9,715	8,588	7,462	6,335	5,208	4,081	2,954	1,827
	1,500	12,643	10,390	9,263	8,136	7,009	5,882	4,755	3,629	2,502	1,365
	2,000	12,191	9,937	8,810	7,683	6,557	5,430	4,303	3,176	2,049	845
	2,500	11,738	9,484	8,358	7,231	6,104	4,977	3,850	2,724	1,597	325
	3,000	11,286	9,032	7,905	6,778	5,651	4,525	3,398	2,271	1,100	(195)
	3,500	10,833	8,579	7,453	6,326	5,199	4,072	2,945	1,818	580	(715)
	4,000	10,380	8,127	7,000	5,873	4,746	3,620	2,493	1,355	60	(1,236)
	4,500	9,928	7,674	6,547	5,421	4,294	3,167	2,040	835	(460)	(1,756)
	5,000	9,475	7,222	6,095	4,968	3,841	2,714	1,588	315	(981)	(2,276)
	5,500	9,023	6,769	5,642	4,516	3,389	2,262	1,090	(206)	(1,501)	(2,796)
	6,000	8,570	6,317	5,190	4,063	2,936	1,809	569	(726)	(2,021)	(3,316)
	6,500	8,118	5,864	4,737	3,610	2,484	1,344	49	(1,246)	(2,541)	(3,056)
	7,000	7,665	5,412	4,285	3,159	2,031	824	(471)	(1,769)	(3,061)	(4,356)
	7,500	7,213	4,959	3,832	2,705	1,579	304	(991)	(2,296)	(3,581)	(4,877)
	8,000	6,760	4,507	3,380	2,253	1,079	(216)	(1,511)	(2,806)	(4,102)	(5,397)
	8,500	6,308	4,054	2,927	1,800	559	(736)	(2,031)	(3,327)	(4,622)	(5,917)
	9,000	5,855	3,601	2,475	1,334	39	(1,256)	(2,552)	(3,847)	(5,142)	(6,437)
	9,500	5,403	3,149	2,022	814	(481)	(1,776)	(3,072)	(4,367)	(5,662)	(6,957)
10,000	4,950	2,696	1,570	294	(1,001)	(2,297)	(3,592)	(4,887)	(6,182)	(7,477)	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	14,001										
	14%	23,397	20,204	18,607	17,010	15,414	13,817	12,220	10,624	9,027	7,431
	15%	21,831	18,794	17,276	15,757	14,239	12,721	11,203	9,684	8,166	6,648
	16%	20,265	17,385	15,945	14,505	13,065	11,625	10,185	8,745	7,305	5,865
	17.5%	17,916	15,271	13,948	12,625	11,303	9,980	8,658	7,335	6,013	4,690
	19%	15,567	13,167	11,951	10,746	9,541	8,336	7,131	5,926	4,721	3,516
	20%	14,001	11,747	10,620	9,493	8,367	7,240	6,113	4,986	3,859	2,733
	21%	12,435	10,338	9,289	8,241	7,192	6,144	5,095	4,047	2,998	1,950
	22%	10,869	8,928	7,958	6,988	6,018	5,047	4,077	3,107	2,137	1,126
	23%	9,303	7,519	6,627	5,735	4,843	3,951	3,059	2,167	1,251	226
	24%	7,737	6,110	5,296	4,482	3,669	2,855	2,041	1,196	261	(674)
25%	6,171	4,700	3,965	3,229	2,494	1,759	961	116	(729)	(1,574)	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Profit	20.00%										
	14%	23,397	20,204	18,607	17,010	15,414	13,817	12,220	10,624	9,027	7,431
	15%	21,831	18,794	17,276	15,757	14,239	12,721	11,203	9,684	8,166	6,648
	16%	20,265	17,385	15,945	14,505	13,065	11,625	10,185	8,745	7,305	5,865
	17.5%	17,916	15,271	13,948	12,625	11,303	9,980	8,658	7,335	6,013	4,690
	19%	15,567	13,167	11,951	10,746	9,541	8,336	7,131	5,926	4,721	3,516
	20%	14,001	11,747	10,620	9,493	8,367	7,240	6,113	4,986	3,859	2,733
	21%	12,435	10,338	9,289	8,241	7,192	6,144	5,095	4,047	2,998	1,950
	22%	10,869	8,928	7,958	6,988	6,018	5,047	4,077	3,107	2,137	1,126
	23%	9,303	7,519	6,627	5,735	4,843	3,951	3,059	2,167	1,251	226
	24%	7,737	6,110	5,296	4,482	3,669	2,855	2,041	1,196	261	(674)
25%	6,171	4,700	3,965	3,229	2,494	1,759	961	116	(729)	(1,574)	

Appendix 5

Scheme Ref:
Title:
Notes:
F8 update

LMV
1 No. Units at Lower Mid Value Zone
Brownfield

		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	14,001										
	100,000	14,824	12,571	11,444	10,317	9,190	8,064	6,937	5,810	4,683	3,556
	150,000	10,706	8,452	7,326	6,199	5,072	3,945	2,818	1,692	565	(562)
	200,000	6,588	4,334	3,207	2,080	954	(173)	(1,300)	(2,427)	(3,554)	(4,680)
	250,000	2,469	216	(911)	(2,038)	(3,165)	(4,291)	(5,418)	(6,545)	(7,672)	(8,799)
	300,000	(1,649)	(3,903)	(5,029)	(6,156)	(7,283)	(8,410)	(9,537)	(10,663)	(11,790)	(12,917)
	350,000	(5,767)	(8,021)	(9,148)	(10,275)	(11,401)	(12,528)	(13,655)	(14,782)	(15,909)	(17,035)
	400,000	(9,886)	(12,139)	(13,266)	(14,393)	(15,520)	(16,646)	(17,773)	(18,900)	(20,027)	(21,154)
	450,000	(14,004)	(16,258)	(17,384)	(18,511)	(19,638)	(20,765)	(21,892)	(23,018)	(24,145)	(25,272)
	500,000	(18,122)	(20,376)	(21,503)	(22,630)	(23,756)	(24,883)	(26,010)	(27,137)	(28,264)	(29,390)
550,000	(22,241)	(24,494)	(25,621)	(26,748)	(27,875)	(29,001)	(30,128)	(31,255)	(32,382)	(33,509)	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	14,001										
	5	(111,225)	(148,356)	(166,922)	(185,487)	(204,053)	(222,619)	(241,184)	#####	#####	(296,881)
	10	(24,325)	(26,915)	(28,210)	(29,506)	(30,801)	(32,096)	(33,391)	(34,686)	(35,982)	(51,761)
	15	(4,665)	(6,919)	(8,109)	(9,404)	(10,700)	(11,995)	(13,290)	(14,585)	(15,880)	(17,176)
	20	4,668	2,414	1,287	161	(966)	(2,093)	(3,239)	(4,534)	(5,830)	(7,125)
	25	10,268	8,014	6,887	5,760	4,633	3,507	2,380	1,253	126	(1,095)
	30	14,001	11,747	10,620	9,493	8,367	7,240	6,113	4,986	3,859	2,733
	35	16,667	14,414	13,287	12,160	11,033	9,906	8,780	7,653	6,526	5,399
	40	18,667	16,414	15,287	14,160	13,033	11,906	10,779	9,653	8,526	7,399
	45	20,223	17,969	16,842	15,715	14,589	13,462	12,335	11,208	10,081	8,955
50	21,467	19,213	18,087	16,960	15,833	14,706	13,579	12,453	11,326	10,199	
55	22,485	20,232	19,105	17,978	16,851	15,724	14,598	13,471	12,344	11,217	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	14,001										
	40%	13,787	11,534	10,407	9,280	8,153	7,026	5,900	4,773	3,646	2,519
	45%	13,761	11,507	10,380	9,253	8,126	7,000	5,873	4,746	3,619	2,492
	50%	13,734	11,480	10,353	9,227	8,100	6,973	5,846	4,719	3,593	2,466
	55%	13,707	11,454	10,327	9,200	8,073	6,946	5,819	4,693	3,566	2,439
	60%	13,681	11,427	10,300	9,173	8,046	6,920	5,793	4,666	3,539	2,412
	65%	13,654	11,400	10,273	9,147	8,020	6,893	5,766	4,639	3,512	2,386
	70%	13,627	11,373	10,247	9,120	7,993	6,866	5,739	4,613	3,486	2,359
75%	13,600	11,347	10,220	9,093	7,966	6,840	5,713	4,586	3,459	2,332	
80%	13,574	11,320	10,193	9,066	7,940	6,813	5,686	4,559	3,432	2,306	
% Cat M4(2)	0%										
	40%	13,787	11,534	10,407	9,280	8,153	7,026	5,900	4,773	3,646	2,519
	45%	13,761	11,507	10,380	9,253	8,126	7,000	5,873	4,746	3,619	2,492
	50%	13,734	11,480	10,353	9,227	8,100	6,973	5,846	4,719	3,593	2,466
	55%	13,707	11,454	10,327	9,200	8,073	6,946	5,819	4,693	3,566	2,439
	60%	13,681	11,427	10,300	9,173	8,046	6,920	5,793	4,666	3,539	2,412
	65%	13,654	11,400	10,273	9,147	8,020	6,893	5,766	4,639	3,512	2,386
	70%	13,627	11,373	10,247	9,120	7,993	6,866	5,739	4,613	3,486	2,359
75%	13,600	11,347	10,220	9,093	7,966	6,840	5,713	4,586	3,459	2,332	
80%	13,574	11,320	10,193	9,066	7,940	6,813	5,686	4,559	3,432	2,306	

Appendix 5

Scheme Ref: **LMV**
 Title: **5 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	155,000	-
2 bed House	5.0	@	180,000	900,000
3 bed House	0.0	@	230,000	-
4 bed House	0.0	@	270,000	-
5 bed House	0.0	@	290,000	-
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	5.0			900,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	149,500	-
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	0.0	@	100,750	-
2 bed Flat	0.0	@	110,500	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	184,000	-
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	0.0	@	124,000	-
2 bed Flat	0.0	@	136,000	-
	0.0			-
Sub-total GDV Residential				
	5.0			900,000
<i>AH on-site cost analysis:</i>				
			<i>EMV less EGDV</i>	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	5	@	0	-
Total GDV				900,000

Appendix 5

Scheme Ref: **LMV**
 Title: **5 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,925)
CIL	375 sqm	0.00% of GDV	0.00 £ psm	-
			0 £ per unit (total units)	
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	5 units @	0 per unit	-
		0.00% of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	375 sqm (total)	0.00% of GDV	0 £ psm	-
		0.00% of GDV		
Construction Costs -				
Site Clearance and Demolition	0.41 acres @		110,000 £ per acre (if brownfield)	(45,302)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.41 acres @	0 per acre	-
		0.00% of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	sqm @	1,149 psm	-
2 bed House	-	375 sqm @	1,149 psm	(430,875)
3 bed House	-	sqm @	1,149 psm	-
4 bed House	-	sqm @	1,149 psm	-
5 bed House	-	sqm @	1,149 psm	-
1 bed Flat	-	sqm @	1,339 psm	-
2 bed Flat	375	sqm @	1,339 psm	-
External works	430,875 @		10.0% 8,618 Eper unit	(43,088)
M4(2) Category 2 Housing	0% of All units		5 units @ 521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units		5 units @ 10,307 £ per dwelling	-
Water efficiency			5 units @ 9 £ per dwelling	(45)
Contingency	519,309 @		5.0%	(25,965)
Professional Fees	519,309 @		10.0%	(51,931)
Disposal Costs -				
Marketing and Promotion	900,000 OMS @		1.50%	(13,500)
Residential Sales Agent Costs	900,000 OMS @		1.50%	(13,500)
Residential Sales Legal Costs	900,000 OMS @		0.50%	(4,500)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(23,776)
Developers Profit -				
Margin on AH	0		6.00% on AH values	-
Profit on GDV	900,000		20.00%	(180,000)
	664,406		27.09% on costs	(180,000)
	900,000		20.00% blended	(180,000)
TOTAL COSTS				(844,406)

Appendix 5

Scheme Ref: **LMV**
 Title: **5 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				55,594
SDLT	55,594 @	5.0% (slabbed)		7,720
Acquisition Agent fees	55,594 @	1.0%		(556)
Acquisition Legal fees	55,594 @	0.5%		(278)
Interest on Land	55,594 @	6.5%		(3,614)
Residual Land Value				58,867
RLV analysis: 11,773 £ per plot 353,200 £ per ha 142,938 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		0.17 ha	0.41 acres	
Density analysis: 2,250 sqm/ha 9,801 sqft/ac				
Threshold Land Value	9,060 £ per plot	271,810 £ per ha	110,000 £ per acre	45,302

BALANCE				
Surplus/(Deficit)		81,390 £ per ha	32,938 £ per acre	13,565

Appendix 5

Scheme Ref: LMV
Title: 5 No. Units at Lower Mid Value Zone
Notes: Brownfield
 F9 update

SENSITIVITY ANALYSIS											
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	0	13,565	2,668	(2,787)	(8,253)	(13,720)	(19,187)	(24,653)	(30,120)	(35,704)	(41,988)
	10	9,998	(547)	(5,834)	(11,122)	(16,409)	(21,697)	(26,984)	(32,272)	(37,971)	(44,048)
	20	6,431	(3,774)	(8,882)	(13,990)	(19,099)	(24,207)	(29,315)	(34,423)	(40,238)	(46,109)
	30	2,865	(7,001)	(11,930)	(16,859)	(21,788)	(26,717)	(31,646)	(36,575)	(42,505)	(48,170)
	40	(729)	(10,228)	(14,978)	(19,728)	(24,477)	(29,227)	(33,976)	(38,726)	(44,771)	(50,231)
	50	(4,315)	(13,456)	(18,026)	(22,596)	(27,166)	(31,737)	(36,307)	(41,185)	(47,058)	(52,291)
	60	(7,901)	(16,683)	(21,074)	(25,465)	(29,856)	(34,247)	(38,211)	(44,258)	(49,305)	(54,352)
	70	(11,487)	(19,910)	(24,122)	(28,333)	(32,545)	(37,049)	(41,890)	(46,731)	(51,572)	(56,413)
	80	(15,072)	(23,137)	(27,169)	(31,202)	(35,239)	(39,934)	(44,569)	(49,204)	(53,839)	(58,474)
	90	(18,658)	(26,364)	(30,217)	(34,070)	(38,390)	(42,819)	(47,248)	(51,677)	(56,106)	(60,534)
	100	(22,244)	(29,591)	(33,265)	(37,258)	(41,481)	(45,704)	(49,927)	(54,150)	(58,372)	(62,595)
CIL Epsm	110	(25,829)	(32,818)	(36,539)	(40,556)	(44,572)	(48,589)	(52,606)	(56,623)	(60,639)	(64,656)
	120	(29,415)	(36,231)	(40,042)	(43,853)	(47,663)	(51,474)	(55,285)	(59,095)	(62,906)	(66,717)
	130	(33,001)	(39,941)	(43,545)	(47,150)	(50,755)	(54,359)	(57,964)	(61,568)	(65,173)	(68,777)
	140	(36,583)	(43,650)	(47,049)	(50,447)	(53,846)	(57,244)	(60,643)	(64,041)	(67,440)	(70,838)
	150	(40,975)	(47,360)	(50,552)	(53,744)	(56,937)	(60,129)	(63,322)	(66,514)	(69,707)	(72,899)
	160	(45,096)	(51,069)	(54,055)	(57,042)	(60,028)	(63,014)	(66,001)	(68,987)	(71,973)	(74,960)
	170	(49,218)	(54,778)	(57,559)	(60,339)	(63,119)	(65,899)	(68,680)	(71,460)	(74,240)	(77,020)
	180	(53,339)	(58,488)	(61,062)	(63,636)	(66,210)	(68,784)	(71,359)	(73,933)	(76,507)	(79,081)
	190	(57,461)	(62,197)	(64,565)	(66,933)	(69,301)	(71,669)	(74,038)	(76,406)	(78,774)	(81,142)
	200	(61,582)	(65,906)	(68,068)	(70,230)	(72,392)	(74,555)	(76,717)	(78,879)	(81,041)	(83,203)
	Site Specific S106	0	13,565	2,668	(2,787)	(8,253)	(13,720)	(19,187)	(24,653)	(30,120)	(35,704)
500		11,272	375	(5,091)	(10,558)	(16,025)	(21,492)	(26,958)	(32,425)	(38,353)	(44,637)
1,000		8,979	(1,930)	(7,398)	(12,965)	(18,330)	(23,796)	(29,263)	(34,730)	(41,003)	(47,296)
1,500		6,887	(4,234)	(9,701)	(15,168)	(20,533)	(25,101)	(31,568)	(37,338)	(43,652)	(49,935)
2,000		4,394	(6,539)	(12,006)	(17,473)	(22,939)	(28,406)	(33,873)	(40,018)	(46,301)	(52,585)
2,500		2,089	(8,844)	(14,311)	(19,778)	(25,244)	(30,711)	(36,383)	(42,667)	(48,950)	(55,234)
3,000		(216)	(11,149)	(16,616)	(22,082)	(27,549)	(33,016)	(38,033)	(45,316)	(51,600)	(57,883)
3,500		(2,520)	(13,454)	(18,921)	(24,387)	(29,854)	(35,398)	(41,682)	(47,965)	(54,249)	(60,532)
4,000		(4,825)	(15,759)	(21,225)	(26,692)	(32,159)	(38,047)	(44,331)	(50,615)	(56,898)	(63,182)
4,500		(7,130)	(18,064)	(23,530)	(28,997)	(34,464)	(40,697)	(46,980)	(53,264)	(59,547)	(65,831)
5,000		(9,435)	(20,369)	(25,835)	(31,302)	(37,662)	(43,346)	(49,629)	(55,913)	(62,197)	(68,480)
5,500	(11,740)	(22,673)	(28,140)	(33,607)	(39,712)	(45,995)	(52,279)	(58,562)	(64,846)	(71,129)	
6,000	(14,045)	(24,978)	(30,445)	(36,077)	(42,361)	(48,644)	(54,928)	(61,212)	(67,495)	(73,779)	
6,500	(16,350)	(27,283)	(32,750)	(38,727)	(45,010)	(51,294)	(57,577)	(63,861)	(70,144)	(76,428)	
7,000	(18,654)	(29,588)	(35,052)	(41,376)	(47,659)	(53,943)	(60,226)	(66,510)	(72,794)	(79,077)	
7,500	(20,959)	(31,893)	(37,741)	(44,025)	(50,309)	(56,592)	(62,876)	(69,159)	(75,443)	(81,726)	
8,000	(23,264)	(34,197)	(40,391)	(46,674)	(52,958)	(59,241)	(65,525)	(71,809)	(78,092)	(84,376)	
8,500	(25,569)	(36,756)	(43,040)	(49,324)	(55,607)	(61,891)	(68,174)	(74,458)	(80,741)	(87,025)	
9,000	(27,874)	(39,406)	(45,889)	(51,973)	(58,256)	(64,540)	(70,823)	(77,107)	(83,391)	(89,674)	
9,500	(30,179)	(42,055)	(48,338)	(54,622)	(60,906)	(67,189)	(73,473)	(79,756)	(86,040)	(92,323)	
10,000	(32,483)	(44,704)	(50,988)	(57,271)	(63,555)	(69,838)	(76,122)	(82,405)	(88,689)	(94,973)	
Profit	14%	60,545	44,950	37,146	29,331	21,515	13,699	5,884	(1,932)	(9,748)	(17,564)
	15%	52,715	37,903	30,491	23,067	15,642	8,218	794	(6,330)	(14,054)	(21,479)
	16%	44,885	30,856	23,835	16,903	9,770	2,737	(4,295)	(11,329)	(18,361)	(25,394)
	17.5%	33,140	20,286	13,852	7,407	961	(5,454)	(11,930)	(18,375)	(24,821)	(31,266)
	19%	21,395	9,715	3,869	(1,989)	(7,848)	(13,706)	(19,564)	(25,422)	(31,280)	(37,488)
	20%	13,565	2,668	(2,787)	(8,253)	(13,720)	(19,187)	(24,653)	(30,120)	(35,704)	(41,988)
	21%	5,735	(4,379)	(9,442)	(14,517)	(19,593)	(24,668)	(29,743)	(34,821)	(40,654)	(46,488)
	22%	(2,095)	(11,426)	(16,098)	(20,781)	(25,465)	(30,149)	(34,837)	(40,221)	(45,604)	(50,988)
	23%	(9,925)	(18,473)	(22,753)	(27,045)	(31,338)	(35,753)	(40,687)	(45,621)	(50,554)	(55,488)
	24%	(17,755)	(25,530)	(29,409)	(33,309)	(37,570)	(42,053)	(46,537)	(51,021)	(55,504)	(59,988)
	25%	(25,585)	(32,567)	(36,253)	(40,286)	(44,320)	(48,353)	(52,387)	(56,421)	(60,454)	(64,488)

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

LMV
5 No. Units at Lower Mid Value Zone
Brownfield

		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	13,565										
	100,000	17,683	6,787	1,332	(4,135)	(9,602)	(15,068)	(20,535)	(26,002)	(31,568)	(37,889)
	150,000	(2,908)	(13,805)	(19,260)	(24,727)	(30,193)	(35,660)	(41,127)	(46,593)	(52,177)	(58,461)
	200,000	(23,500)	(34,397)	(39,852)	(45,318)	(50,785)	(56,252)	(61,718)	(67,185)	(72,769)	(79,053)
	250,000	(44,092)	(54,988)	(60,443)	(65,910)	(71,377)	(76,843)	(82,310)	(87,777)	(93,361)	(99,644)
	300,000	(64,683)	(75,580)	(81,035)	(86,502)	(91,968)	(97,435)	(102,902)	(108,368)	(113,952)	(120,236)
	350,000	(85,275)	(96,172)	(101,627)	(107,093)	(112,560)	(118,027)	(123,493)	(129,060)	(134,544)	(140,828)
	400,000	(105,867)	(116,763)	(122,218)	(127,685)	(133,152)	(138,618)	(144,085)	(149,552)	(155,136)	(161,419)
	450,000	(126,458)	(137,355)	(142,810)	(148,277)	(153,743)	(159,210)	(164,677)	(170,143)	(175,727)	(182,011)
	500,000	(147,050)	(157,947)	(163,402)	(168,868)	(174,335)	(179,802)	(185,268)	(190,735)	(196,319)	(202,603)
550,000	(167,642)	(178,538)	(183,993)	(189,460)	(194,927)	(200,393)	(205,860)	(211,327)	(216,911)	(223,194)	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(745,330)	(923,246)	(1,012,203)	(1,101,161)	(1,190,118)	(1,279,076)	(1,368,033)	(1,456,991)	(1,545,949)	(1,634,906)
	10	(182,989)	(195,556)	(201,840)	(208,123)	(214,407)	(220,690)	(226,974)	(233,257)	(239,541)	(245,824)
	15	(81,070)	(93,638)	(99,921)	(106,205)	(112,488)	(118,772)	(125,055)	(131,339)	(137,623)	(143,906)
	20	(33,666)	(44,599)	(50,066)	(55,532)	(61,000)	(66,463)	(71,927)	(77,390)	(82,853)	(88,316)
	25	(5,298)	(16,232)	(21,698)	(27,165)	(32,632)	(38,098)	(43,565)	(49,031)	(54,498)	(60,000)
	30	13,565	2,668	(2,787)	(8,253)	(13,720)	(19,187)	(24,653)	(30,120)	(35,587)	(41,054)
	35	27,038	16,140	10,691	5,243	(212)	(5,678)	(11,145)	(16,612)	(22,079)	(27,546)
	40	37,140	26,243	20,795	15,347	9,898	4,450	(1,014)	(6,481)	(11,947)	(17,414)
	45	44,998	34,102	28,653	23,205	17,757	12,308	6,860	1,399	(4,067)	(9,534)
	50	51,285	40,388	34,940	29,492	24,043	18,595	13,147	7,698	2,236	(3,230)
55	56,429	45,532	40,084	34,635	29,187	23,739	18,290	12,842	7,394	1,927	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	12,483	1,587	(3,874)	(9,341)	(14,807)	(20,274)	(25,741)	(31,207)	(36,954)	(43,238)
	45%	12,348	1,451	(4,010)	(9,477)	(14,943)	(20,410)	(25,877)	(31,343)	(37,110)	(43,394)
	50%	12,213	1,316	(4,146)	(9,612)	(15,079)	(20,546)	(26,013)	(31,479)	(37,286)	(43,550)
	55%	12,078	1,181	(4,282)	(9,748)	(15,215)	(20,682)	(26,149)	(31,615)	(37,423)	(43,706)
	60%	11,943	1,046	(4,418)	(9,884)	(15,351)	(20,818)	(26,284)	(31,751)	(37,579)	(43,862)
	65%	11,807	911	(4,554)	(10,020)	(15,487)	(20,954)	(26,420)	(31,887)	(37,735)	(44,019)
	70%	11,672	775	(4,689)	(10,156)	(15,623)	(21,090)	(26,556)	(32,023)	(37,891)	(44,175)
	75%	11,537	640	(4,825)	(10,292)	(15,759)	(21,225)	(26,692)	(32,159)	(38,048)	(44,331)
80%	11,402	505	(4,961)	(10,428)	(15,895)	(21,361)	(26,828)	(32,295)	(38,204)	(44,487)	
% Cat M4(2)	0%										
	40%	12,483	1,587	(3,874)	(9,341)	(14,807)	(20,274)	(25,741)	(31,207)	(36,954)	(43,238)
	45%	12,348	1,451	(4,010)	(9,477)	(14,943)	(20,410)	(25,877)	(31,343)	(37,110)	(43,394)
	50%	12,213	1,316	(4,146)	(9,612)	(15,079)	(20,546)	(26,013)	(31,479)	(37,286)	(43,550)
	55%	12,078	1,181	(4,282)	(9,748)	(15,215)	(20,682)	(26,149)	(31,615)	(37,423)	(43,706)
	60%	11,943	1,046	(4,418)	(9,884)	(15,351)	(20,818)	(26,284)	(31,751)	(37,579)	(43,862)
	65%	11,807	911	(4,554)	(10,020)	(15,487)	(20,954)	(26,420)	(31,887)	(37,735)	(44,019)
	70%	11,672	775	(4,689)	(10,156)	(15,623)	(21,090)	(26,556)	(32,023)	(37,891)	(44,175)
75%	11,537	640	(4,825)	(10,292)	(15,759)	(21,225)	(26,692)	(32,159)	(38,048)	(44,331)	
80%	11,402	505	(4,961)	(10,428)	(15,895)	(21,361)	(26,828)	(32,295)	(38,204)	(44,487)	

Appendix 5

Scheme Ref: **LMV**
 Title: **8 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			8 Units			
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			100%			
CIL Rate (£ psm)			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	38.0%	3.0	0.0%	0.0	38%	3.0
3 bed House	62.0%	5.0	0.0%	0.0	62%	5.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	8.0	0.0%	0.0	100%	8.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	228	2,454	0	0	228	2,454
3 bed House	422	4,538	0	0	422	4,538
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	650	6,992	0	0	650	6,992
AH % by floor area:			0.00% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epaf		total MV £ (no AH)	
1 bed House	155,000	2,672	248		0	
2 bed House	180,000	2,400	223		547,200	
3 bed House	230,000	2,706	251		1,140,800	
4 bed House	270,000	2,455	228		0	
5 bed House	290,000	2,148	200		0	
1 bed Flat	155,000	3,100	288		0	
2 bed Flat	170,000	2,787	259		0	
					1,688,000	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 5

Scheme Ref: **LMV**
 Title: **8 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	3.0	@	180,000	547,200
3 bed House	5.0	@	230,000	1,140,800
4 bed House	0.0	@	270,000	-
5 bed House	0.0	@	290,000	-
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	8.0			1,688,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	149,500	-
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	0.0	@	100,750	-
2 bed Flat	0.0	@	110,500	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	184,000	-
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	0.0	@	124,000	-
2 bed Flat	0.0	@	136,000	-
	0.0			-
Sub-total GDV Residential				
	8.0			1,688,000
<i>AH on-site cost analysis:</i>				
			<i>EMV less £GDV</i>	<i>0</i>
	<i>0 £ psm (total GIA sqm)</i>		<i>0 £ per unit (total units)</i>	
Grant	8	@	0	-
Total GDV				1,688,000

Appendix 5

Scheme Ref: LMV
 Title: 8 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 Update

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,080)
CIL		650 sqm	0.00 £ psm		-
		0.00% % of GDV	0 £ per unit (total units)		-
CIL analysis:					
Site Specific S106 Contributions	Year 1	0	0		-
	Year 2	0	0		-
	Year 3	0	0		-
	Year 4	0	0		-
	Year 5	0	0		-
	Year 6	0	0		-
	Year 7	0	0		-
	Year 8	0	0		-
	Year 9	0	0		-
	Year 10	0	0		-
	total	0	0		-
		8 units @	0 per unit		-
		0.00% % of GDV	0 £ per unit (total units)		-
AH Commuted Sum		650 sqm (total)	0 £ psm		-
		0.00% % of GDV			-
Comm. Sum analysis:					
Construction Costs -					
Site Clearance and Demolition		0.66 acres @	£ per acre (if brownfield)		-
Infrastructure costs -					
	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	0			-
		0.66 acres @	0 per acre		-
		0.00% % of GDV	0 £ per unit (total units)		-
Infra. Costs analysis:					
1 bed House		-	1,149 psm		-
2 bed House		228 sqm @	1,149 psm		(261,972)
3 bed House		422 sqm @	1,149 psm		(484,418)
4 bed House		-	1,149 psm		-
5 bed House		-	1,149 psm		-
1 bed Flat		-	1,339 psm		-
2 bed Flat	650	-	1,339 psm		-
External works					
		746,390 @	15.0%		(111,959)
			13,995 £ per unit		
M4(2) Category 2 Housing		0% of All units	8 units @	521 £ per dwelling	-
M4(3) Category 3 Housing		0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency			8 units @	9 £ per dwelling	(72)
Contingency		858,421 @	5.0%		(42,921)
Professional Fees		858,421 @	10.0%		(85,842)
Disposal Costs -					
Marketing and Promotion		1,688,000 OMS @	1.50%		(25,320)
Residential Sales Agent Costs		1,688,000 OMS @	1.50%		(25,320)
Residential Sales Legal Costs		1,688,000 OMS @	0.50%		(8,440)
Interest (on Development Costs) -					
		6.50% APR	0.526% pcm		(46,764)
Developers Profit -					
Margin on AH		0	6.00% on AH values		-
Profit on GDV		1,688,000	20.00%		(337,600)
		1,106,108	30.52% on costs	(337,600)	
		1,688,000	20.00% blended	(337,600)	
TOTAL COSTS					(1,443,708)

Appendix 5

Scheme Ref: **LMV**
 Title: **8 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				244,292
SDLT	244,292 @	5.0%	(slabbed)	(1,715)
Acquisition Agent fees	244,292 @	1.0%		(2,443)
Acquisition Legal fees	244,292 @	0.5%		(1,221)
Interest on Land	244,292 @	6.5%		(15,879)
Residual Land Value				223,034
<i>RLV analysis:</i>				
	27,879 £ per plot	836,378 £ per ha	338,477 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	0.27	ha	0.66	acres
	2,436	sgm/ha	10,611	sqft/ac
<i>Density analysis:</i>				
Threshold Land Value	11,943 £ per plot	358,295 £ per ha	145,000 £ per acre	95,545

BALANCE				
Surplus/(Deficit)		478,083 £ per ha	193,477 £ per acre	127,489

Appendix 5

Scheme Ref: **LMV**
 Title: **8 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	127,489											
	0	126,096	114,819	103,542	92,265	80,988	69,712	58,435	47,158	35,881	24,604	
	10	120,101	109,140	98,179	87,217	76,256	65,295	54,333	43,372	32,410	21,442	
	20	114,107	103,461	92,815	82,169	71,523	60,877	50,222	39,571	28,921	18,271	
	30	108,098	97,765	87,432	77,098	66,765	56,432	46,099	35,766	25,432	15,099	
	40	102,072	92,056	82,040	72,024	62,008	51,992	41,976	31,960	21,944	11,928	
	CIL Espm 0.00	50	96,046	86,347	76,648	66,949	57,250	47,552	37,853	28,154	18,455	8,756
		60	90,020	80,638	71,257	61,875	52,493	43,111	33,730	24,348	14,966	5,584
		70	83,994	74,929	65,865	56,800	47,736	38,671	29,607	20,542	11,477	2,413
		80	77,968	69,221	60,473	51,726	42,978	34,231	25,483	16,736	7,989	(759)
		90	71,942	63,512	55,081	46,651	38,221	29,791	21,360	12,930	4,500	(3,930)
		100	65,916	57,803	49,690	41,577	33,464	25,350	17,237	9,124	1,011	(7,102)
		110	59,890	52,094	44,298	36,502	28,706	20,910	13,114	5,318	(2,478)	(10,274)
		120	53,864	46,385	38,906	31,428	23,949	16,470	8,991	1,512	(5,966)	(13,445)
		130	47,838	40,676	33,515	26,353	19,191	12,030	4,868	(2,293)	(9,455)	(16,617)
		140	41,812	34,967	28,123	21,279	14,434	7,590	745	(6,099)	(12,944)	(19,788)
	150	35,786	29,259	22,731	16,204	9,677	3,149	(3,378)	(9,905)	(16,433)	(22,960)	
	160	29,760	23,550	17,340	11,129	4,919	(1,291)	(7,501)	(13,711)	(19,921)	(26,131)	
	170	23,734	17,841	11,948	6,055	162	(5,731)	(11,624)	(17,517)	(23,410)	(29,303)	
	180	17,708	12,132	6,556	980	(4,595)	(10,171)	(15,747)	(21,323)	(26,899)	(32,475)	
	190	11,682	6,423	1,165	(4,094)	(9,353)	(14,612)	(19,870)	(25,129)	(30,388)	(35,648)	
200	5,656	714	(4,227)	(9,169)	(14,110)	(19,052)	(23,993)	(28,935)	(33,876)	(38,818)		
Site Specific S106 0	127,489											
	0	126,096	114,819	103,542	92,265	80,988	69,712	58,435	47,158	35,881	24,604	
	500	122,379	111,102	99,825	88,548	77,271	65,994	54,717	43,440	32,162	20,877	
	1,000	118,661	107,384	96,107	84,831	73,554	62,277	50,999	39,709	28,425	17,140	
	1,500	114,944	103,667	92,390	81,111	69,827	58,542	47,257	35,973	24,688	13,403	
	2,000	111,227	99,944	88,659	77,374	66,090	54,805	43,520	32,236	20,951	9,666	
	2,500	107,492	96,207	84,922	73,638	62,353	51,068	39,784	28,499	17,214	5,930	
	3,000	103,755	92,470	81,185	69,901	58,616	47,331	36,047	24,762	13,477	2,193	
	3,500	100,018	88,733	77,449	66,164	54,879	43,594	32,310	21,025	9,740	(1,544)	
	4,000	96,281	84,996	73,712	62,427	51,142	39,858	28,573	17,288	6,004	(5,281)	
	4,500	92,544	81,259	69,975	58,690	47,405	36,121	24,836	13,551	2,267	(9,018)	
	5,000	88,807	77,523	66,238	54,953	43,669	32,394	21,099	9,815	(1,470)	(12,755)	
	5,500	85,070	73,786	62,501	51,216	39,932	28,647	17,362	6,078	(5,207)	(16,492)	
	6,000	81,334	70,049	58,764	47,479	36,195	24,910	13,625	2,341	(8,944)	(20,229)	
	6,500	77,597	66,312	55,027	43,743	32,458	21,173	9,889	(1,396)	(12,681)	(23,965)	
	7,000	73,860	62,575	51,290	40,006	28,721	17,436	6,152	(5,133)	(16,418)	(27,702)	
7,500	70,123	58,838	47,554	36,269	24,984	13,699	2,415	(8,707)	(20,155)	(31,439)		
8,000	66,386	55,101	43,817	32,532	21,247	9,963	(1,322)	(12,607)	(23,891)	(35,176)		
8,500	62,649	51,364	40,080	28,795	17,510	6,226	(5,059)	(16,344)	(27,628)	(38,913)		
9,000	58,912	47,628	36,343	25,058	13,774	2,489	(8,796)	(20,080)	(31,385)	(42,659)		
9,500	55,175	43,891	32,606	21,321	10,037	(1,248)	(12,533)	(23,817)	(35,102)	(46,387)		
10,000	51,439	40,154	28,869	17,584	6,300	(4,885)	(16,270)	(27,554)	(38,839)	(50,124)		
Balance (RLV - TLV)	127,489											
	14%	209,804	194,121	178,439	162,756	147,074	131,391	115,709	100,026	84,343	68,661	
	15%	195,852	180,994	165,956	151,008	136,059	121,111	106,153	91,215	76,266	61,318	
	16%	181,901	167,687	153,473	139,259	125,045	110,831	96,617	82,403	68,189	53,975	
	17.5%	160,974	147,862	134,749	121,636	108,524	95,411	82,299	69,186	56,074	42,961	
	19%	140,047	128,036	116,025	104,014	92,003	79,991	67,980	55,969	43,958	31,947	
	20%	126,096	114,819	103,542	92,265	80,988	69,712	58,435	47,158	35,881	24,604	
	21%	112,145	101,602	91,059	80,517	69,974	59,432	48,889	38,346	27,804	17,261	
	22%	98,193	88,385	78,577	68,768	58,960	49,152	39,343	29,535	19,727	9,918	
	23%	84,242	75,168	66,094	57,020	47,946	38,872	29,798	20,724	11,650	2,576	
	24%	70,291	61,951	53,811	45,271	36,932	28,992	20,252	11,912	3,573	(4,767)	
25%	56,339	48,734	41,128	33,523	25,917	18,312	10,706	3,101	(4,504)	(12,110)		
Profit 20.00%	127,489											
	14%	209,804	194,121	178,439	162,756	147,074	131,391	115,709	100,026	84,343	68,661	
	15%	195,852	180,994	165,956	151,008	136,059	121,111	106,153	91,215	76,266	61,318	
	16%	181,901	167,687	153,473	139,259	125,045	110,831	96,617	82,403	68,189	53,975	
	17.5%	160,974	147,862	134,749	121,636	108,524	95,411	82,299	69,186	56,074	42,961	
	19%	140,047	128,036	116,025	104,014	92,003	79,991	67,980	55,969	43,958	31,947	
	20%	126,096	114,819	103,542	92,265	80,988	69,712	58,435	47,158	35,881	24,604	
	21%	112,145	101,602	91,059	80,517	69,974	59,432	48,889	38,346	27,804	17,261	
	22%	98,193	88,385	78,577	68,768	58,960	49,152	39,343	29,535	19,727	9,918	
	23%	84,242	75,168	66,094	57,020	47,946	38,872	29,798	20,724	11,650	2,576	
	24%	70,291	61,951	53,811	45,271	36,932	28,992	20,252	11,912	3,573	(4,767)	
25%	56,339	48,734	41,128	33,523	25,917	18,312	10,706	3,101	(4,504)	(12,110)		

Appendix 5

Scheme Ref:
Title:
Notes:

LMV
8 No. Units at Lower Mid Value Zone
Greenfield

F9 update

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	127,489										
	100,000	145,864	134,587	123,310	112,033	100,756	89,480	78,203	66,926	55,649	44,372
	150,000	112,917	101,640	90,363	79,087	67,810	56,533	45,256	33,979	22,702	11,425
	200,000	79,971	68,694	57,417	46,140	34,863	23,586	12,309	1,032	(10,244)	(21,521)
	250,000	47,024	35,747	24,470	13,193	1,916	(9,360)	(20,637)	(31,914)	(43,191)	(54,468)
	300,000	14,077	2,800	(8,477)	(19,753)	(31,030)	(42,307)	(53,584)	(64,861)	(76,138)	(87,415)
	350,000	(18,869)	(30,146)	(41,423)	(52,700)	(63,977)	(75,254)	(86,531)	(97,808)	(109,084)	(120,361)
	400,000	(51,816)	(63,093)	(74,370)	(85,647)	(96,924)	(108,200)	(119,477)	(130,754)	(142,031)	(153,308)
	450,000	(84,763)	(96,040)	(107,317)	(118,593)	(129,870)	(141,147)	(152,424)	(163,701)	(174,978)	(186,255)
	500,000	(117,709)	(128,986)	(140,263)	(151,540)	(162,817)	(174,094)	(185,371)	(196,648)	(207,924)	(219,201)
550,000	(150,656)	(161,933)	(173,210)	(184,487)	(195,764)	(207,040)	(218,317)	(229,594)	(240,871)	(252,148)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	127,489										
	5	(302,211)	(313,488)	(324,765)	(336,041)	(347,318)	(358,595)	(369,872)	(381,149)	(392,426)	(403,703)
	10	(45,227)	(56,504)	(67,781)	(79,057)	(90,334)	(101,611)	(112,888)	(124,165)	(135,442)	(146,719)
	15	40,435	29,158	17,881	6,604	(4,673)	(15,950)	(27,227)	(38,504)	(49,780)	(61,057)
	20	83,265	71,988	60,711	49,435	38,158	26,881	15,604	4,327	(6,950)	(18,227)
	25	108,964	97,687	86,410	75,133	63,856	52,579	41,302	30,026	18,749	7,472
	30	126,096	114,819	103,542	92,265	80,988	69,712	58,435	47,158	35,881	24,604
	35	138,333	127,056	115,779	104,503	93,226	81,949	70,672	59,395	48,118	36,841
	40	147,511	136,234	124,957	113,681	102,404	91,127	79,850	68,573	57,296	46,019
	45	154,650	143,373	132,096	120,819	109,542	98,265	86,988	75,712	64,435	53,158
50	160,360	149,084	137,807	126,530	115,253	103,976	92,699	81,422	70,145	58,869	
55	165,033	153,756	142,479	131,202	119,925	108,649	97,372	86,095	74,818	63,541	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	127,489										
	40%	124,342	113,065	101,789	90,512	79,235	67,958	56,681	45,404	34,127	22,850
	45%	124,123	112,846	101,569	90,292	79,016	67,739	56,462	45,185	33,908	22,631
	50%	123,904	112,627	101,350	89,073	77,796	66,520	55,243	44,966	33,689	22,410
	55%	123,685	112,408	101,131	88,854	77,577	66,300	55,023	44,747	33,470	22,190
	60%	123,465	112,189	100,912	88,635	77,358	66,081	54,804	44,527	33,251	21,970
	65%	123,246	111,969	100,693	88,416	77,139	65,862	54,585	44,308	33,031	21,749
	70%	123,027	111,750	100,473	88,196	76,920	65,643	54,366	44,089	32,812	21,529
	75%	122,808	111,531	100,254	87,977	76,700	65,424	54,147	43,870	32,593	21,309
	80%	122,589	111,312	100,035	87,758	76,481	65,204	53,927	43,651	32,373	21,088
% Cat M4(2)	0%										

Appendix 5

Scheme Ref: **LMV**
 Title: **15 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			15 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		£ psm	
			0.00			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	1.0	55.0%	2.9	26%	3.9
3 bed House	52.0%	5.1	12.0%	0.6	38%	5.7
4 bed House	30.0%	2.9	0.0%	0.0	20%	2.9
5 bed House	8.0%	0.8	0.0%	0.0	5%	0.8
1 bed Flat	0.0%	0.0	33.0%	1.7	12%	1.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.8	100.0%	5.3	100%	15.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	73	787	202	2,176	275	2,963
3 bed House	431	4,639	53	570	484	5,208
4 bed House	322	3,463	0	0	322	3,463
5 bed House	105	1,133	0	0	105	1,133
1 bed Flat	0	0	96	1,036	96	1,036
2 bed Flat	0	0	0	0	0	0
	931	10,023	351	3,781	1,282	13,804
	AH % by floor area:		27.39% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	155,000	2,572	248		0	
2 bed House	180,000	2,400	223		695,250	
3 bed House	230,000	2,706	251		1,311,000	
4 bed House	270,000	2,455	228		789,750	
5 bed House	290,000	2,148	200		226,200	
1 bed Flat	155,000	3,100	288		268,538	
2 bed Flat	170,000	2,787	259		0	
					3,290,738	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	86,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 5

Scheme Ref: LMV
 Title: 15 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	155,000	-
2 bed House	1.0	@	180,000	175,500
3 bed House	5.1	@	230,000	1,166,100
4 bed House	2.9	@	270,000	789,750
5 bed House	0.8	@	290,000	226,200
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	9.8			2,357,550
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	1.4	@	72,000	103,950
3 bed House	0.3	@	90,000	28,350
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.9	@	66,000	57,173
2 bed Flat	0.0	@	72,000	-
	2.6			189,473
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	0.9	@	117,000	101,351
3 bed House	0.2	@	149,500	28,256
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	0.5	@	100,750	52,365
2 bed Flat	0.0	@	110,500	-
	1.6			181,972
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	0.6	@	144,000	83,160
3 bed House	0.1	@	184,000	23,184
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	0.3	@	124,000	42,966
2 bed Flat	0.0	@	136,000	-
	1.1			149,310
Sub-total GDV Residential				
	15.0			2,878,304
<i>AH on-site cost analysis:</i>				
	322 £ psm (total GIA sqm)		EMV less EGDV	412,433
			27,496 £ per unit (total units)	
Grant	15	@	0	-
Total GDV				2,878,304

Appendix 5

Scheme Ref:		LMV	
Title:		15 No. Units at Lower Mid Value Zone	
Notes:		Greenfield	
F9 update			
DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees, Surveys and reports			(20,000)
Statutory Planning Fees (Residential)			(5,775)
CIL:	931 sqm	0.00 £ psm	-
	0.00% % of GDV	0 £ per unit (total units)	
CIL analysis:			
Site Specific S106 Contributions	Year 1	0	-
	Year 2	0	-
	Year 3	0	-
	Year 4	0	-
	Year 5	0	-
	Year 6	0	-
	Year 7	0	-
	Year 8	0	-
	Year 9	0	-
	Year 10	0	-
	total	15 units @ 0 per unit	-
	S106 analysis:	0.00% % of GDV	0 £ per unit (total units)
AH Commuted Sum	1,282 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV	
Construction Costs -			
Site Clearance and Demolition	1.24 acres @	£ per acre (if brownfield)	-
Infrastructure costs -			
	Year 1	0	-
	Year 2	0	-
	Year 3	0	-
	Year 4	0	-
	Year 5	0	-
	Year 6	0	-
	Year 7	0	-
	Year 8	0	-
	Year 9	0	-
	Year 10	0	-
	total	1.24 acres @ 0 per acre	-
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)
1 bed House	- sqm @	1,149 psm	-
2 bed House	275 sqm @	1,149 psm	(318,262)
3 bed House	484 sqm @	1,149 psm	(555,957)
4 bed House	322 sqm @	1,149 psm	(369,691)
5 bed House	105 sqm @	1,149 psm	(120,990)
1 bed Flat	96 sqm @	1,338 psm	(128,879)
2 bed Flat	- sqm @	1,338 psm	-
	1,282		
External works	1,491,788 @	14,918 £ per unit	(223,768)
M4(2) Category 2 Housing	0% of All units	15 units @ 521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	15 units @ 10,307 £ per dwelling	-
Water efficiency		15 units @ 9 £ per dwelling	(135)
Contingency	1,715,691 @	5.0%	(85,785)
Professional Fees	1,715,691 @	10.0%	(171,569)
Disposal Costs -			
Marketing and Promotion	2,357,550 OMS @	1.50%	(35,363)
Residential Sales Agent Costs	2,357,550 OMS @	1.50%	(35,363)
Residential Sales Legal Costs	2,357,550 OMS @	0.50%	(11,788)
Interest (on Development Costs) -	6.50% APR	0.526% pcm	(56,411)
Developers Profit -			
Margin on AH	520,754	6.00% on AH values	(31,245)
Profit on GDV	2,357,550	20.00%	(471,510)
	2,137,745	22.06% on costs	(471,510)
	2,878,304	17.47% blended	(502,755)
TOTAL COSTS			(2,640,500)

Appendix 5

Scheme Ref: LMV
 Title: 15 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				237,804
SDLT	237,804 @		5.0% (slabbed)	(1,390)
Acquisition Agent fees	237,804 @		1.0%	(2,378)
Acquisition Legal fees	237,804 @		0.5%	(1,189)
Interest on Land	237,804 @		6.5%	(15,457)
Residual Land Value				217,389
<i>RLV analysis:</i>				
	14,493 £ per plot	434,778 £ per ha	175,952 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		0.50 ha	1.24 acres	
<i>Density analysis:</i>				
		2,565 sqm/ha	11,173 sqft/ac	
Threshold Land Value	13,179 £ per plot	395,360 £ per ha	160,000 £ per acre	197,680

BALANCE				
Surplus/(Deficit)		39,418 £ per ha	15,952 £ per acre	19,709

Appendix 5

Scheme Ref: **LMV**
 Title: **15 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

SENSITIVITY ANALYSIS											
		AH - % on site 35%									
Balance (RLV - TLV)		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
CIL Epsm 0.00	0	211,374	179,442	147,496	115,549	83,602	51,656	19,709	(12,238)	(44,184)	(76,131)
	10	198,100	166,853	135,606	104,359	73,111	41,864	10,617	(20,630)	(51,878)	(83,125)
	20	184,812	154,264	123,716	93,168	62,620	32,073	1,525	(29,023)	(59,571)	(90,119)
	30	171,523	141,675	111,826	81,978	52,129	22,281	(7,567)	(37,416)	(67,264)	(97,113)
	40	158,235	129,086	99,837	70,787	41,638	12,469	(16,660)	(45,909)	(74,958)	(104,107)
	50	144,946	116,496	88,047	59,597	31,147	2,698	(25,752)	(54,201)	(82,851)	(111,101)
	60	131,657	103,907	76,157	48,407	20,556	(7,094)	(34,844)	(62,594)	(90,344)	(118,095)
	70	118,369	91,318	64,267	37,216	10,165	(16,885)	(43,936)	(70,987)	(98,038)	(125,089)
	80	105,080	78,729	52,377	26,026	(325)	(26,677)	(53,028)	(79,380)	(105,731)	(132,083)
	90	91,792	66,140	40,488	14,836	(10,816)	(36,469)	(62,121)	(87,773)	(113,425)	(139,077)
	100	78,503	53,550	28,598	3,645	(21,307)	(46,260)	(71,213)	(96,165)	(121,118)	(146,071)
	110	65,215	40,961	16,708	(7,545)	(31,798)	(56,052)	(80,305)	(104,558)	(128,811)	(153,098)
	120	51,926	28,372	4,818	(18,796)	(42,289)	(65,843)	(89,397)	(112,851)	(136,511)	(160,129)
	130	38,637	15,783	(7,071)	(29,926)	(52,780)	(75,635)	(98,489)	(121,344)	(144,245)	(167,157)
	140	25,349	3,194	(18,961)	(41,116)	(63,271)	(85,426)	(107,581)	(129,769)	(151,979)	(174,188)
	150	12,060	(9,395)	(30,851)	(52,307)	(73,762)	(95,218)	(116,699)	(138,206)	(159,712)	(181,219)
	160	(1,228)	(21,985)	(42,741)	(63,497)	(84,253)	(105,036)	(125,839)	(146,643)	(167,446)	(188,410)
	170	(14,517)	(34,574)	(54,631)	(74,687)	(94,778)	(114,879)	(134,979)	(155,080)	(175,180)	(195,491)
	180	(27,805)	(47,163)	(66,530)	(85,927)	(105,325)	(124,722)	(144,119)	(163,517)	(182,914)	(204,572)
	190	(41,094)	(59,788)	(78,482)	(97,176)	(115,871)	(134,565)	(153,259)	(171,954)	(191,166)	(212,565)
	200	(54,452)	(72,443)	(90,435)	(108,428)	(126,417)	(144,408)	(162,399)	(180,391)	(200,056)	(220,739)
		AH - % on site 35%									
Balance (RLV - TLV)		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Site Specific S106 0	0	211,374	179,442	147,496	115,549	83,602	51,656	19,709	(12,238)	(44,184)	(76,131)
	500	204,382	172,436	140,489	108,542	76,596	44,649	12,702	(19,244)	(51,191)	(83,137)
	1,000	197,376	165,429	133,482	101,536	69,589	37,642	5,696	(26,251)	(58,197)	(90,144)
	1,500	190,369	158,422	126,476	94,529	62,582	30,636	(1,311)	(33,257)	(65,204)	(97,151)
	2,000	183,362	151,416	119,469	87,522	55,576	23,629	(8,317)	(40,264)	(72,211)	(104,157)
	2,500	176,356	144,409	112,462	80,516	48,569	16,623	(15,324)	(47,271)	(79,217)	(111,164)
	3,000	169,349	137,402	105,456	73,509	41,563	9,616	(22,331)	(54,277)	(86,224)	(118,171)
	3,500	162,342	130,396	98,449	66,503	34,556	2,609	(29,337)	(61,284)	(93,231)	(125,177)
	4,000	155,336	123,389	91,443	59,496	27,549	(4,397)	(36,344)	(68,291)	(100,237)	(132,184)
	4,500	148,329	116,382	84,436	52,489	20,543	(11,404)	(43,351)	(75,297)	(107,244)	(139,191)
	5,000	141,322	109,376	77,429	45,483	13,536	(18,411)	(50,357)	(82,304)	(114,251)	(146,197)
	5,500	134,316	102,369	70,423	38,476	6,529	(25,417)	(57,364)	(89,311)	(121,257)	(153,206)
	6,000	127,309	95,363	63,416	31,469	(477)	(32,424)	(64,371)	(96,317)	(128,264)	(160,279)
	6,500	120,303	88,356	56,409	24,463	(7,484)	(39,431)	(71,377)	(103,324)	(135,270)	(167,323)
	7,000	113,296	81,349	49,403	17,456	(14,491)	(46,437)	(78,384)	(110,330)	(142,314)	(174,368)
	7,500	106,289	74,343	42,396	10,449	(21,497)	(53,444)	(85,390)	(117,337)	(149,357)	(181,410)
	8,000	99,283	67,336	35,389	3,443	(28,504)	(60,450)	(92,397)	(124,348)	(156,401)	(188,444)
8,500	92,276	60,329	28,383	(3,564)	(35,511)	(67,457)	(99,404)	(131,391)	(163,444)	(196,474)	
9,000	85,269	53,323	21,376	(10,571)	(42,517)	(74,464)	(106,410)	(138,435)	(170,488)	(204,508)	
9,500	78,263	46,316	14,369	(17,577)	(49,524)	(81,470)	(113,426)	(145,478)	(177,531)	(212,932)	
10,000	71,256	39,309	7,363	(24,584)	(56,530)	(88,477)	(120,469)	(152,522)	(184,575)	(221,028)	
		AH - % on site 35%									
Balance (RLV - TLV)		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Profit 20.00%	14%	391,237	349,839	308,426	267,013	225,599	184,186	142,773	101,360	59,947	18,534
	15%	361,260	321,439	281,004	241,769	201,933	162,098	122,263	82,427	42,592	2,756
	16%	331,283	293,040	254,782	216,525	178,267	140,009	101,752	63,494	25,237	(13,021)
	17.5%	286,317	250,441	214,550	178,659	142,768	106,877	70,986	35,095	(796)	(36,687)
	19%	241,352	207,842	174,317	140,793	107,269	73,744	40,220	6,695	(26,829)	(60,353)
	20%	211,374	179,442	147,496	115,549	83,602	51,656	19,709	(12,238)	(44,184)	(76,131)
	21%	181,397	151,043	120,674	90,305	59,936	29,567	(802)	(31,170)	(61,539)	(91,908)
	22%	151,420	122,643	93,852	65,061	36,270	7,479	(21,312)	(50,103)	(78,895)	(107,686)
	23%	121,443	94,244	67,031	39,817	12,694	(14,610)	(41,823)	(69,036)	(96,250)	(123,463)
	24%	91,466	65,845	40,209	14,573	(11,062)	(36,698)	(62,334)	(87,869)	(113,805)	(139,241)
25%	61,489	37,445	13,387	(10,671)	(34,729)	(58,786)	(82,844)	(106,902)	(130,960)	(155,018)	

Appendix 5

Scheme Ref: LMV
 Title: 15 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	19,709										
	100,000	285,604	253,572	221,626	189,679	157,732	125,786	93,839	61,892	29,946	(2,001)
	150,000	223,729	191,797	159,851	127,904	95,957	64,011	32,064	117	(31,829)	(63,778)
	200,000	161,954	130,022	98,076	66,129	34,182	2,236	(29,711)	(61,658)	(93,604)	(125,551)
	250,000	100,179	68,247	36,301	4,354	(27,593)	(59,539)	(91,486)	(123,433)	(155,379)	(187,328)
	300,000	38,404	6,472	(25,474)	(57,421)	(89,368)	(121,314)	(153,261)	(185,208)	(217,154)	(249,101)
	350,000	(23,371)	(55,303)	(87,249)	(119,196)	(151,143)	(183,089)	(215,036)	(246,983)	(278,929)	(310,876)
	400,000	(85,146)	(117,078)	(149,024)	(180,971)	(212,918)	(244,864)	(276,811)	(308,758)	(340,704)	(372,651)
	450,000	(146,921)	(178,853)	(210,799)	(242,746)	(274,693)	(306,639)	(338,586)	(370,533)	(402,479)	(434,426)
	500,000	(208,696)	(240,628)	(272,574)	(304,521)	(336,468)	(368,414)	(400,361)	(432,308)	(464,254)	(496,201)
550,000	(270,471)	(302,403)	(334,349)	(366,296)	(398,243)	(430,189)	(462,136)	(494,083)	(526,029)	(557,976)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(777,026)	(808,958)	(840,904)	(872,851)	(904,798)	(936,744)	(968,691)	#####	#####	(1,064,531)
	10	(183,385)	(215,318)	(247,264)	(279,211)	(311,158)	(343,104)	(375,051)	(407,998)	(440,944)	(472,891)
	15	13,694	(18,238)	(50,184)	(82,131)	(114,078)	(146,024)	(177,971)	(209,918)	(241,864)	(273,811)
	20	112,534	80,602	48,656	16,709	(15,238)	(47,184)	(79,131)	(111,078)	(143,024)	(174,971)
	25	171,838	139,906	107,960	76,013	44,066	12,120	(19,827)	(51,774)	(83,720)	(115,667)
	30	211,374	179,442	147,496	115,549	83,602	51,656	19,709	(12,238)	(44,184)	(76,131)
	35	239,614	207,682	175,736	143,789	111,842	79,896	47,949	16,002	(15,944)	(47,891)
	40	260,794	228,862	196,916	164,969	133,022	101,076	69,129	37,182	5,236	(26,711)
	45	277,258	245,326	213,389	181,442	149,496	117,549	85,602	53,656	21,709	(10,237)
	50	290,446	258,514	226,568	194,621	162,674	130,728	98,781	66,834	34,888	2,941
55	301,229	269,297	237,350	205,404	173,457	141,510	109,564	77,617	45,670	13,724	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	208,084	176,137	144,190	112,244	80,297	48,350	16,404	(15,543)	(47,489)	(79,436)
	45%	207,670	175,724	143,777	111,831	79,894	47,357	15,991	(15,956)	(47,903)	(79,849)
	50%	207,257	175,311	143,364	111,417	79,471	47,524	15,578	(16,369)	(48,316)	(80,252)
	55%	206,844	174,897	142,951	111,004	79,058	47,111	15,164	(16,762)	(48,729)	(80,678)
	60%	206,431	174,484	142,538	110,591	78,644	46,698	14,751	(17,195)	(49,142)	(81,089)
	65%	206,018	174,071	142,125	110,178	78,231	46,285	14,338	(17,609)	(49,555)	(81,502)
	70%	205,605	173,658	141,711	109,765	77,818	45,871	13,925	(18,022)	(49,968)	(81,915)
	75%	205,191	173,245	141,298	109,352	77,405	45,458	13,512	(18,435)	(50,382)	(82,328)
80%	204,778	172,832	140,885	108,938	76,992	45,045	13,099	(18,848)	(50,795)	(82,741)	
% Cat.M4(2)	0%										

Appendix 5

Scheme Ref: **LMV**
 Title: **30 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	30 Units					
AH Policy requirement (% Target)	35%					
AH tenure split %	Affordable Rent: 50%	Shared Ownership: 30%				
	Starter Homes: 20%					
Open Market Sale (OMS) housing	65%					
CIL Rate (£ psm)	100% E psm					
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	2.0	55.0%	5.8	26%	7.7
3 bed House	52.0%	10.1	12.0%	1.3	38%	11.4
4 bed House	30.0%	5.9	0.0%	0.0	20%	5.9
5 bed House	8.0%	1.6	0.0%	0.0	5%	1.6
1 bed Flat	0.0%	0.0	33.0%	3.5	12%	3.5
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	19.5	100.0%	10.5	100%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	58.0	624	100.0%	58.0	624	
2 bed House	75.0	807	100.0%	75.0	807	
3 bed House	85.0	915	100.0%	85.0	915	
4 bed House	110.0	1,184	100.0%	110.0	1,184	
5 bed House	135.0	1,453	100.0%	135.0	1,453	
1 bed Flat	50.0	538	90.0%	55.6	598	
2 bed Flat	61.0	657	90.0%	67.8	730	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	58.0	624	100.0%	58.0	624	
2 bed House	70.0	753	100.0%	70.0	753	
3 bed House	84.0	904	100.0%	84.0	904	
4 bed House	97.0	1,044	100.0%	97.0	1,044	
5 bed House	110.0	1,184	100.0%	110.0	1,184	
1 bed Flat	50.0	538	90.0%	55.6	598	
2 bed Flat	61.0	657	90.0%	67.8	730	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	146	1,574	404	4,351	551	5,926
3 bed House	862	9,277	106	1,138	968	10,417
4 bed House	844	9,027	0	0	844	9,027
5 bed House	211	2,267	0	0	211	2,267
1 bed Flat	0	0	193	2,072	193	2,072
2 bed Flat	0	0	0	0	0	0
	1,862	20,045	703	7,563	2,565	27,608
	AH % by floor area:		27.39% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	155,000	2,672	248	0		
2 bed House	180,000	2,400	223	1,390,500		
3 bed House	230,000	2,706	251	2,622,000		
4 bed House	270,000	2,455	228	1,579,500		
5 bed House	290,000	2,148	200	452,400		
1 bed Flat	155,000	3,100	288	537,075		
2 bed Flat	170,000	2,787	259	0		
				6,581,475		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 5

Scheme Ref: LMV
 Title: 30 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	2.0	@	180,000	351,000
3 bed House	10.1	@	230,000	2,332,200
4 bed House	5.9	@	270,000	1,579,500
5 bed House	1.6	@	290,000	452,400
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	19.5			4,715,100
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	2.9	@	72,000	207,900
3 bed House	0.6	@	90,000	56,700
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	1.7	@	65,000	114,345
2 bed Flat	0.0	@	72,000	-
	5.3			378,945
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	1.7	@	117,000	202,703
3 bed House	0.4	@	149,500	56,511
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	1.0	@	100,750	104,730
2 bed Flat	0.0	@	110,500	-
	3.2			363,943
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	1.2	@	144,000	166,320
3 bed House	0.3	@	184,000	46,368
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	0.7	@	124,000	85,932
2 bed Flat	0.0	@	136,000	-
	2.1			298,620
Sub-total GDV Residential	30.0			5,756,608
<i>AH on-site cost analysis:</i>				
	322 £ psm (total GIA sqm)		EMV less EGDV	624,867
			27,496 £ per unit (total units)	
Grant	30	@	0	-
Total GDV				5,756,608

Appendix 5

Scheme Ref: LMV
 Title: 30 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	1,862 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	30 units @	0 per unit		-
	0.00% % of GDV	0 £ per unit (total units)		
S106 analysis:				
AH Committed Sum	2,565 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	2.47 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	2.47 acres @	0 per acre		-
	0.00% % of GDV	0 £ per unit (total units)		
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	551 sqm @	1,149 psm		(632,525)
3 bed House	968 sqm @	1,149 psm		(1,111,333)
4 bed House	644 sqm @	1,149 psm		(739,382)
5 bed House	211 sqm @	1,149 psm		(241,979)
1 bed Flat	193 sqm @	1,339 psm		(257,758)
2 bed Flat	2,565 sqm @	1,339 psm		-
External works	2,983,576 @	15.0% 14,916 E per unit		(447,536)
M4(2) Category 2 Housing	5% of All units	30 units @	521 E per dwelling	(782)
M4(3) Category 3 Housing	0% of All units	30 units @	10,307 E per dwelling	-
Water efficiency		30 units @	9 E per dwelling	(270)
Contingency	3,432,164 @	5.0%		(171,608)
Professional Fees	3,432,164 @	10.0%		(343,216)
Disposal Costs -				
Marketing and Promotion	4,715,100 OMS @	1.50%		(70,727)
Residential Sales Agent Costs	4,715,100 OMS @	1.50%		(70,727)
Residential Sales Legal Costs	4,715,100 OMS @	0.50%		(23,576)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(95,935)
Developers Profit -				
Margin on AH	1,041,508	6.00% on AH values		(62,490)
Profit on GDV	4,715,100	20.00%		(943,020)
	4,249,502	22.19% on costs	(943,020)	
	5,756,608	17.47% blended	(1,005,510)	
TOTAL COSTS				(5,255,013)

Appendix 5

Scheme Ref: **LMV**
 Title: **30 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				501,595
SDLT	501,595 @		5.0% (slabbed)	(14,580)
Acquisition Agent fees	501,595 @		1.0%	(5,016)
Acquisition Legal fees	501,595 @		0.5%	(2,508)
Interest on Land	501,595 @		6.5%	(32,604)
Residual Land Value				446,888
RLV analysis: 14,896 £ per plot 446,888 £ per ha 180,853 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		1.00 ha	2.47 acres	
	Density analysis:	2.565 sqm/ha	11.173 sqft/ac	
Threshold Land Value	13,179 £ per plot	395,360 £ per ha	160,000 £ per acre	395,360

BALANCE				
Surplus/(Deficit)		51,528 £ per ha	20,853 £ per acre	51,528

Appendix 5

Scheme Ref: **LMV**
 Title: **30 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

SENSITIVITY ANALYSIS													
		AH - % on site 35%											
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%		
Balance (RLV - TLV)	51,528	0	468,901	408,967	349,032	289,098	229,164	169,230	109,296	49,362	(10,572)	(70,507)	
	10	0	441,760	383,254	324,748	266,243	207,737	149,231	90,726	32,220	(26,286)	(84,791)	
	20	0	414,619	357,542	300,464	243,387	186,310	129,233	72,156	15,078	(41,999)	(99,076)	
	30	40	387,478	331,829	276,180	220,532	164,883	109,234	53,586	(2,063)	(57,712)	(113,361)	
	40	40	360,337	306,117	251,896	197,676	143,456	89,236	36,015	(19,205)	(73,425)	(127,645)	
	CIL Spenn	0.00	50	333,196	280,404	227,812	174,821	122,029	69,237	16,445	(36,347)	(88,138)	(141,933)
		60	0	306,055	254,692	203,328	151,965	100,602	49,238	(2,125)	(53,488)	(104,851)	(156,215)
		70	0	278,914	228,979	179,044	129,110	79,175	29,240	(20,695)	(70,630)	(120,565)	(170,500)
		80	0	251,773	203,267	154,760	106,254	57,748	9,241	(39,265)	(87,771)	(136,278)	(184,826)
		90	0	224,632	177,554	130,476	83,399	36,321	(10,757)	(57,835)	(104,934)	(152,060)	(199,186)
		100	0	197,491	151,842	106,192	60,543	14,884	(30,786)	(76,476)	(122,166)	(167,856)	(213,546)
		110	0	170,350	126,127	81,873	37,619	(6,635)	(50,889)	(95,143)	(139,398)	(183,652)	(227,906)
		120	0	143,209	100,279	57,461	14,543	(28,175)	(70,993)	(113,811)	(156,629)	(199,447)	(242,266)
		130	0	116,068	74,431	33,049	(8,333)	(49,715)	(91,097)	(132,479)	(173,861)	(215,243)	(256,625)
		140	0	88,926	48,584	8,637	(31,309)	(71,255)	(111,201)	(151,147)	(191,093)	(231,039)	(270,985)
	150	0	61,246	22,736	(15,774)	(54,284)	(92,795)	(131,305)	(169,815)	(208,325)	(246,835)	(285,345)	
	160	0	33,962	(3,112)	(40,186)	(77,260)	(114,334)	(151,408)	(188,483)	(225,557)	(262,631)	(299,705)	
	170	0	6,678	(28,960)	(64,598)	(100,236)	(135,874)	(171,512)	(207,150)	(242,789)	(278,427)	(314,065)	
	180	0	(20,605)	(54,808)	(89,010)	(123,212)	(157,414)	(191,616)	(225,818)	(260,020)	(294,223)	(328,425)	
	190	0	(47,889)	(80,655)	(113,421)	(146,186)	(178,954)	(211,720)	(244,486)	(277,252)	(310,018)	(342,789)	
	200	0	(75,173)	(106,509)	(137,833)	(169,163)	(200,494)	(231,824)	(263,154)	(294,484)	(325,812)	(357,233)	
Site Specific S106	0	51,528	468,901	408,967	349,032	289,098	229,164	169,230	109,296	49,362	(10,572)	(70,507)	
	500	0	454,810	394,876	334,941	275,007	215,073	155,139	95,205	35,271	(24,663)	(84,598)	
	1,000	0	440,719	380,784	320,850	260,916	200,982	141,048	81,114	21,180	(38,755)	(98,689)	
	1,500	0	426,627	366,693	306,759	246,825	186,901	126,957	67,023	7,988	(52,846)	(112,780)	
	2,000	0	412,536	352,602	292,668	232,734	172,800	112,866	52,932	(7,003)	(66,937)	(126,871)	
	2,500	0	398,445	338,511	278,577	218,643	158,709	98,775	38,840	(21,094)	(81,028)	(140,962)	
	3,000	0	384,354	324,420	264,486	204,552	144,618	84,684	24,749	(35,185)	(95,119)	(155,053)	
	3,500	0	370,263	310,329	250,395	190,461	130,527	70,592	10,658	(49,276)	(109,210)	(169,144)	
	4,000	0	356,172	296,238	236,304	176,370	116,435	56,501	(3,433)	(63,367)	(123,301)	(183,269)	
	4,500	0	342,081	282,147	222,213	162,279	102,344	42,410	(17,524)	(77,458)	(137,392)	(197,354)	
	5,000	0	327,990	268,056	208,122	148,187	88,253	28,319	(31,615)	(91,549)	(151,549)	(211,599)	
	5,500	0	313,899	253,965	194,031	134,096	74,162	14,228	(45,706)	(105,665)	(165,715)	(225,765)	
	6,000	0	299,808	239,874	179,939	120,005	60,071	137	(59,797)	(119,830)	(179,880)	(239,930)	
	6,500	0	285,717	225,782	165,848	105,914	45,980	(13,954)	(73,945)	(133,995)	(194,045)	(254,095)	
	7,000	0	271,626	211,691	151,757	91,823	31,889	(28,061)	(88,111)	(148,160)	(208,210)	(268,260)	
	7,500	0	257,534	197,600	137,666	77,732	17,798	(42,226)	(102,276)	(162,326)	(222,376)	(282,426)	
8,000	0	243,443	183,509	123,575	63,641	3,659	(56,391)	(116,441)	(176,491)	(236,541)	(296,591)		
8,500	0	229,352	169,418	109,484	49,544	(10,506)	(70,556)	(130,606)	(190,656)	(250,706)	(310,756)		
9,000	0	215,261	155,327	95,393	35,378	(24,672)	(84,722)	(144,771)	(204,821)	(264,871)	(324,921)		
9,500	0	201,170	141,236	81,263	21,213	(38,837)	(98,887)	(158,937)	(218,987)	(279,037)	(339,086)		
10,000	0	187,079	127,145	67,098	7,048	(53,002)	(113,052)	(173,102)	(233,152)	(293,202)	(353,320)		
Profit	20.00%	14%	664,209	594,279	524,050	453,821	383,591	313,362	243,133	172,903	102,674	32,446	
	15%	0	608,621	541,333	474,045	406,757	339,469	272,181	204,894	137,806	70,318	3,030	
	16%	0	552,733	488,386	424,040	359,694	295,347	231,001	166,655	102,308	37,962	(26,385)	
	17.5%	0	468,901	408,967	349,032	289,098	229,164	169,230	109,296	49,362	(10,572)	(70,507)	
	19%	0	385,069	329,547	274,025	218,503	162,981	107,459	51,937	(3,585)	(59,107)	(114,629)	
	20%	0	329,181	276,600	224,020	171,440	118,859	66,279	13,698	(38,882)	(91,463)	(144,043)	
	21%	0	273,293	223,654	174,015	124,376	74,737	25,098	(24,541)	(74,180)	(123,819)	(173,458)	
	22%	0	217,405	170,708	124,010	77,312	30,615	(16,083)	(62,780)	(109,478)	(156,175)	(202,873)	
	23%	0	161,517	117,761	74,026	30,249	(13,507)	(57,263)	(101,019)	(144,775)	(188,531)	(232,287)	
	24%	0	105,629	64,815	24,000	(16,815)	(57,629)	(98,444)	(139,258)	(180,073)	(220,886)	(261,702)	
25%	0	49,741	11,868	(26,005)	(63,878)	(101,751)	(139,624)	(177,497)	(215,371)	(253,244)	(291,117)		

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

LMV
30 No. Units at Lower Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	51,528										
	100,000	634,458	574,524	514,589	454,655	394,721	334,787	274,853	214,919	154,985	95,050
	150,000	510,908	450,974	391,039	331,105	271,171	211,237	151,303	91,369	31,435	(28,500)
	200,000	387,358	327,424	267,489	207,555	147,621	87,687	27,753	(32,181)	(92,115)	(152,050)
	250,000	263,808	203,874	143,939	84,005	24,071	(35,863)	(95,797)	(155,731)	(215,665)	(275,600)
	300,000	140,258	80,324	20,389	(39,545)	(99,479)	(159,413)	(219,347)	(279,281)	(339,215)	(399,150)
	350,000	16,708	(43,226)	(103,161)	(163,095)	(223,029)	(282,963)	(342,897)	(402,831)	(462,765)	(522,700)
	400,000	(166,842)	(166,776)	(226,711)	(286,645)	(346,579)	(406,513)	(466,447)	(526,381)	(586,315)	(646,250)
	450,000	(230,392)	(230,326)	(350,261)	(410,195)	(470,129)	(530,063)	(589,997)	(649,931)	(709,865)	(769,800)
	500,000	(353,942)	(413,876)	(473,811)	(533,745)	(593,679)	(653,613)	(713,547)	(773,481)	(833,415)	(893,350)
550,000	(477,492)	(537,426)	(597,361)	(657,295)	(717,229)	(777,163)	(837,097)	(897,031)	(956,965)	(1,016,900)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	51,528										
	5	(1,594,394)	(1,654,318)	(1,714,253)	(1,774,187)	(1,834,121)	(1,894,055)	(1,953,989)	(2,013,923)	(2,073,857)	(2,133,792)
	10	(352,413)	(416,347)	(476,282)	(536,216)	(596,150)	(656,084)	(716,018)	(775,952)	(835,886)	(895,821)
	15	56,244	(3,690)	(63,625)	(123,559)	(183,493)	(243,427)	(303,361)	(363,295)	(423,229)	(483,164)
	20	262,572	202,638	142,704	82,770	22,836	(37,098)	(97,033)	(156,967)	(216,901)	(276,835)
	25	386,369	326,435	266,501	206,567	146,633	86,699	26,764	(33,170)	(93,104)	(153,038)
	30	468,901	408,967	349,032	289,098	229,164	169,230	109,296	49,362	(10,572)	(70,507)
	35	527,852	467,918	407,983	348,049	288,115	228,181	168,247	108,313	48,379	(11,556)
	40	572,065	512,131	452,197	392,263	332,328	272,394	212,460	152,526	92,592	32,658
	45	606,453	546,519	486,585	426,651	366,717	306,782	246,848	186,914	126,980	67,046
50	633,964	574,029	514,095	454,161	394,227	334,293	274,359	214,425	154,490	94,556	
55	656,472	596,538	536,604	476,670	416,736	356,801	296,867	236,933	176,999	117,065	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	51,528										
	40%	463,186	403,252	343,318	283,384	223,449	163,515	103,581	43,647	(16,287)	(76,221)
	45%	462,370	402,435	342,501	282,567	222,633	162,699	102,765	42,831	(17,104)	(77,039)
	50%	461,553	401,619	341,685	281,751	221,817	161,883	101,949	42,014	(17,920)	(77,854)
	55%	460,737	400,803	340,869	280,934	221,000	161,066	101,132	41,198	(18,736)	(78,670)
	60%	459,920	399,986	340,052	280,118	220,184	160,250	100,316	40,381	(19,553)	(79,487)
	65%	459,104	399,170	339,236	279,302	219,367	159,433	99,499	39,565	(20,369)	(80,303)
	70%	458,288	398,354	338,419	278,485	218,551	158,617	98,683	38,749	(21,185)	(81,120)
	75%	457,471	397,537	337,603	277,669	217,735	157,801	97,866	37,932	(22,002)	(81,936)
	80%	456,655	396,721	336,787	276,852	216,918	156,984	97,050	37,116	(22,818)	(82,752)
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
% Cat M(2)	51,528										
	5%										
	40%	463,186	403,252	343,318	283,384	223,449	163,515	103,581	43,647	(16,287)	(76,221)
	45%	462,370	402,435	342,501	282,567	222,633	162,699	102,765	42,831	(17,104)	(77,039)
	50%	461,553	401,619	341,685	281,751	221,817	161,883	101,949	42,014	(17,920)	(77,854)
	55%	460,737	400,803	340,869	280,934	221,000	161,066	101,132	41,198	(18,736)	(78,670)
	60%	459,920	399,986	340,052	280,118	220,184	160,250	100,316	40,381	(19,553)	(79,487)
	65%	459,104	399,170	339,236	279,302	219,367	159,433	99,499	39,565	(20,369)	(80,303)
	70%	458,288	398,354	338,419	278,485	218,551	158,617	98,683	38,749	(21,185)	(81,120)
	75%	457,471	397,537	337,603	277,669	217,735	157,801	97,866	37,932	(22,002)	(81,936)
80%	456,655	396,721	336,787	276,852	216,918	156,984	97,050	37,116	(22,818)	(82,752)	

Appendix 5

Scheme Ref: **LMV**
 Title: **75 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			75 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		£ psm	
			0.00			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	4.9	55.0%	14.4	26%	19.3
3 bed House	52.0%	25.4	12.0%	3.2	38%	28.5
4 bed House	30.0%	14.6	0.0%	0.0	20%	14.6
5 bed House	8.0%	3.9	0.0%	0.0	5%	3.9
1 bed Flat	0.0%	0.0	33.0%	8.7	12%	8.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	48.8	100.0%	26.3	100%	75.0
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA		AH units GIA		Total GIA (all units)	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	366	3,936	1,011	10,878	1,376	14,814
3 bed House	2,155	23,194	265	2,848	2,419	26,042
4 bed House	1,509	17,316	0	0	1,609	17,316
5 bed House	527	5,667	0	0	527	5,667
1 bed Flat	0	0	481	5,180	481	5,180
2 bed Flat	0	0	0	0	0	0
	4,656	50,113	1,756	18,907	6,412	69,019
	AH % by floor area:		27.39% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	155,000	2,672	248	0		
2 bed House	180,000	2,400	223	3,476,250		
3 bed House	230,000	2,706	251	6,555,000		
4 bed House	270,000	2,455	228	3,948,750		
5 bed House	290,000	2,148	200	1,131,000		
1 bed Flat	155,000	3,100	288	1,342,688		
2 bed Flat	170,000	2,787	259	0		
				16,453,688		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 5

Scheme Ref: LMV
 Title: 75 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	4.9	@	180,000	877,500
3 bed House	25.4	@	230,000	5,830,500
4 bed House	14.6	@	270,000	3,948,750
5 bed House	3.9	@	290,000	1,131,000
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	48.8			11,787,750
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	7.2	@	72,000	519,750
3 bed House	1.6	@	90,000	141,750
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	4.3	@	65,000	285,863
2 bed Flat	0.0	@	72,000	-
	13.1			947,363
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	4.3	@	117,000	506,756
3 bed House	0.9	@	149,500	141,276
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	2.6	@	100,750	261,824
2 bed Flat	0.0	@	110,500	-
	7.9			909,856
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	2.9	@	144,000	415,800
3 bed House	0.6	@	184,000	115,920
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	1.7	@	124,000	214,830
2 bed Flat	0.0	@	136,000	-
	5.3			746,550
Sub-total GDV Residential	75.0			14,391,520
<i>AH on-site cost analysis:</i>				
	322 £ psm (total GIA sqm)		EMV less EGDV	2,062,167
			27,496 £ per unit (total units)	
Grant	75	@	0	-
Total GDV				14,391,520

Appendix 5

Scheme Ref: LMV
 Title: 75 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(21,924)
CIL	4,656 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	75 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
S106 analysis:	6,412 sqm (total)	0 £ psm		-
AH Commuted Sum		0.00% % of GDV		-
Comm. Sum analysis:				-
Construction Costs -				
Site Clearance and Demolition	6.18 acres @		£ per acre (if brownfield)	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	6.18 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	sqm @	1,149 psm	-
2 bed House	1,376	sqm @	1,149 psm	(1,581,311)
3 bed House	2,419	sqm @	1,149 psm	(2,779,833)
4 bed House	1,609	sqm @	1,149 psm	(1,848,454)
5 bed House	527	sqm @	1,149 psm	(604,949)
1 bed Flat	481	sqm @	1,339 psm	(644,394)
2 bed Flat	6,412	sqm @	1,339 psm	-
External works	7,458,940 @		15.0% 14,918 £ per unit	(1,118,841)
M4(2) Category 2 Housing	5% of All units	75 units @	521 £ per dwelling	(1,354)
M4(3) Category 3 Housing	0% of All units	75 units @	10,307 £ per dwelling	-
Water efficiency		75 units @	9 £ per dwelling	(675)
Contingency	8,580,410 @		5.0%	(429,021)
Professional Fees	8,580,410 @		10.0%	(858,041)
Disposal Costs -				
Marketing and Promotion	11,787,750	OMS @	1.50%	(176,816)
Residential Sales Agent Costs	11,787,750	OMS @	1.50%	(176,816)
Residential Sales Legal Costs	11,787,750	OMS @	0.50%	(58,939)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(198,705)
Developers Profit -				
Margin on AH	2,603,770		6.00% on AH values	(156,226)
Profit on GDV	11,787,750		20.00%	(2,357,550)
	10,570,672		22.30% on costs	(2,357,550)
	14,391,520		17.47% blended	(2,513,776)
TOTAL COSTS				(13,084,448)

Appendix 5

Scheme Ref: **LMV**
 Title: **75 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,307,072
SDLT	1,307,072 @		5.0% (slabbed)	(54,854)
Acquisition Agent fees	1,307,072 @		1.0%	(13,071)
Acquisition Legal fees	1,307,072 @		0.5%	(6,535)
Interest on Land	1,307,072 @		6.5%	(84,960)
Residual Land Value				1,147,653
RLV analysis: 15,302 £ per plot 459,061 £ per ha 185,779 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		2.50 ha	6.18 acres	
	Density analysis:	2,565 sqm/ha	11,173 sqft/ac	
Threshold Land Value	14,002 £ per plot	420,070 £ per ha	170,000 £ per acre	1,050,175

BALANCE				
Surplus/(Deficit)		38,991 £ per ha	15,779 £ per acre	97,478

Appendix 5

Scheme Ref: LMV
 Title: 75 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	97.478										
	0	1,091,049	925,618	760,188	594,627	428,911	263,194	97,478	(68,239)	(233,955)	(399,671)
	10	1,022,120	860,317	698,345	536,276	374,207	212,137	50,068	(112,002)	(274,071)	(436,141)
	20	953,191	794,770	636,348	477,925	319,503	161,080	2,658	(155,765)	(314,187)	(472,610)
	30	883,901	729,125	574,350	419,574	264,799	110,023	(44,753)	(199,528)	(354,304)	(509,079)
	40	814,609	663,480	512,352	361,223	210,095	58,966	(92,163)	(243,291)	(394,420)	(545,732)
	50	745,317	597,836	450,354	302,872	155,391	7,900	(139,873)	(287,055)	(434,618)	(582,353)
	60	676,026	532,191	388,356	244,521	100,687	(43,148)	(186,983)	(330,837)	(474,946)	(619,054)
	70	606,734	466,546	326,358	186,170	45,982	(94,205)	(234,393)	(374,830)	(515,273)	(655,716)
	80	537,442	400,901	264,360	127,819	(8,722)	(145,270)	(282,047)	(418,824)	(555,600)	(692,377)
	90	468,150	335,256	202,362	69,468	(63,485)	(196,596)	(329,706)	(462,817)	(595,928)	(729,038)
	100	398,859	269,612	140,365	10,967	(118,477)	(247,922)	(377,366)	(506,810)	(636,255)	(765,699)
	110	329,567	203,866	78,088	(47,691)	(173,469)	(299,247)	(425,026)	(550,894)	(676,582)	(802,361)
	120	259,988	137,876	15,764	(103,349)	(223,461)	(350,573)	(472,885)	(594,797)	(716,910)	(839,022)
	130	190,332	71,885	(46,561)	(165,007)	(283,453)	(401,899)	(520,345)	(638,791)	(757,237)	(875,874)
	140	120,675	5,895	(108,885)	(223,665)	(338,445)	(453,225)	(568,004)	(682,784)	(797,654)	(912,728)
	150	51,019	(60,095)	(171,209)	(282,323)	(393,436)	(504,550)	(615,664)	(726,805)	(838,193)	(949,582)
	160	(18,637)	(126,085)	(233,533)	(340,981)	(448,428)	(555,876)	(663,326)	(771,030)	(878,733)	(986,436)
	170	(88,294)	(192,075)	(295,857)	(399,639)	(503,420)	(607,219)	(711,237)	(815,255)	(919,273)	(1,023,290)
	180	(157,590)	(258,066)	(358,181)	(458,297)	(558,482)	(658,614)	(758,147)	(858,480)	(959,812)	(1,063,203)
190	(227,606)	(324,056)	(420,505)	(517,116)	(613,763)	(710,410)	(807,057)	(903,704)	(1,000,352)	(1,105,564)	
200	(297,263)	(390,159)	(483,121)	(578,083)	(669,044)	(762,006)	(854,968)	(947,929)	(1,041,073)	(1,147,929)	
Site Specific S106	97.478										
	0	1,091,049	925,618	760,188	594,627	428,911	263,194	97,478	(68,239)	(233,955)	(399,671)
	500	1,055,808	890,378	724,917	559,201	393,484	227,768	62,052	(103,665)	(269,381)	(435,098)
	1,000	1,020,567	855,137	689,491	523,774	358,058	192,342	26,625	(139,091)	(304,807)	(470,524)
	1,500	985,327	819,781	654,955	488,348	322,632	156,915	(8,801)	(174,517)	(340,234)	(505,959)
	2,000	950,071	784,355	618,638	452,922	287,206	121,489	(44,227)	(209,943)	(375,660)	(541,538)
	2,500	914,645	748,929	583,212	417,496	251,779	86,063	(79,653)	(245,370)	(411,086)	(577,150)
	3,000	879,219	713,502	547,786	382,070	216,353	50,637	(115,080)	(280,796)	(446,657)	(612,763)
	3,500	843,792	678,076	512,360	346,643	180,927	15,211	(150,506)	(316,222)	(482,270)	(648,378)
	4,000	808,366	642,650	476,933	311,217	145,501	(20,216)	(185,932)	(351,777)	(517,882)	(683,988)
	4,500	772,940	607,224	441,507	275,791	110,074	(55,642)	(221,358)	(387,389)	(553,495)	(719,601)
	5,000	737,514	571,797	406,081	240,365	74,648	(91,968)	(256,896)	(423,002)	(589,108)	(755,213)
	5,500	702,087	536,371	370,655	204,938	39,222	(126,494)	(292,509)	(458,615)	(624,720)	(790,828)
	6,000	666,661	500,945	335,228	169,512	3,796	(162,016)	(328,122)	(494,227)	(660,333)	(826,439)
	6,500	631,235	465,519	299,802	134,086	(31,631)	(197,629)	(363,734)	(529,840)	(695,946)	(862,171)
	7,000	595,809	430,092	264,376	98,660	(67,136)	(233,241)	(399,347)	(565,453)	(731,558)	(897,971)
	7,500	560,383	394,666	228,950	63,233	(102,748)	(268,854)	(434,960)	(601,065)	(767,171)	(933,771)
	8,000	524,956	359,240	193,524	27,745	(138,361)	(304,467)	(470,572)	(636,678)	(802,901)	(969,571)
	8,500	489,530	323,814	158,097	(7,868)	(173,974)	(340,079)	(506,185)	(672,291)	(838,701)	(1,005,371)
	9,000	454,104	288,387	122,625	(43,481)	(209,586)	(375,922)	(641,798)	(807,903)	(974,501)	(1,141,394)
9,500	418,678	252,961	87,012	(79,093)	(245,199)	(411,305)	(807,410)	(943,631)	(1,091,301)	(1,282,544)	
10,000	383,251	217,505	51,400	(114,706)	(280,812)	(446,917)	(943,023)	(1,084,431)	(1,233,693)		
Profit	97.478										
	14%	1,990,364	1,777,601	1,564,838	1,351,945	1,138,896	925,847	712,798	499,750	286,701	73,652
	15%	1,940,478	1,836,604	1,430,729	1,226,725	1,020,665	815,405	610,245	405,085	199,925	(5,239)
	16%	1,690,592	1,493,607	1,296,621	1,099,505	902,234	704,963	507,692	310,420	113,149	(84,122)
	17.5%	1,465,763	1,280,611	1,095,459	910,176	724,738	539,300	353,861	168,423	(17,015)	(202,453)
	19%	1,240,935	1,067,615	894,296	720,847	547,241	373,636	200,031	26,426	(147,179)	(320,784)
	20%	1,091,049	923,618	760,188	594,627	428,911	263,194	97,478	(68,239)	(233,955)	(399,671)
	21%	941,163	783,621	626,080	468,407	310,580	152,752	(5,076)	(162,903)	(320,731)	(478,559)
	22%	791,277	641,624	491,971	342,188	192,249	42,310	(107,629)	(257,568)	(407,507)	(557,446)
	23%	641,392	499,627	357,863	215,968	73,918	(88,132)	(210,162)	(352,233)	(494,283)	(636,333)
24%	491,506	357,630	223,755	99,749	(44,413)	(178,574)	(312,736)	(446,897)	(681,059)	(825,229)	
25%	341,620	215,633	89,646	(36,471)	(162,744)	(289,017)	(415,289)	(541,562)	(667,835)	(794,108)	

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

LMV
75 No. Units at Lower Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	97,478										
	100,000	1,523,474	1,358,043	1,192,613	1,027,052	861,336	695,619	529,903	364,186	198,470	32,754
	150,000	1,214,599	1,049,168	883,738	718,177	552,461	386,744	221,028	55,311	(110,405)	(276,121)
	200,000	905,724	740,293	574,863	409,302	243,586	77,869	(87,847)	(253,564)	(419,280)	(584,996)
	250,000	596,849	431,418	265,888	100,427	(65,289)	(231,006)	(396,722)	(562,439)	(728,155)	(893,871)
	300,000	287,974	122,543	(42,887)	(208,448)	(374,164)	(539,881)	(705,597)	(871,314)	(1,037,030)	(1,202,746)
	350,000	(20,901)	(186,332)	(351,762)	(517,323)	(683,039)	(848,756)	(1,014,472)	(1,180,189)	(1,345,905)	(1,511,621)
	400,000	(323,775)	(495,207)	(660,537)	(825,196)	(991,914)	(1,157,631)	(1,323,347)	(1,489,064)	(1,654,780)	(1,820,496)
	450,000	(638,651)	(804,082)	(969,512)	(1,135,073)	(1,300,789)	(1,466,506)	(1,632,222)	(1,797,939)	(1,963,655)	(2,129,371)
	500,000	(947,526)	(1,112,957)	(1,278,387)	(1,443,948)	(1,609,664)	(1,775,381)	(1,941,097)	(2,106,814)	(2,272,530)	(2,438,246)
550,000	(1,256,401)	(1,421,832)	(1,587,262)	(1,752,823)	(1,918,539)	(2,084,256)	(2,249,972)	(2,415,689)	(2,581,405)	(2,747,121)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	97,478										
	5	(4,159,826)	(4,325,257)	(4,490,687)	(4,656,248)	(4,821,964)	(4,987,681)	(5,153,397)	(5,319,114)	(5,484,830)	(5,650,546)
	10	(1,009,301)	(1,174,732)	(1,340,162)	(1,505,593)	(1,671,023)	(1,836,454)	(2,001,884)	(2,167,315)	(2,332,745)	(2,498,176)
	15	40,874	(124,557)	(289,987)	(455,418)	(621,264)	(786,981)	(952,697)	(1,118,414)	(1,284,130)	(1,449,846)
	20	565,962	400,531	235,100	69,539	(96,177)	(261,893)	(427,610)	(593,326)	(759,042)	(924,758)
	25	881,014	715,583	550,153	384,592	218,876	53,159	(112,557)	(278,274)	(443,990)	(609,706)
	30	1,091,049	925,618	760,188	594,627	428,911	263,194	97,478	(68,239)	(233,955)	(389,671)
	35	1,241,074	1,075,643	910,213	744,652	578,936	413,219	247,503	81,786	(83,930)	(249,646)
	40	1,353,593	1,188,162	1,022,732	857,171	691,454	525,738	360,022	194,305	28,589	(137,129)
	45	1,441,107	1,275,677	1,110,246	944,585	778,969	613,253	447,536	281,820	116,103	(49,613)
50	1,511,119	1,345,688	1,180,258	1,014,697	848,981	683,264	517,548	351,931	186,115	29,399	
55	1,568,401	1,402,971	1,237,540	1,071,979	906,263	740,546	574,830	409,114	243,397	77,681	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	97,478										
	40%	1,076,505	911,075	745,644	580,007	414,290	248,574	82,857	(82,859)	(248,575)	(414,292)
	45%	1,074,427	908,997	743,566	577,918	412,202	246,485	80,769	(84,948)	(250,664)	(416,380)
	50%	1,072,350	906,919	741,489	575,829	410,113	244,397	78,680	(87,036)	(252,753)	(418,469)
	55%	1,070,272	904,841	739,411	573,741	408,024	242,308	76,592	(89,125)	(254,841)	(420,558)
	60%	1,068,194	902,764	737,333	571,652	405,936	240,219	74,503	(91,213)	(256,930)	(422,646)
	65%	1,066,117	900,686	735,255	569,563	403,847	238,131	72,414	(93,302)	(259,018)	(424,735)
	70%	1,064,039	898,608	733,178	567,475	401,758	236,042	70,326	(95,391)	(261,107)	(426,823)
% Cat M(2)	75%	1,061,961	896,531	731,100	565,386	399,670	233,953	68,237	(97,479)	(263,196)	(428,912)
	80%	1,059,884	894,453	729,014	563,297	397,581	231,865	66,148	(99,588)	(265,284)	(431,001)

Appendix 5

Scheme Ref: **LMV**
 Title: **100 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	6.5	55.0%	19.3	26%	25.8
3 bed House	52.0%	33.8	12.0%	4.2	38%	38.0
4 bed House	30.0%	19.5	0.0%	0.0	20%	19.5
5 bed House	8.0%	5.2	0.0%	0.0	5%	5.2
1 bed Flat	0.0%	0.0	33.0%	11.6	12%	11.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	65.0	100.0%	35.0	100%	100.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	488	5,247	1,348	14,504	1,835	19,752
3 bed House	2,873	30,925	353	3,798	3,226	34,722
4 bed House	2,145	23,089	0	0	2,145	23,089
5 bed House	702	7,556	0	0	702	7,556
1 bed Flat	0	0	642	6,907	642	6,907
2 bed Flat	0	0	0	0	0	0
AH % by floor area:	6.208	66,817	2.342	25,209	8.549	92,026
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV (£ (no AH))	
1 bed House	155,000	2,672	248		0	
2 bed House	180,000	2,400	223		4,635,000	
3 bed House	230,000	2,706	251		8,740,000	
4 bed House	270,000	2,455	228		5,265,000	
5 bed House	290,000	2,148	200		1,508,000	
1 bed Flat	155,000	3,100	288		1,790,250	
2 bed Flat	170,000	2,787	259		0	
					21,938,250	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	6.5	@	180,000	1,170,000
3 bed House	33.8	@	230,000	7,774,000
4 bed House	19.5	@	270,000	5,265,000
5 bed House	5.2	@	290,000	1,508,000
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	65.0			15,717,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	9.6	@	72,000	693,000
3 bed House	2.1	@	90,000	189,000
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	5.8	@	68,000	381,150
2 bed Flat	0.0	@	72,000	-
	17.5			1,263,150
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	5.8	@	117,000	675,675
3 bed House	1.3	@	149,500	188,370
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	3.5	@	100,750	349,099
2 bed Flat	0.0	@	110,500	-
	10.5			1,213,144
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	3.9	@	144,000	554,400
3 bed House	0.8	@	184,000	154,560
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	2.3	@	124,000	286,440
2 bed Flat	0.0	@	136,000	-
	7.0			995,400
Sub-total GDV Residential	100.0			19,188,694
<i>AH on-site cost analysis:</i>				
			<i>EMV less EGDV</i>	<i>2,749,556</i>
	322 £ psm (total GIA sqm)		27,496 £ per unit (total units)	
Grant	100	@	0	-
Total GDV				19,188,694

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(24,799)
CIL	6,208 sqm	0.00% of GDV	0.00 £ psm		-
CIL analysis:					
Site Specific S106 Contributions			0 £ per unit (total units)		-
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
total	100 units @		0 per unit		-
S106 analysis:					
AH Commuted Sum	8,549 sqm (total)	0.00% of GDV	0 £ per unit (total units)		-
Comm. Sum analysis:					
Comm. Sum	8,549 sqm (total)	0.00% of GDV	0 £ psm		-
Construction Costs -					
Site Clearance and Demolition	8.24 acres @		£ per acre (if brownfield)		-
Infrastructure costs -					
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
total	8.24 acres @		0 per acre		-
Infra. Costs analysis:					
total	8,549 sqm @	0.00% of GDV	0 £ per unit (total units)		-
1 bed House	1,835 sqm @		1,149 psm		(2,108,415)
2 bed House	3,226 sqm @		1,149 psm		(3,706,444)
3 bed House	2,145 sqm @		1,149 psm		(2,464,605)
4 bed House	702 sqm @		1,149 psm		(806,598)
5 bed House	642 sqm @		1,339 psm		(869,192)
1 bed Flat	- sqm @		1,339 psm		-
2 bed Flat	8,549 sqm @		1,339 psm		-
External works	9,945,254 @		15.0% 14,919 £ per unit		(1,491,788)
M4(2) Category 2 Housing	5% of All units		100 units @ 521 £ per dwelling		(2,605)
M4(3) Category 3 Housing	0% of All units		100 units @ 10,307 £ per dwelling		-
Water efficiency			100 units @ 9 £ per dwelling		(900)
Contingency	11,440,547 @		5.0%		(572,027)
Professional Fees	11,440,547 @		10.0%		(1,144,055)
Disposal Costs -					
Marketing and Promotion	15,717,000 OMS @		1.50%		(235,755)
Residential Sales Agent Costs	15,717,000 OMS @		1.50%		(235,755)
Residential Sales Legal Costs	15,717,000 OMS @		0.50%		(78,585)
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(211,543)
Developers Profit -					
Margin on AH	3,471,694		6.00% on AH values		(208,302)
Profit on GDV	15,717,000		20.00%		(3,143,400)
	14,013,066		22.43% on costs		(3,143,400)
	19,186,694		17.47% blended		(3,351,702)
TOTAL COSTS					(17,364,768)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,823,926
SDLT	1,823,926 @	5.0%	(slabbed)	(80,696)
Acquisition Agent fees	1,823,926 @	1.0%		(18,239)
Acquisition Legal fees	1,823,926 @	0.5%		(9,120)
Interest on Land	1,823,926 @	6.5%		(118,555)
Residual Land Value				1,597,316
<i>RLV analysis: 15,973 £ per plot 479,195 £ per ha 193,927 £ per acre</i>				

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	3.33	ha	8.24	acres
<i>Density analysis:</i>	2,565	sgm/ha	11,173	sqft/ac
Threshold Land Value	14,826	£ per plot	444,780	£ per ha
			180,000	£ per acre
				1,482,600

BALANCE			
Surplus/(Deficit)	34,415	£ per ha	13,927
			£ per acre
			114,716

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SENSITIVITY ANALYSIS

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	114,716										
	0	1,529,640	1,324,258	1,118,842	913,427	708,011	502,595	297,029	91,390	(114,250)	(320,120)
	10	1,437,285	1,236,732	1,036,178	835,625	634,985	434,234	233,483	32,732	(168,246)	(369,259)
	20	1,344,896	1,149,205	953,389	757,526	561,663	365,800	169,900	(26,200)	(222,299)	(418,525)
	30	1,252,240	1,061,265	870,290	679,315	488,341	297,204	106,019	(85,166)	(276,460)	(467,922)
	40	1,159,365	973,278	787,192	600,953	414,681	228,410	42,139	(144,275)	(330,797)	(517,344)
	50	1,066,403	885,046	703,888	522,321	340,973	159,614	(21,869)	(203,552)	(385,134)	(567,002)
	60	973,039	796,596	620,152	443,709	267,100	90,457	(86,186)	(262,842)	(439,750)	(616,659)
	70	879,676	708,114	536,411	364,707	193,004	21,301	(150,488)	(322,431)	(494,373)	(666,503)
	80	785,962	619,198	452,435	285,672	118,908	(48,065)	(215,042)	(382,019)	(549,164)	(716,421)
	90	692,107	530,283	368,449	206,438	44,426	(117,585)	(279,597)	(441,809)	(604,074)	(766,430)
	100	598,123	441,077	284,032	126,986	(30,060)	(187,164)	(344,437)	(501,711)	(659,043)	(816,612)
	110	503,774	351,694	199,614	47,514	(104,768)	(257,050)	(409,332)	(561,692)	(714,243)	(866,793)
	120	409,425	262,224	114,834	(32,356)	(179,846)	(326,936)	(474,378)	(621,910)	(769,442)	(916,974)
	130	314,669	172,371	30,073	(112,226)	(254,586)	(397,100)	(539,614)	(682,127)	(824,641)	(967,155)
	140	219,824	82,517	(54,866)	(192,362)	(329,858)	(467,353)	(604,849)	(742,345)	(879,841)	(1,017,337)
	150	124,781	(7,696)	(140,174)	(272,652)	(405,129)	(537,607)	(670,085)	(802,562)	(935,040)	(1,067,518)
	160	29,437	(98,023)	(225,482)	(352,942)	(480,401)	(607,861)	(735,320)	(862,780)	(990,240)	(1,117,699)
	170	(65,907)	(188,349)	(310,790)	(433,232)	(555,673)	(678,115)	(800,556)	(922,997)	(1,045,439)	(1,167,880)
	180	(161,252)	(278,675)	(396,098)	(513,522)	(630,945)	(748,368)	(865,792)	(983,215)	(1,100,638)	(1,218,062)
	190	(256,596)	(369,001)	(481,407)	(593,812)	(706,217)	(818,622)	(931,027)	(1,043,432)	(1,155,943)	(1,268,504)
200	(351,941)	(459,328)	(566,715)	(674,102)	(781,489)	(888,885)	(996,401)	(1,103,917)	(1,211,433)	(1,318,949)	
Site Specific S106	0										
	500	1,483,061	1,277,645	1,072,230	866,814	661,398	455,843	250,203	44,564	(161,240)	(367,167)
	1,000	1,436,449	1,231,033	1,025,617	820,202	614,656	409,017	203,377	(2,360)	(206,287)	(414,291)
	1,500	1,389,836	1,184,421	979,005	773,469	567,303	362,191	156,520	(49,407)	(253,334)	(461,558)
	2,000	1,343,224	1,137,808	932,283	726,644	521,004	315,965	109,473	(96,454)	(302,500)	(508,831)
	2,500	1,296,611	1,091,096	885,457	679,818	474,178	268,353	62,426	(143,544)	(349,825)	(556,272)
	3,000	1,249,911	1,044,270	838,631	632,992	427,233	221,306	15,379	(190,819)	(397,101)	(603,784)
	3,500	1,203,084	997,445	791,805	586,113	380,186	174,259	(31,814)	(238,095)	(444,592)	(651,358)
	4,000	1,156,258	950,619	744,979	539,066	333,139	127,192	(79,089)	(285,400)	(492,103)	(699,113)
	4,500	1,109,432	903,793	697,946	492,019	286,092	79,917	(126,364)	(332,912)	(539,676)	(746,868)
	5,000	1,062,606	856,926	650,898	444,972	238,923	32,942	(173,270)	(380,423)	(587,431)	(794,862)
	5,500	1,015,706	809,779	603,852	397,925	191,648	(14,634)	(221,232)	(427,994)	(635,186)	(842,869)
	6,000	968,659	762,732	556,805	350,654	144,372	(62,040)	(268,743)	(475,749)	(683,125)	(890,875)
	6,500	921,612	715,686	509,660	303,378	97,097	(109,551)	(316,311)	(523,504)	(731,132)	(938,881)
	7,000	874,566	668,639	462,384	256,103	49,640	(157,063)	(364,066)	(571,389)	(779,138)	(986,888)
	7,500	827,519	621,390	415,109	208,827	2,129	(204,629)	(411,821)	(619,395)	(827,144)	(1,034,894)
8,000	780,396	574,115	367,833	161,320	(45,383)	(252,384)	(459,652)	(667,401)	(875,151)	(1,082,900)	
8,500	733,121	526,839	320,512	113,809	(92,947)	(300,139)	(507,658)	(715,407)	(923,157)	(1,130,907)	
9,000	685,945	479,564	273,000	66,297	(140,702)	(347,915)	(555,854)	(663,414)	(971,163)	(1,178,913)	
9,500	638,570	432,192	225,489	18,735	(188,457)	(395,921)	(603,671)	(811,420)	(1,019,170)	(1,226,963)	
10,000	591,295	384,681	177,978	(29,020)	(236,212)	(443,927)	(651,677)	(859,426)	(1,067,176)	(1,275,222)	
Profit	14%	2,181,666	1,941,967	1,702,234	1,462,501	1,222,768	983,035	743,152	503,195	263,239	23,051
	15%	1,995,373	1,765,478	1,536,551	1,305,623	1,075,695	845,767	615,888	385,537	155,365	(74,998)
	16%	1,809,080	1,589,990	1,389,867	1,148,744	928,621	708,496	488,225	267,878	47,531	(173,047)
	17.5%	1,529,640	1,324,258	1,118,842	913,427	708,011	502,595	297,029	91,390	(114,250)	(320,120)
	19%	1,250,201	1,059,526	868,817	678,109	487,401	296,692	105,834	(85,099)	(276,031)	(467,194)
	20%	1,063,908	883,037	702,134	521,231	340,327	159,424	(21,634)	(202,757)	(383,885)	(565,243)
	21%	877,615	706,549	535,451	364,352	193,254	22,155	(149,094)	(320,416)	(491,738)	(663,292)
	22%	691,321	530,061	368,767	207,474	46,180	(115,114)	(276,568)	(438,075)	(599,592)	(761,341)
23%	505,028	353,573	202,084	50,595	(100,893)	(252,362)	(404,021)	(555,734)	(707,446)	(859,390)	
24%	318,735	177,085	35,401	(106,283)	(247,967)	(399,651)	(531,465)	(673,335)	(815,300)	(957,439)	
25%	132,442	506	(131,282)	(263,161)	(395,040)	(526,919)	(658,949)	(791,051)	(923,154)	(1,055,488)	

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

LMV
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Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	114,716										
	100,000	2,250,349	2,044,966	1,839,951	1,634,135	1,428,719	1,223,303	1,017,737	812,098	606,458	400,588
	150,000	1,838,515	1,633,133	1,427,717	1,222,302	1,016,886	811,470	605,904	400,265	194,625	(11,245)
	200,000	1,426,682	1,221,300	1,015,884	810,468	605,052	399,637	194,071	(11,569)	(217,208)	(423,078)
	250,000	1,014,849	809,466	604,051	398,635	193,219	(12,197)	(217,763)	(423,402)	(629,041)	(834,912)
	300,000	603,015	397,633	192,217	(13,198)	(218,614)	(424,030)	(629,596)	(835,235)	(1,040,875)	(1,246,745)
	350,000	191,182	(14,200)	(219,616)	(425,032)	(630,448)	(835,863)	(1,041,429)	(1,247,069)	(1,452,708)	(1,658,578)
	400,000	(220,651)	(426,034)	(631,449)	(836,865)	(1,042,281)	(1,247,897)	(1,453,263)	(1,658,902)	(1,864,541)	(2,070,412)
	450,000	(632,485)	(837,867)	(1,043,283)	(1,248,698)	(1,454,114)	(1,659,530)	(1,865,096)	(2,070,735)	(2,276,375)	(2,482,249)
	500,000	(1,044,318)	(1,249,700)	(1,455,116)	(1,660,532)	(1,865,948)	(2,071,363)	(2,276,829)	(2,482,569)	(2,688,208)	(2,894,078)
550,000	(1,456,151)	(1,661,534)	(1,866,949)	(2,072,365)	(2,277,781)	(2,483,197)	(2,688,763)	(2,894,402)	(3,100,041)	(3,305,912)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	114,716										
	5	(6,192,235)	(6,397,617)	(6,603,033)	(6,808,448)	(7,013,864)	(7,219,280)	(7,424,696)	(7,630,112)	(7,835,528)	(8,041,944)
	10	(1,559,110)	(1,754,492)	(1,949,874)	(2,145,256)	(2,340,638)	(2,536,020)	(2,731,402)	(2,926,784)	(3,122,166)	(3,317,548)
	15	(14,735)	(220,117)	(425,533)	(630,948)	(836,364)	(1,041,780)	(1,247,196)	(1,452,612)	(1,658,028)	(1,863,444)
	20	757,453	552,070	346,687	141,304	(64,177)	(269,592)	(475,008)	(680,424)	(885,840)	(1,091,256)
	25	1,220,765	1,015,383	809,967	604,552	399,136	193,720	(11,846)	(217,485)	(423,125)	(628,995)
	30	1,529,640	1,324,258	1,118,842	913,427	708,011	502,595	297,029	91,390	(114,250)	(320,120)
	35	1,750,265	1,544,883	1,339,467	1,134,052	928,636	723,220	517,654	312,015	106,375	(99,495)
	40	1,915,734	1,710,352	1,504,936	1,299,520	1,094,105	888,689	683,273	477,857	271,844	65,974
	45	2,044,432	1,839,050	1,633,634	1,428,218	1,222,802	1,017,387	811,971	606,555	401,139	194,672
50	2,147,390	1,942,008	1,736,592	1,531,177	1,325,761	1,120,345	914,779	709,140	503,500	297,630	
55	2,231,629	2,026,247	1,820,831	1,615,415	1,409,999	1,204,584	999,018	793,378	587,739	381,868	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	114,716										
	40%	1,510,764	1,305,349	1,099,933	894,517	689,102	483,675	278,036	72,397	(133,274)	(339,201)
	45%	1,508,063	1,302,647	1,097,232	891,816	686,400	480,962	275,323	69,683	(135,999)	(341,826)
	50%	1,505,362	1,299,946	1,094,530	889,115	683,699	478,249	272,609	66,970	(138,725)	(344,552)
	55%	1,502,660	1,297,245	1,091,829	886,413	680,998	475,536	269,896	64,257	(141,451)	(347,278)
	60%	1,499,959	1,294,543	1,089,128	883,712	678,296	472,822	267,183	61,543	(144,177)	(350,004)
	65%	1,497,258	1,291,842	1,086,426	881,011	675,595	470,109	264,470	58,830	(146,902)	(352,729)
	70%	1,494,557	1,289,141	1,083,725	878,309	672,894	467,396	261,756	56,117	(149,628)	(355,455)
	75%	1,491,855	1,286,439	1,081,024	875,608	670,192	464,682	259,043	53,404	(152,354)	(358,181)
	80%	1,489,154	1,283,738	1,078,322	872,907	667,491	461,969	256,330	50,690	(155,080)	(360,907)
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
% Cat M4(2)	5%										
	40%	1,510,764	1,305,349	1,099,933	894,517	689,102	483,675	278,036	72,397	(133,274)	(339,201)
	45%	1,508,063	1,302,647	1,097,232	891,816	686,400	480,962	275,323	69,683	(135,999)	(341,826)
	50%	1,505,362	1,299,946	1,094,530	889,115	683,699	478,249	272,609	66,970	(138,725)	(344,552)
	55%	1,502,660	1,297,245	1,091,829	886,413	680,998	475,536	269,896	64,257	(141,451)	(347,278)
	60%	1,499,959	1,294,543	1,089,128	883,712	678,296	472,822	267,183	61,543	(144,177)	(350,004)
	65%	1,497,258	1,291,842	1,086,426	881,011	675,595	470,109	264,470	58,830	(146,902)	(352,729)
	70%	1,494,557	1,289,141	1,083,725	878,309	672,894	467,396	261,756	56,117	(149,628)	(355,455)
	75%	1,491,855	1,286,439	1,081,024	875,608	670,192	464,682	259,043	53,404	(152,354)	(358,181)
	80%	1,489,154	1,283,738	1,078,322	872,907	667,491	461,969	256,330	50,690	(155,080)	(360,907)

Appendix 5

Scheme Ref: **LMV**
 Title: **200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%			
			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	13.0	55.0%	38.5	26%	51.5
3 bed House	52.0%	67.6	12.0%	8.4	38%	76.0
4 bed House	30.0%	39.0	0.0%	0.0	20%	39.0
5 bed House	8.0%	10.4	0.0%	0.0	5%	10.4
1 bed Flat	0.0%	0.0	33.0%	23.1	12%	23.1
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	130.0	100.0%	70.0	100%	200.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	975	10,495	2,695	29,009	3,670	39,504
3 bed House	5,746	61,849	706	7,595	6,452	69,444
4 bed House	4,290	46,177	0	0	4,290	46,177
5 bed House	1,404	15,113	0	0	1,404	15,113
1 bed Flat	0	0	1,283	13,814	1,283	13,814
2 bed Flat	0	0	0	0	0	0
	12,415	133,634	4,684	50,417	17,099	184,051
AH % by floor area:			27.39% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	155,000	2,672	248		0	
2 bed House	180,000	2,400	223		9,270,000	
3 bed House	230,000	2,706	251		17,480,000	
4 bed House	270,000	2,455	228		10,530,000	
5 bed House	290,000	2,148	200		3,016,000	
1 bed Flat	155,000	3,100	288		3,580,500	
2 bed Flat	170,000	2,787	259		0	
					43,876,500	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,016	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 5

Scheme Ref: LMV
 Title: 200 No. Units at Lower Mid Value Zone
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GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	155,000	-
2 bed House	13.0	@	180,000	2,340,000
3 bed House	67.6	@	230,000	15,548,000
4 bed House	39.0	@	270,000	10,530,000
5 bed House	10.4	@	290,000	3,016,000
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	130.0			31,434,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	19.3	@	72,000	1,386,000
3 bed House	4.2	@	90,000	378,000
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	11.6	@	66,000	762,300
2 bed Flat	0.0	@	72,000	-
	35.0			2,526,300
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	11.6	@	117,000	1,351,350
3 bed House	2.5	@	149,500	376,740
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	6.9	@	100,750	698,198
2 bed Flat	0.0	@	110,500	-
	21.0			2,426,288
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	7.7	@	144,000	1,108,800
3 bed House	1.7	@	184,000	309,120
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	4.6	@	124,000	572,880
2 bed Flat	0.0	@	136,000	-
	14.0			1,990,800
Sub-total GDV Residential				
	200.0			38,377,388
<i>AH on-site cost analysis:</i>				
	322 £ psqm (total GIA sqm)		EMV less EGDV	5,499,113
			27,496 £ per unit (total units)	
Grant				
	200	@	0	-
Total GDV				
				38,377,388

Appendix 5

Scheme Ref: **LMV**
 Title: **200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(110,000)
Statutory Planning Fees (Residential)					(36,299)
CIL	12,415 sqm	0.00% of GDV	0.00 £ psm		-
CIL analysis:					
Site Specific S106 Contributions			0 £ per unit (total units)		-
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
total	200 units @		0 per unit		-
S106 analysis:					
AH Commuted Sum	17,099 sqm (total)	0.00% of GDV	0 £ per unit (total units)		-
Comm. Sum analysis:			0 £ psm		-
0.00% of GDV					
Construction Costs -					
Site Clearance and Demolition	16.47 acres @		£ per acre (if brownfield)		-
Infrastructure costs -					
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
total	16.47 acres @		0 per acre		-
Infra. Costs analysis:					
1 bed House	-	0.00% of GDV	0 £ per unit (total units)		-
2 bed House	3,670 sqm @		1,149 psm		(4,216,850)
3 bed House	6,452 sqm @		1,149 psm		(7,412,868)
4 bed House	4,290 sqm @		1,149 psm		(4,929,210)
5 bed House	1,404 sqm @		1,149 psm		(1,613,196)
1 bed Flat	1,283 sqm @		1,339 psm		(1,718,383)
2 bed Flat	17,099 - sqm @		1,339 psm		-
External works	19,890,508 @		15.0% 14,910 £ per unit		(2,983,576)
M4(2) Category 2 Housing	5% of All units		200 units @ 521 £ per dwelling		(5,210)
M4(3) Category 3 Housing	0% of All units		200 units @ 10,307 £ per dwelling		-
Water efficiency			200 units @ 9 £ per dwelling		(1,800)
Contingency	22,881,094 @		5.0%		(1,144,055)
Professional Fees	22,881,094 @		10.0%		(2,288,109)
Disposal Costs -					
Marketing and Promotion	31,434,000 OMS @		1.50%		(471,510)
Residential Sales Agent Costs	31,434,000 OMS @		1.50%		(471,510)
Residential Sales Legal Costs	31,434,000 OMS @		0.50%		(157,170)
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(317,251)
Developers Profit -					
Margin on AH	6,943,388		6.00% on AH values		(416,603)
Profit on GDV	31,434,000		20.00%		(6,286,800)
	27,876,998		22.55% on costs	(6,286,800)	
	38,377,306		17.47% blended	(6,703,403)	
TOTAL COSTS					(34,580,401)

Appendix 5

Scheme Ref: LMV
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 Notes: Greenfield
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RESIDUAL LAND VALUE				
Residual Land Value (gross)				3,796,986
SDLT	3,796,986 @	5.0%	(slabbed)	(179,349)
Acquisition Agent fees	3,796,986 @	1.0%		(37,970)
Acquisition Legal fees	3,796,986 @	0.5%		(18,985)
Interest on Land	3,796,986 @	6.5%		(246,804)
Residual Land Value				3,313,878
<i>RLV analysis:</i>				
	16,569 £ per plot	497,062 £ per ha	201,166 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Res)	6.67	ha	16.47	acres
<i>Density analysis:</i>				
	2,565	sgm/ha	11,173	sqft/ac
Threshold Land Value	14,826 £ per plot	444,780 £ per ha	180,000 £ per acre	2,965,200

BALANCE				
Surplus/(Deficit)		52,302 £ per ha	21,166 £ per acre	348,678

Appendix 5

Scheme Ref: **LMV**
 Title: **200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
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		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	348,678										
	0	3,196,527	2,781,651	2,366,667	1,951,682	1,536,697	1,121,712	706,538	291,213	(124,112)	(539,759)
	10	3,011,858	2,606,598	2,201,339	1,796,079	1,380,542	984,994	579,446	173,829	(232,103)	(638,036)
	20	2,826,986	2,431,214	2,035,442	1,639,670	1,243,897	848,106	452,001	55,896	(340,244)	(736,778)
	30	2,641,236	2,255,240	1,869,244	1,483,072	1,096,795	710,518	324,240	(62,264)	(448,919)	(835,666)
	40	2,455,177	2,078,727	1,702,278	1,325,828	949,378	572,752	195,957	(180,818)	(557,794)	(834,881)
	50	2,268,449	1,901,827	1,535,106	1,168,211	801,315	434,419	57,499	(299,766)	(687,030)	(1,034,540)
	60	2,081,187	1,724,171	1,367,155	1,010,139	653,057	295,724	(61,610)	(418,943)	(776,631)	(1,134,377)
	70	1,893,477	1,546,291	1,198,889	851,487	504,085	156,683	(190,926)	(538,689)	(886,452)	(1,234,617)
	80	1,704,995	1,367,525	1,030,054	692,584	354,844	17,065	(320,714)	(658,613)	(996,796)	(1,335,019)
	90	1,516,270	1,188,475	860,679	532,884	205,088	(122,753)	(450,900)	(779,048)	(1,107,314)	(1,435,909)
100	1,326,579	1,008,768	690,956	372,961	54,850	(263,261)	(581,372)	(899,788)	(1,218,294)	(1,537,007)	
110	1,136,606	828,531	520,456	212,381	(95,693)	(404,023)	(712,440)	(1,020,856)	(1,329,973)	(1,638,428)	
120	945,917	647,878	349,714	51,396	(246,942)	(545,269)	(843,711)	(1,142,424)	(1,441,137)	(1,740,231)	
130	754,678	456,439	178,200	(110,039)	(398,417)	(686,988)	(975,559)	(1,264,189)	(1,553,188)	(1,842,213)	
140	562,986	284,736	6,307	(272,121)	(550,550)	(828,978)	(1,107,732)	(1,386,535)	(1,665,431)	(1,944,704)	
150	370,464	102,178	(166,109)	(434,452)	(703,059)	(971,667)	(1,240,274)	(1,509,147)	(1,778,171)	(2,047,407)	
160	177,656	(80,756)	(339,168)	(597,580)	(855,992)	(1,114,586)	(1,373,362)	(1,632,137)	(1,891,203)	(2,150,437)	
170	(16,059)	(264,275)	(512,497)	(761,023)	(1,009,549)	(1,258,075)	(1,506,674)	(1,755,606)	(2,004,537)	(2,253,871)	
180	(210,178)	(448,455)	(686,732)	(925,009)	(1,163,358)	(1,401,986)	(1,640,614)	(1,879,293)	(2,118,368)	(2,357,459)	
190	(404,912)	(632,940)	(861,254)	(1,089,579)	(1,317,904)	(1,546,229)	(1,774,862)	(2,003,580)	(2,232,365)	(2,461,577)	
200	(600,362)	(818,384)	(1,036,406)	(1,294,428)	(1,472,785)	(1,691,146)	(1,909,507)	(2,128,095)	(2,346,885)	(2,565,971)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	348,678										
	0	3,196,527	2,781,651	2,366,667	1,951,682	1,536,697	1,121,712	706,538	291,213	(124,112)	(539,759)
	500	3,104,764	2,689,780	2,274,795	1,859,810	1,444,825	1,029,657	614,332	199,007	(216,550)	(632,310)
	1,000	3,012,893	2,597,908	2,182,923	1,767,938	1,352,776	937,451	522,126	106,659	(308,101)	(725,007)
	1,500	2,921,021	2,506,036	2,091,051	1,676,065	1,260,570	845,245	429,868	14,108	(401,853)	(817,917)
	2,000	2,829,149	2,414,164	1,999,013	1,583,689	1,168,364	753,039	337,317	(78,444)	(494,533)	(910,837)
	2,500	2,737,277	2,322,132	1,906,808	1,491,483	1,076,158	660,525	244,765	(171,149)	(587,442)	(1,004,116)
	3,000	2,645,251	2,229,926	1,814,602	1,399,277	983,734	567,974	152,213	(264,059)	(680,472)	(1,097,955)
	3,500	2,553,045	2,137,721	1,722,396	1,306,943	891,183	475,422	59,325	(356,968)	(773,751)	(1,190,978)
	4,000	2,460,839	2,045,515	1,630,152	1,214,392	798,631	382,709	(33,584)	(450,108)	(867,030)	(1,284,635)
	4,500	2,368,634	1,953,309	1,537,601	1,121,840	705,079	289,799	(126,494)	(543,386)	(960,646)	(1,378,560)
5,000	2,276,428	1,860,910	1,445,049	1,029,288	613,183	196,890	(219,743)	(636,565)	(1,054,306)	(1,472,613)	
5,500	2,184,019	1,768,258	1,352,497	936,567	520,274	103,900	(313,022)	(730,317)	(1,148,193)	(1,566,940)	
6,000	2,091,467	1,675,706	1,259,946	843,657	427,364	10,622	(406,328)	(823,977)	(1,242,247)	(1,661,398)	
6,500	1,998,915	1,583,155	1,167,041	750,748	334,265	(82,657)	(499,988)	(917,826)	(1,336,460)	(1,756,182)	
7,000	1,906,364	1,490,425	1,074,132	657,839	240,986	(176,000)	(593,649)	(1,011,880)	(1,430,919)	(1,851,058)	
7,500	1,813,808	1,397,515	981,222	564,630	147,708	(269,660)	(687,460)	(1,105,981)	(1,525,515)	(1,946,355)	
8,000	1,720,899	1,304,606	888,273	471,351	54,329	(363,320)	(781,513)	(1,200,440)	(1,620,391)	(2,041,781)	
8,500	1,627,990	1,211,697	794,995	378,072	(39,331)	(457,093)	(875,566)	(1,294,899)	(1,715,426)	(2,137,628)	
9,000	1,535,081	1,118,638	701,716	284,656	(132,991)	(551,146)	(969,611)	(1,389,725)	(1,810,732)	(2,233,578)	
9,500	1,442,171	1,025,359	608,437	190,998	(226,726)	(645,200)	(1,064,419)	(1,484,601)	(1,906,262)	(2,329,819)	
10,000	1,349,003	932,081	514,987	97,338	(320,780)	(739,482)	(1,159,059)	(1,579,803)	(2,002,009)	(2,426,487)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	348,678										
	14%	4,500,579	4,017,069	3,533,450	3,049,831	2,566,212	2,082,593	1,598,784	1,114,825	630,866	146,584
	15%	4,127,993	3,664,382	3,200,083	2,738,074	2,272,065	1,808,055	1,343,856	879,507	415,155	(46,512)
	16%	3,755,406	3,311,116	2,866,716	2,422,317	1,977,918	1,533,518	1,089,929	644,190	199,450	(245,612)
	17.5%	3,196,527	2,781,651	2,366,667	1,951,682	1,536,697	1,121,712	706,538	291,213	(124,112)	(539,759)
	19%	2,637,648	2,252,187	1,866,617	1,481,047	1,095,477	709,907	324,147	(61,763)	(447,673)	(833,906)
	20%	2,265,062	1,899,210	1,533,250	1,167,290	801,330	435,369	69,219	(297,081)	(663,381)	(1,030,004)
	21%	1,892,475	1,546,234	1,199,883	853,533	507,183	160,832	(185,708)	(532,398)	(879,089)	(1,226,102)
22%	1,519,889	1,193,257	866,517	539,776	213,036	(113,705)	(440,635)	(767,716)	(1,094,797)	(1,422,200)	
23%	1,147,303	840,281	533,150	226,019	(81,111)	(388,242)	(695,563)	(1,003,034)	(1,310,504)	(1,618,298)	
24%	774,717	487,305	190,784	(87,737)	(375,258)	(652,778)	(950,900)	(1,238,351)	(1,526,212)	(1,814,398)	
25%	402,131	134,328	(133,583)	(401,404)	(669,405)	(937,317)	(1,205,418)	(1,473,669)	(1,741,820)	(2,010,494)	

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

LMV
200 No. Units at Lower Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	348,678										
	100,000	4,637,944	4,223,068	3,808,063	3,393,099	2,978,114	2,563,129	2,147,955	1,732,630	1,317,305	901,658
	150,000	3,814,277	3,399,401	2,984,417	2,569,432	2,154,447	1,739,462	1,324,288	908,963	493,638	77,991
	200,000	2,990,610	2,575,735	2,160,750	1,745,765	1,330,780	915,796	500,621	85,297	(330,028)	(745,675)
	250,000	2,166,944	1,752,068	1,337,083	922,099	507,114	92,129	(323,045)	(738,370)	(1,153,695)	(1,569,342)
	300,000	1,343,277	928,401	513,417	98,432	(316,553)	(731,538)	(1,146,712)	(1,562,037)	(1,977,362)	(2,393,009)
	350,000	519,610	104,735	(310,250)	(725,235)	(1,140,220)	(1,555,204)	(1,970,379)	(2,385,703)	(2,801,028)	(3,216,675)
	400,000	(304,056)	(718,932)	(1,133,917)	(1,548,901)	(1,963,885)	(2,378,871)	(2,794,045)	(3,209,370)	(3,624,695)	(4,040,342)
	450,000	(1,127,723)	(1,542,696)	(1,957,583)	(2,372,568)	(2,787,553)	(3,202,538)	(3,617,712)	(4,033,037)	(4,448,362)	(4,864,009)
	500,000	(1,951,390)	(2,366,265)	(2,781,250)	(3,196,235)	(3,611,220)	(4,026,204)	(4,441,379)	(4,856,703)	(5,272,028)	(5,687,675)
550,000	(2,775,056)	(3,189,932)	(3,604,917)	(4,019,901)	(4,434,886)	(4,849,871)	(5,265,045)	(5,680,370)	(6,095,695)	(6,511,342)	
Balance (RLV - TLV)	348,678										
	5	(12,247,223)	(12,862,099)	(13,077,083)	(13,492,068)	(13,907,053)	(14,322,038)	(14,737,212)	(15,152,537)	(15,567,862)	(15,983,009)
	10	(2,980,973)	(3,395,849)	(3,810,733)	(4,225,618)	(4,640,503)	(5,055,388)	(5,470,272)	(5,885,157)	(6,300,042)	(6,714,927)
	15	107,777	(307,099)	(722,083)	(1,137,068)	(1,552,053)	(1,967,038)	(2,382,022)	(2,797,007)	(3,211,992)	(3,626,977)
	20	1,652,152	1,237,276	822,292	407,307	(7,678)	(422,663)	(837,837)	(1,253,162)	(1,668,487)	(2,083,812)
	25	2,578,777	2,163,901	1,748,917	1,333,932	918,947	503,962	88,788	(326,537)	(741,862)	(1,157,509)
	30	3,196,527	2,781,651	2,366,667	1,951,682	1,536,697	1,121,712	706,538	291,213	(124,112)	(539,759)
	35	3,637,777	3,222,901	2,807,917	2,392,932	1,977,947	1,562,962	1,147,788	732,463	317,138	(88,509)
	40	3,968,715	3,553,839	3,138,854	2,723,869	2,308,885	1,893,900	1,478,725	1,063,401	648,076	232,429
	45	4,226,110	3,811,235	3,396,250	2,981,265	2,566,280	2,151,296	1,736,121	1,320,946	905,472	489,825
50	4,432,027	4,017,151	3,602,167	3,187,182	2,772,197	2,357,212	1,942,038	1,526,713	1,111,388	695,741	
55	4,600,504	4,185,629	3,770,644	3,355,659	2,940,674	2,525,689	2,110,515	1,695,190	1,279,866	864,219	
Balance (RLV - TLV)	348,678										
	40%	3,159,309	2,744,324	2,329,339	1,914,355	1,499,370	1,084,385	669,085	253,760	(161,582)	(577,343)
	45%	3,153,976	2,738,991	2,324,007	1,909,022	1,494,037	1,079,053	663,735	248,410	(166,951)	(582,712)
	50%	3,148,644	2,733,659	2,318,674	1,903,690	1,488,705	1,073,709	658,384	243,059	(172,320)	(588,081)
	55%	3,143,311	2,728,327	2,313,342	1,898,357	1,483,372	1,068,358	653,034	237,709	(177,689)	(593,450)
	60%	3,137,979	2,722,994	2,308,009	1,893,025	1,478,040	1,063,008	647,683	232,359	(183,059)	(598,819)
	65%	3,132,646	2,717,662	2,302,677	1,887,692	1,472,707	1,057,658	642,333	227,008	(188,428)	(604,188)
	70%	3,127,314	2,712,329	2,297,344	1,882,360	1,467,375	1,052,307	636,982	221,658	(193,797)	(609,558)
75%	3,121,981	2,706,997	2,292,012	1,877,027	1,462,043	1,046,957	631,632	216,307	(199,166)	(614,927)	
80%	3,116,649	2,701,664	2,286,679	1,871,695	1,456,710	1,041,606	626,282	210,957	(204,535)	(620,296)	
% Cat M4(2)	5%										
	40%	3,159,309	2,744,324	2,329,339	1,914,355	1,499,370	1,084,385	669,085	253,760	(161,582)	(577,343)
	45%	3,153,976	2,738,991	2,324,007	1,909,022	1,494,037	1,079,053	663,735	248,410	(166,951)	(582,712)
	50%	3,148,644	2,733,659	2,318,674	1,903,690	1,488,705	1,073,709	658,384	243,059	(172,320)	(588,081)
	55%	3,143,311	2,728,327	2,313,342	1,898,357	1,483,372	1,068,358	653,034	237,709	(177,689)	(593,450)
	60%	3,137,979	2,722,994	2,308,009	1,893,025	1,478,040	1,063,008	647,683	232,359	(183,059)	(598,819)
	65%	3,132,646	2,717,662	2,302,677	1,887,692	1,472,707	1,057,658	642,333	227,008	(188,428)	(604,188)
	70%	3,127,314	2,712,329	2,297,344	1,882,360	1,467,375	1,052,307	636,982	221,658	(193,797)	(609,558)
75%	3,121,981	2,706,997	2,292,012	1,877,027	1,462,043	1,046,957	631,632	216,307	(199,166)	(614,927)	
80%	3,116,649	2,701,664	2,286,679	1,871,695	1,456,710	1,041,606	626,282	210,957	(204,535)	(620,296)	

Appendix 5

Scheme Ref: **LMV**
 Title: **1200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			1,200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %			50%			
	Affordable Rent:		30%			
	Shared Ownership:		20%			
	Starter Homes:		65%			
Open Market Sale (OMS) housing			100%			
CIL Rate (£ psm)			0.00 £ psm			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	78.0	55.0%	231.0	26%	309.0
3 bed House	52.0%	405.6	12.0%	50.4	38%	456.0
4 bed House	30.0%	234.0	0.0%	0.0	20%	234.0
5 bed House	8.0%	62.4	0.0%	0.0	5%	62.4
1 bed Flat	0.0%	0.0	33.0%	138.6	12%	138.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	780.0	100.0%	420.0	100%	1,200.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	58.0	624	100.0%	58.0	624	
2 bed House	75.0	807	100.0%	75.0	807	
3 bed House	85.0	915	100.0%	85.0	915	
4 bed House	110.0	1,184	100.0%	110.0	1,184	
5 bed House	135.0	1,453	100.0%	135.0	1,453	
1 bed Flat	50.0	538	90.0%	55.6	598	
2 bed Flat	61.0	657	90.0%	67.8	730	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	58.0	624	100.0%	58.0	624	
2 bed House	70.0	753	100.0%	70.0	753	
3 bed House	84.0	904	100.0%	84.0	904	
4 bed House	97.0	1,044	100.0%	97.0	1,044	
5 bed House	110.0	1,184	100.0%	110.0	1,184	
1 bed Flat	50.0	538	90.0%	55.6	598	
2 bed Flat	61.0	657	90.0%	67.8	730	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	5,850	62,969	16,170	174,052	22,020	237,021
3 bed House	34,476	371,097	4,234	45,570	38,710	416,667
4 bed House	25,740	277,063	0	0	25,740	277,063
5 bed House	8,424	90,675	0	0	8,424	90,675
1 bed Flat	0	0	7,700	82,882	7,700	82,882
2 bed Flat	0	0	0	0	0	0
	74,490	801,804	28,104	302,505	102,594	1,104,308
	<i>AH % by floor area:</i>		<i>27.39% AH % by floor area due to mix</i>			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	155,000	2,672	248	0		
2 bed House	180,000	2,400	223	55,620,000		
3 bed House	230,000	2,706	251	104,880,000		
4 bed House	270,000	2,455	228	63,180,000		
5 bed House	290,000	2,148	200	18,096,000		
1 bed Flat	155,000	3,100	288	21,483,000		
2 bed Flat	170,000	2,787	259	0		
				263,259,000		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 5

Scheme Ref: **LMV**
 Title: **1200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	78.0	@	180,000	14,040,000
3 bed House	405.6	@	230,000	93,288,000
4 bed House	234.0	@	270,000	63,180,000
5 bed House	62.4	@	290,000	18,096,000
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	780.0			188,604,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	115.5	@	72,000	8,316,000
3 bed House	25.2	@	90,000	2,268,000
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	69.3	@	66,000	4,573,800
2 bed Flat	0.0	@	72,000	-
	210.0			15,157,800
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	69.3	@	117,000	8,108,100
3 bed House	15.1	@	149,500	2,260,440
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	41.6	@	100,750	4,189,185
2 bed Flat	0.0	@	110,500	-
	126.0			14,557,725
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	46.2	@	144,000	6,652,800
3 bed House	10.1	@	184,000	1,854,720
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	27.7	@	124,000	3,437,280
2 bed Flat	0.0	@	136,000	-
	84.0			11,944,800
Sub-total GDV Residential				
	1,200.0			230,264,325
<i>AH on-site cost analysis:</i>				
	322 £ psm (total GIA sqm)		EMV less EGDV	32,994,675
			27,496 £ per unit (total units)	
Grant	1,200	@	0	-
Total GDV				230,264,325

Appendix 5

Scheme Ref: LMV
 Title: 1200 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(450,000)
Statutory Planning Fees (Residential)				(151,299)
CIL	74,490 sqm	0.00% of GDV	0.00 £ psm	-
			0 £ per unit (total units)	
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	1,200 units @	0.00% of GDV	0 per unit	-
			0 £ per unit (total units)	
S106 analysis:				
AH Committed Sum	102,594 sqm (total)	0.00% of GDV	0 £ psm	-
Comm. Sum analysis:		0.00% of GDV		
Construction Costs -				
Site Clearance and Demolition	98.84 acres @		£ per acre (if brownfield)	-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	98.84 acres @	0.00% of GDV	0 per acre	-
			0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	sqm @	1,149 psm	-
2 bed House	22,020	sqm @	1,149 psm	(25,300,990)
3 bed House	38,710	sqm @	1,149 psm	(44,417,330)
4 bed House	25,740	sqm @	1,149 psm	(29,575,260)
5 bed House	8,424	sqm @	1,149 psm	(9,679,176)
1 bed Flat	7,700	sqm @	1,339 psm	(10,310,300)
2 bed Flat	102,594	sqm @	1,339 psm	-
External works	119,343,046 @		15.0%	(17,901,457)
			14,919 £ per unit	
M4(2) Category 2 Housing	5% of All units	1,200 units @	521 £ per dwelling	(31,260)
M4(3) Category 3 Housing	0% of All units	1,200 units @	10,307 £ per dwelling	-
Water efficiency		1,200 units @	9 £ per dwelling	(10,800)
Contingency	137,286,563 @		5.0%	(6,864,328)
Professional Fees	137,286,563 @		10.0%	(13,728,656)
Disposal Costs -				
Marketing and Promotion	188,604,000	OMS @	1.50%	(2,829,060)
Residential Sales Agent Costs	188,604,000	OMS @	1.50%	(2,829,060)
Residential Sales Legal Costs	188,604,000	OMS @	0.50%	(943,020)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(1,184,454)
Developers Profit -				
Margin on AH	41,660,325		6.00% on AH values	(2,499,620)
Profit on GDV	188,604,000		20.00%	(37,720,800)
	166,266,441		22.69% on costs	(37,720,800)
	230,264,325		17.47% blended	(40,220,420)
TOTAL COSTS				(206,486,860)

Appendix 5

Scheme Ref: **LMV**
 Title: **1200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				23,777,465
SDLT	23,777,465 @		5.0% (slabbed)	(1,178,373)
Acquisition Agent fees	23,777,465 @		1.0%	(237,775)
Acquisition Legal fees	23,777,465 @		0.5%	(118,887)
Interest on Land	23,777,465 @		6.5%	(1,545,535)
Residual Land Value				20,696,895
RLV analysis:	17,247 £ per plot	517,422 £ per ha	209,398 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		40.00 ha	98.84 acres	
Density analysis:		2.565 sqm/ha	11.173 sqft/ac	
Threshold Land Value	19,768 £ per plot	593,040 £ per ha	240,000 £ per acre	23,721,600

BALANCE				
Surplus/(Deficit)		(75,618) £ per ha	(30,602) £ per acre	(3,024,705)

Appendix 5

Scheme Ref: LMV
 Title: 1200 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(3,024,705)										
	0	13,295,300	10,576,537	7,857,576	5,137,767	2,417,917	(303,112)	(3,024,705)	(5,747,337)	(8,471,523)	(11,197,783)
	10	12,108,844	9,450,614	6,791,777	4,132,485	1,472,706	(1,187,823)	(3,849,398)	(6,512,048)	(9,176,288)	(11,842,640)
	20	10,909,045	8,311,974	5,713,830	3,115,686	516,555	(2,082,993)	(4,683,811)	(7,285,887)	(9,889,585)	(12,495,653)
	30	9,695,630	7,159,837	4,623,487	2,086,850	(450,759)	(2,989,096)	(5,528,385)	(8,069,143)	(10,611,889)	(13,171,147)
	40	8,468,286	5,994,362	3,520,497	1,045,701	(1,429,460)	(3,905,979)	(6,383,466)	(8,862,439)	(11,343,419)	(13,827,036)
	50	7,226,135	4,815,370	2,404,295	(7,741)	(2,420,377)	(4,833,857)	(7,248,916)	(9,665,470)	(12,084,132)	(14,505,979)
	60	5,969,445	3,622,497	1,274,495	(1,073,722)	(3,423,288)	(5,773,659)	(8,125,353)	(10,478,888)	(12,834,787)	(15,193,754)
	70	4,697,923	2,414,892	131,199	(2,153,212)	(4,438,344)	(6,724,997)	(9,012,968)	(11,302,776)	(13,595,022)	(15,890,988)
	80	3,411,031	1,192,585	(1,026,033)	(3,245,910)	(5,466,575)	(7,688,369)	(9,911,811)	(12,137,423)	(14,365,730)	(16,597,700)
	90	2,107,965	(44,498)	(2,198,098)	(4,352,119)	(6,507,596)	(8,664,322)	(10,822,677)	(12,983,182)	(15,146,643)	(17,314,102)
100	789,078	(1,297,423)	(3,384,554)	(5,472,854)	(7,562,062)	(9,652,695)	(11,745,273)	(13,840,322)	(15,938,367)	(18,040,846)	
110	(546,469)	(2,566,077)	(4,586,398)	(6,607,564)	(8,630,318)	(10,654,462)	(12,680,517)	(14,709,006)	(16,741,160)	(18,777,853)	
120	(1,899,183)	(3,850,862)	(5,803,693)	(7,757,561)	(9,712,601)	(11,669,330)	(13,628,272)	(15,589,953)	(17,555,114)	(19,525,410)	
130	(3,268,945)	(5,152,634)	(7,036,938)	(8,922,307)	(10,809,413)	(12,698,158)	(14,589,063)	(16,483,025)	(18,380,830)	(20,284,045)	
140	(4,657,143)	(6,471,202)	(8,286,570)	(10,103,163)	(11,921,157)	(13,741,075)	(15,563,440)	(17,388,781)	(19,218,627)	(21,054,098)	
150	(6,063,179)	(7,807,700)	(9,553,084)	(11,299,625)	(13,047,896)	(14,798,260)	(16,551,404)	(18,307,689)	(20,068,689)	(21,835,771)	
160	(7,488,578)	(9,162,055)	(10,836,610)	(12,512,913)	(14,190,817)	(15,870,842)	(17,553,516)	(19,240,159)	(20,931,425)	(22,629,443)	
170	(8,933,030)	(10,534,948)	(12,138,336)	(13,743,062)	(15,349,645)	(16,958,609)	(18,570,483)	(20,186,290)	(21,807,251)	(23,435,503)	
180	(10,397,415)	(11,927,175)	(13,457,999)	(14,990,408)	(16,524,922)	(18,027,070)	(19,602,381)	(21,146,653)	(22,696,593)	(24,335,524)	
190	(11,882,314)	(13,338,712)	(14,796,338)	(16,255,960)	(17,717,583)	(19,181,750)	(20,649,703)	(22,121,714)	(23,599,890)	(25,291,890)	
200	(13,388,355)	(14,770,466)	(16,154,381)	(17,540,005)	(18,927,860)	(20,318,474)	(21,712,955)	(23,111,949)	(24,638,098)	(26,263,900)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(3,024,705)										
	0	13,295,300	10,576,537	7,857,576	5,137,767	2,417,917	(303,112)	(3,024,705)	(5,747,337)	(8,471,523)	(11,197,783)
	500	12,756,829	10,038,066	7,318,289	4,598,480	1,877,794	(843,265)	(3,565,688)	(6,289,199)	(9,014,286)	(11,741,516)
	1,000	12,218,358	9,498,812	6,779,003	4,058,699	1,337,670	(1,384,247)	(4,107,069)	(6,831,313)	(9,557,498)	(12,296,147)
	1,500	11,679,887	8,959,525	6,239,804	3,519,575	797,194	(1,925,229)	(4,648,931)	(7,374,076)	(10,101,194)	(12,831,330)
	2,000	11,140,047	8,420,238	5,699,480	2,978,451	256,212	(2,466,802)	(5,191,104)	(7,917,213)	(10,645,653)	(13,377,199)
	2,500	10,600,761	7,880,385	5,159,357	2,437,652	(284,770)	(3,008,663)	(5,733,867)	(8,460,899)	(11,190,512)	(13,923,725)
	3,000	10,061,291	7,340,262	4,619,093	1,896,670	(826,534)	(3,550,894)	(6,276,928)	(9,005,158)	(11,736,110)	(14,471,168)
	3,500	9,521,167	6,800,138	4,078,111	1,355,596	(1,368,396)	(4,093,657)	(6,820,614)	(9,549,790)	(12,282,407)	(15,019,337)
	4,000	8,981,043	6,259,551	3,537,129	813,734	(1,910,684)	(4,636,643)	(7,364,664)	(10,095,272)	(12,829,234)	(15,568,291)
	4,500	8,440,919	5,719,569	2,995,863	271,872	(2,453,448)	(5,180,330)	(7,909,295)	(10,641,089)	(13,376,632)	(16,118,091)
5,000	7,900,010	5,177,597	2,454,002	(270,475)	(2,996,359)	(5,724,170)	(8,454,433)	(11,197,676)	(13,925,291)	(16,668,856)	
5,500	7,359,028	4,636,131	1,912,140	(813,238)	(3,540,045)	(6,268,801)	(9,000,031)	(11,734,898)	(14,474,400)	(17,220,664)	
6,000	6,818,046	4,094,269	1,369,735	(1,356,074)	(4,083,731)	(6,813,595)	(9,546,358)	(12,282,594)	(15,024,249)	(17,773,463)	
6,500	6,276,399	3,552,407	826,972	(1,899,760)	(4,628,307)	(7,359,193)	(10,092,964)	(12,831,225)	(15,575,014)	(18,327,316)	
7,000	5,734,537	3,009,944	284,208	(2,443,446)	(5,172,938)	(7,905,040)	(10,640,562)	(13,380,509)	(16,126,755)	(18,882,285)	
7,500	5,192,675	2,467,181	(259,475)	(2,987,813)	(5,718,354)	(8,451,627)	(11,188,538)	(13,930,408)	(16,679,370)	(19,438,432)	
8,000	4,650,154	1,924,418	(803,161)	(3,532,444)	(6,263,952)	(8,998,628)	(11,737,169)	(14,481,172)	(17,232,921)	(19,995,821)	
8,500	4,107,391	1,380,810	(1,347,319)	(4,077,516)	(6,810,309)	(9,546,225)	(12,286,618)	(15,032,846)	(17,787,469)	(20,554,516)	
9,000	3,564,628	837,123	(1,891,950)	(4,623,114)	(7,356,995)	(10,094,482)	(12,836,596)	(15,585,277)	(18,343,076)	(21,114,581)	
9,500	3,021,094	293,178	(2,436,678)	(5,168,990)	(7,904,291)	(10,643,113)	(13,387,331)	(16,138,525)	(18,899,807)	(21,678,270)	
10,000	2,477,408	(251,456)	(2,982,276)	(5,715,577)	(8,451,889)	(11,192,727)	(13,938,937)	(16,692,661)	(19,457,722)	(22,239,501)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(3,024,705)										
	14%	27,884,334	24,208,254	20,731,975	17,254,849	13,777,681	10,299,335	6,820,423	3,340,474	(141,029)	(3,624,607)
	15%	25,296,162	21,936,301	18,596,242	15,235,335	11,864,387	8,332,260	5,179,969	1,825,833	(1,529,445)	(4,988,803)
	16%	22,887,989	19,664,348	16,440,509	13,215,821	9,991,093	6,765,186	3,538,714	311,204	(2,917,860)	(6,148,999)
	17.5%	19,290,731	16,256,419	13,221,909	10,186,551	7,151,152	4,114,574	1,077,432	(1,960,749)	(5,000,484)	(8,042,293)
	19%	15,693,472	12,848,490	10,003,309	7,157,281	4,311,211	1,463,963	(1,383,851)	(4,232,702)	(7,083,107)	(9,935,587)
	20%	13,295,300	10,576,537	7,857,576	5,137,767	2,417,917	(303,112)	(3,024,705)	(5,747,337)	(8,471,523)	(11,197,783)
	21%	10,897,127	8,304,584	5,711,843	3,118,253	524,623	(2,070,186)	(4,665,560)	(7,261,972)	(9,859,938)	(12,459,979)
	22%	8,498,955	6,032,631	3,566,110	1,098,740	(1,368,671)	(3,837,260)	(6,306,415)	(8,776,607)	(11,248,354)	(13,722,175)
	23%	6,100,782	3,760,679	1,420,377	(920,774)	(3,261,965)	(5,634,335)	(7,947,270)	(10,291,243)	(12,636,769)	(14,984,371)
	24%	3,702,610	1,488,726	(725,357)	(2,940,287)	(5,155,259)	(7,571,409)	(9,588,125)	(11,805,878)	(14,025,185)	(16,246,567)
25%	1,304,438	(783,227)	(2,871,090)	(4,959,801)	(7,048,553)	(9,138,484)	(11,228,979)	(13,320,513)	(15,413,601)	(17,508,763)	
Profit											
20.00%											

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

LMV
1200 No. Units at Lower Mid Value Zone
Greenfield

		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(3,024,705)											
	100,000	27,132,900	24,414,137	21,695,176	18,975,367	16,255,517	13,534,488	10,812,895	8,090,263	5,366,077	2,639,617	
	150,000	22,190,900	19,472,137	16,753,176	14,033,367	11,313,517	8,592,488	5,870,895	3,148,263	424,077	(2,302,183)	
	200,000	17,248,900	14,530,137	11,811,176	9,091,367	6,371,517	3,650,488	928,895	(1,793,737)	(4,517,923)	(7,244,183)	
	250,000	12,306,900	9,588,137	6,869,176	4,149,367	1,429,517	(1,291,512)	(4,013,105)	(6,735,737)	(9,459,923)	(12,186,183)	
	300,000	7,364,900	4,646,137	1,927,176	(792,633)	(3,512,483)	(6,233,512)	(8,955,105)	(11,677,737)	(14,401,923)	(17,128,183)	
	350,000	2,422,900	(295,863)	(3,014,824)	(5,734,633)	(8,454,483)	(11,175,512)	(13,897,105)	(16,619,737)	(19,343,923)	(22,070,183)	
	400,000	(2,519,100)	(5,237,863)	(7,958,824)	(10,679,633)	(13,399,483)	(16,117,512)	(18,839,105)	(21,561,737)	(24,285,923)	(27,012,183)	
TLV (per acre)	240,000	17,248,900	14,530,137	11,811,176	9,091,367	6,371,517	3,650,488	928,895	(1,793,737)	(4,517,923)	(7,244,183)	
	250,000	12,306,900	9,588,137	6,869,176	4,149,367	1,429,517	(1,291,512)	(4,013,105)	(6,735,737)	(9,459,923)	(12,186,183)	
	300,000	7,364,900	4,646,137	1,927,176	(792,633)	(3,512,483)	(6,233,512)	(8,955,105)	(11,677,737)	(14,401,923)	(17,128,183)	
	350,000	2,422,900	(295,863)	(3,014,824)	(5,734,633)	(8,454,483)	(11,175,512)	(13,897,105)	(16,619,737)	(19,343,923)	(22,070,183)	
	400,000	(2,519,100)	(5,237,863)	(7,958,824)	(10,679,633)	(13,399,483)	(16,117,512)	(18,839,105)	(21,561,737)	(24,285,923)	(27,012,183)	
	450,000	(7,461,100)	(10,179,863)	(12,898,824)	(15,618,633)	(18,338,483)	(21,059,512)	(23,781,105)	(26,503,737)	(29,227,923)	(31,954,183)	
500,000	(12,403,100)	(15,121,863)	(17,840,824)	(20,560,633)	(23,280,483)	(26,001,512)	(28,723,105)	(31,445,737)	(34,169,923)	(36,896,183)		
	550,000	(17,345,100)	(20,063,863)	(22,782,824)	(25,502,633)	(28,222,483)	(30,943,512)	(33,665,105)	(36,387,737)	(39,111,923)	(41,838,183)	
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(3,024,705)											
	5	(105,312,700)	(108,031,463)	(110,750,224)	(113,470,233)	(116,190,083)	(118,911,112)	(121,632,705)	(124,355,337)	(127,079,529)	(129,805,783)	
	10	(34,147,900)	(36,866,863)	(39,585,824)	(42,305,433)	(45,025,283)	(47,746,312)	(50,467,905)	(53,190,537)	(55,914,723)	(58,640,983)	
	15	(10,426,300)	(13,145,063)	(15,864,024)	(18,583,833)	(21,303,683)	(24,024,712)	(26,746,305)	(29,468,937)	(32,193,123)	(34,919,383)	
	20	1,434,500	(1,284,263)	(4,003,224)	(6,723,033)	(9,442,883)	(12,163,912)	(14,885,505)	(17,608,137)	(20,332,323)	(23,058,583)	
	25	8,550,980	5,832,217	3,113,256	393,447	(2,326,403)	(5,047,432)	(7,769,025)	(10,491,657)	(13,215,843)	(15,942,103)	
	30	13,295,300	10,576,537	7,857,576	5,137,767	2,417,917	(303,112)	(3,024,705)	(5,747,337)	(8,471,523)	(11,197,783)	
	35	16,684,100	13,965,337	11,246,376	8,526,567	5,806,717	3,085,688	364,095	(2,358,537)	(5,082,723)	(7,808,983)	
Density (dph)	40	19,225,700	16,506,937	13,787,976	11,068,167	8,348,317	5,627,288	2,905,695	183,063	(2,541,123)	(5,267,383)	
	45	21,202,500	18,483,737	15,764,776	13,044,867	10,325,117	7,604,088	4,882,895	2,159,863	(564,323)	(3,250,583)	
	50	22,783,940	20,065,177	17,346,216	14,626,407	11,906,557	9,185,528	6,463,925	3,741,303	1,017,117	(1,709,143)	
	55	24,077,845	21,359,083	18,640,122	15,920,312	13,200,463	10,479,434	7,757,840	5,035,208	2,311,023	(415,237)	
			AH - % on site 35%									
			5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(3,024,705)											
	% Cat M4(2)	40%	13,071,136	10,352,374	7,633,112	4,913,303	2,193,144	(527,885)	(3,249,798)	(5,972,757)	(8,697,280)	(11,423,886)
	5%	45%	13,039,113	10,320,351	7,601,046	4,881,237	2,161,033	(559,996)	(3,281,954)	(6,004,960)	(8,729,531)	(11,456,186)
		50%	13,007,090	10,298,327	7,568,980	4,849,171	2,128,923	(592,106)	(3,314,110)	(6,037,163)	(8,761,762)	(11,488,487)
		55%	12,975,067	10,256,304	7,536,913	4,817,104	2,096,812	(624,217)	(3,346,266)	(6,069,366)	(8,794,033)	(11,520,787)
		60%	12,943,043	10,224,281	7,504,847	4,785,038	2,064,702	(656,327)	(3,378,422)	(6,101,569)	(8,826,284)	(11,553,088)
		65%	12,911,020	10,192,257	7,472,781	4,752,972	2,032,591	(688,438)	(3,410,578)	(6,133,772)	(8,858,535)	(11,585,388)
		70%	12,878,997	10,160,234	7,440,715	4,720,905	2,000,481	(720,548)	(3,442,734)	(6,165,974)	(8,890,786)	(11,617,689)
75%	12,846,973	10,128,211	7,408,648	4,688,839	1,968,370	(752,659)	(3,474,890)	(6,198,177)	(8,923,037)	(11,649,989)		
80%	12,814,950	10,096,187	7,376,582	4,656,773	1,936,260	(784,769)	(3,507,046)	(6,230,380)	(8,955,288)	(11,682,289)		

Appendix 5

Scheme Ref: **HMV**
 Title: **1 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**

PS update

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme				1 Units									
AH Policy requirement (% Target)				0%									
AH tenure split %		Affordable Rent:		50%									
		Shared Ownership:		30%									
		Starter Homes:		20%									
Open Market Sale (OMS) housing				100%									
CIL Rate (£ psm)				0.00									
				£ psm									
Unit mix -		Mkt Units mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units	
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed House		100.0%		1.0		0.0%		0.0		100%		1.0	
3 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
4 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
1 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
Total number of units		100.0%		1.0		0.0%		0.0		100%		1.0	
OMS Unit Floor areas -		Net area per unit		(sqft)		Net to Gross %				Gross (GIA) per unit		(sqft)	
1 bed House		58.0		624		100.0%				58.0		624	
2 bed House		85.0		915		100.0%				85.0		915	
3 bed House		115.0		1,238		100.0%				115.0		1,238	
4 bed House		135.0		1,453		100.0%				135.0		1,453	
5 bed House		150.0		1,615		100.0%				150.0		1,615	
1 bed Flat		50.0		538		90.0%				55.6		598	
2 bed Flat		61.0		657		90.0%				67.8		730	
AH Unit Floor areas -		Net area per unit		(sqft)		Net to Gross %				Gross (GIA) per unit		(sqft)	
1 bed House		58.0		624		100.0%				58.0		624	
2 bed House		70.0		753		100.0%				70.0		753	
3 bed House		84.0		904		100.0%				84.0		904	
4 bed House		97.0		1,044		100.0%				97.0		1,044	
5 bed House		110.0		1,184		100.0%				110.0		1,184	
1 bed Flat		50.0		538		90.0%				55.6		598	
2 bed Flat		61.0		657		90.0%				67.8		730	
Total Gross Floor areas -		Mkt Units GIA		(sqft)		AH units GIA		(sqft)		Total GIA (all units)		(sqft)	
1 bed House		0		0		0		0		0		0	
2 bed House		85		915		0		0		85		915	
3 bed House		0		0		0		0		0		0	
4 bed House		0		0		0		0		0		0	
5 bed House		0		0		0		0		0		0	
1 bed Flat		0		0		0		0		0		0	
2 bed Flat		0		0		0		0		0		0	
		85		915		0		0		85		915	
AH % by floor area:						0.00%		AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)		Epsm		Epsf				total MV £ (no AH)			
1 bed House		185,000		3,190		296		3,190		0		0	
2 bed House		240,000		2,624		262		3,067		240,000		0	
3 bed House		320,000		2,793		259		3,294		0		0	
4 bed House		370,000		2,741		255		2,750		0		0	
5 bed House		410,000		2,733		254		2,483		0		0	
1 bed Flat		185,000		3,700		344		3,700		0		0	
2 bed Flat		225,000		3,689		343		3,689		0		0	
										240,000		0	
Affordable Housing values (£) -		Aff. Rent £		Epsm		% of MV		SO £		Epsm		% of MV	
1 bed House		66,000		1,138		36%		120,250		2,073		65%	
2 bed House		72,000		1,029		30%		156,000		2,229		65%	
3 bed House		90,000		1,071		28%		208,000		2,476		65%	
4 bed House		107,000		1,103		29%		240,500		2,479		65%	
5 bed House		120,000		1,091		29%		266,500		2,423		65%	
1 bed Flat		66,000		1,320		36%		120,250		2,405		65%	
2 bed Flat		72,000		1,180		32%		146,250		2,398		65%	
Affordable Housing values (£) -		SH £		Epsm		% of MV							
1 bed House		148,000		2,552		80%							
2 bed House		192,000		2,743		80%							
3 bed House		256,000		3,048		80%							
4 bed House		296,000		3,052		80%							
5 bed House		328,000		2,982		80%							
1 bed Flat		148,000		2,960		80%							
2 bed Flat		180,000		2,951		80%							

Appendix 5

Scheme Ref: HMV
 Title: 1 No. Units at Higher Mid Value Zone
 Notes: Brownfield
 P3 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
		(part houses due to % mix)		
1 bed House	0.0	@	185,000	-
2 bed House	1.0	@	240,000	240,000
3 bed House	0.0	@	320,000	-
4 bed House	0.0	@	370,000	-
5 bed House	0.0	@	410,000	-
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	1.0			240,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	156,000	-
3 bed House	0.0	@	208,000	-
4 bed House	0.0	@	240,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	0.0	@	192,000	-
3 bed House	0.0	@	256,000	-
4 bed House	0.0	@	296,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	0.0	@	148,000	-
2 bed Flat	0.0	@	180,000	-
	0.0			-
Sub-total GDV Residential	1.0			240,000
<i>AH on-site cost analysis:</i>				
		0 £ psm (total GIA sqm)		EMV less EGDV 0 £ per unit (total units)
Grant	1	@	0	-
Total GDV				240,000

Appendix 5

Scheme Ref: **HMV**
 Title: **1 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**
 P3 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				
Statutory Planning Fees (Residential)				
CIL		85 sqm	0.00 £ psm	(385)
		0.00% % of GDV	0 £ per unit (total units)	
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	1 units @	0 per unit	-
S106 analysis:				
AH Committed Sum		0.00% % of GDV	0 £ per unit (total units)	-
		85 sqm (total)	0 £ psm	-
		0.00% % of GDV		-
Construction Costs -				
Site Clearance and Demolition				
		0.10 acres @	110,000 £ per acre (if brownfield)	(10,872)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.10 acres @	per acre	-
Infra. Costs analysis:				
		0.00% % of GDV	0 £ per unit (total units)	-
1 bed House		- sqm @	1,149 psm	-
2 bed House		85 sqm @	1,149 psm	(97,665)
3 bed House		- sqm @	1,149 psm	-
4 bed House		- sqm @	1,149 psm	-
5 bed House		- sqm @	1,149 psm	-
1 bed Flat		- sqm @	1,338 psm	-
2 bed Flat		85 - sqm @	1,338 psm	-
External works				
		97,665 @	10.0% 9,767 £ per unit	(9,767)
M4(2) Category 2 Housing		0% of All units	1 units @ 521 £ per dwelling	-
M4(3) Category 3 Housing		0% of All units	1 units @ 10,307 £ per dwelling	-
Water efficiency			1 units @ 9 £ per dwelling	(9)
Contingency				
		118,313 @	5.0%	(5,916)
Professional Fees				
		118,313 @	10.0%	(11,831)
Disposal Costs -				
Marketing and Promotion				
		240,000 OMS @	1.50%	(3,600)
Residential Sales Agent Costs				
		240,000 OMS @	1.50%	(3,600)
Residential Sales Legal Costs				
		240,000 OMS @	0.50%	(1,200)
Interest (on Development Costs) -				
		6.50% APR	0.526% pcm	(3,967)
Developers Profit -				
Margin on AH				
		0	6.00% on AH values	-
Profit on GDV				
		240,000	20.00%	(48,000)
		148,811	32.26% on costs	(48,000)
		240,000	20.00% blended	(48,000)
TOTAL COSTS				(196,811)

Appendix 5

Scheme Ref: HMV
Title: 1 No. Units at Higher Mid Value Zone
Notes: Brownfield
 P3 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				43,189
SDLT	43,189 @	5.0% (slabbed)		8,341
Acquisition Agent fees	43,189 @	1.0%		(432)
Acquisition Legal fees	43,189 @	0.5%		(216)
Interest on Land	43,189 @	6.5%		(2,807)
Residual Land Value				48,074
RLV analysis:	48,074 £ per plot	1,201,853 £ per ha	486,383 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Resi)		0.04 ha	0.10 acres	
Density analysis:		2,125 sqm/ha	9,257 sqft/ac	
Threshold Land Value	11,861 £ per plot	296,520 £ per ha	120,000 £ per acre	11,861

BALANCE				
Surplus/(Deficit)		905,333 £ per ha	366,383 £ per acre	36,213

Appendix 5

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SENSITIVITY ANALYSIS

		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	36,213											
	0	33,740	31,266	28,793	26,319	23,846	21,372	18,899	16,425	13,952	11,478	
	10	32,988	30,554	28,120	25,686	23,252	20,818	18,384	15,950	13,516	11,082	
	20	32,236	29,841	27,447	25,052	22,658	20,264	17,869	15,475	13,081	10,686	
	30	31,483	29,129	26,774	24,419	22,064	19,710	17,355	15,000	12,645	10,290	
	40	30,731	28,416	26,101	23,786	21,471	19,155	16,840	14,525	12,210	9,895	
	CIL Epsm 0.00	50	29,979	27,704	25,428	23,152	20,877	18,601	16,326	14,050	11,774	9,499
		60	29,227	26,991	24,755	22,519	20,283	18,047	15,811	13,575	11,339	9,103
		70	28,475	26,278	24,062	21,866	19,669	17,493	15,296	13,100	10,903	8,707
		80	27,723	25,566	23,409	21,252	19,095	16,939	14,782	12,625	10,468	8,311
		90	26,971	24,853	22,736	20,619	18,502	16,384	14,267	12,150	10,033	7,915
		100	26,219	24,141	22,063	19,986	17,908	15,830	13,753	11,675	9,597	7,519
		110	25,466	23,428	21,390	19,352	17,314	15,276	13,238	11,200	9,162	7,124
		120	24,714	22,716	20,717	18,719	16,720	14,722	12,723	10,725	8,726	6,728
		130	23,962	22,003	20,044	18,085	16,127	14,168	12,209	10,250	8,291	6,332
		140	23,210	21,291	19,371	17,452	15,533	13,613	11,694	9,775	7,855	5,936
	150	22,458	20,578	18,698	16,819	14,939	13,059	11,179	9,300	7,420	5,540	
	160	21,706	19,866	18,025	16,185	14,345	12,505	10,665	8,825	6,985	5,144	
	170	20,954	19,153	17,353	15,552	13,751	11,951	10,150	8,350	6,549	4,749	
	180	20,202	18,441	16,680	14,919	13,158	11,397	9,636	7,875	6,114	4,353	
190	19,449	17,728	16,007	14,285	12,564	10,842	9,121	7,400	5,678	3,957		
200	18,697	17,015	15,334	13,652	11,970	10,288	8,606	6,925	5,243	3,561		
Balance (RLV - TLV)	36,213											
	0	33,740	31,266	28,793	26,319	23,846	21,372	18,899	16,425	13,952	11,478	
	500	33,287	30,814	28,340	25,867	23,393	20,920	18,446	15,973	13,499	11,026	
	1,000	32,835	30,361	27,888	25,414	22,941	20,467	17,994	15,520	13,047	10,573	
	1,500	32,382	29,909	27,435	24,962	22,488	20,015	17,541	15,067	12,594	10,120	
	2,000	31,930	29,456	26,983	24,509	22,036	19,562	17,088	14,615	12,141	9,668	
	2,500	31,477	29,004	26,530	24,057	21,583	19,109	16,636	14,162	11,689	9,215	
	3,000	31,025	28,551	26,078	23,604	21,130	18,657	16,183	13,710	11,236	8,763	
	3,500	30,572	28,099	25,625	23,151	20,678	18,204	15,731	13,257	10,784	8,310	
	4,000	30,120	27,646	25,172	22,699	20,225	17,752	15,278	12,805	10,331	7,858	
	4,500	29,667	27,193	24,720	22,246	19,773	17,299	14,826	12,352	9,879	7,405	
	5,000	29,214	26,741	24,267	21,794	19,320	16,847	14,373	11,900	9,426	6,953	
	5,500	28,762	26,288	23,815	21,341	18,868	16,394	13,921	11,447	8,974	6,500	
	6,000	28,309	25,836	23,362	20,889	18,415	15,942	13,468	10,995	8,521	6,048	
	6,500	27,857	25,383	22,910	20,436	17,963	15,489	13,016	10,542	8,069	5,595	
	7,000	27,404	24,931	22,457	19,984	17,510	15,037	12,563	10,090	7,616	5,143	
	7,500	26,952	24,478	22,005	19,531	17,058	14,584	12,111	9,637	7,164	4,690	
	8,000	26,499	24,026	21,552	19,079	16,605	14,132	11,658	9,185	6,711	4,237	
	8,500	26,047	23,573	21,100	18,626	16,153	13,679	11,206	8,732	6,258	3,785	
	9,000	25,594	23,121	20,647	18,174	15,700	13,226	10,753	8,279	5,806	3,332	
9,500	25,142	22,668	20,195	17,721	15,247	12,774	10,300	7,827	5,353	2,880		
10,000	24,689	22,216	19,742	17,268	14,795	12,321	9,848	7,374	4,901	2,427		
Balance (RLV - TLV)	36,213											
	14%	45,641	42,541	39,442	36,342	33,242	30,142	27,042	23,942	20,842	17,742	
	15%	43,658	40,662	37,667	34,671	31,676	28,680	25,685	22,689	19,694	16,698	
	16%	41,674	38,783	35,892	33,001	30,110	27,219	24,327	21,436	18,545	15,654	
	17.5%	38,699	35,964	33,230	30,495	27,761	25,026	22,292	19,557	16,823	14,088	
	19%	35,723	33,145	30,568	27,990	25,412	22,834	20,256	17,678	15,100	12,522	
	20%	33,740	31,266	28,793	26,319	23,846	21,372	18,899	16,425	13,952	11,478	
	21%	31,756	29,387	27,018	24,649	22,280	19,911	17,541	15,172	12,803	10,434	
	22%	29,773	27,508	25,243	22,978	20,714	18,449	16,184	13,920	11,655	9,390	
	23%	27,789	25,629	23,468	21,308	19,148	16,987	14,827	12,667	10,506	8,346	
24%	25,805	23,749	21,694	19,638	17,582	15,526	13,470	11,414	9,358	7,302		
25%	23,822	21,870	19,919	17,967	16,016	14,064	12,113	10,161	8,210	6,258		
Profit 20.00%	36,213											
	14%	45,641	42,541	39,442	36,342	33,242	30,142	27,042	23,942	20,842	17,742	
	15%	43,658	40,662	37,667	34,671	31,676	28,680	25,685	22,689	19,694	16,698	
	16%	41,674	38,783	35,892	33,001	30,110	27,219	24,327	21,436	18,545	15,654	
	17.5%	38,699	35,964	33,230	30,495	27,761	25,026	22,292	19,557	16,823	14,088	
	19%	35,723	33,145	30,568	27,990	25,412	22,834	20,256	17,678	15,100	12,522	
	20%	33,740	31,266	28,793	26,319	23,846	21,372	18,899	16,425	13,952	11,478	
	21%	31,756	29,387	27,018	24,649	22,280	19,911	17,541	15,172	12,803	10,434	
	22%	29,773	27,508	25,243	22,978	20,714	18,449	16,184	13,920	11,655	9,390	
	23%	27,789	25,629	23,468	21,308	19,148	16,987	14,827	12,667	10,506	8,346	
24%	25,805	23,749	21,694	19,638	17,582	15,526	13,470	11,414	9,358	7,302		
25%	23,822	21,870	19,919	17,967	16,016	14,064	12,113	10,161	8,210	6,258		

Appendix 5

Scheme Ref:
Title:
Notes:
F8 update

HMV
1 No. Units at Higher Mid Value Zone
Brownfield

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	36,213										
	100,000	35,717	33,243	30,770	28,296	25,822	23,349	20,875	18,402	15,928	13,455
	150,000	30,775	28,301	25,828	23,354	20,880	18,407	15,933	13,460	10,986	8,513
	200,000	25,833	23,359	20,886	18,412	15,938	13,465	10,991	8,518	6,044	3,571
	250,000	20,891	18,417	15,944	13,470	10,996	8,523	6,049	3,576	1,102	(1,371)
	300,000	15,949	13,475	11,002	8,528	6,054	3,581	1,107	(1,966)	(3,840)	(6,313)
	350,000	11,007	8,533	6,060	3,586	1,112	(1,361)	(3,835)	(6,308)	(8,782)	(11,255)
	400,000	6,065	3,591	1,118	(1,356)	(3,830)	(6,303)	(8,777)	(11,250)	(13,724)	(16,197)
	450,000	1,123	(1,351)	(3,824)	(6,298)	(8,772)	(11,245)	(13,719)	(16,192)	(18,666)	(21,139)
	500,000	(3,819)	(6,293)	(8,766)	(11,240)	(13,714)	(16,187)	(18,661)	(21,134)	(23,608)	(26,081)
550,000	(8,761)	(11,235)	(13,708)	(16,182)	(18,656)	(21,129)	(23,603)	(26,076)	(28,550)	(31,023)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	36,213										
	5	(61,455)	(64,288)	(67,141)	(69,984)	(72,827)	(75,671)	(78,514)	#####	#####	(166,494)
	10	(1,341)	(3,815)	(6,289)	(8,762)	(11,236)	(13,709)	(16,183)	(18,656)	(21,125)	(24,268)
	15	18,148	15,675	13,201	10,728	8,254	5,780	3,307	833	(1,640)	(4,114)
	20	27,993	25,419	22,946	20,472	17,999	15,525	13,052	10,578	8,105	5,631
	25	33,740	31,266	28,793	26,319	23,846	21,372	18,899	16,425	13,952	11,478
	30	37,638	35,164	32,691	30,217	27,744	25,270	22,797	20,323	17,849	15,376
	35	40,422	37,948	35,475	33,001	30,528	28,054	25,581	23,107	20,634	18,160
	40	42,510	40,037	37,563	35,090	32,616	30,142	27,669	25,195	22,722	20,248
	45	44,134	41,661	39,187	36,714	34,240	31,767	29,293	26,820	24,346	21,873
50	45,434	42,960	40,487	38,013	35,539	33,066	30,592	28,119	25,645	23,172	
55	46,497	44,023	41,550	39,076	36,603	34,129	31,655	29,182	26,708	24,235	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	36,213										
	40%	33,526	31,053	28,579	26,106	23,632	21,159	18,685	16,212	13,738	11,265
	45%	33,500	31,026	28,553	26,079	23,606	21,132	18,658	16,185	13,711	11,238
	50%	33,473	30,999	28,526	26,052	23,579	21,105	18,632	16,158	13,685	11,211
	55%	33,446	30,973	28,499	26,026	23,552	21,079	18,605	16,132	13,658	11,184
	60%	33,420	30,946	28,473	25,999	23,525	21,052	18,578	16,105	13,631	11,158
	65%	33,393	30,919	28,446	25,972	23,499	21,025	18,552	16,078	13,605	11,131
	70%	33,366	30,893	28,419	25,946	23,472	20,999	18,525	16,051	13,578	11,104
	75%	33,339	30,866	28,392	25,919	23,445	20,972	18,498	16,025	13,551	11,078
80%	33,313	30,839	28,366	25,892	23,419	20,945	18,472	15,998	13,525	11,051	
% Cat M4(2)	0%										
	40%	33,526	31,053	28,579	26,106	23,632	21,159	18,685	16,212	13,738	11,265
	45%	33,500	31,026	28,553	26,079	23,606	21,132	18,658	16,185	13,711	11,238
	50%	33,473	30,999	28,526	26,052	23,579	21,105	18,632	16,158	13,685	11,211
	55%	33,446	30,973	28,499	26,026	23,552	21,079	18,605	16,132	13,658	11,184
	60%	33,420	30,946	28,473	25,999	23,525	21,052	18,578	16,105	13,631	11,158
	65%	33,393	30,919	28,446	25,972	23,499	21,025	18,552	16,078	13,605	11,131
	70%	33,366	30,893	28,419	25,946	23,472	20,999	18,525	16,051	13,578	11,104
	75%	33,339	30,866	28,392	25,919	23,445	20,972	18,498	16,025	13,551	11,078
80%	33,313	30,839	28,366	25,892	23,419	20,945	18,472	15,998	13,525	11,051	

Appendix 5

Scheme Ref: **HMV**
 Title: **5 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			5 Units			
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			100%			
CIL Rate (£ psm)			0.00 £ psm			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	100.0%	5.0	0.0%	0.0	100%	5.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	5.0	0.0%	0.0	100%	5.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	85.0	915	100.0%		85.0	915
3 bed House	115.0	1,238	100.0%		115.0	1,238
4 bed House	135.0	1,453	100.0%		135.0	1,453
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	425	4,575	0	0	425	4,575
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	425	4,575	0	0	425	4,575
	AH % by floor area:		0.00% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	185,000	3,190	296	3,190	0	
2 bed House	240,000	2,824	262	3,067	1,200,000	
3 bed House	320,000	2,783	259	3,294	0	
4 bed House	370,000	2,741	255	2,750	0	
5 bed House	410,000	2,733	254	2,483	0	
1 bed Flat	185,000	3,700	344	3,700	0	
2 bed Flat	225,000	3,689	343	3,689	0	
					1,200,000	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	30%	156,000	2,229	65%
3 bed House	90,000	1,071	28%	208,000	2,476	65%
4 bed House	107,000	1,103	29%	240,500	2,479	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	38%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,388	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	192,000	2,743	80%			
3 bed House	256,000	3,048	80%			
4 bed House	296,000	3,052	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 5

Scheme Ref: **HMV**
 Title: **5 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	185,000	-
2 bed House	5.0	@	240,000	1,200,000
3 bed House	0.0	@	320,000	-
4 bed House	0.0	@	370,000	-
5 bed House	0.0	@	410,000	-
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	5.0			1,200,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	156,000	-
3 bed House	0.0	@	208,000	-
4 bed House	0.0	@	240,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	0.0	@	192,000	-
3 bed House	0.0	@	256,000	-
4 bed House	0.0	@	296,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	0.0	@	148,000	-
2 bed Flat	0.0	@	180,000	-
	0.0			-
Sub-total GDV Residential				
	5.0			1,200,000
<i>AH on-site cost analysis:</i>				
			<i>EMV less EGDV</i>	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	5	@	0	-
Total GDV				1,200,000

Appendix 5

Scheme Ref: **HMV**
 Title: **5 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,925)
CIL	425 sqm	0.00% of GDV	0.00 £ psm	-
			0 £ per unit (total units)	
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	5 units @	0 per unit	-
		0.00% of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	425 sqm (total)	0.00% of GDV	0 £ psm	-
		0.00% of GDV		
Construction Costs -				
Site Clearance and Demolition	0.49 acres @		110,000 £ per acre (if brownfield)	(54,362)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.49 acres @	0 per acre	-
		0.00% of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	sqm @	1,149 psm	-
2 bed House	425	sqm @	1,149 psm	(488,325)
3 bed House	-	sqm @	1,149 psm	-
4 bed House	-	sqm @	1,149 psm	-
5 bed House	-	sqm @	1,149 psm	-
1 bed Flat	-	sqm @	1,339 psm	-
2 bed Flat	425	sqm @	1,339 psm	-
External works	488,325 @		10.0% 9,767 Eper unit	(48,833)
M4(2) Category 2 Housing	0% of All units		5 units @ 521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units		5 units @ 10,307 £ per dwelling	-
Water efficiency			5 units @ 9 £ per dwelling	(45)
Contingency	591,565 @		5.0%	(29,578)
Professional Fees	591,565 @		10.0%	(59,156)
Disposal Costs -				
Marketing and Promotion	1,200,000 OMS @		1.50%	(18,000)
Residential Sales Agent Costs	1,200,000 OMS @		1.50%	(18,000)
Residential Sales Legal Costs	1,200,000 OMS @		0.50%	(6,000)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(26,596)
Developers Profit -				
Margin on AH	0		6.00% on AH values	-
Profit on GDV	1,200,000		20.00%	(240,000)
	780,820		31.54% on costs	(240,000)
	1,200,000		20.00% blended	(240,000)
TOTAL COSTS				(1,000,820)

Appendix 5

Scheme Ref: HMV
 Title: 5 No. Units at Higher Mid Value Zone
 Notes: Brownfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				199,180
SDLT	199,180 @	5.0% (slabbed)		541
Acquisition Agent fees	199,180 @	1.0%		(1,992)
Acquisition Legal fees	199,180 @	0.5%		(996)
Interest on Land	199,180 @	6.5%		(12,947)
Residual Land Value				183,787
<i>RLV analysis:</i>				
	36,757 £ per plot	918,934 £ per ha	371,887 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Resi)		0.20 ha	0.49 acres	
		2,125 sqm/ha	9,257 sqft/ac	
<i>Density analysis:</i>				
Threshold Land Value	11,861 £ per plot	296,520 £ per ha	120,000 £ per acre	59,304

BALANCE			
Surplus/(Deficit)	622,414 £ per ha	251,887 £ per acre	124,483

Appendix 5

Scheme Ref: HMV
 Title: 5 No. Units at Higher Mid Value Zone
 Notes: Brownfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	124,483											
	0	117,861	104,707	91,553	78,399	65,245	52,091	38,937	25,783	12,629	(525)	
	10	114,021	101,069	88,117	75,165	62,213	49,261	36,310	23,358	10,406	(2,546)	
	20	110,181	97,431	84,681	71,931	59,181	46,432	33,682	20,932	8,182	(4,567)	
	30	106,340	93,793	81,245	68,697	56,150	43,602	31,054	18,507	5,959	(6,589)	
	40	102,500	90,154	77,809	65,463	53,118	40,772	28,427	16,081	3,736	(8,610)	
	50	98,659	86,516	74,373	62,229	50,986	37,942	25,799	13,656	1,512	(10,631)	
	CIL Epsm	0.00										
		60	94,819	82,878	70,936	58,995	47,054	35,113	23,171	11,230	(711)	(12,653)
		70	90,979	79,239	67,500	55,761	44,022	32,283	20,544	8,805	(2,935)	(14,674)
		80	87,138	75,601	64,064	52,527	40,990	29,453	17,916	6,379	(5,158)	(16,695)
		90	83,298	71,963	60,628	49,293	37,958	26,623	15,288	3,953	(7,381)	(18,716)
		100	79,457	68,325	57,192	46,059	34,926	23,794	12,661	1,528	(9,605)	(20,738)
		110	75,617	64,686	53,756	42,825	31,894	20,964	10,033	(898)	(11,828)	(22,759)
		120	71,777	61,048	50,320	39,591	28,852	18,134	7,405	(3,323)	(14,052)	(24,780)
		130	67,936	57,410	46,883	36,357	25,831	15,304	4,778	(5,740)	(16,275)	(26,801)
		140	64,096	53,771	43,447	33,123	22,799	12,474	2,150	(8,174)	(18,498)	(28,823)
	150	60,255	50,133	40,011	29,889	19,767	9,645	(477)	(10,600)	(20,722)	(30,844)	
	160	56,415	46,495	36,575	26,655	16,735	6,815	(3,105)	(13,025)	(22,945)	(32,865)	
	170	52,575	42,857	33,139	23,421	13,703	3,985	(5,733)	(15,451)	(25,169)	(34,886)	
180	48,734	39,218	29,703	20,187	10,671	1,155	(8,360)	(17,876)	(27,392)	(36,908)		
190	44,894	35,580	26,266	16,953	7,639	(1,674)	(10,888)	(20,302)	(29,615)	(38,930)		
200	41,053	31,942	22,830	13,719	4,607	(4,504)	(13,616)	(22,727)	(31,839)	(40,952)		
Site Specific S106	124,483											
	0	117,861	104,707	91,553	78,399	65,245	52,091	38,937	25,783	12,629	(525)	
	500	115,969	102,415	89,261	76,107	62,952	49,798	36,644	23,490	10,336	(2,818)	
	1,000	113,276	100,122	86,968	73,814	60,660	47,506	34,352	21,198	8,044	(5,110)	
	1,500	110,583	97,829	84,675	71,521	58,367	45,213	32,059	18,905	5,751	(7,403)	
	2,000	108,690	95,536	82,382	69,228	56,074	42,920	29,766	16,612	3,458	(9,696)	
	2,500	106,398	93,243	80,089	66,935	53,781	40,627	27,473	14,319	1,165	(11,989)	
	3,000	104,105	90,951	77,797	64,643	51,489	38,335	25,181	12,026	(1,128)	(14,282)	
	3,500	101,812	88,658	75,504	62,350	49,196	36,042	22,888	9,734	(3,420)	(16,574)	
	4,000	99,519	86,365	73,211	60,057	46,903	33,749	20,595	7,441	(5,713)	(18,867)	
	4,500	97,226	84,072	70,918	57,764	44,610	31,456	18,302	5,148	(8,006)	(21,160)	
	5,000	94,934	81,780	68,625	55,472	42,317	29,163	16,009	2,855	(10,299)	(23,453)	
	5,500	92,641	79,487	66,333	53,179	40,025	26,871	13,717	563	(12,591)	(25,745)	
	6,000	90,348	77,194	64,040	50,886	37,732	24,578	11,424	(1,730)	(14,884)	(28,038)	
	6,500	88,055	74,901	61,747	48,593	35,439	22,285	9,131	(4,023)	(17,177)	(30,331)	
	7,000	85,763	72,608	59,454	46,300	33,146	19,992	6,838	(6,316)	(19,470)	(32,624)	
	7,500	83,470	70,316	57,162	44,008	30,854	17,700	4,546	(8,609)	(21,763)	(34,917)	
	8,000	81,177	68,023	54,869	41,715	28,561	15,407	2,253	(10,901)	(24,055)	(37,209)	
	8,500	78,884	65,730	52,576	39,422	26,268	13,114	(40)	(13,194)	(26,348)	(39,513)	
	9,000	76,591	63,437	50,283	37,129	23,975	10,821	(2,333)	(15,487)	(28,641)	(41,817)	
9,500	74,299	61,145	47,991	34,837	21,682	8,528	(4,626)	(17,780)	(30,934)	(44,122)		
10,000	72,006	58,852	45,698	32,544	19,390	6,236	(6,918)	(20,072)	(33,226)	(46,427)		
Profit	124,483											
	14%	177,369	161,083	144,797	128,511	112,225	95,939	79,653	63,367	47,081	30,795	
	15%	167,451	151,687	135,923	120,159	104,395	88,631	72,867	57,103	41,338	25,875	
	16%	157,533	142,291	127,049	111,807	95,565	81,323	66,081	50,839	35,597	20,355	
	17.5%	142,656	128,197	113,738	99,279	84,820	70,361	55,902	41,443	26,984	12,625	
	19%	127,779	114,103	100,427	86,751	73,075	59,399	45,723	32,047	18,371	4,695	
	20%	117,861	104,707	91,553	78,399	65,245	52,091	38,937	25,783	12,629	(525)	
	21%	107,943	95,311	82,679	70,047	57,415	44,783	32,151	19,519	6,887	(5,745)	
	22%	98,025	85,915	73,805	61,695	49,585	37,475	25,365	13,255	1,145	(10,965)	
	23%	88,107	76,519	64,931	53,343	41,755	30,167	18,579	6,991	(4,597)	(16,185)	
24%	78,189	67,123	56,057	44,991	33,925	22,859	11,793	727	(10,339)	(21,405)		
25%	68,271	57,727	47,183	36,639	26,095	15,551	5,007	(5,537)	(16,081)	(26,625)		
Balance (RLV - TLV)	124,483											
	14%	177,369	161,083	144,797	128,511	112,225	95,939	79,653	63,367	47,081	30,795	
	15%	167,451	151,687	135,923	120,159	104,395	88,631	72,867	57,103	41,338	25,875	
	16%	157,533	142,291	127,049	111,807	95,565	81,323	66,081	50,839	35,597	20,355	
	17.5%	142,656	128,197	113,738	99,279	84,820	70,361	55,902	41,443	26,984	12,625	
	19%	127,779	114,103	100,427	86,751	73,075	59,399	45,723	32,047	18,371	4,695	
	20%	117,861	104,707	91,553	78,399	65,245	52,091	38,937	25,783	12,629	(525)	
	21%	107,943	95,311	82,679	70,047	57,415	44,783	32,151	19,519	6,887	(5,745)	
	22%	98,025	85,915	73,805	61,695	49,585	37,475	25,365	13,255	1,145	(10,965)	
	23%	88,107	76,519	64,931	53,343	41,755	30,167	18,579	6,991	(4,597)	(16,185)	
24%	78,189	67,123	56,057	44,991	33,925	22,859	11,793	727	(10,339)	(21,405)		
25%	68,271	57,727	47,183	36,639	26,095	15,551	5,007	(5,537)	(16,081)	(26,625)		

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HMV
5 No. Units at Higher Mid Value Zone
Brownfield

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	124,483										
	100,000	142,674	129,417	116,263	103,109	89,955	76,801	63,647	50,493	37,339	24,185
	150,000	117,861	104,707	91,553	78,399	65,245	52,091	38,937	25,783	12,629	(5,25)
	200,000	93,151	79,997	66,843	53,689	40,535	27,381	14,227	1,073	(12,081)	(25,235)
	250,000	68,441	55,287	42,133	28,979	15,825	2,671	(10,483)	(23,637)	(36,791)	(49,945)
	300,000	43,731	30,577	17,423	4,269	(8,885)	(22,039)	(35,193)	(48,347)	(61,501)	(74,655)
	350,000	19,021	5,867	(7,287)	(20,441)	(33,595)	(46,749)	(59,903)	(73,057)	(86,211)	(99,365)
	400,000	(5,889)	(18,843)	(31,997)	(45,151)	(58,305)	(71,459)	(84,613)	(97,767)	(110,921)	(124,075)
	450,000	(30,399)	(43,553)	(56,707)	(69,861)	(83,015)	(96,169)	(109,323)	(122,477)	(135,631)	(148,785)
	500,000	(55,109)	(68,263)	(81,417)	(94,571)	(107,725)	(120,879)	(134,033)	(147,187)	(160,341)	(173,495)
550,000	(79,819)	(92,973)	(106,127)	(119,281)	(132,435)	(145,589)	(158,743)	(171,897)	(185,051)	(198,205)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	124,483										
	5	(413,430)	(428,613)	(443,797)	(458,980)	(474,163)	(489,347)	(504,530)	(503,901)	(766,129)	(928,358)
	10	(78,587)	(91,741)	(104,895)	(118,049)	(131,203)	(144,357)	(157,511)	(170,665)	(185,391)	(200,575)
	15	30,551	17,397	4,243	(8,911)	(22,065)	(35,219)	(48,373)	(61,527)	(74,681)	(87,840)
	20	85,120	71,966	58,812	45,658	32,504	19,350	6,196	(6,958)	(20,112)	(33,266)
	25	117,861	104,707	91,553	78,399	65,245	52,091	38,937	25,783	12,629	(5,25)
	30	139,689	126,535	113,381	100,227	87,073	73,919	60,765	47,611	34,457	21,303
	35	155,280	142,126	128,972	115,818	102,664	89,510	76,356	63,202	50,048	36,894
	40	166,974	153,820	140,666	127,511	114,357	101,203	88,049	74,895	61,741	48,587
	45	176,906	162,914	149,760	136,606	123,452	110,298	97,144	83,990	70,836	57,682
50	183,344	170,190	157,036	143,882	130,728	117,574	104,420	91,266	78,112	64,958	
55	189,297	176,143	162,989	149,835	136,681	123,527	110,373	97,219	84,065	70,911	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	124,483										
	40%	116,817	103,663	90,509	77,355	64,201	51,047	37,893	24,739	11,585	(1,569)
	45%	116,697	103,533	90,379	77,225	64,071	50,917	37,763	24,609	11,455	(1,699)
	50%	116,556	103,402	90,248	77,094	63,940	50,786	37,632	24,478	11,324	(1,830)
	55%	116,426	103,272	90,118	76,964	63,810	50,656	37,502	24,348	11,194	(1,960)
	60%	116,295	103,141	89,987	76,833	63,679	50,525	37,371	24,217	11,063	(2,091)
	65%	116,165	103,011	89,857	76,703	63,549	50,395	37,241	24,087	10,933	(2,221)
	70%	116,034	102,880	89,726	76,572	63,418	50,264	37,110	23,956	10,802	(2,352)
	75%	115,904	102,750	89,596	76,442	63,288	50,134	36,980	23,826	10,672	(2,482)
	80%	115,773	102,619	89,465	76,311	63,157	50,003	36,849	23,695	10,541	(2,613)
% Cat M4(2)	0%										
	40%	116,817	103,663	90,509	77,355	64,201	51,047	37,893	24,739	11,585	(1,569)
	45%	116,697	103,533	90,379	77,225	64,071	50,917	37,763	24,609	11,455	(1,699)
	50%	116,556	103,402	90,248	77,094	63,940	50,786	37,632	24,478	11,324	(1,830)
	55%	116,426	103,272	90,118	76,964	63,810	50,656	37,502	24,348	11,194	(1,960)
	60%	116,295	103,141	89,987	76,833	63,679	50,525	37,371	24,217	11,063	(2,091)
	65%	116,165	103,011	89,857	76,703	63,549	50,395	37,241	24,087	10,933	(2,221)
	70%	116,034	102,880	89,726	76,572	63,418	50,264	37,110	23,956	10,802	(2,352)
	75%	115,904	102,750	89,596	76,442	63,288	50,134	36,980	23,826	10,672	(2,482)
	80%	115,773	102,619	89,465	76,311	63,157	50,003	36,849	23,695	10,541	(2,613)

Appendix 5

Scheme Ref: **HMV**
 Title: **8 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			8 Units			
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			100%			
CIL Rate (£ psm)			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	38.0%	3.0	0.0%	0.0	38%	3.0
3 bed House	62.0%	5.0	0.0%	0.0	62%	5.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	8.0	0.0%	0.0	100%	8.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	58.0	624	100.0%	58.0	624	
2 bed House	85.0	915	100.0%	85.0	915	
3 bed House	115.0	1,238	100.0%	115.0	1,238	
4 bed House	135.0	1,453	100.0%	135.0	1,453	
5 bed House	150.0	1,615	100.0%	150.0	1,615	
1 bed Flat	50.0	538	90.0%	55.6	598	
2 bed Flat	61.0	657	90.0%	67.8	730	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	58.0	624	100.0%	58.0	624	
2 bed House	70.0	753	100.0%	70.0	753	
3 bed House	84.0	904	100.0%	84.0	904	
4 bed House	97.0	1,044	100.0%	97.0	1,044	
5 bed House	110.0	1,184	100.0%	110.0	1,184	
1 bed Flat	50.0	538	90.0%	55.6	598	
2 bed Flat	61.0	657	90.0%	67.8	730	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	258	2,781	0	0	258	2,781
3 bed House	570	6,140	0	0	570	6,140
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	829	8,921	0	0	829	8,921
<i>AH % by floor area:</i>				<i>0.00% AH % by floor area due to mix</i>		
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epft	SO £	Epsm	% of MV
1 bed House	185,000	3,190	296	3,190	2,073	65%
2 bed House	240,000	2,824	262	3,067	2,229	65%
3 bed House	320,000	2,783	259	3,294	2,476	65%
4 bed House	370,000	2,741	255	2,750	2,479	65%
5 bed House	410,000	2,733	254	2,483	2,423	65%
1 bed Flat	185,000	3,700	344	3,700	2,405	65%
2 bed Flat	225,000	3,689	343	3,689	2,398	65%
						2,316,800
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	30%	156,000	2,229	65%
3 bed House	90,000	1,071	28%	208,000	2,476	65%
4 bed House	107,000	1,103	29%	240,500	2,479	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	36%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	192,000	2,743	80%			
3 bed House	256,000	3,048	80%			
4 bed House	296,000	3,052	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 5

Scheme Ref: HMV
 Title: 8 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	3.0	@	240,000	729,600
3 bed House	5.0	@	320,000	1,587,200
4 bed House	0.0	@	370,000	-
5 bed House	0.0	@	410,000	-
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	8.0			2,316,800
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	156,000	-
3 bed House	0.0	@	238,000	-
4 bed House	0.0	@	240,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	0.0	@	192,000	-
3 bed House	0.0	@	256,000	-
4 bed House	0.0	@	296,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	0.0	@	148,000	-
2 bed Flat	0.0	@	180,000	-
	0.0			-
Sub-total GDV Residential	8.0			2,316,800
<i>AH on-site cost analysis:</i>				
			<i>EMV less £GDV</i>	<i>0</i>
	<i>0 £ psm (total GIA sqm)</i>		<i>0 £ per unit (total units)</i>	
Grant	8	@	0	-
Total GDV				2,316,800

Appendix 5

Scheme Ref: **HMV**
 Title: **8 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,080)
CIL		829 sqm	0.00 £ psm		-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		-
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	0			-
	S106 analysis:	0.00% % of GDV	0 per unit		-
AH Commuted Sum		829 sqm (total)	0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV			-
Construction Costs -					
Site Clearance and Demolition		0.79 acres @	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	0.79 acres @	0 per acre		-
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)		-
1 bed House		- sqm @	1,149 psm		-
2 bed House		259 sqm @	1,149 psm		(296,902)
3 bed House		570 sqm @	1,149 psm		(655,390)
4 bed House		- sqm @	1,149 psm		-
5 bed House		- sqm @	1,149 psm		-
1 bed Flat		- sqm @	1,339 psm		-
2 bed Flat		829 - sqm @	1,339 psm		-
External works		952,291 @	15.0%	17,855 £ per unit	(142,844)
M4(2) Category 2 Housing		0% of All units	8 units @	521 £ per dwelling	-
M4(3) Category 3 Housing		0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency			8 units @	9 £ per dwelling	(72)
Contingency		1,095,207 @	5.0%		(54,760)
Professional Fees		1,095,207 @	10.0%		(109,521)
Disposal Costs -					
Marketing and Promotion		2,316,800 OMS @	1.50%		(34,752)
Residential Sales Agent Costs		2,316,800 OMS @	1.50%		(34,752)
Residential Sales Legal Costs		2,316,800 OMS @	0.50%		(11,584)
Interest (on Development Costs) -		6.50% APR	0.526% pcm		(58,626)
Developers Profit -					
Margin on AH		0	6.00% on AH values		-
Profit on GDV		2,316,800	20.00%		(463,360)
		1,412,262	32.81% on costs	(463,360)	(463,360)
		2,316,800	20.00% blended	(463,360)	(463,360)
TOTAL COSTS					(1,875,642)

Appendix 5

Scheme Ref: **HMV**
 Title: **8 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				441,158
SDLT	441,158 @		5.0% (slabbed)	(11,558)
Acquisition Agent fees	441,158 @		1.0%	(4,412)
Acquisition Legal fees	441,158 @		0.5%	(2,206)
Interest on Land	441,158 @		6.5%	(28,675)
Residual Land Value				394,307
<i>RLV analysis:</i>	<i>49,288 £ per plot</i>	<i>1,232,210 £ per ha</i>	<i>498,669 £ per acre</i>	

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Resi)		0.32 ha	0.79 acres	
<i>Density analysis:</i>		<i>2,590 sqm/ha</i>	<i>11,282 sqft/ac</i>	
Threshold Land Value	28,664 £ per plot	716,590 £ per ha	290,000 £ per acre	229,309

BALANCE			
Surplus/(Deficit)	515,620 £ per ha	208,669 £ per acre	164,998

Appendix 5

Scheme Ref: HMV
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SENSITIVITY ANALYSIS											
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	164,998										
	0	145,158	125,317	105,477	85,636	65,796	45,955	26,115	6,274	(13,566)	(33,407)
	10	137,510	118,072	98,634	79,196	59,758	40,320	20,882	1,444	(17,994)	(37,432)
	20	129,862	110,826	91,791	72,755	53,720	34,684	15,649	(3,386)	(22,422)	(41,457)
	30	122,214	103,581	84,948	66,315	47,682	29,049	10,416	(8,217)	(26,850)	(45,483)
	40	114,565	96,335	78,105	59,874	41,644	23,414	5,183	(13,047)	(31,278)	(48,508)
	50	106,917	89,090	71,262	53,434	35,636	17,778	(50)	(17,878)	(35,705)	(53,533)
	60	99,269	81,844	64,419	46,993	29,568	12,143	(5,283)	(22,708)	(40,133)	(57,559)
	70	91,621	74,598	57,576	40,553	23,530	6,507	(10,516)	(27,538)	(44,561)	(61,584)
	80	83,973	67,353	50,733	34,112	17,492	872	(15,749)	(32,369)	(48,989)	(65,609)
	90	76,325	60,107	43,889	27,672	11,454	(4,764)	(20,981)	(37,199)	(53,417)	(69,635)
	100	68,677	52,862	37,046	21,231	5,416	(10,399)	(26,214)	(42,030)	(57,845)	(73,660)
	110	61,029	45,616	30,203	14,791	(622)	(16,035)	(31,447)	(46,860)	(62,273)	(77,885)
	120	53,381	38,370	23,360	8,350	(6,663)	(21,670)	(36,880)	(51,690)	(66,701)	(81,711)
	130	45,732	31,125	16,517	1,910	(12,698)	(27,306)	(41,913)	(56,521)	(71,129)	(85,743)
	140	38,084	23,879	9,674	(4,535)	(18,744)	(32,953)	(47,162)	(61,371)	(75,800)	(89,789)
	150	30,436	16,600	2,795	(11,009)	(24,814)	(38,618)	(52,422)	(66,227)	(80,031)	(93,838)
	160	22,788	9,316	(4,084)	(17,483)	(30,883)	(44,283)	(57,683)	(71,083)	(84,483)	(97,822)
	170	15,140	2,032	(10,963)	(23,968)	(36,953)	(49,948)	(62,943)	(75,939)	(88,934)	(101,929)
	180	7,492	(5,251)	(17,842)	(30,432)	(43,023)	(55,613)	(68,204)	(80,794)	(93,385)	(105,975)
	190	(349)	(12,535)	(24,721)	(36,907)	(49,093)	(61,278)	(73,464)	(85,650)	(97,836)	(110,022)
200	(8,037)	(19,819)	(31,603)	(43,381)	(55,162)	(66,944)	(78,725)	(90,506)	(102,287)	(114,068)	
Site Specific S106	164,998										
	0	145,158	125,317	105,477	85,636	65,796	45,955	26,115	6,274	(13,566)	(33,407)
	500	141,441	121,600	101,760	81,919	62,079	42,238	22,397	2,557	(17,284)	(37,124)
	1,000	137,723	117,883	98,042	78,202	58,361	38,521	18,686	(1,160)	(21,901)	(40,841)
	1,500	134,006	114,165	94,325	74,484	54,644	34,803	14,863	(4,878)	(24,718)	(44,559)
	2,000	130,289	110,448	90,608	70,767	50,927	31,086	11,246	(8,595)	(28,436)	(48,276)
	2,500	126,571	106,731	86,890	67,050	47,209	27,369	7,528	(12,312)	(32,153)	(51,993)
	3,000	122,854	103,014	83,173	63,332	43,492	23,651	3,811	(16,030)	(35,870)	(55,711)
	3,500	119,137	99,296	79,456	59,615	39,775	19,934	94	(19,747)	(39,587)	(59,428)
	4,000	115,419	95,579	75,738	55,898	36,057	16,217	(3,624)	(23,464)	(43,305)	(63,145)
	4,500	111,702	91,862	72,021	52,181	32,340	12,499	(7,341)	(27,182)	(47,022)	(66,863)
	5,000	107,985	88,144	68,304	48,463	28,623	8,782	(11,658)	(30,899)	(50,739)	(70,580)
	5,500	104,267	84,427	64,586	44,746	24,905	5,065	(14,776)	(34,616)	(54,457)	(74,297)
	6,000	100,550	80,710	60,869	41,029	21,188	1,348	(18,493)	(38,333)	(58,174)	(78,015)
	6,500	96,833	76,992	57,152	37,311	17,471	(2,370)	(22,210)	(42,051)	(61,891)	(81,732)
	7,000	93,116	73,275	53,434	33,594	13,753	(6,087)	(25,928)	(45,768)	(65,609)	(85,455)
	7,500	89,398	69,558	49,717	29,877	10,036	(9,804)	(29,645)	(49,485)	(69,326)	(89,191)
8,000	85,681	65,840	46,000	26,159	6,319	(13,522)	(33,362)	(53,203)	(73,054)	(92,928)	
8,500	81,964	62,123	42,283	22,442	2,602	(17,239)	(37,080)	(56,920)	(76,791)	(96,665)	
9,000	78,246	58,406	38,565	18,725	(1,116)	(20,956)	(40,797)	(60,654)	(80,528)	(100,402)	
9,500	74,529	54,688	34,848	15,007	(4,833)	(24,674)	(44,516)	(64,390)	(84,265)	(104,138)	
10,000	70,812	50,971	31,131	11,290	(8,550)	(28,391)	(48,253)	(68,127)	(88,002)	(107,878)	
Profit	164,998										
	14%	260,048	234,161	208,273	182,386	156,499	130,611	104,724	78,836	52,949	27,062
	15%	240,900	216,020	191,141	166,261	141,381	116,502	91,622	66,743	41,863	16,394
	16%	221,751	197,880	174,008	150,136	126,264	102,393	78,521	54,649	30,777	6,906
	17.5%	193,029	170,669	148,309	125,949	103,589	81,229	58,869	36,509	14,148	(8,212)
	19%	164,306	143,458	122,610	101,761	80,913	60,065	39,216	18,368	(2,480)	(23,329)
	20%	145,158	125,317	105,477	85,636	65,796	45,955	26,115	6,274	(13,566)	(33,407)
	21%	126,010	107,177	88,344	69,511	50,679	31,846	13,013	(5,819)	(24,652)	(43,485)
	22%	106,861	89,036	71,211	53,387	35,562	17,737	(88)	(17,913)	(35,738)	(53,563)
	23%	87,713	70,896	54,079	37,262	20,444	3,627	(13,190)	(30,007)	(46,824)	(63,841)
24%	68,565	52,755	36,946	21,137	5,327	(10,482)	(26,291)	(42,101)	(57,910)	(73,719)	
25%	49,416	34,615	19,813	5,012	(9,790)	(24,591)	(39,393)	(54,194)	(68,996)	(83,797)	

Appendix 5

Scheme Ref:
Title:
Notes:

HMV
8 No. Units at Higher Mid Value Zone
Greenfield

F9 update

		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	164,998											
	100,000	295,395	275,554	255,714	235,873	216,033	196,192	176,352	156,511	136,671	116,830	
	150,000	255,859	236,018	216,178	196,337	176,497	156,656	136,816	116,975	97,135	77,294	
	200,000	216,323	196,482	176,642	156,801	136,961	117,120	97,280	77,439	57,599	37,758	
	250,000	176,787	156,946	137,106	117,265	97,425	77,584	57,744	37,903	18,063	(1,778)	
	290,000	137,251	117,410	97,570	77,729	57,889	38,048	18,208	(1,633)	(21,473)	(41,314)	
	300,000	97,715	77,874	58,034	38,193	18,353	(1,488)	(21,328)	(41,169)	(61,009)	(80,850)	
	400,000	58,179	38,338	18,498	(1,343)	(21,183)	(41,024)	(60,864)	(80,705)	(100,545)	(120,386)	
	450,000	18,643	(1,198)	(21,038)	(40,879)	(60,719)	(80,560)	(100,400)	(120,241)	(140,081)	(159,922)	
	500,000	(20,893)	(40,734)	(60,574)	(80,415)	(100,255)	(120,096)	(139,936)	(159,777)	(179,617)	(199,458)	
550,000	(60,429)	(80,270)	(100,110)	(119,951)	(139,791)	(159,632)	(179,472)	(199,313)	(219,153)	(238,994)		
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	164,998											
	5	(772,077)	(791,818)	(811,758)	(831,599)	(851,439)	(871,280)	(891,120)	(910,961)	(930,801)	(950,642)	
	10	(198,305)	(218,046)	(238,086)	(258,327)	(278,167)	(298,008)	(317,848)	(337,689)	(357,529)	(377,370)	
	15	(7,715)	(27,555)	(47,396)	(67,236)	(87,077)	(106,917)	(126,758)	(146,598)	(166,439)	(186,279)	
	Density (dph)	20	87,831	67,990	48,150	28,309	8,469	(11,372)	(31,212)	(51,053)	(70,893)	(90,734)
		25	145,158	125,317	105,477	85,636	65,796	45,955	26,115	6,274	(13,566)	(33,407)
		30	183,376	163,536	143,695	123,855	104,014	84,173	64,333	44,492	24,652	4,811
		35	210,675	190,834	170,994	151,153	131,313	111,472	91,632	71,791	51,951	32,110
		40	231,149	211,308	191,468	171,627	151,787	131,946	112,106	92,265	72,425	52,584
		45	247,073	227,232	207,392	187,551	167,711	147,870	128,030	108,189	88,349	68,508
50		259,812	239,972	220,131	200,291	180,450	160,610	140,769	120,929	101,088	81,248	
55		270,235	250,395	230,554	210,714	190,873	171,033	151,192	131,352	111,511	91,671	
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	164,998											
	40%	143,404	123,564	103,723	83,883	64,042	44,202	24,361	4,521	(15,320)	(35,160)	
	45%	143,195	123,345	103,504	83,664	63,823	43,983	24,142	4,301	(15,539)	(35,380)	
	50%	142,986	123,125	103,285	83,444	63,604	43,763	23,923	4,082	(15,759)	(35,599)	
	% Cat M4(2)	55%	142,747	122,906	103,066	83,225	63,385	43,544	23,704	3,863	(15,977)	(35,818)
		60%	142,528	122,687	102,847	83,006	63,165	43,325	23,484	3,644	(16,197)	(36,037)
		65%	142,308	122,468	102,627	82,787	62,946	43,106	23,265	3,425	(16,416)	(36,256)
		70%	142,089	122,249	102,408	82,568	62,727	42,887	23,046	3,206	(16,635)	(36,475)
		75%	141,870	122,029	102,189	82,348	62,508	42,667	22,827	2,986	(16,854)	(36,695)
		80%	141,651	121,810	101,970	82,129	62,289	42,448	22,608	2,767	(17,073)	(36,914)

Appendix 5

Scheme Ref: HMV
 Title: 15 No. Units at Higher Mid Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			15 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	1.0	55.0%	2.9	26%	3.9
3 bed House	52.0%	5.1	12.0%	0.6	38%	5.7
4 bed House	30.0%	2.9	0.0%	0.0	20%	2.9
5 bed House	3.0%	0.8	0.0%	0.0	5%	0.8
1 bed Flat	0.0%	0.0	33.0%	1.7	12%	1.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.8	100.0%	5.3	100%	15.0
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	85.0	915	100.0%		85.0	915
3 bed House	115.0	1,238	100.0%		115.0	1,238
4 bed House	135.0	1,453	100.0%		135.0	1,453
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA	AH units GIA	Total GIA (all units)			
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	83	892	202	2,176	285	3,068
3 bed House	583	6,276	53	570	636	6,846
4 bed House	395	4,250	0	0	395	4,250
5 bed House	117	1,259	0	0	117	1,259
1 bed Flat	0	0	96	1,036	96	1,036
2 bed Flat	0	0	0	0	0	0
	1,178	12,678	351	3,781	1,529	16,459
	AH % by floor area:		22.97% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	185,000	3,190	296	3,190	0	
2 bed House	240,000	2,824	262	3,067	927,000	
3 bed House	320,000	2,783	259	3,294	1,824,000	
4 bed House	370,000	2,741	255	2,750	1,082,250	
5 bed House	410,000	2,733	254	2,483	319,800	
1 bed Flat	185,000	3,700	344	3,700	320,513	
2 bed Flat	225,000	3,689	343	3,689	0	
					4,473,563	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	30%	156,000	2,229	65%
3 bed House	90,000	1,071	28%	208,000	2,476	65%
4 bed House	107,000	1,103	29%	240,500	2,479	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	38%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	192,000	2,743	80%			
3 bed House	256,000	3,048	80%			
4 bed House	296,000	3,052	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 5

Scheme Ref: **HMV**
 Title: **15 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	1.0	@	240,000	234,000
3 bed House	5.1	@	320,000	1,622,400
4 bed House	2.9	@	370,000	1,082,250
5 bed House	0.8	@	410,000	319,800
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	9.8			3,258,450
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	1.4	@	72,000	103,950
3 bed House	0.3	@	90,000	28,350
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.9	@	66,000	57,173
2 bed Flat	0.0	@	72,000	-
	2.6			189,473
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.9	@	156,000	135,135
3 bed House	0.2	@	208,000	39,312
4 bed House	0.0	@	240,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.5	@	120,250	62,500
2 bed Flat	0.0	@	146,250	-
	1.6			236,947
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	0.5	@	192,000	110,880
3 bed House	0.1	@	256,000	32,256
4 bed House	0.0	@	296,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	0.3	@	148,000	51,282
2 bed Flat	0.0	@	180,000	-
	1.1			194,418
Sub-total GDV Residential				
	15.0			3,879,287
<i>AH on-site cost analysis:</i>				
			<i>EMV less EGDV</i>	<i>594,275</i>
		<i>389 £ psm (total GIA sqm)</i>	<i>39,618 £ per unit (total units)</i>	
Grant	15	@	0	-
Total GDV				3,879,287

Appendix 5

Scheme Ref: **HMV**
 Title: **15 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(20,000)
Statutory Planning Fees (Residential)					(5,775)
CIL		1,178 sqm		0.00 £ psm	-
		0.00% % of GDV		0 £ per unit (total units)	-
Site Specific S106 Contributions					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
total		15 units @		0 per unit	-
		0.00% % of GDV		0 £ per unit (total units)	-
AH Commuted Sum					
		1,529 sqm (total)		0 £ psm	-
		0.00% % of GDV			-
Construction Costs -					
Site Clearance and Demolition					
		1.48 acres @		0 per acre (if brownfield)	-
Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
total		1.48 acres @		0 per acre	-
		0.00% % of GDV		0 £ per unit (total units)	-
Infra. Costs analysis:					
1 bed House		-		1,149 psm	-
2 bed House		285 sqm @		1,149 psm	(327,465)
3 bed House		636 sqm @		1,149 psm	(730,730)
4 bed House		395 sqm @		1,149 psm	(453,711)
5 bed House		117 sqm @		1,149 psm	(134,433)
1 bed Flat		96 sqm @		1,339 psm	(128,879)
2 bed Flat		1,529 sqm @		1,339 psm	-
External works					
		1,775,218 @		15.0% 17,752 £ per unit	(266,283)
M4(2) Category 2 Housing					
		0% of All units		15 units @ 521 £ per dwelling	-
M4(3) Category 3 Housing					
		0% of All units		15 units @ 10,307 £ per dwelling	-
Water efficiency					
				15 units @ 9 £ per dwelling	(135)
Contingency					
		2,041,635 @		5.0%	(102,082)
Professional Fees					
		2,041,635 @		10.0%	(204,164)
Disposal Costs -					
Marketing and Promotion		3,258,450 OMS @		1.50%	(48,877)
Residential Sales Agent Costs		3,258,450 OMS @		1.50%	(48,877)
Residential Sales Legal Costs		3,258,450 OMS @		0.50%	(16,292)
Interest (on Development Costs) -					
		6.50% APR		0.526% pcm	(61,381)
Developers Profit -					
Margin on AH		620,837		6.00% on AH values	(37,250)
Profit on GDV		3,258,450		20.00%	(651,690)
		2,949,083		25.57% on costs	(651,690)
		3,879,287		17.76% blended	(688,940)
TOTAL COSTS					(3,238,023)

Appendix 5

Scheme Ref: **HMV**
 Title: **15 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE			
Residual Land Value (gross)			641,265
SDLT	641,265 @	5.0% (slabbed)	(21,563)
Acquisition Agent fees	641,265 @	1.0%	(6,413)
Acquisition Legal fees	641,265 @	0.5%	(3,206)
Interest on Land	641,265 @	6.5%	(41,682)
Residual Land Value			568,400
RLV analysis:			
	37,893 £ per plot	947,334 £ per ha	383,381 £ per acre

THRESHOLD LAND VALUE			
Residential Density	25.0	dph	
Site Area (Resi)	0.60	ha	1.48 acres
	2,548	sqm/ha	11,101 sqft/ac
Density analysis:			
Threshold Land Value	31,629 £ per plot	790,720 £ per ha	320,000 £ per acre
			474,432

BALANCE			
Surplus/(Deficit)	156,614 £ per ha	63,381 £ per acre	93,968

Appendix 5

Scheme Ref: HMV
 Title: 15 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	93,968											
	0	363,800	323,770	283,740	243,710	203,680	163,650	123,620	83,590	43,560	3,469	
	10	347,079	307,929	268,779	229,629	190,479	151,329	112,180	73,030	33,880	(5,285)	
	20	330,358	292,088	253,818	215,548	177,278	139,008	100,738	62,468	24,198	(14,071)	
	30	313,637	276,247	238,857	201,468	164,078	126,688	89,298	51,908	14,518	(22,871)	
	40	296,916	260,406	223,897	187,387	150,877	114,367	77,857	41,348	4,838	(31,672)	
	50	280,195	244,555	208,336	173,336	137,576	102,046	66,417	30,737	(4,843)	(40,472)	
	CIL Espm	0.00	263,474	228,724	193,975	159,225	124,475	89,726	54,976	20,226	(14,523)	(49,273)
		70	246,753	212,883	179,014	145,144	111,275	77,405	43,535	9,666	(24,204)	(58,073)
		80	230,032	197,042	164,053	131,063	98,074	65,084	32,095	(895)	(33,884)	(66,874)
		90	213,311	181,201	149,092	116,982	84,873	52,763	20,654	(11,456)	(43,565)	(75,675)
		100	196,590	165,360	134,131	102,902	71,672	40,443	9,213	(22,016)	(53,246)	(84,475)
		110	179,869	149,520	119,170	88,821	58,471	28,122	(2,227)	(32,577)	(62,926)	(93,276)
		120	163,148	133,679	104,209	74,740	45,271	15,801	(13,668)	(43,137)	(72,807)	(102,076)
		130	146,427	117,838	89,248	60,659	32,070	3,480	(25,109)	(53,698)	(82,287)	(110,877)
		140	129,706	101,997	74,287	46,578	18,869	(8,840)	(36,550)	(64,259)	(91,968)	(119,677)
		150	112,985	86,156	59,326	32,497	5,668	(21,161)	(47,990)	(74,819)	(101,649)	(128,478)
	160	96,264	70,265	44,356	18,416	(7,533)	(33,482)	(59,431)	(85,380)	(111,329)	(137,278)	
	170	79,543	54,340	29,317	4,293	(20,734)	(45,803)	(70,872)	(95,941)	(121,010)	(146,079)	
	180	62,822	38,416	14,277	(9,862)	(34,001)	(58,140)	(82,312)	(106,501)	(130,690)	(154,879)	
	190	46,101	22,492	(763)	(24,017)	(47,271)	(70,525)	(93,780)	(117,962)	(140,371)	(163,680)	
200	29,380	6,567	(15,802)	(38,172)	(60,541)	(82,911)	(105,280)	(127,650)	(150,020)	(172,480)		
Site Specific S106	0	363,800	323,770	283,740	243,710	203,680	163,650	123,620	83,590	43,560	3,469	
	500	356,830	316,800	276,770	236,740	196,710	156,680	116,650	76,620	36,590	(3,464)	
	1,000	349,860	309,830	269,800	229,770	189,740	149,710	109,680	69,650	29,620	(10,410)	
	1,500	342,890	302,860	262,830	222,800	182,770	142,740	102,710	62,680	22,650	(17,360)	
	2,000	335,920	295,890	255,860	215,830	175,800	135,770	95,740	55,710	15,680	(24,350)	
	2,500	328,950	288,920	248,890	208,860	168,830	128,800	88,770	48,740	8,710	(31,320)	
	3,000	321,980	281,950	241,920	201,890	161,860	121,830	81,800	41,770	1,741	(38,289)	
	3,500	315,010	274,980	234,950	194,920	154,890	114,860	74,831	34,801	(5,229)	(45,259)	
	4,000	308,040	268,010	227,980	187,950	147,921	107,891	67,861	27,831	(12,199)	(52,229)	
	4,500	301,070	261,040	221,011	180,981	140,951	100,921	60,891	20,861	(19,169)	(59,199)	
	5,000	294,100	254,071	214,041	174,011	133,981	93,951	53,921	13,891	(26,139)	(66,169)	
	5,500	287,131	247,101	207,071	167,041	127,011	86,981	46,951	6,921	(33,109)	(73,139)	
	6,000	280,161	240,131	200,101	160,071	120,041	80,011	39,981	(49)	(40,079)	(80,109)	
	6,500	273,191	233,161	193,131	153,101	113,071	73,041	33,011	(7,019)	(47,049)	(87,079)	
	7,000	266,221	226,191	186,161	146,131	106,101	66,071	26,041	(13,989)	(54,019)	(94,049)	
	7,500	259,251	219,221	179,191	139,161	99,131	59,101	19,071	(20,969)	(60,989)	(101,019)	
8,000	252,281	212,251	172,221	132,191	92,161	52,131	12,101	(27,929)	(67,959)	(107,989)		
8,500	245,311	205,281	165,251	125,221	85,191	45,161	5,131	(34,899)	(74,929)	(114,959)		
9,000	238,341	198,311	158,281	118,251	78,221	38,191	(1,839)	(41,869)	(81,899)	(121,929)		
9,500	231,371	191,341	151,311	111,281	71,251	31,221	(8,809)	(48,839)	(88,869)	(128,899)		
10,000	224,401	184,371	144,341	104,311	64,281	24,251	(15,779)	(55,809)	(95,839)	(135,869)		
Profit	20.00%	612,395	559,281	506,167	453,053	399,939	346,825	293,711	240,597	187,484	134,369	
	15%	570,962	520,028	469,096	418,163	367,229	316,296	265,363	214,430	163,496	112,502	
	16%	529,530	480,777	432,025	383,272	334,520	285,767	237,014	188,262	139,509	90,696	
	17.5%	467,381	421,900	376,418	330,936	285,455	239,973	194,492	149,010	103,528	57,986	
	19%	405,233	363,022	320,811	278,601	236,390	194,179	151,969	109,758	67,548	25,276	
	20%	363,800	323,770	283,740	243,710	203,680	163,650	123,620	83,590	43,560	3,469	
	21%	322,368	284,518	246,669	208,820	170,970	133,121	95,272	57,422	19,573	(18,337)	
	22%	280,935	245,267	209,598	173,929	138,261	102,592	66,923	31,255	(4,414)	(40,144)	
	23%	239,503	206,015	172,527	139,039	105,551	72,063	38,575	5,087	(28,401)	(61,950)	
	24%	198,070	166,763	135,456	104,148	72,841	41,534	10,226	(21,061)	(62,369)	(83,757)	
25%	156,638	127,511	98,385	69,258	40,131	11,004	(18,122)	(47,249)	(76,376)	(105,563)		

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HMV
15 No. Units at Higher Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	93,968										
	100,000	660,320	620,290	590,260	540,230	500,200	460,170	420,140	380,110	340,080	299,989
	150,000	586,190	546,160	506,130	466,100	426,070	386,040	346,010	305,980	265,950	225,859
	200,000	512,060	472,030	432,000	391,970	351,940	311,910	271,880	231,850	191,820	151,729
	250,000	437,930	397,900	357,870	317,840	277,810	237,780	197,750	157,720	117,690	77,599
	300,000	363,800	323,770	283,740	243,710	203,680	163,650	123,620	83,590	43,560	3,469
	350,000	289,670	249,640	209,610	169,580	129,550	89,520	49,490	9,460	(30,570)	(70,661)
	400,000	215,540	175,510	135,480	95,450	55,420	15,390	(24,640)	(64,670)	(104,700)	(144,731)
	450,000	141,410	101,380	61,350	21,320	(18,710)	(58,740)	(98,770)	(138,800)	(178,830)	(218,821)
	500,000	67,280	27,250	(12,780)	(52,810)	(92,840)	(132,870)	(172,900)	(212,930)	(252,960)	(293,051)
550,000	(6,850)	(46,880)	(86,910)	(126,940)	(166,970)	(207,000)	(247,030)	(287,060)	(327,090)	(367,181)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(1,415,320)	(1,455,350)	(1,495,380)	(1,535,410)	(1,575,440)	(1,615,470)	(1,655,500)	(1,695,530)	(1,735,560)	(1,775,591)
	10	(303,370)	(343,400)	(383,430)	(423,460)	(463,490)	(503,520)	(543,550)	(583,580)	(623,610)	(663,701)
	15	67,280	27,250	(12,780)	(52,810)	(92,840)	(132,870)	(172,900)	(212,930)	(252,960)	(293,051)
	20	252,605	212,575	172,545	132,515	92,485	52,455	12,425	(27,605)	(67,635)	(107,726)
	25	363,800	323,770	283,740	243,710	203,680	163,650	123,620	83,590	43,560	3,469
	30	437,930	397,900	357,870	317,840	277,810	237,780	197,750	157,720	117,690	77,599
	35	490,880	450,850	410,820	370,790	330,760	290,730	250,700	210,670	170,640	130,549
	40	530,593	490,563	450,533	410,503	370,473	330,443	290,413	250,383	210,353	170,262
	45	561,460	521,430	481,400	441,370	401,340	361,310	321,280	281,250	241,240	201,149
	50	586,190	546,160	506,130	466,100	426,070	386,040	346,010	305,980	265,950	225,859
55	606,407	566,377	526,347	486,317	446,288	406,258	366,228	326,198	286,168	246,077	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	360,512	320,482	280,452	240,422	200,392	160,362	120,332	80,302	40,272	199
	45%	360,101	320,071	280,041	240,011	199,981	159,951	119,921	79,891	39,861	(210)
	50%	359,690	319,660	279,630	239,600	199,570	159,540	119,510	79,480	39,450	(619)
	55%	359,279	319,249	279,219	239,189	199,159	159,129	119,099	79,069	39,039	(1,028)
	60%	358,868	318,838	278,808	238,778	198,748	158,718	118,688	78,658	38,628	(1,437)
	65%	358,457	318,427	278,397	238,367	198,337	158,307	118,277	78,247	38,217	(1,846)
	70%	358,046	318,016	277,986	237,956	197,926	157,896	117,866	77,836	37,806	(2,254)
	75%	357,635	317,605	277,575	237,545	197,515	157,485	117,455	77,425	37,395	(2,663)
	80%	357,224	317,194	277,164	237,134	197,104	157,074	117,044	77,014	36,984	(3,072)
			AH - % on site 35%								
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
% Cat M4(2)	0%										
	40%	360,512	320,482	280,452	240,422	200,392	160,362	120,332	80,302	40,272	199
	45%	360,101	320,071	280,041	240,011	199,981	159,951	119,921	79,891	39,861	(210)
	50%	359,690	319,660	279,630	239,600	199,570	159,540	119,510	79,480	39,450	(619)
	55%	359,279	319,249	279,219	239,189	199,159	159,129	119,099	79,069	39,039	(1,028)
	60%	358,868	318,838	278,808	238,778	198,748	158,718	118,688	78,658	38,628	(1,437)
	65%	358,457	318,427	278,397	238,367	198,337	158,307	118,277	78,247	38,217	(1,846)
	70%	358,046	318,016	277,986	237,956	197,926	157,896	117,866	77,836	37,806	(2,254)
	75%	357,635	317,605	277,575	237,545	197,515	157,485	117,455	77,425	37,395	(2,663)
	80%	357,224	317,194	277,164	237,134	197,104	157,074	117,044	77,014	36,984	(3,072)

Appendix 5

Scheme Ref: **HMV**
 Title: **30 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100% E psm			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	2.0	55.0%	5.8	26%	7.7
3 bed House	52.0%	10.1	12.0%	1.3	38%	11.4
4 bed House	30.0%	5.9	0.0%	0.0	20%	5.9
5 bed House	8.0%	1.6	0.0%	0.0	5%	1.6
1 bed Flat	0.0%	0.0	33.0%	3.5	12%	3.5
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	19.5	100.0%	10.5	100%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	85.0	915	100.0%		85.0	915
3 bed House	115.0	1,238	100.0%		115.0	1,238
4 bed House	135.0	1,453	100.0%		135.0	1,453
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	166	1,784	404	4,351	570	6,135
3 bed House	1,166	12,552	106	1,138	1,272	13,691
4 bed House	790	8,501	0	0	790	8,501
5 bed House	234	2,519	0	0	234	2,519
1 bed Flat	0	0	193	2,072	193	2,072
2 bed Flat	0	0	0	0	0	0
	2,356	25,355	703	7,563	3,058	32,918
	AH % by floor area:		22.97% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	185,000	3,190	296	3,190	0	
2 bed House	240,000	2,824	262	3,067	1,854,000	
3 bed House	320,000	2,783	259	3,294	3,648,000	
4 bed House	370,000	2,741	255	2,750	2,164,500	
5 bed House	410,000	2,733	254	2,483	639,600	
1 bed Flat	185,000	3,700	344	3,700	641,025	
2 bed Flat	225,000	3,689	343	3,689	0	
					8,947,125	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	30%	156,000	2,229	65%
3 bed House	90,000	1,071	28%	208,000	2,476	65%
4 bed House	107,000	1,103	29%	240,500	2,479	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	36%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	192,000	2,743	80%			
3 bed House	256,000	3,048	80%			
4 bed House	296,000	3,052	80%			
5 bed House	328,000	2,962	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 5

Scheme Ref: HMV
 Title: 30 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	2.0	@	240,000	468,000
3 bed House	10.1	@	320,000	3,244,800
4 bed House	5.9	@	370,000	2,164,500
5 bed House	1.6	@	410,000	639,600
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	19.5			6,516,900
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	2.9	@	72,000	207,900
3 bed House	0.6	@	90,000	56,700
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	1.7	@	65,000	114,345
2 bed Flat	0.0	@	72,000	-
	5.3			378,945
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	1.7	@	156,000	270,270
3 bed House	0.4	@	208,000	78,624
4 bed House	0.0	@	240,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	1.0	@	120,250	125,000
2 bed Flat	0.0	@	146,250	-
	3.2			473,894
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	1.2	@	192,000	221,760
3 bed House	0.3	@	256,000	64,512
4 bed House	0.0	@	296,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	0.7	@	148,000	102,564
2 bed Flat	0.0	@	180,000	-
	2.1			388,836
Sub-total GDV Residential	30.0			7,758,575
<i>AH on-site cost analysis:</i>				<i>EMV less EGDV</i>
	389 £ psm (total GIA sqm)			1,188,550
			39,618 £ per unit (total units)	
Grant	30	@	0	-
Total GDV				7,758,575

Appendix 5

Scheme Ref: **HMV**
 Title: **30 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	2,386 sqm	0.00 £/psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	30 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum	3,058 sqm (total)	0 £/psm		-
	Comm. Sum analysis:	0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition	2.97 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	2.97 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	570 sqm @	1,149 psm		(654,830)
3 bed House	1,272 sqm @	1,149 psm		(1,461,459)
4 bed House	790 sqm @	1,149 psm		(907,423)
5 bed House	234 sqm @	1,149 psm		(268,866)
1 bed Flat	193 sqm @	1,339 psm		(257,758)
2 bed Flat	3,058 sqm @	1,339 psm		-
External works				
	3,550.435 @	15.0%	17,752 E per unit	(532,565)
M4(2) Category 2 Housing	5% of All units	30 units @	521 E per dwelling	(782)
M4(3) Category 3 Housing	0% of All units	30 units @	10,307 E per dwelling	-
Water efficiency		30 units @	9 E per dwelling	(270)
Contingency	4,084,052 @	5.0%		(204,203)
Professional Fees	4,084,052 @	10.0%		(408,405)
Disposal Costs -				
Marketing and Promotion	6,516,900 OMS @	1.50%		(97,754)
Residential Sales Agent Costs	6,516,900 OMS @	1.50%		(97,754)
Residential Sales Legal Costs	6,516,900 OMS @	0.50%		(32,585)
Interest (on Development Costs) -				
	6.50% APR	0.526% pcm		(97,361)
Developers Profit -				
Margin on AH	1,241,675	6.00% on AH values		(74,500)
Profit on GDV	6,516,900	20.00%		(1,303,380)
	5,063,662	25.74% on costs	(1,303,380)	
	7,756,575	17.76% blended	(1,377,880)	
TOTAL COSTS				(6,441,543)

Appendix 5

Scheme Ref: **HMV**
 Title: **30 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,317,032
SDLT	1,317,032 @		5.0% (slabbed)	(55,952)
Acquisition Agent fees	1,317,032 @		1.0%	(13,170)
Acquisition Legal fees	1,317,032 @		0.5%	(6,585)
Interest on Land	1,317,032 @		6.5%	(85,607)
Residual Land Value				1,156,318
RLV analysis: 38,544 £ per plot 963,598 £ per ha 389,963 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Resi)		1.20 ha	2.97 acres	
	Density analysis:	2,548 sqm/ha	11,101 sqft/ac	
Threshold Land Value	31,629 £ per plot	790,720 £ per ha	320,000 £ per acre	948,864

BALANCE				
Surplus/(Deficit)		172,878 £ per ha	69,963 £ per acre	207,454

Appendix 5

Scheme Ref: HMV
 Title: 30 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	207,454	0	697,740	616,026	534,311	452,597	370,883	289,168	207,454	125,740	44,025 (37,689)	
	0	663,767	583,841	503,915	423,989	344,062	264,136	184,210	104,283	24,357 (55,569)		
	20	629,795	551,656	473,518	395,380	317,242	239,103	160,965	82,827	4,689 (73,450)		
	40	595,707	519,438	443,122	366,771	290,421	214,071	137,721	61,370	(14,980) (91,330)		
	CIL Spenn 0.00	60	561,556	487,054	412,611	338,138	263,601	189,058	114,476	38,914 (34,548)	(109,210)	
		50	527,404	454,730	382,055	309,380	236,705	164,006	91,232	18,458 (54,317)	(127,093)	
		60	493,253	422,376	351,498	280,621	209,743	138,866	67,987	(2,909) (73,985)	(144,971)	
		70	459,102	390,022	320,942	251,862	182,782	113,702	44,622	(24,458) (93,653)	(162,651)	
		80	424,950	357,667	290,385	223,102	155,820	88,537	21,255	(46,028) (113,322)	(180,732)	
		90	390,799	325,313	259,828	194,343	128,858	63,373	(2,112)	(67,597)	(133,082)	(198,612)
		100	356,647	292,959	229,272	165,584	101,896	38,209	(25,479)	(89,166)	(152,854)	(216,542)
		110	322,496	260,605	198,715	136,825	74,935	13,045	(48,846)	(110,736)	(172,626)	(234,516)
		120	288,344	228,251	168,159	108,066	47,973	(12,120)	(72,212)	(132,305)	(192,388)	(252,491)
		130	254,193	195,897	137,602	79,307	21,011	(37,284)	(95,579)	(153,875)	(212,170)	(270,465)
	140	220,041	163,543	107,045	50,548	(5,950)	(62,448)	(118,946)	(175,444)	(231,942)	(288,440)	
	150	185,890	131,189	76,489	21,788	(32,912)	(87,612)	(142,313)	(197,013)	(251,714)	(306,414)	
	160	151,738	98,835	45,932	(6,971)	(59,874)	(112,777)	(165,680)	(218,583)	(271,486)	(324,389)	
	170	117,586	66,368	15,339	(35,730)	(86,835)	(137,941)	(189,046)	(240,152)	(291,257)	(342,363)	
	180	83,407	33,834	(15,379)	(64,592)	(113,804)	(163,105)	(212,413)	(261,721)	(311,029)	(360,337)	
	190	48,716	1,310	(46,096)	(93,022)	(140,908)	(188,314)	(235,780)	(283,291)	(330,801)	(378,312)	
	200	14,385	(31,214)	(76,813)	(122,412)	(168,011)	(213,610)	(259,210)	(304,860)	(350,573)	(396,298)	
Site Specific S106	207,454	0	697,740	616,026	534,311	452,597	370,883	289,168	207,454	125,740	44,025 (37,689)	
	500	683,796	602,082	520,368	438,653	356,939	275,225	193,510	111,796	30,082 (51,633)		
	1,000	669,852	598,138	506,424	424,709	342,995	261,281	179,566	97,852	16,138 (65,577)		
	1,500	655,908	574,194	492,480	410,765	329,051	247,337	165,622	83,908	2,194 (77,521)		
	2,000	641,964	560,250	478,536	396,821	315,107	233,393	151,678	69,964	(11,750) (83,465)		
	2,500	628,020	546,306	464,592	382,877	301,163	219,449	137,734	56,020	(25,694)	(107,409)	
	3,000	614,076	532,362	450,648	368,933	287,219	205,505	123,790	42,076	(39,638)	(121,353)	
	3,500	600,040	518,378	436,704	354,989	273,275	191,561	109,846	28,132	(53,582)	(135,297)	
	4,000	586,023	504,361	422,699	341,037	259,331	177,617	95,902	14,188	(67,526)	(149,241)	
	4,500	572,006	490,344	408,682	327,019	245,357	163,673	81,958	244	(81,470)	(163,185)	
	5,000	557,988	476,326	394,664	313,002	231,340	149,678	68,015	(13,700)	(95,414)	(177,128)	
	5,500	543,971	462,309	380,647	298,985	217,323	135,661	53,998	(27,664)	(109,358)	(191,072)	
	6,000	529,954	448,292	366,630	284,967	203,305	121,643	39,981	(41,681)	(123,343)	(205,016)	
	6,500	515,936	434,274	352,612	270,950	189,288	107,626	25,964	(55,698)	(137,360)	(219,022)	
	7,000	501,919	420,257	338,595	256,933	175,271	93,609	11,947	(69,716)	(151,378)	(233,040)	
	7,500	487,902	406,240	324,578	242,915	161,253	79,591	(2,071)	(83,733)	(165,395)	(247,057)	
	8,000	473,884	392,222	310,560	228,898	147,236	65,574	(16,088)	(97,750)	(179,412)	(261,074)	
	8,500	459,867	378,205	296,543	214,881	133,219	51,557	(30,105)	(111,768)	(193,430)	(275,092)	
	9,000	445,850	364,188	282,526	200,864	119,201	37,539	(44,123)	(125,785)	(207,447)	(289,109)	
	9,500	431,832	350,170	268,508	186,846	105,184	23,522	(58,140)	(139,802)	(221,464)	(303,126)	
	10,000	417,815	336,153	254,491	172,829	91,167	9,505	(72,157)	(153,820)	(235,482)	(317,144)	
Profit 20.00%	207,454	14%	1,194,829	1,087,047	979,185	871,283	763,401	655,519	547,636	439,754	331,872	223,990
	15%	1,112,085	1,008,544	905,023	801,502	697,981	594,460	490,939	387,418	283,898	180,377	
	16%	1,029,200	930,040	830,881	731,721	632,561	533,402	434,242	335,083	235,923	136,764	
	17.5%	904,902	812,285	719,667	627,050	534,432	441,814	349,197	256,579	163,962	71,344	
	19%	780,605	694,529	608,454	522,378	436,302	350,227	264,151	178,076	92,000	5,924	
	20%	697,740	616,026	534,311	452,597	370,883	289,168	207,454	125,740	44,025 (37,689)		
	21%	614,875	537,522	460,169	382,816	305,463	228,110	150,757	73,404	(3,949)	(81,302)	
	22%	532,010	459,019	386,027	313,035	240,044	167,052	94,060	21,068	(51,923)	(124,915)	
	23%	449,145	380,515	311,895	243,254	174,624	105,993	37,363	(31,267)	(99,998)	(168,628)	
	24%	366,281	302,011	237,742	173,473	109,204	44,935	(19,334)	(83,603)	(147,872)	(212,141)	
	25%	283,416	223,508	163,600	103,692	43,785	(16,123)	(76,031)	(135,939)	(195,847)	(255,754)	

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HMV
30 No. Units at Higher Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	207,454										
	100,000	1,350,084	1,268,370	1,186,655	1,104,941	1,023,227	941,512	859,798	778,084	696,369	614,655
	150,000	1,201,824	1,120,110	1,038,395	956,681	874,967	793,252	711,538	629,824	548,109	466,395
	200,000	1,053,564	971,850	890,135	808,421	726,707	644,992	563,278	481,564	399,849	318,135
	250,000	905,304	823,590	741,875	660,161	578,447	496,732	415,018	333,304	251,589	169,875
	300,000	757,044	675,330	593,615	511,901	430,187	348,472	266,758	185,044	103,329	21,615
	350,000	608,784	527,070	445,355	363,641	281,927	200,212	118,498	36,784	(44,931)	(126,645)
	400,000	460,524	378,810	297,095	215,381	133,667	51,952	(29,762)	(111,476)	(193,191)	(274,905)
	450,000	312,264	230,550	148,835	67,121	(14,593)	(96,308)	(178,022)	(259,736)	(341,451)	(423,165)
	500,000	164,004	82,290	575	(81,139)	(162,853)	(244,568)	(326,282)	(407,996)	(489,711)	(571,425)
550,000	15,744	(65,970)	(147,685)	(229,399)	(311,113)	(392,828)	(474,542)	(556,256)	(637,971)	(719,685)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Density (dph)	5	(3,097,716)	(3,179,430)	(3,261,145)	(3,342,859)	(3,424,573)	(3,506,288)	(3,588,002)	(3,669,716)	(3,751,431)	(3,833,145)
	10	(725,555)	(807,270)	(888,985)	(970,699)	(1,052,413)	(1,134,128)	(1,215,842)	(1,297,556)	(1,379,271)	(1,460,985)
	15	65,164	(16,550)	(98,265)	(179,979)	(261,693)	(343,408)	(425,122)	(506,836)	(588,551)	(670,265)
	20	460,524	378,810	297,095	215,381	133,667	51,952	(29,762)	(111,476)	(193,191)	(274,905)
	25	697,740	616,026	534,311	452,597	370,883	289,168	207,454	125,740	44,025	(37,689)
	30	865,884	774,170	692,455	610,741	529,027	447,312	365,598	283,884	202,169	120,455
	35	968,844	887,130	805,415	723,701	641,987	560,272	478,558	396,844	315,129	233,415
	40	1,053,564	971,850	890,135	808,421	726,707	644,992	563,278	481,564	399,849	318,135
	45	1,119,457	1,037,743	956,029	874,314	792,600	710,886	629,171	547,457	465,743	384,028
	50	1,172,172	1,090,458	1,008,743	927,029	845,315	763,600	681,886	600,172	518,457	436,743
55	1,215,302	1,133,588	1,051,874	970,159	888,445	806,731	725,016	643,302	561,588	479,873	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	207,454										
	40%	691,985	610,271	528,556	446,842	365,128	283,413	201,699	119,985	38,270	(43,444)
	45%	691,163	609,448	527,734	446,020	364,305	282,591	200,877	119,162	37,448	(44,268)
	50%	690,341	608,625	526,912	445,196	363,483	281,769	200,055	118,340	36,626	(45,089)
	55%	689,518	607,804	526,090	444,375	362,661	280,947	199,232	117,518	35,804	(45,911)
	60%	688,696	606,982	525,268	443,553	361,839	280,125	198,410	116,696	34,982	(46,733)
	65%	687,874	606,160	524,445	442,731	361,017	279,302	197,588	115,874	34,160	(47,555)
	70%	687,052	605,338	523,623	441,909	360,195	278,480	196,766	115,052	33,337	(48,377)
% Cat M(2)	5%	686,230	604,515	522,801	441,087	359,372	277,658	195,944	114,230	32,515	(49,199)
	80%	685,408	603,693	521,979	440,265	358,550	276,836	195,122	113,407	31,693	(50,021)

Appendix 5

Scheme Ref: HMV
 Title: 75 No. Units at Higher Mid Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme		75 Units											
AH Policy requirement (% Target)		35%											
AH tenure split %		Affordable Rent:		50%									
		Shared Ownership:		30%									
		Starter Homes:		20%									
Open Market Sale (OMS) housing		65%											
CIL Rate (£ psm)		100%											
		0.00 £ psm											
Unit mix -		Mkt Units mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units	
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed House		10.0%		4.9		55.0%		14.4		26%		19.3	
3 bed House		52.0%		25.4		12.0%		3.2		38%		28.5	
4 bed House		30.0%		14.6		0.0%		0.0		20%		14.6	
5 bed House		8.0%		3.9		0.0%		0.0		5%		3.9	
1 bed Flat		0.0%		0.0		33.0%		8.7		12%		8.7	
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
Total number of units		100.0%		48.8		100.0%		26.3		100%		75.0	
OMS Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit							
		(sqm)		%		(sqm)		(sqft)					
1 bed House		58.0		100.0%		58.0		624					
2 bed House		75.0		100.0%		75.0		807					
3 bed House		85.0		100.0%		85.0		915					
4 bed House		120.0		100.0%		120.0		1,292					
5 bed House		150.0		100.0%		150.0		1,615					
1 bed Flat		50.0		90.0%		55.6		598					
2 bed Flat		61.0		90.0%		67.8		730					
AH Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit							
		(sqm)		%		(sqm)		(sqft)					
1 bed House		58.0		100.0%		58.0		624					
2 bed House		70.0		100.0%		70.0		753					
3 bed House		84.0		100.0%		84.0		904					
4 bed House		97.0		100.0%		97.0		1,044					
5 bed House		110.0		100.0%		110.0		1,184					
1 bed Flat		50.0		90.0%		55.6		598					
2 bed Flat		61.0		90.0%		67.8		730					
Total Gross Floor areas -		Mkt Units GIA		AH units GIA		Total GIA (all units)							
		(sqm)		(sqm)		(sqm)		(sqft)					
1 bed House		0		0		0		0					
2 bed House		366		3,936		1,011		10,878		1,376		14,814	
3 bed House		2,155		23,194		265		2,848		2,419		26,042	
4 bed House		1,755		18,891		0		0		1,755		18,891	
5 bed House		585		6,297		0		0		585		6,297	
1 bed Flat		0		0		481		5,180		481		5,180	
2 bed Flat		0		0		0		0		0		0	
		4,860		52,317		1,756		18,907		6,617		71,223	
AH % by floor area:						26.55%		AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)		Epsm		Epsf		SO £		Epsm		% of MV	
1 bed House		185,000		3,190		296		120,250		2,073		65%	
2 bed House		230,000		3,067		285		149,500		2,136		65%	
3 bed House		270,000		3,176		295		175,500		2,089		65%	
4 bed House		350,000		2,917		271		227,500		2,345		65%	
5 bed House		410,000		2,733		254		266,500		2,423		65%	
1 bed Flat		185,000		3,700		344		120,250		2,405		65%	
2 bed Flat		225,000		3,689		343		146,250		2,398		65%	
												20,457,168	
Affordable Housing values (£) -		Aff. Rent £		Epsm		% of MV		SO £		Epsm		% of MV	
1 bed House		66,000		1,138		36%		120,250		2,073		65%	
2 bed House		72,000		1,029		31%		149,500		2,136		65%	
3 bed House		90,000		1,071		33%		175,500		2,089		65%	
4 bed House		107,000		1,103		31%		227,500		2,345		65%	
5 bed House		120,000		1,091		29%		266,500		2,423		65%	
1 bed Flat		66,000		1,320		36%		120,250		2,405		65%	
2 bed Flat		72,000		1,180		32%		146,250		2,398		65%	
Affordable Housing values (£) -		SH £		Epsm		% of MV							
1 bed House		148,000		2,552		80%							
2 bed House		184,000		2,629		80%							
3 bed House		216,000		2,571		80%							
4 bed House		280,000		2,897		80%							
5 bed House		328,000		2,982		80%							
1 bed Flat		148,000		2,960		80%							
2 bed Flat		180,000		2,951		80%							

Appendix 5

Scheme Ref: HMV
 Title: 75 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	185,000	-
2 bed House	4.9	@	230,000	1,121,250
3 bed House	25.4	@	270,000	6,844,500
4 bed House	14.6	@	350,000	5,118,750
5 bed House	3.9	@	410,000	1,599,000
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	48.8			14,683,500
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	7.2	@	72,000	519,750
3 bed House	1.6	@	90,000	141,750
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	4.3	@	66,000	285,863
2 bed Flat	0.0	@	72,000	-
	13.1			947,363
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	4.3	@	149,500	647,522
3 bed House	0.9	@	175,500	165,848
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	2.6	@	120,250	312,500
2 bed Flat	0.0	@	146,250	-
	7.9			1,125,869
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	2.9	@	184,000	531,300
3 bed House	0.6	@	216,000	136,080
4 bed House	0.0	@	280,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	1.7	@	148,000	256,410
2 bed Flat	0.0	@	180,000	-
	5.3			923,790
Sub-total GDV Residential				
	75.0			17,680,522
<i>AH on-site cost analysis:</i>				
	420 £ psm (total GIA sqm)		EMV less EGDV	2,776,666
			37,022 £ per unit (total units)	
Grant	75	@	0	-
Total GDV				17,680,522

Appendix 5

Scheme Ref: **HMV**
 Title: **75 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(21,924)
CIL	4,860 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	75 units @	0 per unit	-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum	6,617 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	6.18 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	6.18 acres @	0 per acre	-
Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	-	1,149 psm		-
2 bed House	1,376 sqm @	1,149 psm		(1,581,311)
3 bed House	2,419 sqm @	1,149 psm		(2,779,833)
4 bed House	1,755 sqm @	1,149 psm		(2,016,495)
5 bed House	585 sqm @	1,149 psm		(672,165)
1 bed Flat	481 sqm @	1,339 psm		(644,394)
2 bed Flat	6,617 sqm @	1,339 psm		-
External works	7,694,198 @	15.0% 15,389 Eper unit		(1,154,130)
M4(2) Category 2 Housing	5% of All units	75 units @	521 £ per dwelling	(1,954)
M4(3) Category 3 Housing	0% of All units	75 units @	10,307 £ per dwelling	-
Water efficiency		75 units @	9 £ per dwelling	(675)
Contingency	8,850,957 @	5.0%		(442,548)
Professional Fees	8,850,957 @	10.0%		(885,096)
Disposal Costs -				
Marketing and Promotion	14,683,500 OMS @	1.50%		(220,253)
Residential Sales Agent Costs	14,683,500 OMS @	1.50%		(220,253)
Residential Sales Legal Costs	14,683,500 OMS @	0.50%		(73,418)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(145,330)
Developers Profit -				
Margin on AH	2,997,022	6.00% on AH values		(179,821)
Profit on GDV	14,683,500	20.00%		(2,936,700)
	10,929,776	26.87% on costs	(2,936,700)	
	17,680,522	17.63% blended	(3,116,521)	
TOTAL COSTS				(14,046,298)

Appendix 5

Scheme Ref: **HMV**
 Title: **75 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				3,634,224
SDLT	3,634,224 @		5.0% (slabbed)	(171,211)
Acquisition Agent fees	3,634,224 @		1.0%	(36,342)
Acquisition Legal fees	3,634,224 @		0.5%	(18,171)
Interest on Land	3,634,224 @		6.5%	(236,225)
Residual Land Value				3,172,275
<i>RLV analysis: 42,297 £ per plot 1,268,910 £ per ha 513,521 £ per acre</i>				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		2.50 ha	6.18 acres	
	<i>Density analysis:</i>	2,647 sgm/ha	11,529 sqft/ac	
Threshold Land Value	28,005 £ per plot	840,140 £ per ha	340,000 £ per acre	2,100,350

BALANCE				
Surplus/(Deficit)		428,770 £ per ha	173,521 £ per acre	1,071,925

Appendix 5

Scheme Ref: HMV
 Title: 75 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	1,071,925											
	0	2,548,852	2,302,698	2,056,543	1,810,389	1,564,234	1,318,079	1,071,925	825,770	579,616	333,461	
	10	2,478,755	2,236,290	1,993,825	1,751,360	1,508,894	1,266,429	1,023,964	781,499	539,033	296,568	
	20	2,408,659	2,169,883	1,931,107	1,692,331	1,453,555	1,214,779	976,003	737,227	498,451	259,675	
	30	2,338,562	2,103,475	1,868,388	1,633,302	1,398,215	1,163,129	928,042	692,955	457,869	222,782	
	40	2,268,465	2,037,068	1,805,670	1,574,273	1,342,876	1,111,478	880,081	648,684	417,286	186,889	
	50	2,198,368	1,970,484	1,742,783	1,515,083	1,287,382	1,059,681	831,981	604,280	376,579	148,879	
	CIL Epsm 0.00	60	2,127,719	1,903,727	1,679,735	1,455,743	1,231,751	1,007,759	783,767	559,775	335,783	111,791
		70	2,057,253	1,836,970	1,616,687	1,396,404	1,176,120	955,837	735,554	515,271	294,987	74,704
		80	1,986,788	1,770,213	1,553,639	1,337,064	1,120,490	903,915	687,341	470,766	254,192	37,617
		90	1,916,322	1,703,456	1,490,590	1,277,725	1,064,859	851,993	639,127	426,261	213,396	530
		100	1,845,702	1,636,556	1,427,411	1,218,265	1,009,120	799,975	590,829	381,684	172,539	(36,607)
		110	1,774,855	1,569,448	1,364,031	1,158,614	953,197	747,780	542,362	336,945	131,528	(73,889)
		120	1,704,029	1,502,340	1,300,851	1,098,962	897,273	695,584	483,895	292,207	90,518	(111,171)
		130	1,633,192	1,435,232	1,237,271	1,039,310	841,350	643,389	445,428	247,468	49,507	(148,454)
		140	1,562,356	1,368,123	1,173,891	979,659	785,426	591,194	396,961	202,729	8,496	(185,736)
		150	1,491,450	1,300,959	1,110,468	919,977	729,486	538,995	348,494	153,990	(32,514)	(223,018)
	160	1,420,241	1,233,498	1,046,755	860,012	673,268	486,525	299,782	113,039	(73,704)	(260,447)	
	170	1,349,032	1,166,037	983,041	800,046	617,051	434,055	251,060	68,065	(114,931)	(297,926)	
	180	1,277,823	1,098,575	919,328	740,080	560,833	381,585	202,338	23,090	(156,157)	(335,404)	
	190	1,206,614	1,031,114	855,614	680,115	504,615	329,115	153,616	(21,884)	(197,383)	(372,883)	
200	1,135,404	963,653	791,901	620,149	448,397	278,646	104,694	(68,858)	(238,610)	(410,362)		
Balance (RLV - TLV)	1,071,925											
	0	2,548,852	2,302,698	2,056,543	1,810,389	1,564,234	1,318,079	1,071,925	825,770	579,616	333,461	
	500	2,514,439	2,268,285	2,022,130	1,775,976	1,529,821	1,283,667	1,037,512	791,357	545,203	299,048	
	1,000	2,480,026	2,233,872	1,987,717	1,741,563	1,495,408	1,249,254	1,003,099	756,945	510,790	264,635	
	1,500	2,445,614	2,199,459	1,953,304	1,707,150	1,460,953	1,214,841	968,686	722,532	476,377	230,222	
	2,000	2,411,201	2,165,046	1,918,891	1,672,737	1,426,582	1,180,428	934,273	688,119	441,964	195,810	
	2,500	2,376,788	2,130,633	1,884,479	1,638,324	1,392,169	1,146,015	899,860	653,706	407,551	161,397	
	3,000	2,342,375	2,096,220	1,850,066	1,603,911	1,357,756	1,111,602	865,447	619,293	373,138	126,922	
	3,500	2,307,962	2,061,807	1,815,653	1,569,498	1,323,344	1,077,189	831,034	584,845	338,601	92,357	
	4,000	2,273,549	2,027,394	1,781,240	1,535,085	1,288,931	1,042,769	796,524	550,280	304,036	57,792	
	4,500	2,239,136	1,992,981	1,746,827	1,500,672	1,254,448	1,008,203	761,959	515,715	269,470	23,226	
	5,000	2,204,723	1,958,568	1,712,311	1,466,260	1,219,862	973,538	727,394	481,149	234,905	(11,339)	
	5,500	2,170,310	1,924,155	1,677,895	1,431,847	1,185,317	939,073	692,828	446,584	200,340	(45,905)	
	6,000	2,135,897	1,889,742	1,643,424	1,396,966	1,150,751	904,507	658,263	412,019	165,774	(80,476)	
	6,500	2,101,484	1,855,329	1,608,953	1,362,490	1,116,186	869,942	623,697	377,453	131,209	(115,200)	
	7,000	2,067,071	1,820,916	1,574,479	1,327,865	1,081,621	835,376	589,132	342,888	96,503	(149,924)	
	7,500	2,032,658	1,786,503	1,539,994	1,293,300	1,047,055	800,811	554,567	308,207	61,779	(184,649)	
	8,000	1,998,245	1,752,090	1,505,513	1,258,734	1,012,490	766,246	519,910	273,482	27,055	(219,373)	
	8,500	1,963,832	1,717,677	1,471,032	1,224,168	977,924	731,613	485,186	238,758	(7,670)	(254,097)	
	9,000	1,929,419	1,683,264	1,436,551	1,189,603	943,317	698,889	450,461	204,034	(42,394)	(288,822)	
	9,500	1,895,006	1,648,851	1,402,070	1,155,020	908,592	662,165	415,737	169,309	(77,118)	(323,700)	
10,000	1,860,593	1,614,438	1,367,589	1,120,437	873,868	627,440	381,013	134,585	(111,881)	(358,590)		
Balance (RLV - TLV)	1,071,925											
	14%	3,669,090	3,363,976	3,058,861	2,753,747	2,448,633	2,143,518	1,838,404	1,533,289	1,228,175	923,060	
	15%	3,462,394	3,167,086	2,891,808	2,596,521	2,301,233	2,005,945	1,710,657	1,415,369	1,120,082	824,794	
	16%	3,255,698	3,010,217	2,724,755	2,439,294	2,153,833	1,858,372	1,582,911	1,297,450	1,011,988	726,527	
	17.5%	3,015,618	2,744,897	2,474,176	2,203,455	1,932,733	1,662,012	1,391,291	1,120,570	849,849	579,127	
	19%	2,735,559	2,479,577	2,223,596	1,967,615	1,711,634	1,455,653	1,199,671	943,690	687,709	431,728	
	20%	2,548,852	2,302,698	2,056,543	1,810,389	1,564,234	1,318,079	1,071,925	825,770	579,616	333,461	
	21%	2,362,146	2,125,818	1,889,490	1,653,162	1,416,834	1,180,506	944,178	707,851	471,523	235,195	
	22%	2,175,440	1,949,938	1,722,437	1,495,936	1,269,435	1,042,933	816,432	589,931	363,429	136,928	
	23%	1,988,733	1,772,059	1,555,384	1,338,709	1,122,035	905,360	688,686	472,011	255,336	38,662	
24%	1,802,027	1,595,179	1,388,331	1,181,463	974,635	767,757	550,939	354,091	147,243	(69,605)		
25%	1,615,321	1,418,299	1,221,278	1,024,257	827,235	630,214	433,193	236,171	39,150	(157,871)		
Profit 20.00%	1,071,925											
	14%	3,669,090	3,363,976	3,058,861	2,753,747	2,448,633	2,143,518	1,838,404	1,533,289	1,228,175	923,060	
	15%	3,462,394	3,167,086	2,891,808	2,596,521	2,301,233	2,005,945	1,710,657	1,415,369	1,120,082	824,794	
	16%	3,255,698	3,010,217	2,724,755	2,439,294	2,153,833	1,858,372	1,582,911	1,297,450	1,011,988	726,527	
	17.5%	3,015,618	2,744,897	2,474,176	2,203,455	1,932,733	1,662,012	1,391,291	1,120,570	849,849	579,127	
	19%	2,735,559	2,479,577	2,223,596	1,967,615	1,711,634	1,455,653	1,199,671	943,690	687,709	431,728	
	20%	2,548,852	2,302,698	2,056,543	1,810,389	1,564,234	1,318,079	1,071,925	825,770	579,616	333,461	
	21%	2,362,146	2,125,818	1,889,490	1,653,162	1,416,834	1,180,506	944,178	707,851	471,523	235,195	
	22%	2,175,440	1,949,938	1,722,437	1,495,936	1,269,435	1,042,933	816,432	589,931	363,429	136,928	
	23%	1,988,733	1,772,059	1,555,384	1,338,709	1,122,035	905,360	688,686	472,011	255,336	38,662	
24%	1,802,027	1,595,179	1,388,331	1,181,463	974,635	767,757	550,939	354,091	147,243	(69,605)		
25%	1,615,321	1,418,299	1,221,278	1,024,257	827,235	630,214	433,193	236,171	39,150	(157,871)		

Appendix 5

Scheme Ref: HMV
 Title: 75 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	1,071,925										
	100,000	4,031,462	3,785,298	3,539,143	3,292,989	3,046,834	2,800,679	2,554,525	2,308,370	2,062,216	1,816,061
	150,000	3,722,577	3,476,423	3,230,268	2,984,114	2,737,959	2,491,804	2,245,650	1,999,495	1,753,341	1,507,186
	200,000	3,413,702	3,167,548	2,921,393	2,675,239	2,429,084	2,182,929	1,936,775	1,690,620	1,444,466	1,198,311
	250,000	3,104,827	2,858,673	2,612,518	2,366,364	2,120,209	1,874,054	1,627,900	1,381,745	1,135,591	889,436
	300,000	2,795,952	2,549,798	2,303,643	2,057,489	1,811,334	1,565,179	1,319,025	1,072,870	826,716	580,561
	350,000	2,487,077	2,240,923	1,994,768	1,748,614	1,502,459	1,256,304	1,010,150	763,995	517,841	271,686
	400,000	2,178,202	1,932,048	1,685,893	1,439,739	1,193,584	947,429	701,275	455,120	208,965	(37,189)
	450,000	1,869,327	1,623,173	1,377,018	1,130,864	884,709	638,554	392,400	146,245	(90,909)	(346,064)
	500,000	1,560,452	1,314,298	1,068,143	821,989	575,834	329,679	83,525	(162,630)	(408,784)	(654,939)
550,000	1,251,577	1,005,423	759,268	513,114	266,959	20,804	(225,350)	(471,505)	(717,659)	(963,814)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(7,952,898)	(8,199,052)	(8,445,207)	(8,691,361)	(8,937,516)	(9,183,671)	(9,429,825)	(9,675,980)	(9,922,134)	(10,168,289)
	10	(1,851,848)	(1,898,022)	(2,144,157)	(2,390,311)	(2,636,465)	(2,882,619)	(3,128,773)	(3,374,927)	(3,621,081)	(3,867,235)
	15	448,502	202,348	(43,807)	(289,961)	(536,116)	(782,271)	(1,028,425)	(1,274,580)	(1,520,734)	(1,766,889)
	20	1,498,677	1,252,523	1,006,368	760,214	514,059	267,904	21,750	(224,405)	(470,559)	(716,714)
	25	2,128,782	1,882,628	1,636,473	1,390,319	1,144,164	898,009	651,855	405,700	159,546	(86,609)
	30	2,548,852	2,302,698	2,056,543	1,810,389	1,564,234	1,318,079	1,071,925	825,770	579,616	333,461
	35	2,848,902	2,602,748	2,356,593	2,110,439	1,864,284	1,618,129	1,371,975	1,125,820	879,666	633,511
	40	3,073,940	2,827,785	2,581,631	2,335,476	2,089,322	1,843,167	1,597,012	1,350,858	1,104,703	858,549
	45	3,248,989	3,002,834	2,756,680	2,510,525	2,264,371	2,018,216	1,772,062	1,525,907	1,279,752	1,033,597
	50	3,388,992	3,142,838	2,896,683	2,650,529	2,404,374	2,158,219	1,912,065	1,665,910	1,419,756	1,173,601
55	3,503,557	3,257,402	3,011,248	2,765,093	2,518,939	2,272,784	2,026,629	1,780,475	1,534,320	1,288,166	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	2,534,641	2,288,486	2,042,331	1,796,177	1,550,022	1,303,868	1,057,713	811,559	565,404	319,250
	45%	2,532,610	2,286,456	2,040,301	1,794,147	1,547,992	1,301,838	1,055,683	809,528	563,374	317,219
	50%	2,530,580	2,284,426	2,038,271	1,792,116	1,545,962	1,299,807	1,053,633	807,498	561,344	315,189
	55%	2,528,550	2,282,395	2,036,241	1,790,086	1,543,932	1,297,777	1,051,623	805,468	559,313	313,159
	60%	2,526,520	2,280,365	2,034,211	1,788,056	1,541,901	1,295,747	1,049,592	803,438	557,283	311,129
	65%	2,524,489	2,278,335	2,032,180	1,786,026	1,539,871	1,293,717	1,047,562	801,407	555,253	309,098
	70%	2,522,459	2,276,305	2,030,150	1,783,995	1,537,841	1,291,686	1,045,532	799,377	553,223	307,068
	75%	2,520,429	2,274,274	2,028,120	1,781,965	1,535,811	1,289,656	1,043,502	797,347	551,192	305,038
80%	2,518,399	2,272,244	2,026,090	1,779,935	1,533,780	1,287,626	1,041,471	795,317	549,162	303,008	
% Cat M4(2)	5%										
	5%										

Appendix 5

Scheme Ref: **HMV**
 Title: **100 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	100 Units					
AH Policy requirement (% Target)	35%					
AH tenure split %	Affordable Rent: 50%	Shared Ownership: 30%				
	Starter Homes: 20%					
Open Market Sale (OMS) housing	65%					
CIL Rate (£ psm)	100%					
	0.00 £ psm					
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	6.5	55.0%	19.3	26%	25.8
3 bed House	52.0%	33.8	12.0%	4.2	38%	38.0
4 bed House	30.0%	19.5	0.0%	0.0	20%	19.5
5 bed House	8.0%	5.2	0.0%	0.0	5%	5.2
1 bed Flat	0.0%	0.0	33.0%	11.6	12%	11.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	65.0	100.0%	35.0	100%	100.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	488	5,247	1,348	14,504	1,835	19,752
3 bed House	2,873	30,925	353	3,798	3,226	34,722
4 bed House	2,340	25,188	0	0	2,340	25,188
5 bed House	780	8,396	0	0	780	8,396
1 bed Flat	0	0	642	6,907	642	6,907
2 bed Flat	0	0	0	0	0	0
	6,481	69,756	2,342	25,209	8,822	94,964
	AH % by floor area:		26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	185,000	3,190	296		0	
2 bed House	230,000	3,067	285		5,922,500	
3 bed House	270,000	3,176	295		10,260,000	
4 bed House	350,000	2,917	271		6,825,000	
5 bed House	410,000	2,733	254		2,132,000	
1 bed Flat	185,000	3,700	344		2,136,750	
2 bed Flat	225,000	3,689	343		0	
					27,276,250	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	31%	149,500	2,136	65%
3 bed House	90,000	1,071	33%	175,500	2,089	65%
4 bed House	107,000	1,103	31%	227,500	2,345	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	36%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	184,000	2,629	80%			
3 bed House	216,000	2,571	80%			
4 bed House	280,000	2,887	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 5

Scheme Ref: HMV
 Title: 100 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	6.5	@	230,000	1,495,000
3 bed House	33.8	@	270,000	9,126,000
4 bed House	19.5	@	350,000	6,825,000
5 bed House	5.2	@	410,000	2,132,000
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	65.0			19,578,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	9.6	@	72,000	693,000
3 bed House	2.1	@	90,000	189,000
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	5.8	@	66,000	381,150
2 bed Flat	0.0	@	72,000	-
	17.5			1,263,150
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	5.8	@	149,500	863,363
3 bed House	1.3	@	175,500	221,130
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	3.5	@	120,250	416,666
2 bed Flat	0.0	@	146,250	-
	10.5			1,501,159
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	3.9	@	184,000	708,400
3 bed House	0.8	@	216,000	181,440
4 bed House	0.0	@	280,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	2.3	@	148,000	341,880
2 bed Flat	0.0	@	180,000	-
	7.0			1,231,720
Sub-total GDV Residential	100.0			23,574,029
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	<i>3,702,221</i>
		<i>420 £ psm (total GIA sqm)</i>	<i>37,022 £ per unit (total units)</i>	
Grant	100	@	0	-
Total GDV				23,574,029

Appendix 5

Scheme Ref: **HMV**
 Title: **100 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,799)
CIL	6,481 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	100 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	8,822 sqm (total)	0 £ psm		-
		0.00% % of GDV		
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	8.24 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	8.24 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	1,149 psm		-
2 bed House	1,835 sqm @	1,149 psm		(2,108,415)
3 bed House	3,226 sqm @	1,149 psm		(3,706,444)
4 bed House	2,340 sqm @	1,149 psm		(2,688,660)
5 bed House	780 sqm @	1,149 psm		(896,220)
1 bed Flat	642 sqm @	1,339 psm		(859,192)
2 bed Flat	8,822 sqm @	1,339 psm		-
External works	10,258,931 @	15.0% 15,389 Eper unit		(1,538,840)
M4(2) Category 2 Housing	5% of All units	100 units @	521 £ per dwelling	(2,605)
M4(3) Category 3 Housing	0% of All units	100 units @	10,307 £ per dwelling	-
Water efficiency		100 units @	9 £ per dwelling	(900)
Contingency	11,801,275 @	5.0%		(590,064)
Professional Fees	11,801,275 @	10.0%		(1,180,128)
Disposal Costs -				
Marketing and Promotion	19,578,000 OMS @	1.50%		(293,670)
Residential Sales Agent Costs	19,578,000 OMS @	1.50%		(293,670)
Residential Sales Legal Costs	19,578,000 OMS @	0.50%		(97,890)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(154,073)
Developers Profit -				
Margin on AH	3,996,029	6.00% on AH values		(239,762)
Profit on GDV	19,578,000	20.00%		(3,915,600)
	14,505,569	26.99% on costs	(3,915,600)	
	23,574,029	17.63% blended	(4,155,362)	
TOTAL COSTS				(18,660,930)

Appendix 5

Scheme Ref: **HMV**
 Title: **100 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				4,913,098
SDLT	4,913,098 @		5.0% (slabbed)	(235,155)
Acquisition Agent fees	4,913,098 @		1.0%	(49,131)
Acquisition Legal fees	4,913,098 @		0.5%	(24,565)
Interest on Land	4,913,098 @		6.5%	(319,351)
Residual Land Value				4,284,896
<i>RLV analysis: 42,849 £ per plot 1,285,469 £ per ha 520,222 £ per acre</i>				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		3.33 ha	8.24 acres	
	Density analysis:	2,647 sgm/ha	11,529 sqft/ac	
Threshold Land Value	29,652 £ per plot	889,560 £ per ha	360,000 £ per acre	2,965,200

BALANCE				
Surplus/(Deficit)		395,909 £ per ha	160,222 £ per acre	1,319,696

Appendix 5

Scheme Ref: HMV
 Title: 100 No. Units at Higher Mid Value Zone
 Notes: Greenfield
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SENSITIVITY ANALYSIS														
		AH - % on site 35%												
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%			
Balance (RLV - TLV)	1,319,696	0	3,277,080	2,946,731	2,616,382	2,286,033	1,955,684	1,625,335	1,294,986	964,636	634,287	303,938		
		10	3,183,617	2,858,187	2,532,757	2,207,327	1,881,898	1,556,468	1,231,038	905,608	580,178	254,748		
		20	3,090,155	2,769,644	2,449,133	2,128,622	1,808,111	1,487,600	1,167,090	846,579	526,068	205,557		
		30	2,996,693	2,681,101	2,365,509	2,049,917	1,734,325	1,418,733	1,103,142	787,550	471,958	156,366		
		40	2,903,110	2,592,442	2,281,774	1,971,106	1,660,438	1,349,770	1,039,102	728,434	417,766	107,098		
		50	2,809,156	2,503,433	2,197,710	1,891,987	1,585,264	1,289,541	974,818	669,095	363,372	57,649		
		CIL Espm	0.00	60	2,715,202	2,414,424	2,113,646	1,812,868	1,512,090	1,211,311	910,533	609,755	308,977	8,199
				70	2,621,248	2,325,415	2,029,581	1,733,748	1,437,915	1,142,082	846,249	550,416	254,583	(41,250)
				80	2,527,207	2,236,328	1,945,450	1,654,571	1,363,692	1,072,813	781,934	491,055	200,176	(90,703)
				90	2,432,759	2,146,851	1,860,943	1,575,035	1,289,127	1,003,219	717,311	431,043	145,496	(140,412)
				100	2,338,310	2,057,373	1,776,436	1,495,499	1,214,562	933,626	652,689	371,752	90,815	(190,122)
				110	2,243,862	1,967,896	1,691,930	1,415,964	1,139,998	864,032	588,066	312,100	36,134	(238,832)
				120	2,149,350	1,878,370	1,607,389	1,336,409	1,065,428	794,438	523,443	252,448	(18,547)	(289,542)
				130	2,054,405	1,788,421	1,522,438	1,256,454	990,471	724,488	458,504	192,521	(73,463)	(339,446)
				140	1,959,459	1,698,473	1,437,487	1,176,500	915,514	654,528	393,541	132,555	(128,431)	(389,418)
				150	1,864,514	1,608,525	1,352,535	1,096,546	840,557	584,568	328,579	72,589	(183,400)	(439,389)
		160	1,769,519	1,518,547	1,267,575	1,016,592	765,600	514,608	263,616	12,624	(238,368)	(489,360)		
		170	1,674,074	1,428,125	1,182,176	936,228	690,279	444,331	198,382	(47,567)	(293,515)	(539,464)		
		180	1,578,628	1,337,703	1,096,778	855,883	614,928	374,003	133,077	(107,848)	(348,773)	(589,698)		
		190	1,483,183	1,247,282	1,011,380	775,478	539,576	303,675	67,773	(168,129)	(404,031)	(639,932)		
		200	1,387,691	1,156,839	925,982	695,103	464,225	233,347	2,468	(228,410)	(459,288)	(690,167)		
Site Specific S106	0	500	3,231,593	2,901,244	2,570,895	2,240,546	1,910,197	1,579,848	1,249,499	919,150	588,801	258,452		
		1,000	3,186,107	2,855,758	2,525,409	2,195,060	1,864,711	1,534,361	1,204,012	873,663	543,314	212,965		
		1,500	3,140,620	2,810,271	2,479,922	2,149,573	1,819,224	1,488,875	1,158,526	828,177	497,828	167,479		
		2,000	3,095,134	2,764,785	2,434,435	2,104,086	1,773,737	1,443,388	1,113,039	782,690	452,341	121,992		
		2,500	3,049,647	2,719,298	2,388,949	2,058,600	1,728,251	1,397,902	1,067,553	737,204	406,855	76,505		
		3,000	3,004,160	2,673,811	2,343,462	2,013,113	1,682,764	1,352,415	1,022,066	691,717	361,368	30,961		
		3,500	2,958,674	2,628,325	2,297,976	1,967,627	1,637,278	1,306,929	976,579	646,201	315,753	(14,695)		
		4,000	2,913,187	2,582,838	2,252,489	1,922,140	1,591,791	1,261,440	930,992	600,545	270,097	(60,351)		
		4,500	2,867,701	2,537,352	2,207,003	1,876,653	1,546,232	1,215,794	885,336	554,889	224,441	(106,007)		
		5,000	2,822,214	2,491,865	2,161,472	1,831,024	1,500,576	1,170,128	839,690	509,233	178,785	(151,963)		
		5,500	2,776,711	2,446,264	2,115,816	1,785,368	1,454,920	1,124,472	794,024	463,577	133,129	(197,319)		
		6,000	2,731,055	2,400,608	2,070,160	1,739,712	1,409,264	1,078,816	748,368	417,921	87,473	(243,016)		
		6,500	2,685,400	2,354,952	2,024,504	1,694,056	1,363,608	1,033,160	702,713	372,265	41,798	(288,848)		
		7,000	2,639,744	2,309,296	1,978,848	1,648,400	1,317,952	987,504	657,057	326,609	(4,034)	(334,681)		
		7,500	2,594,088	2,263,640	1,933,192	1,602,744	1,272,296	941,848	611,401	280,780	(49,867)	(380,514)		
		8,000	2,548,432	2,217,984	1,887,536	1,557,088	1,226,640	896,192	565,594	234,947	(95,700)	(426,346)		
8,500	2,502,776	2,172,328	1,841,880	1,511,432	1,180,984	850,408	519,761	189,114	(141,532)	(472,179)				
9,000	2,457,120	2,126,672	1,796,224	1,465,776	1,135,228	804,575	473,928	143,282	(187,365)	(518,117)				
9,500	2,411,464	2,081,016	1,750,568	1,420,036	1,089,389	758,743	428,096	97,449	(233,198)	(564,134)				
10,000	2,365,808	2,035,360	1,704,850	1,374,203	1,043,557	712,910	382,263	51,617	(279,204)	(610,150)				
Profit	20.00%	14%	4,770,731	4,361,768	3,952,806	3,543,844	3,134,882	2,725,919	2,316,957	1,907,995	1,499,033	1,090,070		
		15%	4,521,789	4,125,929	3,730,069	3,334,209	2,933,349	2,542,469	2,146,629	1,750,768	1,354,908	959,046		
		16%	4,272,847	3,890,089	3,507,331	3,124,574	2,741,816	2,359,058	1,976,300	1,593,542	1,210,784	828,026		
		17.5%	3,899,434	3,536,330	3,173,225	2,810,121	2,447,016	2,083,912	1,720,807	1,357,702	994,598	631,463		
		19%	3,526,022	3,182,570	2,839,119	2,495,668	2,152,217	1,808,765	1,465,314	1,121,863	778,412	434,960		
		20%	3,277,080	2,946,731	2,616,382	2,286,033	1,955,684	1,625,335	1,294,986	964,636	634,287	303,938		
		21%	3,028,138	2,710,891	2,393,644	2,076,398	1,759,151	1,441,904	1,124,657	807,410	490,163	172,916		
		22%	2,779,196	2,475,052	2,170,907	1,866,762	1,562,618	1,258,473	954,328	650,184	346,039	41,894		
		23%	2,530,255	2,239,212	1,948,170	1,657,127	1,365,085	1,075,042	784,000	492,957	201,915	(85,128)		
		24%	2,281,313	2,003,372	1,725,432	1,447,692	1,169,552	891,611	613,671	335,731	57,791	(220,150)		
25%	2,032,371	1,767,533	1,502,695	1,237,857	973,019	708,181	443,343	178,504	(86,334)	(351,172)				

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HMV
100 No. Units at Higher Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	1,319,696										
	100,000	5,443,323	5,112,974	4,782,625	4,452,276	4,121,927	3,791,578	3,461,229	3,130,880	2,800,531	2,470,182
	150,000	5,031,490	4,701,141	4,370,792	4,040,443	3,710,094	3,379,745	3,049,396	2,719,046	2,388,697	2,058,348
	200,000	4,619,657	4,289,308	3,958,958	3,628,609	3,298,260	2,967,911	2,637,562	2,307,213	1,976,864	1,646,515
	250,000	4,207,823	3,877,474	3,547,125	3,216,776	2,886,427	2,556,078	2,225,729	1,895,380	1,565,031	1,234,682
	300,000	3,795,990	3,465,641	3,135,292	2,804,943	2,474,594	2,144,245	1,813,896	1,483,546	1,153,197	822,848
	350,000	3,384,157	3,053,808	2,723,458	2,393,109	2,062,760	1,732,411	1,402,062	1,071,713	741,364	411,015
	400,000	2,972,323	2,641,974	2,311,625	1,981,276	1,650,927	1,320,578	990,229	659,880	329,531	(818)
	450,000	2,560,490	2,230,141	1,899,792	1,569,443	1,239,094	908,745	578,396	248,046	(82,303)	(412,652)
	500,000	2,148,657	1,818,308	1,487,958	1,157,609	827,260	496,911	166,562	(163,787)	(494,136)	(824,485)
550,000	1,736,823	1,406,474	1,076,125	745,776	415,427	85,078	(245,271)	(575,620)	(905,969)	(1,236,318)	
Density (dph)	5	(11,672,470)	(12,002,819)	(12,333,168)	(12,663,517)	(12,993,866)	(13,324,215)	(13,654,564)	(13,984,914)	(14,315,263)	(14,645,612)
	10	(2,702,740)	(3,033,089)	(3,363,438)	(3,693,787)	(4,024,136)	(4,354,485)	(4,684,834)	(5,015,184)	(5,345,533)	(5,675,882)
	15	287,170	(43,179)	(373,529)	(703,877)	(1,034,226)	(1,364,575)	(1,694,924)	(2,025,274)	(2,355,623)	(2,685,972)
	20	1,782,125	1,451,776	1,121,427	791,078	460,729	130,380	(199,969)	(530,319)	(860,668)	(1,191,017)
	25	2,679,098	2,348,749	2,018,400	1,688,051	1,357,702	1,027,353	697,004	366,654	36,305	(294,044)
	30	3,277,080	2,946,731	2,616,382	2,286,033	1,955,684	1,625,335	1,294,986	964,636	634,287	303,938
	35	3,704,210	3,373,861	3,043,512	2,713,163	2,382,814	2,052,465	1,722,116	1,391,766	1,061,417	731,068
	40	4,024,557	3,694,208	3,363,859	3,033,510	2,703,161	2,372,812	2,042,463	1,712,114	1,381,765	1,051,416
	45	4,273,717	3,943,368	3,613,019	3,282,669	2,952,320	2,621,971	2,291,622	1,961,273	1,630,924	1,300,575
	50	4,473,044	4,142,695	3,812,346	3,481,997	3,151,648	2,821,299	2,490,950	2,160,600	1,830,251	1,499,902
55	4,636,130	4,305,781	3,975,432	3,645,083	3,314,734	2,984,385	2,654,036	2,323,686	1,993,337	1,662,988	
% Cat.M4(2)	40%	3,258,272	2,927,923	2,597,574	2,267,225	1,936,876	1,606,527	1,276,178	945,829	615,479	285,130
	45%	3,255,585	2,925,236	2,594,887	2,264,538	1,934,189	1,603,840	1,273,491	943,142	612,793	282,444
	50%	3,252,898	2,922,549	2,592,199	2,261,851	1,931,502	1,601,153	1,270,804	940,455	610,106	279,757
	55%	3,250,211	2,919,862	2,589,513	2,259,164	1,928,815	1,598,466	1,268,117	937,768	607,419	277,070
	60%	3,247,525	2,917,175	2,586,826	2,256,477	1,926,128	1,595,779	1,265,430	935,081	604,732	274,383
	65%	3,244,838	2,914,489	2,584,140	2,253,791	1,923,441	1,593,092	1,262,743	932,394	602,045	271,696
	70%	3,242,151	2,911,802	2,581,453	2,251,104	1,920,755	1,590,406	1,260,057	929,707	599,358	269,009
	75%	3,239,464	2,909,115	2,578,766	2,248,417	1,918,068	1,587,719	1,257,370	927,021	596,672	266,322
	80%	3,236,777	2,906,428	2,576,079	2,245,730	1,915,381	1,585,032	1,254,683	924,334	593,985	263,636

Appendix 5

Scheme Ref: **HMV**
 Title: **200 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	13.0	55.0%	38.5	26%	51.5
3 bed House	52.0%	67.6	12.0%	8.4	38%	76.0
4 bed House	30.0%	39.0	0.0%	0.0	20%	39.0
5 bed House	8.0%	10.4	0.0%	0.0	5%	10.4
1 bed Flat	0.0%	0.0	33.0%	23.1	12%	23.1
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	130.0	100.0%	70.0	100%	200.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	975	10,495	2,695	29,009	3,670	39,504
3 bed House	5,746	61,849	706	7,595	6,452	69,444
4 bed House	4,880	50,375	0	0	4,880	50,375
5 bed House	1,560	16,792	0	0	1,560	16,792
1 bed Flat	0	0	1,283	13,814	1,283	13,814
2 bed Flat	0	0	0	0	0	0
	12,961	139,511	4,684	50,417	17,645	189,928
	AH % by floor area:		26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	185,000	3,190	296		0	
2 bed House	230,000	3,067	285		11,845,000	
3 bed House	270,000	3,176	295		20,520,000	
4 bed House	350,000	2,917	271		13,650,000	
5 bed House	410,000	2,733	254		4,264,000	
1 bed Flat	185,000	3,700	344		4,273,500	
2 bed Flat	225,000	3,689	343		0	
					54,552,500	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	31%	149,500	2,136	65%
3 bed House	90,000	1,071	33%	175,500	2,089	65%
4 bed House	107,000	1,103	31%	227,500	2,345	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	36%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	184,000	2,629	80%			
3 bed House	216,000	2,571	80%			
4 bed House	280,000	2,867	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	13.0	@	230,000	2,990,000
3 bed House	67.6	@	270,000	18,252,000
4 bed House	39.0	@	350,000	13,650,000
5 bed House	10.4	@	410,000	4,264,000
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	130.0			38,156,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	19.3	@	72,000	1,386,000
3 bed House	4.2	@	90,000	378,000
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	11.6	@	66,000	762,300
2 bed Flat	0.0	@	72,000	-
	35.0			2,526,300
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	11.6	@	149,500	1,726,725
3 bed House	2.5	@	175,500	442,260
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	6.9	@	120,250	833,333
2 bed Flat	0.0	@	146,250	-
	21.0			3,002,318
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	7.7	@	184,000	1,416,800
3 bed House	1.7	@	216,000	362,880
4 bed House	0.0	@	280,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	4.6	@	148,000	683,760
2 bed Flat	0.0	@	180,000	-
	14.0			2,463,440
Sub-total GDV Residential	200.0			47,148,058
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	<i>7,404,443</i>
	<i>420 £ psm (total GIA sqm)</i>		<i>37,022 £ per unit (total units)</i>	
Grant	200	@	0	-
Total GDV				47,148,058

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Scheme Ref: **HMV**
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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(110,000)
Statutory Planning Fees (Residential)				(36,299)
CIL	12,961 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	200 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	17,645 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	16.47 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	16.47 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	3,670 sqm @	1,149 psm		(4,218,830)
3 bed House	6,452 sqm @	1,149 psm		(7,412,888)
4 bed House	4,680 sqm @	1,149 psm		(5,377,320)
5 bed House	1,560 sqm @	1,149 psm		(1,792,440)
1 bed Flat	1,283 sqm @	1,339 psm		(1,718,383)
2 bed Flat	17,645 sqm @	1,339 psm		-
External works				
	20,517,862 @	15.0% 15,389 £ per unit		(3,077,679)
M4(2) Category 2 Housing	5% of All units	200 units @	521 £ per dwelling	(5,210)
M4(3) Category 3 Housing	0% of All units	200 units @	10,307 £ per dwelling	-
Water efficiency		200 units @	9 £ per dwelling	(1,800)
Contingency	23,602,551 @	5.0%		(1,180,128)
Professional Fees	23,602,551 @	10.0%		(2,360,255)
Disposal Costs -				
Marketing and Promotion	39,156,000 OMS @	1.50%		(587,340)
Residential Sales Agent Costs	39,156,000 OMS @	1.50%		(587,340)
Residential Sales Legal Costs	39,156,000 OMS @	0.50%		(195,780)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(231,189)
Developers Profit -				
Margin on AH	7,992,058	6.00% on AH values		(479,523)
Profit on GDV	39,156,000	20.00%		(7,831,200)
	28,890,862	27.11% on costs	(7,831,200)	
	47,148,058	17.63% blended	(8,310,723)	
TOTAL COSTS				(37,201,605)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				9,946,452
SDLT	9,946,452 @		5.0% (slabbed)	(486,823)
Acquisition Agent fees	9,946,452 @		1.0%	(99,465)
Acquisition Legal fees	9,946,452 @		0.5%	(49,732)
Interest on Land	9,946,452 @		6.5%	(646,519)
Residual Land Value				8,663,914
<i>RLV analysis:</i>				
	43,320 £ per plot	1,299,587 £ per ha	525,936 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		6.67 ha	16.47 acres	
<i>Density analysis:</i>				
	29,652 £ per plot	2,647 sqm/ha	11,529 sqft/ac	
Threshold Land Value		889,560 £ per ha	360,000 £ per acre	5,930,400

BALANCE				
Surplus/(Deficit)		410,027 £ per ha	165,936 £ per acre	2,733,514

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SENSITIVITY ANALYSIS												
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	2,733,514	0	6,673,827	6,008,871	5,343,916	4,678,960	4,014,005	3,349,049	2,684,094	2,019,138	1,354,182	689,227
	0	6,486,902	5,831,785	5,176,667	4,521,550	3,866,432	3,211,315	2,556,198	1,901,080	1,245,963	590,845	
	20	6,299,977	5,654,698	5,009,419	4,364,139	3,718,860	3,073,581	2,428,302	1,783,022	1,137,743	492,464	
	30	6,112,935	5,477,497	4,842,059	4,206,620	3,571,182	2,935,743	2,300,305	1,664,866	1,029,428	393,990	
	40	5,925,027	5,299,478	4,673,830	4,048,391	3,422,833	2,797,284	2,171,736	1,546,187	920,639	285,090	
	50	5,737,118	5,121,460	4,505,801	3,880,143	3,274,484	2,658,826	2,043,167	1,427,508	811,850	196,191	
	60	5,549,148	4,943,389	4,337,629	3,731,870	3,126,110	2,520,351	1,914,592	1,308,829	703,061	97,232	
	70	5,360,251	4,764,434	4,168,616	3,572,799	2,976,981	2,381,164	1,785,346	1,189,529	593,711	(2,106)	
	80	5,171,354	4,585,478	3,999,603	3,413,727	2,827,852	2,241,976	1,656,101	1,070,225	484,350	(101,526)	
	90	4,982,435	4,406,518	3,830,590	3,254,656	2,678,722	2,102,789	1,526,855	950,922	374,988	(200,945)	
	100	4,792,544	4,226,621	3,660,698	3,094,776	2,528,853	1,962,930	1,397,008	831,085	265,162	(300,761)	
	110	4,602,653	4,046,724	3,490,796	2,934,867	2,378,939	1,823,010	1,267,082	711,154	155,225	(400,703)	
	120	4,412,761	3,866,827	3,320,893	2,774,959	2,229,025	1,683,091	1,137,157	591,222	45,288	(500,648)	
	130	4,221,874	3,688,011	3,150,149	2,614,288	2,078,424	1,542,561	1,006,699	470,837	(65,026)	(600,888)	
	140	4,030,983	3,505,168	2,979,352	2,453,537	1,927,721	1,401,905	876,000	350,274	(175,541)	(701,357)	
	150	3,840,093	3,324,324	2,808,556	2,292,787	1,777,018	1,261,250	745,481	229,712	(286,057)	(801,825)	
	160	3,648,210	3,142,575	2,636,940	2,131,305	1,625,670	1,120,035	614,400	108,764	(396,871)	(902,506)	
	170	3,456,315	2,960,780	2,465,244	1,969,709	1,474,174	978,638	483,103	(12,432)	(507,967)	(1,003,503)	
	180	3,264,420	2,778,985	2,293,549	1,808,114	1,322,678	837,242	351,807	(133,629)	(619,064)	(1,104,500)	
	190	3,071,520	2,596,281	2,121,043	1,645,804	1,170,565	695,326	220,088	(255,151)	(730,390)	(1,205,629)	
	200	2,878,616	2,413,530	1,948,444	1,483,358	1,018,272	553,186	88,100	(376,985)	(842,071)	(1,307,159)	
AH - % on site 35%												
Balance (RLV - TLV)	2,733,514	0	6,673,827	6,008,871	5,343,916	4,678,960	4,014,005	3,349,049	2,684,094	2,019,138	1,354,182	689,227
	500	6,583,717	5,918,762	5,253,806	4,588,851	3,923,895	3,258,940	2,593,984	1,929,029	1,264,073	599,117	
	1,000	6,493,608	5,828,653	5,163,697	4,498,741	3,833,786	3,168,830	2,503,875	1,838,919	1,173,964	509,008	
	1,500	6,403,499	5,738,543	5,073,588	4,408,632	3,743,676	3,078,721	2,413,765	1,748,810	1,083,854	418,899	
	2,000	6,313,389	5,648,434	4,983,478	4,318,523	3,653,567	2,988,611	2,323,656	1,658,700	993,745	328,789	
	2,500	6,223,280	5,558,324	4,893,369	4,228,413	3,563,458	2,898,502	2,233,546	1,568,591	903,635	238,680	
	3,000	6,133,170	5,468,215	4,803,259	4,138,304	3,473,348	2,808,393	2,143,437	1,478,481	813,526	148,440	
	3,500	6,043,061	5,378,105	4,713,150	4,048,194	3,383,239	2,718,283	2,053,328	1,388,281	723,173	58,065	
	4,000	5,952,951	5,287,996	4,623,040	3,958,085	3,293,129	2,628,123	1,963,015	1,297,907	632,799	(32,309)	
	4,500	5,862,842	5,197,886	4,532,931	3,867,965	3,202,857	2,537,749	1,872,640	1,207,532	542,424	(122,684)	
	5,000	5,772,733	5,107,777	4,442,899	3,777,890	3,112,462	2,447,374	1,782,266	1,117,158	452,050	(213,659)	
	5,500	5,682,624	5,017,432	4,352,324	3,687,216	3,022,108	2,356,999	1,691,891	1,026,783	361,675	(303,433)	
	6,000	5,592,516	4,927,058	4,261,949	3,596,841	2,931,733	2,266,625	1,601,517	936,409	271,300	(393,982)	
	6,500	5,501,791	4,836,683	4,171,575	3,506,467	2,841,358	2,176,250	1,511,142	846,034	180,778	(484,633)	
	7,000	5,411,417	4,746,308	4,081,200	3,416,092	2,750,984	2,085,876	1,420,768	755,538	90,127	(575,284)	
	7,500	5,321,042	4,655,934	3,990,826	3,325,718	2,660,609	1,995,501	1,330,298	664,887	(524)	(665,935)	
	8,000	5,230,667	4,565,559	3,900,451	3,235,343	2,570,235	1,905,058	1,239,647	574,236	(91,175)	(756,586)	
	8,500	5,140,293	4,475,185	3,810,077	3,144,968	2,479,818	1,814,407	1,148,996	483,585	(181,626)	(847,296)	
	9,000	5,049,918	4,384,810	3,719,702	3,054,578	2,389,167	1,723,756	1,058,345	392,934	(272,477)	(938,235)	
	9,500	4,959,544	4,294,436	3,629,327	2,963,927	2,298,516	1,633,105	967,694	302,283	(363,309)	(1,029,174)	
	10,000	4,869,169	4,204,061	3,538,687	2,873,276	2,207,865	1,542,454	877,043	211,618	(454,248)	(1,120,113)	
AH - % on site 35%												
Balance (RLV - TLV)	2,733,514	14%	9,661,129	8,838,947	8,016,765	7,194,583	6,372,401	5,550,219	4,728,037	3,905,855	3,083,673	2,261,491
	15%	9,163,245	8,367,267	7,571,290	6,775,312	5,979,335	5,163,357	4,387,380	3,591,402	2,795,424	1,999,447	
	16%	8,665,361	7,895,588	7,125,815	6,356,042	5,586,269	4,816,496	4,046,722	3,278,949	2,507,176	1,737,409	
	17.5%	7,918,536	7,188,069	6,457,603	5,727,136	4,966,670	4,266,203	3,535,737	2,805,270	2,074,803	1,344,337	
	19%	7,171,711	6,480,551	5,789,391	5,098,231	4,407,071	3,715,911	3,024,751	2,333,591	1,642,431	951,271	
	20%	6,673,827	6,008,871	5,343,916	4,678,960	4,014,005	3,349,049	2,684,094	2,019,138	1,354,182	689,227	
	21%	6,175,943	5,537,192	4,898,441	4,259,690	3,620,939	2,982,188	2,343,436	1,704,685	1,065,934	427,183	
	22%	5,678,060	5,065,513	4,452,966	3,840,419	3,227,873	2,615,326	2,002,779	1,390,232	777,686	165,139	
	23%	5,180,176	4,593,634	4,007,491	3,421,149	2,834,807	2,248,464	1,662,122	1,075,780	489,437	(96,305)	
	24%	4,682,293	4,122,155	3,562,017	3,001,879	2,441,741	1,861,503	1,321,465	761,327	201,189	(538,949)	
	25%	4,184,409	3,650,475	3,116,542	2,582,608	2,048,675	1,514,741	980,808	446,874	(87,060)	(620,993)	
Profit	20.00%	14%	9,661,129	8,838,947	8,016,765	7,194,583	6,372,401	5,550,219	4,728,037	3,905,855	3,083,673	2,261,491
	15%	9,163,245	8,367,267	7,571,290	6,775,312	5,979,335	5,163,357	4,387,380	3,591,402	2,795,424	1,999,447	
	16%	8,665,361	7,895,588	7,125,815	6,356,042	5,586,269	4,816,496	4,046,722	3,278,949	2,507,176	1,737,409	
	17.5%	7,918,536	7,188,069	6,457,603	5,727,136	4,966,670	4,266,203	3,535,737	2,805,270	2,074,803	1,344,337	
	19%	7,171,711	6,480,551	5,789,391	5,098,231	4,407,071	3,715,911	3,024,751	2,333,591	1,642,431	951,271	
	20%	6,673,827	6,008,871	5,343,916	4,678,960	4,014,005	3,349,049	2,684,094	2,019,138	1,354,182	689,227	
	21%	6,175,943	5,537,192	4,898,441	4,259,690	3,620,939	2,982,188	2,343,436	1,704,685	1,065,934	427,183	
	22%	5,678,060	5,065,513	4,452,966	3,840,419	3,227,873	2,615,326	2,002,779	1,390,232	777,686	165,139	
	23%	5,180,176	4,593,634	4,007,491	3,421,149	2,834,807	2,248,464	1,662,122	1,075,780	489,437	(96,305)	
	24%	4,682,293	4,122,155	3,562,017	3,001,879	2,441,741	1,861,503	1,321,465	761,327	201,189	(538,949)	
	25%	4,184,409	3,650,475	3,116,542	2,582,608	2,048,675	1,514,741	980,808	446,874	(87,060)	(620,993)	

Appendix 5

Scheme Ref:
Title:
Notes:
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HMV
200 No. Units at Higher Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	2,733,514										
	100,000	11,006,314	10,341,358	9,676,402	9,011,447	8,346,491	7,681,536	7,016,580	6,351,625	5,686,669	5,021,714
	150,000	10,182,647	9,517,691	8,852,736	8,187,780	7,522,825	6,857,869	6,192,914	5,527,958	4,863,002	4,198,047
	200,000	9,358,980	8,694,025	8,029,069	7,364,114	6,699,158	6,034,202	5,369,247	4,704,291	4,039,336	3,374,380
	250,000	8,535,314	7,870,358	7,205,402	6,540,447	5,875,491	5,210,536	4,545,580	3,880,625	3,215,669	2,550,714
	300,000	7,711,647	7,046,691	6,381,736	5,716,780	5,051,825	4,386,869	3,721,914	3,056,958	2,392,002	1,727,047
	350,000	6,887,980	6,223,025	5,558,069	4,893,114	4,228,158	3,563,202	2,898,247	2,233,291	1,568,336	903,380
	400,000	6,064,314	5,399,358	4,734,402	4,069,447	3,404,491	2,739,536	2,074,580	1,409,625	744,669	73,714
	450,000	5,240,647	4,575,691	3,910,736	3,245,780	2,580,825	1,915,869	1,250,914	585,968	(78,998)	(743,953)
	500,000	4,416,980	3,752,025	3,087,069	2,422,114	1,757,158	1,092,202	427,247	(237,709)	(902,664)	(1,567,620)
	550,000	3,593,314	2,928,358	2,263,402	1,598,447	933,491	268,536	(396,420)	(1,061,375)	(1,726,331)	(2,391,286)
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	2,733,514										
	5	(23,225,273)	(23,890,229)	(24,555,184)	(25,220,140)	(25,885,095)	(26,550,051)	(27,215,006)	(27,879,962)	(28,544,918)	(29,209,873)
	10	(5,285,813)	(5,950,769)	(6,615,724)	(7,280,680)	(7,945,635)	(8,610,591)	(9,275,546)	(9,940,502)	(10,605,458)	(11,270,413)
	15	694,007	29,051	(635,904)	(1,300,860)	(1,965,815)	(2,630,771)	(3,295,726)	(3,960,682)	(4,625,638)	(5,290,593)
Density (dph)	20	3,683,917	3,018,961	2,354,006	1,689,050	1,024,095	359,139	(305,816)	(970,772)	(1,635,728)	(2,300,683)
	25	5,477,863	4,812,907	4,147,952	3,482,996	2,818,041	2,153,085	1,488,130	823,174	158,218	(506,737)
	30	6,673,827	6,008,871	5,343,916	4,678,960	4,014,005	3,349,049	2,684,094	2,019,138	1,354,182	689,227
	35	7,528,087	6,863,131	6,198,176	5,533,220	4,868,265	4,203,309	3,538,354	2,873,398	2,208,442	1,543,487
	40	8,168,782	7,503,826	6,838,871	6,173,915	5,508,960	4,844,004	4,179,049	3,514,093	2,849,137	2,184,182
	45	8,687,100	8,022,145	7,357,189	6,692,234	6,027,278	5,362,322	4,697,367	4,032,411	3,367,456	2,692,500
	50	9,065,755	8,400,799	7,735,844	7,070,888	6,405,933	5,740,977	5,076,022	4,411,066	3,746,110	3,081,155
	55	9,391,927	8,726,971	8,062,016	7,397,060	6,732,105	6,067,149	5,402,194	4,737,238	4,072,282	3,407,327
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	2,733,514										
	40%	6,636,493	5,971,537	5,306,582	4,641,626	3,976,671	3,311,715	2,646,760	1,981,804	1,316,848	651,893
	45%	6,631,160	5,966,204	5,301,248	4,636,293	3,971,337	3,306,382	2,641,426	1,976,471	1,311,515	646,938
	50%	6,625,826	5,960,871	5,295,915	4,630,959	3,966,004	3,301,048	2,636,093	1,971,137	1,306,182	641,226
% Cat M4(2)	55%	6,620,493	5,955,537	5,290,982	4,625,626	3,960,670	3,295,715	2,630,759	1,965,804	1,300,848	635,893
	60%	6,615,159	5,950,204	5,285,248	4,620,293	3,955,337	3,290,381	2,625,426	1,960,470	1,295,515	630,559
	65%	6,609,826	5,944,870	5,279,915	4,614,959	3,950,004	3,285,048	2,620,092	1,955,137	1,290,181	625,226
	70%	6,604,492	5,939,537	5,274,581	4,609,626	3,944,670	3,279,715	2,614,759	1,949,803	1,284,848	619,892
	75%	6,599,159	5,934,203	5,269,248	4,604,292	3,939,337	3,274,381	2,609,426	1,944,470	1,279,515	614,559
	80%	6,593,826	5,928,870	5,263,914	4,598,959	3,934,003	3,269,048	2,604,092	1,939,137	1,274,181	609,226

Appendix 5

Scheme Ref: **HMV**
 Title: **1200 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			1,200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%			
			0.00 £ psm			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	78.0	55.0%	231.0	26%	309.0
3 bed House	52.0%	405.6	12.0%	50.4	38%	456.0
4 bed House	30.0%	234.0	0.0%	0.0	20%	234.0
5 bed House	8.0%	62.4	0.0%	0.0	5%	62.4
1 bed Flat	0.0%	0.0	33.0%	138.6	12%	138.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	780.0	100.0%	420.0	100%	1,200.0
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA	AH units GIA	Total GIA (all units)			
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	5,850	62,969	16,170	174,052	22,020	237,021
3 bed House	34,476	371,097	4,234	45,570	38,710	416,667
4 bed House	28,080	302,251	0	0	28,080	302,251
5 bed House	9,360	100,750	0	0	9,360	100,750
1 bed Flat	0	0	7,700	82,882	7,700	82,882
2 bed Flat	0	0	0	0	0	0
	77,766	837,066	28,104	302,505	105,870	1,139,571
AH % by floor area:			26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	185,000	3,190	296	0		
2 bed House	230,000	3,067	285	71,070,000		
3 bed House	270,000	3,176	295	123,120,000		
4 bed House	350,000	2,917	271	81,900,000		
5 bed House	410,000	2,733	254	25,584,000		
1 bed Flat	185,000	3,700	344	25,641,000		
2 bed Flat	225,000	3,689	343	0		
				327,315,000		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	31%	149,500	2,136	65%
3 bed House	90,000	1,071	33%	175,500	2,089	65%
4 bed House	107,000	1,103	31%	227,500	2,345	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	68,000	1,320	38%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,388	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	184,000	2,629	80%			
3 bed House	216,000	2,571	80%			
4 bed House	280,000	2,887	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 5

Scheme Ref: **HMV**
 Title: **1200 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	78.0	@	230,000	17,940,000
3 bed House	405.6	@	270,000	109,512,000
4 bed House	234.0	@	350,000	81,900,000
5 bed House	62.4	@	410,000	25,584,000
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	780.0			234,936,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	115.5	@	72,000	8,316,000
3 bed House	25.2	@	90,000	2,268,000
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	69.3	@	66,000	4,573,800
2 bed Flat	0.0	@	72,000	-
	210.0			15,157,800
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	69.3	@	149,500	10,360,350
3 bed House	15.1	@	175,500	2,653,560
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	41.6	@	120,250	4,999,995
2 bed Flat	0.0	@	146,250	-
	126.0			18,013,905
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	46.2	@	184,000	8,500,800
3 bed House	10.1	@	216,000	2,177,280
4 bed House	0.0	@	280,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	27.7	@	148,000	4,102,560
2 bed Flat	0.0	@	180,000	-
	84.0			14,780,640
Sub-total GDV Residential	1,200.0			282,888,345
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	<i>44,426,655</i>
	<i>420 £ psm (total GIA sqm)</i>		<i>37,022 £ per unit (total units)</i>	
Grant	1,200	@	0	-
Total GDV				282,888,345

Appendix 5

Scheme Ref: **HMV**
 Title: **1200 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(450,000)
Statutory Planning Fees (Residential)				(151,299)
CIL	77,766 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	1,200 units @	0 per unit		-
	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum	105,870 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	98.84 acres @			-
		£ per acre (if brownfield)		
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	98.84 acres @	0 per acre		-
	0.00% % of GDV	0 £ per unit (total units)		
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	22,020 sqm @	1,149 psm		(25,300,989)
3 bed House	38,710 sqm @	1,149 psm		(44,477,330)
4 bed House	28,080 sqm @	1,149 psm		(32,263,920)
5 bed House	9,360 sqm @	1,149 psm		(10,754,640)
1 bed Flat	7,700 sqm @	1,338 psm		(10,310,300)
2 bed Flat	105,870 - sqm @	1,338 psm		-
External works	123,107,170 @	15.0%		(18,466,076)
		15,366 Eper unit		
M4(2) Category 2 Housing	5% of All units	1,200 units @	521 £ per dwelling	(31,260)
M4(3) Category 3 Housing	0% of All units	1,200 units @	10,307 £ per dwelling	-
Water efficiency		1,200 units @	9 £ per dwelling	(10,800)
Contingency	141,615,306 @	5.0%		(7,080,765)
Professional Fees	141,615,306 @	10.0%		(14,161,531)
Disposal Costs -				
Marketing and Promotion	234,936,000 OMS @	1.50%		(3,524,040)
Residential Sales Agent Costs	234,936,000 OMS @	1.50%		(3,524,040)
Residential Sales Legal Costs	234,936,000 OMS @	0.50%		(1,174,680)
Interest (on Development Costs) -	6.50% APR	0.526% pom		(851,882)
Developers Profit -				
Margin on AH	47,952,345	6.00% on AH values		(2,877,141)
Profit on GDV	234,936,000	20.00%		(46,987,200)
	172,533,543	27.23% on costs	(46,987,200)	
	262,688,345	17.63% blended	(49,864,341)	
TOTAL COSTS				(222,397,884)

Appendix 5

Scheme Ref: HMV
Title: 1200 No. Units at Higher Mid Value Zone
Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				60,490,461
SDLT	60,490,461 @	5.0%	(slabbed)	(3,014,023)
Acquisition Agent fees	60,490,461 @	1.0%		(604,905)
Acquisition Legal fees	60,490,461 @	0.5%		(302,452)
Interest on Land	60,490,461 @	6.5%		(3,931,880)
Residual Land Value				52,637,201
<i>RLV analysis:</i>				
	43,864 £ per plot	1,315,930 £ per ha	532,550 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	40.00	ha	98.84	acres
<i>Density analysis:</i>				
	2,647	sqm/ha	11,529	sqft/ac
Threshold Land Value	39,948 £ per plot	1,198,435 £ per ha	485,000 £ per acre	47,937,400

BALANCE				
Surplus/(Deficit)		117,495 £ per ha	47,550 £ per acre	4,699,801

Appendix 5

Scheme Ref: **HMV**
 Title: **1200 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
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		SENSITIVITY ANALYSIS									
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	4,699,801	28,808,194	24,790,129	20,772,063	16,753,998	12,735,932	8,717,867	4,699,801	681,736	(3,336,330)	(7,354,395)
	0	27,627,485	23,671,609	19,715,733	15,759,856	11,803,968	7,848,053	3,892,139	(63,775)	(4,019,689)	(7,975,604)
	10	26,437,558	22,544,355	18,651,152	14,757,948	10,864,745	6,971,542	3,078,339	(814,865)	(4,708,068)	(8,601,271)
	20	25,239,748	21,409,647	17,579,547	13,749,446	9,919,346	6,089,245	2,259,145	(1,570,956)	(5,401,056)	(9,231,157)
	30	24,033,585	20,267,131	16,500,678	12,734,225	8,967,724	5,201,160	1,434,596	(2,331,968)	(6,095,532)	(9,865,086)
	40	22,818,061	19,115,688	15,413,314	11,710,941	8,008,567	4,388,194	603,820	(3,098,554)	(6,800,327)	(10,503,301)
	50	21,594,387	17,956,537	14,318,688	10,680,838	7,042,988	3,405,139	(232,711)	(3,870,560)	(7,508,410)	(11,146,260)
	60	20,361,423	16,788,752	13,216,081	9,643,410	6,070,739	2,498,067	(1,074,780)	(4,647,657)	(8,220,535)	(11,793,412)
	70	19,119,354	15,612,221	12,105,087	8,597,954	5,090,821	1,583,687	(1,923,446)	(5,430,579)	(8,937,713)	(12,444,846)
	80	17,868,665	14,427,722	10,986,585	7,545,449	4,104,312	663,175	(2,777,961)	(6,219,098)	(9,660,234)	(13,101,371)
	90	16,607,702	13,233,351	9,859,000	6,484,649	3,110,298	(264,053)	(3,638,404)	(7,012,880)	(10,387,556)	(13,762,233)
	100	15,338,110	12,030,807	8,723,505	5,416,202	2,108,900	(1,198,402)	(4,505,705)	(7,813,007)	(11,120,310)	(14,427,612)
	110	14,058,223	10,818,787	7,579,350	4,339,913	1,100,476	(2,130,092)	(5,378,871)	(8,618,651)	(11,858,431)	(15,098,210)
	120	12,769,019	9,597,711	6,428,402	3,255,094	83,785	(3,087,524)	(6,258,832)	(9,430,141)	(12,601,515)	(15,773,293)
	130	11,469,679	8,367,356	5,265,033	2,162,709	(939,884)	(4,042,579)	(7,145,274)	(10,247,969)	(13,350,664)	(16,453,359)
	140	10,160,338	7,127,251	4,094,164	1,061,077	(1,972,010)	(5,005,097)	(8,038,184)	(11,071,370)	(14,104,961)	(17,138,553)
	150	8,840,803	5,877,861	2,914,920	(48,198)	(3,011,552)	(5,974,906)	(8,938,260)	(11,901,613)	(14,864,967)	(17,828,384)
	160	7,510,787	4,618,219	1,725,651	(1,166,918)	(4,059,486)	(6,952,055)	(9,844,623)	(12,737,663)	(15,630,782)	(18,523,901)
	170	6,170,297	3,349,076	527,854	(2,293,639)	(5,115,326)	(7,937,012)	(10,758,698)	(13,580,384)	(16,402,070)	(19,224,230)
	180	4,819,057	2,069,376	(680,305)	(3,429,986)	(6,179,668)	(8,329,349)	(11,679,131)	(14,429,422)	(17,179,713)	(19,930,003)
	190	3,456,833	779,743	(1,897,347)	(4,574,619)	(7,252,239)	(9,929,859)	(12,607,479)	(15,285,099)	(17,962,730)	(20,641,119)
200											
		AH - % on site 35%									
Balance (RLV - TLV)	4,699,801	28,808,194	24,790,129	20,772,063	16,753,998	12,735,932	8,717,867	4,699,801	681,736	(3,336,330)	(7,354,395)
	500	29,276,127	24,258,061	20,239,996	16,221,930	12,203,865	8,185,799	4,167,734	149,668	(3,868,397)	(7,886,463)
	1,000	27,744,059	23,725,994	19,707,928	15,689,839	11,671,715	7,653,591	3,635,467	(382,656)	(4,400,780)	(8,418,904)
	1,500	27,211,512	23,193,389	19,175,285	15,157,141	11,139,018	7,120,894	3,102,770	(915,353)	(4,933,477)	(8,951,601)
	2,000	26,678,815	22,660,692	18,642,568	14,624,444	10,605,321	6,588,197	2,570,073	(1,448,050)	(5,466,174)	(9,484,298)
	2,500	26,146,118	22,127,995	18,109,871	14,091,747	10,073,624	6,055,500	2,037,376	(1,980,748)	(5,998,871)	(10,016,995)
	3,000	25,613,421	21,595,297	17,577,174	13,559,050	9,540,926	5,522,803	1,504,679	(2,513,445)	(6,531,702)	(10,550,115)
	3,500	25,080,724	21,062,600	17,044,477	13,026,353	9,008,229	4,990,106	971,778	(3,046,635)	(7,065,048)	(11,083,461)
	4,000	24,548,027	20,529,903	16,511,780	12,493,656	8,475,257	4,456,844	438,431	(3,579,982)	(7,598,395)	(11,616,808)
	4,500	24,015,330	19,997,149	15,978,736	11,960,323	7,941,910	3,923,497	(94,916)	(4,113,329)	(8,131,742)	(12,150,155)
	5,000	23,482,616	19,463,803	15,445,380	11,426,977	7,408,563	3,390,150	(628,263)	(4,646,676)	(8,665,188)	(12,684,124)
	5,500	22,949,869	18,930,456	14,912,043	10,893,630	6,875,217	2,856,804	(1,161,609)	(5,180,271)	(9,199,206)	(13,218,140)
	6,000	22,417,122	18,397,109	14,378,696	10,360,283	6,341,870	2,323,457	(1,695,353)	(5,714,288)	(9,733,222)	(13,752,157)
	6,500	21,884,375	17,863,762	13,845,349	9,826,936	5,808,500	1,789,565	(2,229,370)	(6,248,304)	(10,267,239)	(14,286,455)
	7,000	21,348,829	17,330,416	13,312,002	9,293,418	5,274,483	1,255,548	(2,763,386)	(6,782,321)	(10,801,472)	(14,821,162)
	7,500	20,813,482	16,797,069	12,778,336	8,759,401	4,740,466	721,532	(3,297,403)	(7,316,489)	(11,336,180)	(15,355,870)
	8,000	20,282,135	16,263,254	12,244,319	8,225,384	4,206,450	187,515	(3,831,507)	(7,851,197)	(11,870,887)	(15,890,628)
	8,500	19,748,172	15,729,237	11,710,302	7,691,368	3,672,433	(348,524)	(4,366,214)	(8,385,904)	(12,405,594)	(16,426,047)
	9,000	19,214,155	15,195,220	11,176,286	7,157,351	3,138,416	(881,231)	(4,900,921)	(8,920,612)	(12,940,785)	(16,961,485)
	9,500	18,680,138	14,661,204	10,642,269	6,623,334	2,603,752	(1,415,938)	(5,435,629)	(9,455,523)	(13,476,203)	(17,496,884)
	10,000	18,146,122	14,127,187	10,108,252	6,088,735	2,069,044	(1,950,646)	(5,970,336)	(9,990,941)	(14,011,622)	(18,032,967)
		AH - % on site 35%									
Profit	20.00%	46,732,004	41,770,580	36,809,156	31,847,732	26,886,308	21,924,885	16,963,461	12,002,037	7,040,613	2,079,189
	15%	43,744,702	39,840,606	34,136,307	29,332,110	24,527,912	19,723,715	14,919,517	10,115,320	5,311,122	506,925
	10%	40,757,401	36,110,430	31,463,459	26,816,498	22,169,516	17,522,545	12,875,574	8,228,603	3,581,632	(1,065,339)
	17.5%	36,276,448	31,865,317	27,454,165	23,043,054	18,631,922	14,220,791	9,809,659	5,388,528	987,396	(3,423,735)
	19%	31,795,496	27,620,204	23,444,912	19,269,620	15,094,328	10,919,037	6,743,745	2,568,453	(1,606,839)	(5,762,131)
	20%	28,808,194	24,790,129	20,772,063	16,753,998	12,735,932	8,717,867	4,699,801	681,736	(3,336,330)	(7,354,395)
	21%	25,820,893	21,960,054	18,099,215	14,238,376	10,377,536	6,516,697	2,655,858	(1,204,981)	(5,065,820)	(8,924,659)
	22%	22,833,591	19,129,978	15,426,366	11,722,753	8,019,140	4,315,528	611,915	(3,091,698)	(6,795,310)	(10,498,923)
	23%	19,846,290	16,299,803	12,753,517	9,207,131	5,660,744	2,114,358	(1,432,029)	(4,978,414)	(8,524,861)	(12,071,187)
	24%	16,858,988	13,469,628	10,080,668	6,691,508	3,302,348	(88,811)	(3,475,971)	(6,865,131)	(10,254,291)	(13,643,451)
25%	13,871,686	10,639,753	7,407,819	4,175,886	943,952	(2,287,981)	(5,519,915)	(8,751,848)	(11,983,782)	(15,216,719)	

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HMV
1200 No. Units at Higher Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	4,699,801										
	100,000	66,861,594	62,843,529	58,825,463	54,807,398	50,789,332	46,771,267	42,753,201	38,735,136	34,717,070	30,699,005
	150,000	61,919,594	57,901,529	53,883,463	49,865,398	45,847,332	41,829,267	37,811,201	33,793,136	29,775,070	25,757,005
	200,000	56,977,594	52,959,529	48,941,463	44,923,398	40,905,332	36,887,267	32,869,201	28,851,136	24,833,070	20,815,005
	250,000	52,035,594	48,017,529	43,999,463	39,981,398	35,963,332	31,945,267	27,927,201	23,909,136	19,891,070	15,873,005
	300,000	47,093,594	43,075,529	39,057,463	35,039,398	31,021,332	27,003,267	22,985,201	18,967,136	14,949,070	10,931,005
	350,000	42,151,594	38,133,529	34,115,463	30,097,398	26,079,332	22,061,267	18,043,201	14,025,136	10,007,070	5,989,005
	400,000	37,209,594	33,191,529	29,173,463	25,155,398	21,137,332	17,119,267	13,101,201	9,083,136	5,065,070	1,047,005
	450,000	32,267,594	28,249,529	24,231,463	20,213,398	16,195,332	12,177,267	8,159,201	4,141,136	123,070	(3,884,995)
	500,000	27,325,594	23,307,529	19,283,463	15,271,398	11,253,332	7,235,267	3,217,201	(800,864)	(4,818,930)	(8,836,995)
550,000	22,383,594	18,365,529	14,347,463	10,329,398	6,311,332	2,293,267	(1,724,799)	(5,742,864)	(9,760,930)	(13,778,995)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	4,699,801										
	5	(210,878,806)	(214,896,871)	(218,914,937)	(222,933,002)	(226,951,068)	(230,969,133)	(234,987,199)	(239,005,264)	#####	(247,041,395)
	10	(87,065,006)	(71,084,671)	(55,104,337)	(39,124,002)	(23,143,668)	(7,163,333)	(8,174,999)	(14,193,064)	(20,211,130)	(26,229,195)
	15	(19,120,206)	(2,147,271)	(27,165,337)	(31,183,402)	(35,201,468)	(39,219,533)	(43,237,599)	(47,255,664)	(51,273,730)	(55,291,795)
	20	4,839,494	821,429	(3,196,637)	(7,214,702)	(11,232,768)	(15,250,833)	(19,268,899)	(23,286,964)	(27,305,030)	(31,323,095)
	25	19,220,714	15,202,649	11,184,583	7,166,518	3,148,452	(869,613)	(4,887,679)	(8,905,744)	(12,923,810)	(16,941,875)
	30	28,808,194	24,790,129	20,772,063	16,753,998	12,735,932	8,717,867	4,699,801	681,736	(3,336,330)	(7,354,395)
	35	35,656,394	31,638,329	27,620,263	23,602,198	19,584,132	15,566,067	11,548,001	7,529,936	3,511,870	(506,195)
	40	40,792,544	36,774,479	32,756,413	28,738,348	24,720,282	20,702,217	16,684,151	12,666,086	8,648,020	4,629,955
	45	44,787,328	40,769,262	36,751,197	32,733,131	28,715,066	24,697,000	20,678,935	16,660,869	12,642,804	8,624,738
50	47,983,154	43,965,089	39,947,023	35,928,958	31,910,892	27,892,827	23,874,761	19,856,696	15,838,630	11,820,565	
55	50,597,922	46,579,856	42,561,791	38,543,725	34,525,660	30,507,594	26,489,529	22,471,463	18,453,398	14,435,332	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	4,699,801										
	40%	28,586,342	24,568,277	20,550,211	16,532,146	12,514,080	8,496,015	4,477,949	459,884	(3,558,182)	(7,576,247)
	45%	28,554,649	24,536,583	20,518,518	16,500,452	12,482,387	8,464,322	4,446,296	428,191	(3,589,875)	(7,607,340)
	50%	28,522,956	24,504,890	20,486,825	16,468,759	12,450,694	8,432,628	4,414,563	396,497	(3,621,568)	(7,639,634)
	55%	28,491,263	24,473,197	20,455,132	16,437,066	12,419,001	8,400,935	4,382,870	364,804	(3,653,261)	(7,671,327)
	60%	28,459,569	24,441,504	20,423,438	16,405,373	12,387,307	8,369,242	4,351,176	333,111	(3,684,955)	(7,703,020)
	65%	28,427,876	24,409,811	20,391,745	16,373,680	12,355,614	8,337,549	4,319,483	301,418	(3,716,648)	(7,734,713)
	70%	28,396,183	24,378,118	20,360,052	16,341,987	12,323,921	8,305,856	4,287,790	269,725	(3,748,341)	(7,766,406)
	75%	28,364,490	24,346,424	20,328,359	16,310,293	12,292,228	8,274,162	4,256,097	238,031	(3,780,034)	(7,798,100)
	80%	28,332,797	24,314,731	20,296,666	16,278,600	12,260,535	8,242,469	4,224,404	206,338	(3,811,727)	(7,829,793)
% Cat M4(2)	5%										
	60%	28,459,569	24,441,504	20,423,438	16,405,373	12,387,307	8,369,242	4,351,176	333,111	(3,684,955)	(7,703,020)
	65%	28,427,876	24,409,811	20,391,745	16,373,680	12,355,614	8,337,549	4,319,483	301,418	(3,716,648)	(7,734,713)
	70%	28,396,183	24,378,118	20,360,052	16,341,987	12,323,921	8,305,856	4,287,790	269,725	(3,748,341)	(7,766,406)
	75%	28,364,490	24,346,424	20,328,359	16,310,293	12,292,228	8,274,162	4,256,097	238,031	(3,780,034)	(7,798,100)
	80%	28,332,797	24,314,731	20,296,666	16,278,600	12,260,535	8,242,469	4,224,404	206,338	(3,811,727)	(7,829,793)

Appendix 5

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield

PS update

ASSUMPTIONS - RESIDENTIAL USES											
Total number of units in scheme				1 Units							
AH Policy requirement (% Target)				0%							
AH tenure split %		Affordable Rent:		50%							
		Shared Ownership:		30%							
		Starter Homes:		20%							
Open Market Sale (OMS) housing				100%							
CIL Rate (£ psm)				100%							
				0.00		£ psm					
Unit mix -		Mkt Units mix%		MV # units		AH mix%		AH # units		Overall mix% Total # units	
1 bed House		0.0%		0.0		0.0%		0.0		0% 0.0	
2 bed House		100.0%		1.0		0.0%		0.0		100% 1.0	
3 bed House		0.0%		0.0		0.0%		0.0		0% 0.0	
4 bed House		0.0%		0.0		0.0%		0.0		0% 0.0	
5 bed House		0.0%		0.0		0.0%		0.0		0% 0.0	
1 bed Flat		0.0%		0.0		0.0%		0.0		0% 0.0	
2 bed Flat		0.0%		0.0		0.0%		0.0		0% 0.0	
Total number of units		100.0%		1.0		0.0%		0.0		100% 1.0	
OMS Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)					
1 bed House		58.0		624		100.0%		58.0		624	
2 bed House		85.0		915		100.0%		85.0		915	
3 bed House		115.0		1,238		100.0%		115.0		1,238	
4 bed House		135.0		1,453		100.0%		135.0		1,453	
5 bed House		150.0		1,615		100.0%		150.0		1,615	
1 bed Flat		50.0		538		90.0%		55.6		598	
2 bed Flat		61.0		657		90.0%		67.8		730	
AH Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)					
1 bed House		58.0		624		100.0%		58.0		624	
2 bed House		70.0		753		100.0%		70.0		753	
3 bed House		84.0		904		100.0%		84.0		904	
4 bed House		97.0		1,044		100.0%		97.0		1,044	
5 bed House		110.0		1,184		100.0%		110.0		1,184	
1 bed Flat		50.0		538		90.0%		55.6		598	
2 bed Flat		61.0		657		90.0%		67.8		730	
Total Gross Floor areas -		Mkt Units GIA (sqm)		AH units GIA (sqm)		Total GIA (all units) (sqm)					
1 bed House		0		0		0		0			
2 bed House		85		915		0		85		915	
3 bed House		0		0		0		0			
4 bed House		0		0		0		0			
5 bed House		0		0		0		0			
1 bed Flat		0		0		0		0			
2 bed Flat		0		0		0		0			
AH % by floor area:		85		915		0		0		85	
						0.00%		AH % by floor area due to mix			
Open Market Sales values (£) -		£ OMS (per unit)		Epsm		Epsf		total MV £ (no AH)			
1 bed House		235,000		4,052		376		0		0	
2 bed House		280,000		3,294		306		280,000		280,000	
3 bed House		350,000		3,043		283		0		0	
4 bed House		400,000		2,963		275		0		0	
5 bed House		450,000		3,000		279		0		0	
1 bed Flat		235,000		4,700		437		0		0	
2 bed Flat		255,000		4,180		388		0		0	
								280,000		280,000	
Affordable Housing values (£) -		Aff. Rent £		Epsm		% of MV		SO £		Epsm % of MV	
1 bed House		66,000		1,138		28%		120,250		2,073	
2 bed House		72,000		1,029		26%		149,500		2,136	
3 bed House		90,000		1,071		26%		175,500		2,089	
4 bed House		107,000		1,103		27%		227,500		2,345	
5 bed House		120,000		1,091		27%		266,500		2,423	
1 bed Flat		66,000		1,320		28%		120,250		2,405	
2 bed Flat		72,000		1,180		28%		146,250		2,398	
Affordable Housing values (£) -		SH £		Epsm		% of MV					
1 bed House		188,000		3,241		80%					
2 bed House		224,000		3,200		80%					
3 bed House		250,000		2,976		80%					
4 bed House		320,000		3,299		80%					
5 bed House		360,000		3,273		80%					
1 bed Flat		188,000		3,760		80%					
2 bed Flat		204,000		3,344		80%					

Appendix 5

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield
 PS update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
		(part houses due to % mix)		
1 bed House	0.0	@	235,000	-
2 bed House	1.0	@	280,000	280,000
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	400,000	-
5 bed House	0.0	@	450,000	-
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	1.0			280,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	149,500	-
3 bed House	0.0	@	175,500	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	0.0	@	224,000	-
3 bed House	0.0	@	250,000	-
4 bed House	0.0	@	320,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	0.0	@	188,000	-
2 bed Flat	0.0	@	204,000	-
	0.0			-
Sub-total GDV Residential	1.0			280,000
<i>AH on-site cost analysis:</i>				
		0 £ psm (total GIA sqm)		EMV less £GDV 0 £ per unit (total units)
Grant	1	@	0	-
Total GDV				280,000

Appendix 5

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield
 P9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				
Statutory Planning Fees (Residential)				
CIL	85 sqm	0.00 £ psm		(385)
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
total	1 units @	0 per unit		-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum	85 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	0.10 acres @	110,000 £ per acre (if brownfield)		(10,872)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
total	0.10 acres @	per acre		-
Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	- sqm @	1,149 psm		-
2 bed House	85 sqm @	1,149 psm		(97,665)
3 bed House	- sqm @	1,149 psm		-
4 bed House	- sqm @	1,149 psm		-
5 bed House	- sqm @	1,149 psm		-
1 bed Flat	- sqm @	1,338 psm		-
2 bed Flat	85 sqm @	1,338 psm		-
External works	97,665 @	15.0% 14,650 £ per unit		(14,650)
M4(2) Category 2 Housing	0% of All units	1 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	1 units @	10,307 £ per dwelling	-
Water efficiency		1 units @	9 £ per dwelling	(9)
Contingency	123,196 @	5.0%		(6,160)
Professional Fees	123,196 @	10.0%		(12,320)
Disposal Costs -				
Marketing and Promotion	280,000 OMS @	1.50%		(4,200)
Residential Sales Agent Costs	280,000 OMS @	1.50%		(4,200)
Residential Sales Legal Costs	280,000 OMS @	0.50%		(1,400)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(4,140)
Developers Profit -				
Margin on AH	0	6.00% on AH values		-
Profit on GDV	280,000	20.00%		(56,000)
	156,000	35.90% on costs	(56,000)	
	280,000	20.00% blended	(56,000)	
TOTAL COSTS				(212,000)

Appendix 5

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield
 P3 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				68,000
SDLT	68,000 @	5.0% (slabbed)		7,100
Acquisition Agent fees	68,000 @	1.0%		(680)
Acquisition Legal fees	68,000 @	0.5%		(340)
Interest on Land	68,000 @	6.5%		(4,420)
Residual Land Value				69,660
RLV analysis:	69,660 £ per plot	1,741,490 £ per ha	704,771 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Res)		0.04 ha	0.10 acres	
Density analysis:		2,125 sqm/ha	9,257 sqft/ac	
Threshold Land Value	12,849 £ per plot	321,230 £ per ha	130,000 £ per acre	12,849

BALANCE				
Surplus/(Deficit)		1,420,260 £ per ha	574,771 £ per acre	56,810

Appendix 5

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield
 P3 update

SENSITIVITY ANALYSIS

		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	56,810											
	0	40,001	37,166	34,331	31,497	28,662	25,827	22,993	20,158	17,323	14,488	
	10	39,249	36,454	33,659	30,863	28,068	25,273	22,478	19,683	16,888	14,093	
	20	38,497	35,741	32,986	30,230	27,475	24,719	21,964	19,208	16,453	13,697	
	30	37,744	35,029	32,313	29,597	26,881	24,165	21,449	18,733	16,017	13,301	
	40	36,992	34,316	31,640	28,963	26,287	23,611	20,934	18,258	15,582	12,905	
	CIL Epsm 0.00	50	36,240	33,603	30,967	28,330	25,693	23,056	20,420	17,783	15,146	12,510
		60	35,488	32,891	30,294	27,697	25,099	22,502	19,905	17,308	14,711	12,114
		70	34,736	32,178	29,621	27,063	24,506	21,948	19,390	16,833	14,275	11,718
		80	33,984	31,466	28,948	26,430	23,912	21,394	18,876	16,358	13,840	11,322
		90	33,232	30,753	28,275	25,796	23,318	20,840	18,361	15,883	13,404	10,926
		100	32,480	30,041	27,602	25,163	22,724	20,285	17,847	15,408	12,969	10,530
		110	31,727	29,328	26,929	24,530	22,131	19,731	17,332	14,933	12,534	10,134
		120	30,975	28,616	26,256	23,896	21,537	19,177	16,817	14,458	12,098	9,739
		130	30,223	27,903	25,583	23,263	20,943	18,623	16,303	13,983	11,663	9,343
		140	29,471	27,191	24,910	22,630	20,349	18,069	15,788	13,508	11,227	8,947
	150	28,719	26,478	24,237	21,996	19,755	17,514	15,274	13,033	10,792	8,551	
	160	27,967	25,765	23,564	21,363	19,162	16,960	14,759	12,558	10,356	8,155	
	170	27,215	25,053	22,891	20,730	18,568	16,406	14,244	12,083	9,921	7,759	
	180	26,463	24,340	22,218	20,096	17,974	15,852	13,730	11,608	9,486	7,363	
	190	25,710	23,628	21,545	19,463	17,380	15,298	13,215	11,133	9,050	6,968	
200	24,958	22,915	20,872	18,829	16,786	14,743	12,701	10,658	8,615	6,572		
Balance (RLV - TLV)	56,810											
	0	40,001	37,166	34,331	31,497	28,662	25,827	22,993	20,158	17,323	14,488	
	500	39,548	36,714	33,879	31,044	28,210	25,375	22,540	19,706	16,871	14,036	
	1,000	39,096	36,261	33,426	30,592	27,757	24,922	22,088	19,253	16,418	13,584	
	1,500	38,643	35,809	32,974	30,139	27,305	24,470	21,635	18,801	15,966	13,131	
	2,000	38,191	35,356	32,521	29,687	26,852	24,017	21,183	18,348	15,513	12,679	
	2,500	37,738	34,903	32,069	29,234	26,399	23,565	20,730	17,895	15,061	12,226	
	3,000	37,286	34,451	31,616	28,782	25,947	23,112	20,278	17,443	14,608	11,774	
	3,500	36,833	33,998	31,164	28,329	25,494	22,660	19,825	16,990	14,156	11,321	
	4,000	36,380	33,546	30,711	27,876	25,042	22,207	19,372	16,538	13,703	10,868	
	4,500	35,928	33,093	30,259	27,424	24,589	21,755	18,920	16,085	13,251	10,416	
	5,000	35,475	32,641	29,806	26,971	24,137	21,302	18,467	15,633	12,798	9,963	
	5,500	35,023	32,188	29,354	26,519	23,684	20,850	18,015	15,180	12,346	9,511	
	6,000	34,570	31,736	28,901	26,066	23,232	20,397	17,562	14,728	11,893	9,058	
	6,500	34,118	31,283	28,448	25,614	22,779	19,944	17,110	14,275	11,440	8,606	
	7,000	33,665	30,831	27,995	25,161	22,327	19,492	16,657	13,823	10,989	8,153	
	7,500	33,213	30,378	27,543	24,709	21,874	19,039	16,205	13,370	10,536	7,701	
	8,000	32,760	29,926	27,091	24,256	21,422	18,587	15,752	12,918	10,083	7,248	
	8,500	32,308	29,473	26,638	23,804	20,969	18,134	15,300	12,465	9,630	6,796	
	9,000	31,855	29,020	26,186	23,351	20,516	17,682	14,847	12,012	9,178	6,343	
	9,500	31,403	28,568	25,733	22,899	20,064	17,229	14,395	11,560	8,725	5,891	
10,000	30,950	28,115	25,281	22,446	19,611	16,777	13,942	11,107	8,273	5,438		
Balance (RLV - TLV)	56,810											
	14%	53,886	50,321	46,755	43,190	39,624	36,059	32,493	28,928	25,362	21,797	
	15%	51,572	48,128	44,684	41,241	37,797	34,353	30,910	27,466	24,022	20,579	
	16%	49,258	45,936	42,614	39,292	35,970	32,648	29,326	26,005	22,683	19,361	
	17.5%	45,786	42,647	39,508	36,369	33,230	30,090	26,951	23,812	20,673	17,534	
	19%	42,315	39,359	36,402	33,446	30,489	27,533	24,576	21,620	18,963	15,707	
	20%	40,001	37,166	34,331	31,497	28,662	25,827	22,993	20,158	17,323	14,488	
	21%	37,687	34,974	32,261	29,548	26,835	24,122	21,409	18,697	15,984	13,271	
	22%	35,372	32,781	30,190	27,599	25,008	22,417	19,826	17,235	14,644	12,053	
	23%	33,058	30,589	28,120	25,650	23,181	20,712	18,243	15,773	13,304	10,835	
	24%	30,744	28,397	26,049	23,702	21,354	19,007	16,659	14,312	11,964	9,617	
25%	28,430	26,204	23,978	21,753	19,527	17,301	15,076	12,850	10,624	8,399		
Profit 20.00%	56,810											
	14%	53,886	50,321	46,755	43,190	39,624	36,059	32,493	28,928	25,362	21,797	
	15%	51,572	48,128	44,684	41,241	37,797	34,353	30,910	27,466	24,022	20,579	
	16%	49,258	45,936	42,614	39,292	35,970	32,648	29,326	26,005	22,683	19,361	
	17.5%	45,786	42,647	39,508	36,369	33,230	30,090	26,951	23,812	20,673	17,534	
	19%	42,315	39,359	36,402	33,446	30,489	27,533	24,576	21,620	18,963	15,707	
	20%	40,001	37,166	34,331	31,497	28,662	25,827	22,993	20,158	17,323	14,488	
	21%	37,687	34,974	32,261	29,548	26,835	24,122	21,409	18,697	15,984	13,271	
	22%	35,372	32,781	30,190	27,599	25,008	22,417	19,826	17,235	14,644	12,053	
	23%	33,058	30,589	28,120	25,650	23,181	20,712	18,243	15,773	13,304	10,835	
	24%	30,744	28,397	26,049	23,702	21,354	19,007	16,659	14,312	11,964	9,617	
25%	28,430	26,204	23,978	21,753	19,527	17,301	15,076	12,850	10,624	8,399		

Appendix 5

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield
 PS update

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	56,810										
	100,000	42,966	40,131	37,297	34,462	31,627	28,793	25,958	23,123	20,289	17,454
	150,000	38,024	35,189	32,355	29,520	26,685	23,851	21,016	18,181	15,347	12,512
	200,000	33,082	30,247	27,413	24,578	21,743	18,909	16,074	13,239	10,405	7,570
	250,000	28,140	25,305	22,471	19,636	16,801	13,967	11,132	8,297	5,463	2,628
	300,000	23,198	20,363	17,529	14,694	11,859	9,025	6,190	3,355	521	(2,314)
	350,000	18,256	15,421	12,587	9,752	6,917	4,083	1,248	(1,587)	(4,421)	(7,256)
	400,000	13,314	10,479	7,645	4,810	1,975	(859)	(3,694)	(6,529)	(9,363)	(12,198)
	450,000	8,372	5,537	2,703	(132)	(2,967)	(5,801)	(8,636)	(11,471)	(14,305)	(17,140)
	500,000	3,430	595	(2,239)	(5,074)	(7,909)	(10,743)	(13,578)	(16,413)	(19,247)	(22,082)
550,000	(1,512)	(4,347)	(7,181)	(10,016)	(12,851)	(15,685)	(18,520)	(21,355)	(24,189)	(27,024)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	56,810										
	5	(56,283)	(58,541)	(62,800)	(66,058)	(69,316)	(72,574)	(75,833)	(79,091)	(82,349)	(107,152)
	10	4,018	1,183	(1,651)	(4,486)	(7,321)	(10,155)	(12,990)	(15,825)	(18,659)	(21,494)
	15	24,008	21,174	18,339	15,504	12,670	9,835	7,000	4,166	1,331	(1,504)
	20	34,004	31,169	28,334	25,500	22,665	19,830	16,996	14,161	11,326	8,492
	25	40,001	37,166	34,331	31,497	28,662	25,827	22,993	20,158	17,323	14,488
	30	43,999	41,164	38,330	35,495	32,660	29,826	26,991	24,156	21,322	18,487
	35	46,855	44,020	41,185	38,351	35,516	32,681	29,847	27,012	24,177	21,343
	40	48,996	46,162	43,327	40,492	37,658	34,823	31,988	29,154	26,319	23,484
	45	50,662	47,828	44,993	42,158	39,324	36,489	33,654	30,820	27,985	25,150
50	51,995	49,160	46,326	43,491	40,656	37,822	34,987	32,152	29,318	26,483	
55	53,085	50,251	47,416	44,581	41,747	38,912	36,077	33,243	30,408	27,573	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	56,810										
	40%	39,795	36,960	34,125	31,291	28,456	25,621	22,787	19,952	17,117	14,283
	45%	39,769	36,934	34,100	31,265	28,430	25,596	22,761	19,926	17,092	14,257
	50%	39,743	36,909	34,074	31,239	28,405	25,570	22,735	19,901	17,066	14,231
	55%	39,717	36,883	34,048	31,213	28,379	25,544	22,709	19,875	17,040	14,205
	60%	39,692	36,857	34,022	31,188	28,353	25,518	22,684	19,849	17,014	14,180
	65%	39,666	36,831	33,997	31,162	28,327	25,493	22,658	19,823	16,989	14,154
	70%	39,640	36,806	33,971	31,136	28,301	25,467	22,632	19,797	16,963	14,128
	75%	39,614	36,780	33,945	31,110	28,276	25,441	22,606	19,772	16,937	14,102
	80%	39,589	36,754	33,919	31,085	28,250	25,415	22,581	19,746	16,911	14,077
% Cat M4(2)	0%										
	40%	39,795	36,960	34,125	31,291	28,456	25,621	22,787	19,952	17,117	14,283
	45%	39,769	36,934	34,100	31,265	28,430	25,596	22,761	19,926	17,092	14,257
	50%	39,743	36,909	34,074	31,239	28,405	25,570	22,735	19,901	17,066	14,231
	55%	39,717	36,883	34,048	31,213	28,379	25,544	22,709	19,875	17,040	14,205
	60%	39,692	36,857	34,022	31,188	28,353	25,518	22,684	19,849	17,014	14,180
	65%	39,666	36,831	33,997	31,162	28,327	25,493	22,658	19,823	16,989	14,154
	70%	39,640	36,806	33,971	31,136	28,301	25,467	22,632	19,797	16,963	14,128
	75%	39,614	36,780	33,945	31,110	28,276	25,441	22,606	19,772	16,937	14,102
	80%	39,589	36,754	33,919	31,085	28,250	25,415	22,581	19,746	16,911	14,077

Appendix 5

Scheme Ref: HV
 Title: 5 No. Units at Higher Value Zone
 Notes: Brownfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	5.0	@	280,000	1,400,000
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	400,000	-
5 bed House	0.0	@	450,000	-
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	5.0			1,400,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	149,500	-
3 bed House	0.0	@	175,500	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	0.0	@	224,000	-
3 bed House	0.0	@	250,000	-
4 bed House	0.0	@	320,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	0.0	@	188,000	-
2 bed Flat	0.0	@	204,000	-
	0.0			-
Sub-total GDV Residential				
	5.0			1,400,000
<i>AH on-site cost analysis:</i>				
				<i>EMV less EGDV</i>
	0 £ psm (total GIA sqm)			0
				0 £ per unit (total units)
Grant	5	@	0	-
Total GDV				1,400,000

Appendix 5

Scheme Ref: HV
 Title: 5 No. Units at Higher Value Zone
 Notes: Brownfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,925)
CIL	425 sqm	0.00% £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	5 units @	0 per unit		-
	0.00% % of GDV	0 £ per unit (total units)		
S106 analysis:				
AH Commuted Sum	425 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	0.49 acres @	110,000 £ per acre (if brownfield)		(54,362)
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	0.49 acres @	0 per acre		-
	0.00% % of GDV	0 £ per unit (total units)		
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	425 sqm @	1,149 psm		(488,325)
3 bed House	- sqm @	1,149 psm		-
4 bed House	- sqm @	1,149 psm		-
5 bed House	- sqm @	1,149 psm		-
1 bed Flat	- sqm @	1,339 psm		-
2 bed Flat	425 sqm @	1,339 psm		-
External works	488,325 @	15.0% 14,650 Eper unit		(73,249)
M4(2) Category 2 Housing	0% of All units	5 units @ 521 £ per dwelling		-
M4(3) Category 3 Housing	0% of All units	5 units @ 10,307 £ per dwelling		-
Water efficiency		5 units @ 9 £ per dwelling		(45)
Contingency	615,981 @	5.0%		(30,799)
Professional Fees	615,981 @	10.0%		(61,598)
Disposal Costs -				
Marketing and Promotion	1,400,000 OMS @	1.50%		(21,000)
Residential Sales Agent Costs	1,400,000 OMS @	1.50%		(21,000)
Residential Sales Legal Costs	1,400,000 OMS @	0.50%		(7,000)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(27,148)
Developers Profit -				
Margin on AH	0	6.00% on AH values		-
Profit on GDV	1,400,000	20.00%		(280,000)
	796,451	35.16% on costs	(280,000)	
	1,400,000	20.00% blended	(280,000)	
TOTAL COSTS				(1,076,451)

Appendix 5

Scheme Ref: HV
 Title: 5 No. Units at Higher Value Zone
 Notes: Brownfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				323,549
SDLT	323,549 @		5.0% (slabbed)	(5,677)
Acquisition Agent fees	323,549 @		1.0%	(3,235)
Acquisition Legal fees	323,549 @		0.5%	(1,618)
Interest on Land	323,549 @		6.5%	(21,031)
Residual Land Value				291,987
RLV analysis: 58,397 £ per plot 1,459,937 £ per ha 590,829 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Resi)		0.20 ha	0.49 acres	
Density analysis: 2,125 sqm/ha 9,257 sqft/ac				
Threshold Land Value	12,849 £ per plot	321,230 £ per ha	130,000 £ per acre	64,246

BALANCE				
Surplus/(Deficit)		1,138,707 £ per ha	460,829 £ per acre	227,741

Appendix 5

Scheme Ref: HV
 Title: 5 No. Units at Higher Value Zone
 Notes: Brownfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	227,741											
	0	142,984	129,028	115,072	101,116	87,160	73,204	59,248	45,292	31,336	17,379	
	10	139,144	125,390	111,636	97,882	84,128	70,374	56,620	42,866	29,112	15,358	
	20	135,303	121,752	108,200	94,648	81,096	67,544	53,992	40,441	26,889	13,317	
	30	131,463	118,113	104,764	91,414	78,064	64,714	51,365	38,015	24,665	11,316	
	40	127,623	114,475	101,327	88,180	75,032	61,885	48,737	35,590	22,442	9,294	
	50	123,782	110,837	97,891	84,946	72,000	59,055	46,109	33,164	20,219	7,273	
	CIL Epsm	0.00										
		60	119,942	107,198	94,455	81,712	68,968	56,225	43,482	30,739	17,995	5,252
		70	116,101	103,560	91,019	78,478	65,937	53,395	40,854	28,313	15,772	3,231
		80	112,261	99,922	87,583	75,244	62,905	50,566	38,227	25,887	13,548	1,209
		90	108,421	96,284	84,147	72,010	59,873	47,736	35,599	23,462	11,325	(812)
		100	104,580	92,645	80,711	68,776	56,841	44,906	32,971	21,036	9,102	(2,833)
		110	100,740	89,007	77,274	65,542	53,909	42,076	30,344	18,611	6,878	(4,854)
		120	96,999	85,369	73,838	62,308	50,777	39,247	27,716	16,185	4,655	(6,976)
		130	93,059	81,731	70,402	59,074	47,745	36,417	25,088	13,760	2,431	(8,897)
		140	89,219	78,092	66,966	55,840	44,713	33,587	22,461	11,334	208	(10,918)
	150	85,378	74,454	63,530	52,606	41,681	30,757	19,833	8,909	(2,015)	(12,940)	
	160	81,538	70,816	60,094	49,372	38,650	27,927	17,205	6,483	(4,239)	(14,961)	
	170	77,697	67,177	56,657	46,138	35,618	25,098	14,578	4,058	(6,462)	(16,982)	
180	73,857	63,539	53,221	42,904	32,586	22,268	11,950	1,632	(8,686)	(19,003)		
190	70,017	59,901	49,785	39,669	29,554	19,438	9,322	(793)	(10,909)	(21,025)		
200	66,176	56,263	46,349	36,435	26,322	16,608	6,695	(3,219)	(13,132)	(23,046)		
Site Specific S106	0											
	500	140,691	126,735	112,779	98,823	84,867	70,911	56,955	42,999	29,043	15,087	
	1,000	136,999	124,443	110,486	96,530	82,574	68,618	54,662	40,706	26,750	12,794	
	1,500	133,106	122,150	108,194	94,238	80,282	66,325	52,369	38,413	24,457	10,501	
	2,000	133,813	119,857	105,901	91,945	77,989	64,033	50,077	36,121	22,164	8,208	
	2,500	131,520	117,564	103,608	89,652	75,696	61,740	47,784	33,828	19,872	5,916	
	3,000	129,228	115,271	101,315	87,359	73,403	59,447	45,491	31,535	17,579	3,623	
	3,500	126,935	112,979	99,023	85,067	71,110	57,154	43,198	29,242	15,286	1,330	
	4,000	124,642	110,686	96,730	82,774	68,818	54,862	40,905	26,949	12,993	(963)	
	4,500	122,349	108,393	94,437	80,481	66,525	52,569	38,613	24,657	10,701	(3,256)	
	5,000	120,056	106,100	92,144	78,188	64,232	50,276	36,320	22,364	8,408	(5,548)	
	5,500	117,764	103,808	89,851	75,895	61,939	47,983	34,027	20,071	6,115	(7,841)	
	6,000	115,471	101,515	87,559	73,603	59,647	45,690	31,734	17,778	3,822	(10,134)	
	6,500	113,178	99,222	85,266	71,310	57,354	43,398	29,442	15,486	1,529	(12,427)	
	7,000	110,885	96,929	82,973	69,017	55,061	41,105	27,149	13,193	(763)	(14,719)	
	7,500	108,593	94,636	80,680	66,724	52,768	38,812	24,856	10,900	(3,056)	(17,012)	
	8,000	106,300	92,344	78,388	64,432	50,475	36,519	22,563	8,607	(5,349)	(19,305)	
	8,500	104,007	90,051	76,095	62,139	48,183	34,227	20,270	6,314	(7,642)	(21,598)	
	9,000	101,714	87,758	73,802	59,846	45,890	31,934	17,978	4,022	(9,934)	(23,894)	
	9,500	99,421	85,465	71,509	57,553	43,597	29,641	15,685	1,729	(12,227)	(26,199)	
10,000	97,129	83,173	69,216	55,260	41,304	27,348	13,392	(564)	(14,520)	(28,503)		
Profit	20.00%											
	14%	212,410	194,800	177,190	159,580	141,970	124,360	106,750	89,140	71,530	53,919	
	15%	200,639	183,836	166,837	149,836	132,835	115,834	98,833	81,832	64,831	47,829	
	16%	189,268	172,876	156,484	140,092	123,700	107,308	90,916	74,524	58,132	41,739	
	17.5%	171,912	156,433	140,955	125,476	109,997	94,519	79,040	63,562	48,083	32,604	
	19%	154,555	139,990	125,425	110,860	96,295	81,730	67,165	52,600	38,035	23,469	
	20%	142,984	129,028	115,072	101,116	87,160	73,204	59,248	45,292	31,336	17,379	
	21%	131,413	118,066	104,719	91,372	78,025	64,678	51,331	37,984	24,637	11,289	
	22%	119,842	107,104	94,366	81,628	68,890	56,152	43,414	30,676	17,938	5,199	
	23%	108,271	96,142	84,013	71,884	59,755	47,626	35,497	23,368	11,239	(891)	
24%	96,700	85,180	73,660	62,140	50,820	39,100	27,580	16,060	4,540	(6,881)		
25%	85,129	74,218	63,307	52,396	41,485	30,574	19,663	8,752	(2,159)	(13,071)		

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HV
5 No. Units at Higher Value Zone
Brownfield

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	227,741										
	100,000	157,810	143,854	129,898	115,942	101,986	88,030	74,074	60,118	46,162	32,206
	150,000	133,100	119,144	105,188	91,232	77,276	63,320	49,364	35,408	21,452	7,496
	200,000	108,390	94,434	80,478	66,522	52,566	38,610	24,654	10,698	(3,258)	(17,215)
	250,000	83,680	69,724	55,768	41,812	27,856	13,900	(56)	(14,012)	(27,968)	(41,925)
	300,000	58,970	45,014	31,058	17,102	3,146	(10,810)	(24,766)	(38,722)	(52,678)	(66,635)
	350,000	34,260	20,304	6,348	(7,608)	(21,564)	(35,520)	(49,476)	(63,432)	(77,388)	(91,345)
	400,000	9,550	(4,406)	(18,362)	(32,318)	(46,274)	(60,230)	(74,186)	(88,142)	(102,098)	(116,055)
	450,000	(15,160)	(29,116)	(43,072)	(57,028)	(70,984)	(84,940)	(98,896)	(112,852)	(126,808)	(140,765)
	500,000	(39,870)	(53,826)	(67,782)	(81,738)	(95,694)	(109,650)	(123,606)	(137,562)	(151,518)	(165,475)
550,000	(64,580)	(78,536)	(92,492)	(106,448)	(120,404)	(134,360)	(148,316)	(162,272)	(176,228)	(190,185)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	227,741										
	5	(346,452)	(362,559)	(378,667)	(394,774)	(410,882)	(426,989)	(443,097)	(459,204)	(525,551)	(711,820)
	10	(38,836)	(52,594)	(66,352)	(80,110)	(93,868)	(107,626)	(121,384)	(135,142)	(148,900)	(162,658)
	15	62,263	48,307	34,351	20,395	6,439	(7,517)	(21,473)	(35,429)	(49,385)	(63,342)
	20	112,714	98,758	84,802	70,846	56,890	42,934	28,978	15,022	1,066	(12,891)
	25	142,984	129,028	115,072	101,116	87,160	73,204	59,248	45,292	31,336	17,379
	30	163,164	149,208	135,252	121,296	107,340	93,384	79,428	65,472	51,516	37,560
	35	177,579	163,623	149,667	135,711	121,755	107,799	93,842	79,886	65,930	51,974
	40	188,390	174,434	160,478	146,522	132,566	118,610	104,653	90,697	76,741	62,785
	45	196,798	182,842	168,886	154,930	140,974	127,018	113,062	99,106	85,150	71,194
50	203,625	189,569	175,613	161,657	147,701	133,745	119,789	105,832	91,876	77,920	
55	209,029	195,073	181,117	167,161	153,204	139,248	125,292	111,336	97,380	83,424	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	227,741										
	40%	141,940	127,984	114,028	100,072	86,116	72,160	58,204	44,248	30,292	16,336
	45%	141,810	127,854	113,898	99,941	85,985	72,029	58,073	44,117	30,161	16,205
	50%	141,679	127,723	113,767	99,811	85,855	71,899	57,943	43,967	29,031	16,074
	55%	141,548	127,593	113,637	99,680	85,724	71,768	57,812	43,856	29,900	15,944
	60%	141,418	127,462	113,506	99,550	85,594	71,638	57,682	43,726	29,770	15,813
	65%	141,288	127,332	113,376	99,419	85,463	71,507	57,551	43,595	29,639	15,683
	70%	141,157	127,201	113,245	99,289	85,333	71,377	57,421	43,465	29,509	15,552
75%	141,027	127,071	113,115	99,158	85,202	71,246	57,290	43,334	29,378	15,422	
80%	140,896	126,940	112,984	99,028	85,072	71,116	57,160	43,204	29,248	15,291	

Appendix 5

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				8 Units					
AH Policy requirement (% Target)				0%					
AH tenure split %		Affordable Rent:		50%					
		Shared Ownership:		30%					
		Starter Homes:		20%					
Open Market Sale (OMS) housing				100%					
CIL Rate (£ psm)				100%					
				0.00		£ psm			
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House		38.0%	3.0	0.0%	0.0	38%	3.0		
3 bed House		62.0%	5.0	0.0%	0.0	62%	5.0		
4 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units		100.0%	8.0	0.0%	0.0	100%	8.0		
OMS Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit			
		(sqm)	(sqft)	%		(sqm)	(sqft)		
1 bed House		58.0	624	100.0%		58.0	624		
2 bed House		85.0	915	100.0%		85.0	915		
3 bed House		115.0	1,238	100.0%		115.0	1,238		
4 bed House		135.0	1,453	100.0%		135.0	1,453		
5 bed House		150.0	1,615	100.0%		150.0	1,615		
1 bed Flat		50.0	538	90.0%		55.6	598		
2 bed Flat		61.0	657	90.0%		67.8	730		
AH Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit			
		(sqm)	(sqft)	%		(sqm)	(sqft)		
1 bed House		58.0	624	100.0%		58.0	624		
2 bed House		70.0	753	100.0%		70.0	753		
3 bed House		84.0	904	100.0%		84.0	904		
4 bed House		97.0	1,044	100.0%		97.0	1,044		
5 bed House		110.0	1,184	100.0%		110.0	1,184		
1 bed Flat		50.0	538	90.0%		55.6	598		
2 bed Flat		61.0	657	90.0%		67.8	730		
Total Gross Floor areas -		Mkt Units GIA	AH units GIA	Total GIA (all units)					
		(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)		
1 bed House		0	0	0	0	0	0		
2 bed House		258	2,781	0	0	258	2,781		
3 bed House		570	6,140	0	0	570	6,140		
4 bed House		0	0	0	0	0	0		
5 bed House		0	0	0	0	0	0		
1 bed Flat		0	0	0	0	0	0		
2 bed Flat		0	0	0	0	0	0		
		829	8,921	0	0	829	8,921		
AH % by floor area:				0.00%		AH % by floor area due to mix			
Open Market Sales values (£) -		£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)				
1 bed House		235,000	4,052	376	0				
2 bed House		280,000	3,294	306	851,200				
3 bed House		350,000	3,043	283	1,736,000				
4 bed House		400,000	2,963	275	0				
5 bed House		450,000	3,000	279	0				
1 bed Flat		235,000	4,700	437	0				
2 bed Flat		255,000	4,180	388	0				
					2,587,200				
Affordable Housing values (£) -		Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV		
1 bed House		66,000	1,138	28%	120,250	2,073	51%		
2 bed House		72,000	1,029	26%	149,500	2,136	53%		
3 bed House		90,000	1,071	26%	175,500	2,089	50%		
4 bed House		107,000	1,103	27%	227,500	2,345	57%		
5 bed House		120,000	1,091	27%	266,500	2,423	59%		
1 bed Flat		66,000	1,320	28%	120,250	2,405	51%		
2 bed Flat		72,000	1,180	28%	146,250	2,398	57%		
Affordable Housing values (£) -		SH £	Epsm	% of MV					
1 bed House		188,000	3,241	80%					
2 bed House		224,000	3,200	80%					
3 bed House		250,000	2,976	80%					
4 bed House		320,000	3,299	80%					
5 bed House		360,000	3,273	80%					
1 bed Flat		188,000	3,760	80%					
2 bed Flat		204,000	3,344	80%					

Appendix 5

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	3.0	@	280,000	851,200
3 bed House	5.0	@	350,000	1,736,000
4 bed House	0.0	@	400,000	-
5 bed House	0.0	@	450,000	-
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	8.0			2,587,200
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	149,500	-
3 bed House	0.0	@	175,500	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	0.0	@	224,000	-
3 bed House	0.0	@	250,000	-
4 bed House	0.0	@	320,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	0.0	@	188,000	-
2 bed Flat	0.0	@	204,000	-
	0.0			-
Sub-total GDV Residential	8.0			2,587,200
<i>AH on-site cost analysis:</i>				
	0 £ psm (total GIA sqm)		EMV less EGDV	0
			0 £ per unit (total units)	
Grant	8	@	0	-
Total GDV				2,587,200

Appendix 5

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
CIL	829 sqm	0.00% of GDV	0.00 £ psm	-
CIL analysis:			0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0		-
S106 analysis:	8 units @		0 per unit	
		0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum	829 sqm (total)		0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition	0.79 acres @		£ per acre (if brownfield)	-
Infrastructure costs -	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0		-
Infra. Costs analysis:	0.79 acres @		0 per acre	
		0.00% % of GDV	0 £ per unit (total units)	
1 bed House	-	sqm @	1,149 psm	-
2 bed House	259	sqm @	1,149 psm	(296,902)
3 bed House	570	sqm @	1,149 psm	(655,390)
4 bed House	-	sqm @	1,149 psm	-
5 bed House	-	sqm @	1,149 psm	-
1 bed Flat	-	sqm @	1,338 psm	-
2 bed Flat	829	sqm @	1,338 psm	-
External works	952,291 @		15.0% 17,855 Eper unit	(142,844)
M4(2) Category 2 Housing	0% of All units	8 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency		8 units @	9 £ per dwelling	(72)
Contingency	1,095,207 @		5.0%	(54,760)
Professional Fees	1,095,207 @		10.0%	(109,521)
Disposal Costs -				
Marketing and Promotion	2,587,200 OMS @		1.50%	(38,808)
Residential Sales Agent Costs	2,587,200 OMS @		1.50%	(38,808)
Residential Sales Legal Costs	2,587,200 OMS @		0.50%	(12,936)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(57,721)
Developers Profit -				
Margin on AH	0		6.00% on AH values	-
Profit on GDV	2,587,200		20.00%	(517,440)
	1,420,841		36.42% on costs	(517,440)
	2,587,200		20.00% blended	(517,440)
TOTAL COSTS				(1,938,281)

Appendix 5

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				648,919
SDLT	648,919 @	5.0% (slabbed)		(21,946)
Acquisition Agent fees	648,919 @	1.0%		(6,489)
Acquisition Legal fees	648,919 @	0.5%		(3,245)
Interest on Land	648,919 @	6.5%		(42,180)
Residual Land Value				575,059
<i>RLV analysis: 71,882 £ per plot 1,797,060 £ per ha 727,260 £ per acre</i>				

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Res)		0.32 ha	0.79 acres	
<i>Density analysis: 2,590 sqm/ha 11,282 sqft/ac</i>				
Threshold Land Value	32,123 £ per plot	803,075 £ per ha	325,000 £ per acre	256,984

BALANCE				
Surplus/(Deficit)		993,885 £ per ha	402,260 £ per acre	318,075

Appendix 5

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	318,075											
	0	289,197	260,319	231,441	202,563	173,685	144,807	115,928	87,050	58,172	29,294	
	10	281,549	253,073	224,598	196,122	167,647	139,171	110,695	82,220	53,744	25,269	
	20	273,901	245,828	217,755	189,682	161,609	133,536	105,463	77,390	49,316	21,243	
	30	266,253	238,582	210,612	183,241	155,571	127,900	100,230	72,559	44,889	17,218	
	40	258,605	231,337	204,069	176,801	149,533	122,265	94,997	67,729	40,461	13,193	
	50	250,957	224,091	197,226	170,360	143,495	116,629	89,764	62,898	36,033	9,167	
	CIL Epsm	0.00										
		60	243,308	216,846	190,383	163,920	137,457	110,994	84,531	58,068	31,605	5,142
		70	235,660	209,600	183,540	157,479	131,419	105,358	79,298	53,238	27,177	1,117
		80	228,012	202,354	176,697	151,039	125,381	99,723	74,065	48,407	22,749	(2,909)
		90	220,364	195,109	169,853	144,598	119,343	94,087	68,832	43,577	18,321	(6,934)
		100	212,716	187,863	163,010	138,158	113,305	88,452	63,599	38,746	13,894	(10,959)
		110	205,068	180,618	156,167	131,717	107,267	82,817	58,366	33,916	9,466	(14,985)
		120	197,420	173,372	149,324	125,277	101,229	77,181	53,133	29,086	5,038	(19,010)
		130	189,772	166,126	142,481	118,836	95,191	71,546	47,900	24,255	610	(23,035)
		140	182,124	158,881	135,638	112,396	89,153	65,910	42,668	19,425	(3,818)	(27,060)
		150	174,475	151,635	128,795	105,955	83,115	60,275	37,435	14,594	(8,246)	(31,088)
	160	166,827	144,390	121,952	99,515	77,077	54,639	32,202	9,764	(12,674)	(35,111)	
	170	159,179	137,144	115,109	93,074	71,039	49,004	28,969	4,934	(17,101)	(39,136)	
	180	151,531	129,899	108,266	86,633	65,001	43,368	21,736	103	(21,529)	(43,162)	
190	143,883	122,653	101,423	80,193	59,963	37,733	16,503	(4,727)	(25,957)	(47,187)		
200	136,235	115,407	94,580	73,752	52,925	32,097	11,270	(9,557)	(30,395)	(51,212)		
Balance (RLV - TLV)	318,075											
	0	289,197	260,319	231,441	202,563	173,685	144,807	115,928	87,050	58,172	29,294	
	500	285,480	256,602	227,724	198,845	169,967	141,089	112,211	83,333	54,455	25,577	
	1,000	281,763	252,884	224,006	195,128	166,250	137,372	108,494	79,616	50,738	21,859	
	1,500	278,045	249,167	220,289	191,411	162,533	133,655	104,776	75,898	47,020	18,142	
	2,000	274,328	245,450	216,572	187,694	158,815	129,937	101,059	72,181	43,303	14,425	
	2,500	270,611	241,732	212,854	183,976	155,098	126,220	97,342	68,464	39,586	10,707	
	3,000	266,893	238,015	209,137	180,259	151,381	122,503	93,625	64,746	35,868	6,990	
	3,500	263,176	234,298	205,420	176,542	147,663	118,785	89,907	61,029	32,151	3,273	
	4,000	259,459	230,581	201,702	172,824	143,946	115,068	86,190	57,312	28,434	(444)	
	4,500	255,741	226,863	197,985	169,107	140,229	111,351	82,473	53,594	24,716	(4,162)	
	5,000	252,024	223,146	194,268	165,390	136,512	107,633	78,755	49,877	20,999	(7,379)	
	5,500	248,307	219,429	190,550	161,672	132,794	103,916	75,038	46,160	17,282	(11,598)	
	6,000	244,589	215,711	186,833	157,955	129,077	100,199	71,321	42,443	13,564	(15,314)	
	6,500	240,872	211,994	183,116	154,238	125,360	96,481	67,603	38,725	9,847	(19,031)	
	7,000	237,155	208,277	179,399	150,520	121,642	92,764	63,886	35,008	6,130	(22,748)	
	7,500	233,437	204,559	175,681	146,803	117,925	89,047	60,169	31,291	2,412	(26,466)	
	8,000	229,720	200,842	171,964	143,086	114,208	85,330	56,451	27,573	(1,305)	(30,183)	
	8,500	226,003	197,125	168,247	139,368	110,490	81,612	52,734	23,856	(5,022)	(33,900)	
	9,000	222,286	193,407	164,529	135,651	106,773	77,895	49,017	20,139	(8,740)	(37,618)	
	9,500	218,568	189,690	160,812	131,934	103,056	74,178	45,299	16,421	(12,457)	(41,335)	
10,000	214,851	185,973	157,095	128,216	99,338	70,460	41,582	12,704	(16,174)	(45,052)		
Balance (RLV - TLV)	318,075											
	14%	417,496	381,866	346,235	310,604	274,974	239,343	203,712	168,081	132,451	96,820	
	15%	398,113	361,808	327,103	292,897	258,092	223,587	189,081	154,576	120,071	85,566	
	16%	374,730	341,350	307,970	274,590	241,211	207,831	174,451	141,071	107,691	74,311	
	17.5%	342,655	310,963	279,272	247,580	215,888	184,197	152,505	120,813	89,122	57,430	
	19%	310,580	280,577	250,573	220,570	190,566	160,563	130,559	100,555	70,552	40,548	
	20%	289,197	260,319	231,441	202,563	173,685	144,807	115,928	87,050	58,172	29,294	
	21%	267,814	240,061	212,309	184,556	156,803	129,050	101,298	73,545	45,792	18,040	
	22%	246,431	219,803	193,176	166,549	139,922	113,294	86,667	60,040	33,413	6,785	
	23%	225,048	199,546	174,044	148,542	123,040	97,538	72,037	46,535	21,033	(4,469)	
24%	203,664	179,288	154,912	130,535	108,159	81,782	57,406	33,030	8,853	(15,723)		
25%	182,281	159,030	135,779	112,528	89,277	66,026	42,775	19,524	(3,727)	(26,878)		
Profit	20.00%											
	14%	417,496	381,866	346,235	310,604	274,974	239,343	203,712	168,081	132,451	96,820	
	15%	398,113	361,808	327,103	292,897	258,092	223,587	189,081	154,576	120,071	85,566	
	16%	374,730	341,350	307,970	274,590	241,211	207,831	174,451	141,071	107,691	74,311	
	17.5%	342,655	310,963	279,272	247,580	215,888	184,197	152,505	120,813	89,122	57,430	
	19%	310,580	280,577	250,573	220,570	190,566	160,563	130,559	100,555	70,552	40,548	
	20%	289,197	260,319	231,441	202,563	173,685	144,807	115,928	87,050	58,172	29,294	
	21%	267,814	240,061	212,309	184,556	156,803	129,050	101,298	73,545	45,792	18,040	
	22%	246,431	219,803	193,176	166,549	139,922	113,294	86,667	60,040	33,413	6,785	
	23%	225,048	199,546	174,044	148,542	123,040	97,538	72,037	46,535	21,033	(4,469)	
24%	203,664	179,288	154,912	130,535	108,159	81,782	57,406	33,030	8,853	(15,723)		
25%	182,281	159,030	135,779	112,528	89,277	66,026	42,775	19,524	(3,727)	(26,878)		

Appendix 5

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	318,075										
	100,000	467,106	436,231	409,353	380,475	351,597	322,719	293,840	264,962	236,084	207,206
	150,000	427,573	398,695	369,817	340,939	312,061	283,183	254,304	225,426	196,548	167,670
	200,000	388,037	359,159	330,281	301,403	272,525	243,647	214,768	185,890	157,012	128,134
	250,000	348,501	319,623	290,745	261,867	232,989	204,111	175,232	146,354	117,476	88,598
	300,000	308,965	280,087	251,209	222,331	193,453	164,575	135,696	106,818	77,940	49,062
	350,000	269,429	240,551	211,673	182,795	153,917	125,039	96,160	67,282	38,404	9,526
	400,000	229,893	201,015	172,137	143,259	114,381	85,503	56,624	27,746	(1,132)	(30,010)
	450,000	190,357	161,479	132,601	103,723	74,845	45,967	17,088	(11,790)	(40,668)	(89,546)
	500,000	150,821	121,943	93,065	64,187	35,309	6,431	(22,448)	(51,326)	(80,204)	(109,082)
550,000	111,285	82,407	53,529	24,651	(4,227)	(33,105)	(61,984)	(90,862)	(119,740)	(148,618)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(738,739)	(767,617)	(796,495)	(825,373)	(854,251)	(883,129)	(912,008)	(940,886)	(969,764)	(998,642)
	10	(86,279)	(125,157)	(154,035)	(182,913)	(211,791)	(240,669)	(269,548)	(298,426)	(327,304)	(356,182)
	15	117,875	88,996	60,118	31,240	2,362	(26,516)	(55,394)	(84,272)	(113,151)	(142,029)
	20	224,951	196,073	167,195	138,317	109,439	80,561	51,682	22,804	(6,074)	(34,952)
	25	289,197	260,319	231,441	202,563	173,685	144,807	115,928	87,050	58,172	29,294
	30	332,028	303,150	274,272	245,393	216,515	187,637	158,759	129,881	101,003	72,125
	35	362,621	333,743	304,865	275,987	247,109	218,231	189,352	160,474	131,596	102,718
	40	385,566	356,688	327,810	298,932	270,054	241,176	212,297	183,419	154,541	125,663
	45	403,412	374,534	345,656	316,778	287,900	259,022	230,144	201,265	172,387	143,509
	50	417,689	388,811	359,933	331,055	302,177	273,299	244,420	215,542	186,664	157,786
55	429,370	400,492	371,614	342,736	313,858	284,980	256,102	227,223	198,345	169,467	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	287,444	258,565	229,687	200,809	171,931	143,053	114,175	85,297	56,419	27,540
	45%	287,224	258,346	229,468	200,590	171,712	142,834	113,956	85,078	56,199	27,321
	50%	287,005	258,127	229,249	200,371	171,493	142,615	113,736	84,858	55,980	27,102
	55%	286,786	257,908	229,030	200,152	171,273	142,395	113,517	84,639	55,761	26,883
	60%	286,567	257,689	228,811	199,932	171,054	142,176	113,298	84,420	55,542	26,664
	65%	286,348	257,469	228,591	199,713	170,835	141,957	113,079	84,201	55,323	26,444
	70%	286,128	257,250	228,372	199,494	170,616	141,738	112,860	83,982	55,103	26,225
	75%	285,909	257,031	228,153	199,275	170,397	141,519	112,640	83,762	54,884	26,006
80%	285,690	256,812	227,934	199,056	170,177	141,299	112,421	83,543	54,665	25,787	

Appendix 5

Scheme Ref: HV
 Title: 15 No. Units at Higher Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	15 Units	
AH Policy requirement (% Target)	35%	
AH tenure split %	Affordable Rent: 50%	Shared Ownership: 30%
	Starter Homes: 20%	
Open Market Sale (OMS) housing	85%	
CIL Rate (£ psm)	100% 0.00 £ psm	

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	1.0	55.0%	2.9	26%	3.9
3 bed House	52.0%	5.1	12.0%	0.6	38%	5.7
4 bed House	30.0%	2.9	0.0%	0.0	20%	2.9
5 bed House	8.0%	0.8	0.0%	0.0	5%	0.8
1 bed Flat	0.0%	0.0	33.0%	1.7	12%	1.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.8	100.0%	5.3	100%	15.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%	58.0	624
2 bed House	85.0	915	100.0%	85.0	915
3 bed House	115.0	1,238	100.0%	115.0	1,238
4 bed House	135.0	1,453	100.0%	135.0	1,453
5 bed House	150.0	1,615	100.0%	150.0	1,615
1 bed Flat	50.0	538	90.0%	55.6	598
2 bed Flat	61.0	657	90.0%	67.8	730

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%	58.0	624
2 bed House	70.0	753	100.0%	70.0	753
3 bed House	84.0	904	100.0%	84.0	904
4 bed House	97.0	1,044	100.0%	97.0	1,044
5 bed House	110.0	1,184	100.0%	110.0	1,184
1 bed Flat	50.0	538	90.0%	55.6	598
2 bed Flat	61.0	657	90.0%	67.8	730

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	83	892	202	2,176	285	3,068
3 bed House	583	6,276	53	570	636	6,846
4 bed House	395	4,250	0	0	395	4,250
5 bed House	117	1,259	0	0	117	1,259
1 bed Flat	0	0	96	1,036	96	1,036
2 bed Flat	0	0	0	0	0	0
	1,178	12,678	351	3,781	1,529	16,459

AH % by floor area: 22.97% AH % by floor area due to mix

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	235,000	4,052	376	0
2 bed House	280,000	3,294	306	1,081,500
3 bed House	350,000	3,043	283	1,995,000
4 bed House	400,000	2,963	275	1,170,000
5 bed House	450,000	3,000	279	351,000
1 bed Flat	235,000	4,700	437	407,138
2 bed Flat	255,000	4,180	388	0
				5,004,638

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	28%	120,250	2,073	51%
2 bed House	72,000	1,029	26%	149,500	2,136	53%
3 bed House	90,000	1,071	26%	175,500	2,089	50%
4 bed House	107,000	1,103	27%	227,500	2,345	57%
5 bed House	120,000	1,091	27%	266,500	2,423	59%
1 bed Flat	66,000	1,320	28%	120,250	2,405	51%
2 bed Flat	72,000	1,180	28%	146,250	2,308	57%

Affordable Housing values (£) -	SH £	£psm	% of MV
1 bed House	188,000	3,241	80%
2 bed House	224,000	3,200	80%
3 bed House	250,000	2,976	80%
4 bed House	320,000	3,299	80%
5 bed House	360,000	3,273	80%
1 bed Flat	188,000	3,760	80%
2 bed Flat	204,000	3,344	80%

Appendix 5

Scheme Ref: HV
 Title: 15 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	1.0	@	280,000	273,000
3 bed House	5.1	@	350,000	1,774,500
4 bed House	2.9	@	400,000	1,170,000
5 bed House	0.8	@	450,000	351,000
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	9.8			3,568,500
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	1.4	@	72,000	103,950
3 bed House	0.3	@	90,000	28,350
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.9	@	66,000	57,173
2 bed Flat	0.0	@	72,000	-
	2.6			189,473
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.9	@	149,500	129,504
3 bed House	0.2	@	175,500	33,170
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.5	@	120,250	62,500
2 bed Flat	0.0	@	146,250	-
	1.6			225,174
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	0.6	@	224,000	129,360
3 bed House	0.1	@	250,000	31,500
4 bed House	0.0	@	320,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	0.3	@	188,000	65,142
2 bed Flat	0.0	@	204,000	-
	1.1			226,002
Sub-total GDV Residential				
	15.0			4,209,148
<i>AH on-site cost analysis:</i>				
	520 £ psqm (total GIA sqm)		EMV less EGDV	795,489
			53,033 £ per unit (total units)	
Grant	15	@	0	-
Total GDV				4,209,148

Appendix 5

Scheme Ref: HV
 Title: 15 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(20,000)
Statutory Planning Fees (Residential)				(5,775)
CIL	1,178 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	15 units @	0 per unit		-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum	1,529 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	1.48 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	1.48 acres @	0 per acre		-
Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	- sqm @	1,149 psm		-
2 bed House	285 sqm @	1,149 psm		(327,465)
3 bed House	636 sqm @	1,149 psm		(730,720)
4 bed House	395 sqm @	1,149 psm		(453,711)
5 bed House	117 sqm @	1,149 psm		(134,433)
1 bed Flat	96 sqm @	1,339 psm		(128,879)
2 bed Flat	1,529 sqm @	1,339 psm		-
External works	1,775,218 @	15.0% 17,752 £ per unit		(266,283)
M4(2) Category 2 Housing	0% of All units	15 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	15 units @	10,307 £ per dwelling	-
Water efficiency		15 units @	9 £ per dwelling	(135)
Contingency	2,041,635 @	5.0%		(102,082)
Professional Fees	2,041,635 @	10.0%		(204,164)
Disposal Costs -				
Marketing and Promotion	3,568,500 OMS @	1.50%		(53,528)
Residential Sales Agent Costs	3,568,500 OMS @	1.50%		(53,528)
Residential Sales Legal Costs	3,568,500 OMS @	0.50%		(17,843)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(58,098)
Developers Profit -				
Margin on AH	640,648	6.00% on AH values		(38,439)
Profit on GDV	3,568,500	20.00%		(713,700)
	2,556,651	27.92% on costs	(713,700)	
	4,209,149	17.87% blended	(752,139)	
TOTAL COSTS				(3,308,790)

Appendix 5

Scheme Ref: HV
 Title: 15 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				900,358
SDLT	900,358 @	5.0%	(slabbed)	(34,518)
Acquisition Agent fees	900,358 @	1.0%		(9,004)
Acquisition Legal fees	900,358 @	0.5%		(4,502)
Interest on Land	900,358 @	6.5%		(58,523)
Residual Land Value				793,812
RLV analysis: 52,921 £ per plot 1,323,019 £ per ha 535,419 £ per acre				

THRESHOLD LAND VALUE				
Residential Density	25.0	dph		
Site Area (Res)	0.60	ha	1.48	acres
Density analysis:	2,548	sqm/ha	11,101	sqft/ac
Threshold Land Value	35,681 £ per plot	892,031 £ per ha	361,000 £ per acre	535,219

BALANCE			
Surplus/(Deficit)	430,988 £ per ha	174,419 £ per acre	258,593

Appendix 5

Scheme Ref: HV
 Title: 15 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	258.593											
	0	580,843	527,134	473,426	419,718	366,010	312,301	258,593	204,885	151,177	97,468	
	10	564,209	511,376	458,543	405,711	352,878	300,045	247,212	194,379	141,547	88,714	
	20	547,576	495,618	443,661	391,703	339,746	287,789	235,831	183,874	131,917	79,959	
	30	530,942	479,860	428,778	377,696	326,614	275,533	224,451	173,369	122,287	71,205	
	40	514,309	464,102	413,896	363,689	313,483	263,276	213,070	162,863	112,657	62,450	
	50	497,675	448,344	399,013	349,882	300,351	251,020	201,689	152,358	103,027	53,656	
	CIL Epsn 0.00	60	481,042	432,586	384,130	335,675	287,219	238,764	190,308	141,853	93,397	44,941
		70	464,408	416,828	369,248	321,668	274,088	226,507	178,927	131,347	83,767	36,187
		80	447,774	401,070	354,365	307,661	260,956	214,251	167,547	120,842	74,137	27,432
		90	431,023	385,250	339,477	293,653	247,824	201,995	156,166	110,336	64,507	18,678
		100	414,302	369,409	324,516	279,623	234,692	189,739	144,785	99,831	54,877	9,924
		110	397,581	353,588	309,555	265,542	221,529	177,462	133,404	89,326	45,247	1,169
		120	380,860	337,727	294,594	251,461	208,328	165,196	122,023	78,820	35,617	(7,585)
		130	364,139	321,886	279,633	237,380	195,128	152,875	110,622	68,315	25,988	(16,340)
		140	347,418	306,045	264,672	223,300	181,927	140,554	99,181	57,809	16,358	(25,094)
		150	330,697	290,204	249,711	209,219	168,726	128,233	87,741	47,248	6,728	(33,849)
	160	313,976	274,363	234,750	195,138	155,525	115,913	76,300	36,687	(2,925)	(42,603)	
	170	297,255	258,522	219,789	181,057	142,324	103,592	64,859	26,127	(12,606)	(51,358)	
	180	280,534	242,681	204,829	166,976	129,124	91,271	53,419	15,566	(22,286)	(60,139)	
	190	263,813	226,840	189,868	152,895	115,923	78,950	41,978	5,005	(31,967)	(68,939)	
200	247,091	210,999	174,907	138,814	102,722	66,630	30,537	(6,555)	(41,646)	(77,749)		
Site Specific S106 0	258.593											
	0	580,843	527,134	473,426	419,718	366,010	312,301	258,593	204,885	151,177	97,468	
	500	573,909	520,201	466,493	412,784	359,076	305,368	251,660	197,951	144,243	90,535	
	1,000	566,976	513,267	459,559	405,851	352,143	298,434	244,726	191,018	137,310	83,601	
	1,500	560,042	506,334	452,626	398,917	345,209	291,501	237,793	184,084	130,376	76,668	
	2,000	553,109	499,400	445,692	391,984	338,276	284,567	230,859	177,151	123,443	69,734	
	2,500	546,175	492,467	438,759	385,050	331,342	277,634	223,926	170,217	116,509	62,801	
	3,000	539,242	485,533	431,825	378,117	324,409	270,700	216,992	163,284	109,576	55,867	
	3,500	532,308	478,600	424,892	371,183	317,475	263,767	210,059	156,350	102,642	48,934	
	4,000	525,375	471,666	417,958	364,250	310,542	256,833	203,125	149,417	95,709	42,000	
	4,500	518,441	464,733	411,025	357,316	303,608	249,900	196,192	142,483	88,775	35,067	
	5,000	511,508	457,799	404,091	350,383	296,675	242,965	189,258	135,550	81,842	28,133	
	5,500	504,574	450,866	397,158	343,449	289,741	236,033	182,325	128,616	74,908	21,200	
	6,000	497,641	443,933	390,224	336,516	282,808	229,099	175,391	121,683	67,975	14,266	
	6,500	490,707	436,999	383,291	329,583	275,874	222,166	168,458	114,749	61,041	7,333	
	7,000	483,774	430,066	376,357	322,649	268,941	215,233	161,524	107,816	54,108	399	
	7,500	476,840	423,132	369,424	315,716	262,007	208,299	154,591	100,883	47,174	(6,534)	
	8,000	469,907	416,199	362,490	308,782	255,074	201,366	147,657	93,949	40,241	(13,467)	
	8,500	462,973	409,265	355,557	301,849	248,140	194,432	140,724	87,016	33,307	(20,401)	
	9,000	456,040	402,332	348,623	294,915	241,207	187,499	133,790	80,082	26,374	(27,334)	
	9,500	449,106	395,399	341,690	287,982	234,273	180,565	126,857	73,149	19,440	(34,268)	
10,000	442,173	388,469	334,726	281,032	227,339	173,632	119,923	66,215	12,507	(41,201)		
Balance (RLV - TLV) Profit 20.00%	258.593											
	14%	853,092	785,055	717,017	648,980	580,943	512,906	444,869	376,832	308,794	240,757	
	15%	807,717	742,068	676,419	610,770	545,121	479,472	413,823	348,174	282,525	216,876	
	16%	762,342	699,081	635,820	572,559	509,299	446,038	382,777	319,516	256,255	192,994	
	17.5%	694,280	634,601	574,922	515,244	455,565	395,887	336,208	276,529	216,851	157,172	
	19%	626,217	570,121	514,025	457,928	401,832	345,735	289,639	233,543	177,446	121,350	
	20%	580,843	527,134	473,426	419,718	366,010	312,301	258,593	204,885	151,177	97,468	
	21%	535,468	484,148	432,828	381,507	330,187	278,867	227,547	176,227	124,907	73,587	
	22%	490,093	441,161	392,229	343,297	294,365	245,433	196,501	147,569	98,637	49,705	
	23%	444,718	396,174	351,630	305,087	256,543	211,999	165,455	118,911	72,368	25,824	
24%	399,343	355,188	311,032	266,876	222,721	178,555	134,409	80,254	48,098	1,942		
25%	353,968	312,201	270,433	228,666	186,898	145,131	103,363	61,596	19,828	(21,939)		

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HV
15 No. Units at Higher Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	258,593										
	100,000	967,801	914,083	860,385	806,676	752,968	699,260	645,552	591,843	538,135	484,427
	150,000	893,671	839,963	786,255	732,546	678,838	625,130	571,422	517,713	464,005	410,297
	200,000	819,541	765,833	712,125	658,416	604,708	551,000	497,292	443,583	389,875	336,167
	250,000	745,411	691,703	637,995	584,286	530,578	476,870	423,162	369,453	315,745	262,037
	300,000	671,281	617,573	563,865	510,156	456,448	402,740	349,032	295,323	241,615	187,907
	350,000	597,151	543,443	489,735	436,026	382,318	328,610	274,902	221,193	167,485	113,777
	400,000	523,021	469,313	415,605	361,896	308,188	254,480	200,772	147,063	93,355	39,647
	450,000	448,891	395,183	341,475	287,766	234,058	180,350	126,642	72,933	19,225	(34,483)
	500,000	374,761	321,053	267,345	213,636	159,928	106,220	52,512	(1,197)	(54,905)	(108,613)
550,000	300,631	246,923	193,215	139,506	85,798	32,090	(21,818)	(75,327)	(129,035)	(182,743)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(1,560,032)	(1,813,740)	(1,667,448)	(1,721,157)	(1,774,865)	(1,828,573)	(1,882,281)	(1,935,990)	(1,989,698)	(2,043,406)
	10	(221,985)	(275,694)	(329,402)	(383,110)	(436,818)	(490,527)	(544,235)	(597,943)	(651,651)	(705,360)
	15	224,030	170,322	116,614	62,905	9,197	(44,511)	(98,219)	(151,928)	(205,636)	(259,344)
	20	447,038	393,330	339,621	285,913	232,205	178,497	124,788	71,080	17,372	(36,336)
	25	580,843	527,134	473,426	419,718	366,010	312,301	258,593	204,885	151,177	97,468
	30	670,046	616,337	562,629	508,921	455,213	401,504	347,796	294,088	240,380	186,671
	35	733,762	680,054	626,346	572,637	518,929	465,221	411,513	357,804	304,096	250,388
	40	781,550	727,841	674,133	620,425	566,717	513,008	459,300	405,592	351,884	298,175
	45	818,718	765,009	711,301	657,593	603,884	550,176	496,468	442,760	389,051	335,343
	50	848,452	794,744	741,035	687,327	633,619	579,911	526,202	472,494	418,786	365,078
55	872,780	819,072	765,363	711,655	657,947	604,239	550,530	496,822	443,114	389,406	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	577,572	523,864	470,155	416,447	362,739	309,031	255,322	201,614	147,906	94,198
	45%	577,163	523,455	469,746	416,038	362,330	308,622	254,913	201,205	147,497	93,789
	50%	576,754	523,046	469,338	415,629	361,921	308,213	254,505	200,796	147,088	93,380
	55%	576,345	522,637	468,929	415,221	361,512	307,804	254,096	200,387	146,679	92,971
	60%	575,936	522,228	468,520	414,812	361,103	307,395	253,687	199,979	146,270	92,562
	65%	575,528	521,819	468,111	414,403	360,695	306,986	253,278	199,570	145,862	92,153
	70%	575,119	521,410	467,702	413,994	360,286	306,577	252,869	199,161	145,453	91,744
	75%	574,710	521,002	467,293	413,585	359,877	306,169	252,460	198,752	145,044	91,336
	80%	574,301	520,593	466,885	413,176	359,468	305,760	252,052	198,343	144,635	90,927

Appendix 5

Scheme Ref:		HV	
Title:		30 No. Units at Higher Value Zone	
Notes:		Greenfield	
FD update			
ASSUMPTIONS - RESIDENTIAL USES			
Total number of units in scheme		30 Units	
AH Policy requirement (% Target)		35%	
AH tenure split %	Affordable Rent:	50%	
	Shared Ownership:	30%	
	Starter Homes:	20%	
Open Market Sale (OMS) housing		65%	
CIL Rate (£ psm)		100%	
		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix% AH # units Overall mix% Total # units
1 bed House	0.0%	0.0	0.0% 0.0 0%
2 bed House	10.0%	2.0	55.0% 5.8 28%
3 bed House	52.0%	10.1	12.0% 1.3 38%
4 bed House	30.0%	5.9	0.0% 0.0 20%
5 bed House	8.0%	1.6	0.0% 0.0 5%
1 bed Flat	0.0%	0.0	33.0% 3.5 12%
2 bed Flat	0.0%	0.0	0.0% 0.0 0%
Total number of units	100.0%	19.5	100.0% 10.5 100%
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % Gross (GIA) per unit (sqm) (sqft)
1 bed House	58.0	624	100.0% 58.0 624
2 bed House	85.0	915	100.0% 85.0 915
3 bed House	115.0	1,238	100.0% 115.0 1,238
4 bed House	135.0	1,453	100.0% 135.0 1,453
5 bed House	150.0	1,615	100.0% 150.0 1,615
1 bed Flat	50.0	538	90.0% 55.6 598
2 bed Flat	61.0	657	90.0% 67.8 730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % Gross (GIA) per unit (sqm) (sqft)
1 bed House	58.0	624	100.0% 58.0 624
2 bed House	70.0	753	100.0% 70.0 753
3 bed House	84.0	904	100.0% 84.0 904
4 bed House	97.0	1,044	100.0% 97.0 1,044
5 bed House	110.0	1,184	100.0% 110.0 1,184
1 bed Flat	50.0	538	90.0% 55.6 598
2 bed Flat	61.0	657	90.0% 67.8 730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm) (sqft) Total GIA (all units) (sqm) (sqft)
1 bed House	0	0	0 0 0 0
2 bed House	166	1,784	404 4,351 570 6,135
3 bed House	1,166	12,552	106 1,139 1,272 13,691
4 bed House	790	8,501	0 0 790 8,501
5 bed House	234	2,519	0 0 234 2,519
1 bed Flat	0	0	193 2,072 193 2,072
2 bed Flat	0	0	0 0 0 0
	2,356	25,355	703 7,563 3,058 32,918
AH % by floor area: 22.97% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf total MV £ (no AH)
1 bed House	235,000	4,052	376 0
2 bed House	280,000	3,294	306 2,163,000
3 bed House	350,000	3,043	283 3,990,000
4 bed House	400,000	2,963	275 2,340,000
5 bed House	450,000	3,000	279 702,000
1 bed Flat	235,000	4,700	437 814,275
2 bed Flat	255,000	4,180	388 0
			10,009,275
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV SO £ Epsm % of MV
1 bed House	66,000	1,138	28% 120,250 2,073 51%
2 bed House	72,000	1,029	26% 149,500 2,136 53%
3 bed House	90,000	1,071	26% 175,500 2,089 50%
4 bed House	107,000	1,103	27% 227,500 2,345 57%
5 bed House	120,000	1,091	27% 266,500 2,423 59%
1 bed Flat	66,000	1,320	28% 120,250 2,405 51%
2 bed Flat	72,000	1,180	28% 146,250 2,398 57%
Affordable Housing values (£) -	SH £	Epsm	% of MV
1 bed House	188,000	3,241	80%
2 bed House	224,000	3,200	80%
3 bed House	250,000	2,976	80%
4 bed House	320,000	3,259	80%
5 bed House	360,000	3,273	80%
1 bed Flat	188,000	3,760	80%
2 bed Flat	204,000	3,344	80%

Appendix 5

Scheme Ref: HV
 Title: 30 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	235,000	-
2 bed House	2.0	@	280,000	546,000
3 bed House	10.1	@	350,000	3,549,000
4 bed House	5.9	@	400,000	2,340,000
5 bed House	1.6	@	450,000	702,000
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	19.5			7,137,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	2.9	@	72,000	207,900
3 bed House	0.6	@	90,000	56,700
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	1.7	@	66,000	114,345
2 bed Flat	0.0	@	72,000	-
	5.3			378,945
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	1.7	@	149,500	259,009
3 bed House	0.4	@	175,500	66,339
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	1.0	@	120,250	125,000
2 bed Flat	0.0	@	146,250	-
	3.2			450,348
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	1.2	@	224,000	258,720
3 bed House	0.3	@	250,000	63,000
4 bed House	0.0	@	320,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	0.7	@	188,000	130,284
2 bed Flat	0.0	@	204,000	-
	2.1			452,004
Sub-total GDV Residential				
	30.0			8,418,297
<i>AH on-site cost analysis:</i>				
			EMV less EGDV	1,590,976
	520 £ perm (total GIA sqm)		53.033 £ per unit (total units)	
Grant	30	@	0	-
Total GDV				8,418,297

Appendix 5

Scheme Ref: HV
 Title: 30 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	2,356 sqm	0.00 £ psm		-
	0.00% of GDV	0 £ per unit (total units)		-
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	30 units @ 0 per unit		-
		0 £ per unit (total units)		-
S106 analysis:				
AH Commuted Sum	0.00% of GDV	0 £ per unit (total units)		-
	3,058 sqm (total)	0 £ psm		-
	Comm. Sum analysis:	0.00% of GDV		-
Construction Costs -				
Site Clearance and Demolition	2.97 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	2.97 acres @ 0 per acre		-
		0 £ per unit (total units)		-
Infra. Costs analysis:				
1 bed House	-	1,149 psm		-
2 bed House	570 sqm @	1,149 psm		(654,830)
3 bed House	1,272 sqm @	1,149 psm		(1,461,459)
4 bed House	790 sqm @	1,149 psm		(907,423)
5 bed House	234 sqm @	1,149 psm		(268,866)
1 bed Flat	193 sqm @	1,339 psm		(257,758)
2 bed Flat	3,058 sqm @	1,339 psm		-
External works	3,550,435 @	15.0% 17,752 £ per unit		(532,565)
M4(2) Category 2 Housing	5% of All units	30 units @ 521 £ per dwelling		(782)
M4(3) Category 3 Housing	0% of All units	30 units @ 10,307 £ per dwelling		-
Water efficiency		30 units @ 9 £ per dwelling		(270)
Contingency	4,084,052 @	5.0%		(204,203)
Professional Fees	4,084,052 @	10.0%		(408,405)
Disposal Costs -				
Marketing and Promotion	7,137,000 OMS @	1.50%		(107,055)
Residential Sales Agent Costs	7,137,000 OMS @	1.50%		(107,055)
Residential Sales Legal Costs	7,137,000 OMS @	0.50%		(35,685)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(87,138)
Developers Profit -				
Margin on AH	1,281,297	6.00% on AH values		(76,878)
Profit on GDV	7,137,000	20.00%		(1,427,400)
	5,075,143	28.13% on costs	(1,427,400)	
	6,416,297	17.87% blended	(1,504,278)	
TOTAL COSTS				(6,579,421)

Appendix 5

Scheme Ref: HV
 Title: 30 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,838,876
SDLT	1,838,876 @		5.0% (slabbed)	(81,444)
Acquisition Agent fees	1,838,876 @		1.0%	(18,389)
Acquisition Legal fees	1,838,876 @		0.5%	(9,194)
Interest on Land	1,838,876 @		6.5%	(119,527)
Residual Land Value				1,610,322
RLV analysis:	53,677 £ per plot	1,341,935 £ per ha	543,074 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Resi)		1.20 ha	2.97 acres	
Density analysis:		2,548 sqm/ha	11,101 sqft/ac	
Threshold Land Value	35,681 £ per plot	892,031 £ per ha	361,000 £ per acre	1,070,437

BALANCE				
Surplus/(Deficit)		449,904 £ per ha	182,074 £ per acre	539,885

Appendix 5

Scheme Ref: HV
 Title: 30 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS											
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	539,885										
	0	1,195,361	1,086,115	976,869	867,623	758,377	649,131	539,885	430,638	321,392	212,146
	10	1,161,566	1,054,099	946,632	839,164	731,697	624,229	516,762	409,294	301,827	194,359
	20	1,127,614	1,021,987	916,361	810,705	705,016	599,328	493,639	387,950	282,261	176,573
	30	1,093,641	989,803	885,964	782,125	678,286	574,426	470,516	366,606	262,696	158,786
	40	1,059,669	957,618	855,967	753,516	651,466	549,415	447,364	345,262	243,130	140,989
	50	1,025,696	925,433	825,171	724,908	624,645	524,382	424,120	323,857	223,565	123,212
	60	991,723	893,249	794,774	696,299	597,825	499,350	400,875	302,401	203,926	105,425
	70	957,751	861,064	764,377	667,691	571,004	474,317	377,631	280,944	184,258	87,571
	80	923,778	828,879	733,981	639,082	544,183	449,285	354,386	259,488	164,589	69,691
	90	889,805	796,695	703,584	610,473	517,363	424,252	331,142	238,031	144,921	51,810
	100	855,832	764,510	673,187	581,865	490,542	399,220	307,897	216,575	125,252	33,930
	110	821,860	732,325	642,791	553,256	463,722	374,187	284,653	195,118	105,584	16,049
	120	787,887	700,141	612,394	524,648	436,901	349,155	261,408	173,662	85,915	(1,831)
	130	753,914	667,956	581,997	496,039	410,081	324,122	238,164	152,205	66,247	(19,711)
	140	719,942	635,771	551,601	467,430	383,260	299,090	214,919	130,749	46,579	(37,592)
	150	685,969	603,587	521,204	438,822	356,440	274,057	191,675	109,293	26,910	(55,472)
	160	651,996	571,402	490,808	410,213	329,619	249,025	168,430	87,836	7,242	(73,352)
	170	617,883	539,187	460,411	381,605	302,798	223,992	145,186	66,380	(12,427)	(91,233)
	180	583,732	506,833	429,935	352,996	275,978	198,960	121,941	44,923	(32,095)	(109,113)
	190	549,580	474,479	399,378	324,277	249,157	173,827	96,697	(51,763)	(126,994)	(126,994)
200	515,429	442,125	368,822	295,518	222,214	148,895	75,452	2,010	(71,432)	(144,874)	
		AH - % on site 35%									
Site Specific S106	539,885										
	0	1,195,361	1,086,115	976,869	867,623	758,377	649,131	539,885	430,638	321,392	212,146
	500	1,181,490	1,072,244	962,998	853,752	744,506	635,260	526,014	416,767	307,521	198,275
	1,000	1,167,619	1,058,373	949,127	839,881	730,635	621,389	512,143	402,897	293,650	184,404
	1,500	1,153,728	1,044,502	935,256	826,010	716,764	607,518	498,272	389,026	279,779	170,533
	2,000	1,139,784	1,030,581	921,378	812,139	702,893	593,647	484,401	375,155	265,908	156,662
	2,500	1,125,840	1,016,637	907,434	798,231	689,022	579,776	470,530	361,284	252,037	142,791
	3,000	1,111,896	1,002,693	893,490	784,287	675,084	565,881	456,659	347,413	238,166	128,920
	3,500	1,097,952	988,749	879,546	770,343	661,140	551,937	442,734	333,532	224,296	115,049
	4,000	1,084,008	974,805	865,602	756,399	647,196	537,993	428,791	319,588	210,385	101,178
	4,500	1,070,064	960,861	851,658	742,455	633,252	524,049	414,847	305,644	196,441	87,238
	5,000	1,056,120	946,917	837,714	728,511	619,308	510,105	400,903	291,700	182,497	73,284
	5,500	1,042,176	932,973	823,770	714,567	605,364	496,162	386,959	277,756	168,553	59,350
	6,000	1,028,232	919,029	809,826	700,623	591,420	482,218	373,015	263,812	154,609	45,406
	6,500	1,014,288	905,085	795,882	686,679	577,477	468,274	359,071	249,868	140,665	31,462
	7,000	1,000,344	891,141	781,938	672,735	563,533	454,330	345,127	235,924	126,721	17,518
7,500	986,400	877,197	767,994	658,791	549,589	440,386	331,183	221,980	112,777	3,574	
8,000	972,456	863,253	754,050	644,848	535,645	426,442	317,239	208,036	98,833	(10,370)	
8,500	958,512	849,309	740,106	630,904	521,701	412,498	303,295	194,092	84,889	(24,314)	
9,000	944,568	835,365	726,162	616,960	507,757	398,554	289,351	180,148	70,945	(38,258)	
9,500	930,624	821,421	712,219	603,016	493,813	384,610	275,407	166,204	57,001	(52,202)	
10,000	916,680	807,477	698,275	589,072	479,869	370,666	261,463	152,260	43,057	(66,146)	
		AH - % on site 35%									
Profit	539,885										
	14%	1,739,860	1,601,956	1,464,052	1,326,148	1,188,244	1,050,340	912,436	774,532	636,628	498,724
	15%	1,646,110	1,515,962	1,382,855	1,249,727	1,116,599	983,472	850,344	717,216	584,089	450,961
	16%	1,558,360	1,430,009	1,301,657	1,173,306	1,044,955	916,604	788,252	659,901	531,550	403,198
	17.5%	1,422,236	1,301,049	1,179,862	1,058,675	937,488	816,301	695,114	573,927	452,741	331,554
	19%	1,286,111	1,172,089	1,058,066	944,044	830,021	715,999	601,976	487,954	373,932	259,909
	20%	1,195,361	1,086,115	976,869	867,623	758,377	649,131	539,885	430,638	321,392	212,146
	21%	1,104,612	1,000,142	895,672	791,202	686,732	582,263	477,793	373,323	268,853	164,383
	22%	1,013,862	914,168	814,475	714,781	615,088	515,394	415,701	316,007	216,314	116,620
	23%	923,112	826,195	733,278	638,361	543,443	448,526	353,609	258,692	163,774	68,867
24%	832,363	742,222	652,361	561,940	471,739	381,658	291,517	201,376	111,235	21,034	
25%	741,613	656,248	570,884	485,519	400,154	314,790	229,425	144,060	58,696	(26,668)	

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HV
30 No. Units at Higher Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	539,885										
	100,000	1,969,279	1,860,032	1,750,786	1,641,540	1,532,294	1,423,048	1,313,802	1,204,556	1,095,310	986,063
	150,000	1,821,019	1,711,772	1,602,526	1,493,280	1,384,034	1,274,788	1,165,542	1,056,296	947,050	837,803
	200,000	1,672,759	1,563,512	1,454,266	1,345,020	1,235,774	1,126,528	1,017,282	908,036	798,790	689,543
	250,000	1,524,499	1,415,252	1,306,006	1,196,760	1,087,514	978,268	869,022	759,776	650,530	541,283
	300,000	1,376,239	1,266,992	1,157,746	1,048,500	939,254	830,008	720,762	611,516	502,270	393,023
	350,000	1,227,979	1,118,732	1,009,486	900,240	790,994	681,748	572,502	463,256	354,010	244,763
	400,000	1,079,719	970,472	861,226	751,980	642,734	533,488	424,242	314,996	205,750	96,503
	450,000	931,459	822,212	712,966	603,720	494,474	385,228	275,982	166,736	57,490	(51,757)
	500,000	783,199	673,952	564,706	455,460	346,214	236,968	127,722	18,476	(90,770)	(200,017)
550,000	634,939	525,692	416,446	307,200	197,954	88,708	(20,538)	(129,784)	(239,030)	(348,277)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	539,885										
	5	(3,086,387)	(3,195,634)	(3,304,880)	(3,414,126)	(3,523,372)	(3,632,618)	(3,741,864)	#####	#####	(4,069,603)
	10	(410,294)	(519,541)	(628,787)	(738,033)	(847,279)	(956,525)	(1,065,771)	#####	#####	(1,393,519)
	15	481,737	372,490	263,244	153,998	44,752	(64,494)	(173,740)	(282,986)	(392,232)	(501,479)
	20	927,752	818,506	709,260	600,014	490,768	381,522	272,276	163,029	53,783	(55,463)
	25	1,195,361	1,086,115	976,869	867,623	758,377	649,131	539,885	430,638	321,392	212,146
	30	1,373,768	1,264,521	1,155,275	1,046,029	936,783	827,537	718,291	609,045	499,799	390,552
	35	1,501,201	1,391,954	1,282,708	1,173,462	1,064,216	954,970	845,724	736,478	627,232	517,986
	40	1,596,775	1,487,529	1,378,283	1,269,037	1,159,791	1,050,545	941,299	832,052	722,806	613,560
	45	1,671,111	1,561,865	1,452,619	1,343,373	1,234,127	1,124,881	1,015,634	906,388	797,142	687,896
Density (dph)	5										
	10	1,730,580	1,621,334	1,512,088	1,402,842	1,293,596	1,184,349	1,075,103	965,857	856,611	747,365
	15	1,779,236	1,669,990	1,560,744	1,451,498	1,342,252	1,233,006	1,123,759	1,014,513	905,267	796,021
	20										
	25										
	30										
	35										
	40										
	45										
	55										
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	539,885										
	40%	1,189,636	1,080,390	971,144	861,898	752,652	643,406	534,160	424,913	315,667	206,421
	45%	1,188,818	1,079,572	970,326	861,080	751,834	642,588	533,342	424,096	314,849	205,603
	50%	1,188,001	1,078,754	969,508	860,262	751,016	641,770	532,524	423,278	314,032	204,785
	55%	1,187,183	1,077,937	968,690	859,444	750,198	640,952	531,706	422,460	313,214	203,968
	60%	1,186,365	1,077,119	967,873	858,626	749,380	640,134	530,888	421,642	312,396	203,150
	65%	1,185,547	1,076,301	967,055	857,809	748,563	639,316	530,070	420,824	311,578	202,332
	70%	1,184,729	1,075,483	966,237	856,991	747,745	638,499	529,252	420,006	310,760	201,514
% Cat M4(2)	5%	1,183,911	1,074,665	965,419	856,173	746,927	637,681	528,435	419,188	309,942	200,696
	80%	1,183,093	1,073,847	964,601	855,355	746,109	636,863	527,617	418,371	309,124	199,878

Appendix 5

Scheme Ref: HV
 Title: 75 No. Units at Higher Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		75 Units				
AH Policy requirement (% Target)		35%				
AH tenure split %		Affordable Rent: 50%				
		Shared Ownership: 30%				
		Starter Homes: 20%				
Open Market Sale (OMS) housing		65%				
CIL Rate (£ psm)		100%				
		0.00 £ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	4.9	55.0%	14.4	26%	19.3
3 bed House	52.0%	25.4	12.0%	3.2	38%	28.5
4 bed House	30.0%	14.6	0.0%	0.0	20%	14.6
5 bed House	8.0%	3.9	0.0%	0.0	5%	3.9
1 bed Flat	0.0%	0.0	33.0%	8.7	12%	8.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	48.8	100.0%	26.3	100%	75.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	366	3,936	1,011	10,878	1,376	14,814
3 bed House	2,155	23,194	265	2,848	2,419	26,042
4 bed House	1,755	18,891	0	0	1,755	18,891
5 bed House	585	6,297	0	0	585	6,297
1 bed Flat	0	0	481	5,180	481	5,180
2 bed Flat	0	0	0	0	0	0
	4,860	52,317	1,756	18,907	6,617	71,223
<i>AH % by floor area:</i>				<i>26.55% AH % by floor area due to mix</i>		
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£paf		total MV £ (no AH)	
1 bed House	235,000	4,052	376		0	
2 bed House	270,000	3,600	334		5,214,375	
3 bed House	320,000	3,765	350		9,120,000	
4 bed House	380,000	3,167	294		5,557,500	
5 bed House	450,000	3,000	279		1,755,000	
1 bed Flat	235,000	4,700	437		2,035,688	
2 bed Flat	255,000	4,180	388		0	
					23,682,563	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	28%	120,250	2,073	51%
2 bed House	72,000	1,029	27%	149,500	2,136	55%
3 bed House	90,000	1,071	28%	175,500	2,089	55%
4 bed House	107,000	1,103	28%	227,500	2,345	60%
5 bed House	120,000	1,091	27%	266,500	2,423	59%
1 bed Flat	66,000	1,320	28%	120,250	2,405	51%
2 bed Flat	72,000	1,180	28%	146,250	2,398	57%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	188,000	3,241	80%			
2 bed House	216,000	3,086	80%			
3 bed House	250,000	2,976	78%			
4 bed House	304,000	3,134	80%			
5 bed House	360,000	3,273	80%			
1 bed Flat	188,000	3,760	80%			
2 bed Flat	204,000	3,344	80%			

Appendix 5

Scheme Ref: HV
 Title: 75 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
QMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	4.9	@	270,000	1,316,250
3 bed House	25.4	@	320,000	8,112,000
4 bed House	14.6	@	380,000	5,557,500
5 bed House	3.9	@	450,000	1,755,000
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	48.8			16,740,750
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	7.2	@	72,000	519,750
3 bed House	1.6	@	90,000	141,750
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	4.3	@	66,000	285,863
2 bed Flat	0.0	@	72,000	-
	13.1			947,363
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	4.3	@	149,500	647,522
3 bed House	0.9	@	175,500	165,848
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	2.6	@	120,250	312,500
2 bed Flat	0.0	@	146,250	-
	7.9			1,125,869
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	2.9	@	216,000	623,700
3 bed House	0.6	@	250,000	157,500
4 bed House	0.0	@	304,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	1.7	@	188,000	325,710
2 bed Flat	0.0	@	204,000	-
	5.3			1,106,910
Sub-total GDV Residential				
	75.0			19,920,892
<i>AH on-site cost analysis:</i>				
	568 £ psm (total GIA sqm)		EMV less £GDV	3,761,671
			50,156 £ per unit (total units)	
Grant	75	@	0	-
Total GDV				
				19,920,892

Appendix 5

Scheme Ref: **HV**
 Title: **75 No. Units at Higher Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(21,924)
CIL	4,860 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	75 units @	0 per unit		-
	0.00% % of GDV	0 £ per unit (total units)		
S106 analysis:				
AH Commuted Sum	6,617 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	6.18 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	6.18 acres @	0 per acre		-
	0.00% % of GDV	0 £ per unit (total units)		
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	1,376 sqm @	1,149 psm		(1,581,311)
3 bed House	2,419 sqm @	1,149 psm		(2,779,833)
4 bed House	1,756 sqm @	1,149 psm		(2,016,495)
5 bed House	585 sqm @	1,149 psm		(672,165)
1 bed Flat	481 sqm @	1,339 psm		(644,394)
2 bed Flat	6,617 sqm @	1,339 psm		-
External works	7,694,198 @	15.0%		(1,154,130)
		15,389 £ per unit		
M4(2) Category 2 Housing	5% of All units	75 units @	521 £ per dwelling	(1,954)
M4(3) Category 3 Housing	0% of All units	75 units @	10,307 £ per dwelling	-
Water efficiency		75 units @	9 £ per dwelling	(675)
Contingency	8,850,957 @	5.0%		(442,548)
Professional Fees	8,850,957 @	10.0%		(885,096)
Disposal Costs -				
Marketing and Promotion	16,740,750 OMS @	1.50%		(251,111)
Residential Sales Agent Costs	16,740,750 OMS @	1.50%		(251,111)
Residential Sales Legal Costs	16,740,750 OMS @	0.50%		(83,704)
Interest (on Development Costs) -				
	6.50% APR	0.526% pcm		(125,109)
Developers Profit -				
Margin on AH	3,180,142	6.00% on AH values		(190,808)
Profit on GDV	16,740,750	20.00%		(3,348,150)
	10,981,560	30.49% on costs	(3,348,150)	
	19,920,892	17.77% blended	(3,536,956)	
TOTAL COSTS				(14,520,518)

Appendix 5

Scheme Ref: HV
 Title: 75 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				5,400,373
SDLT	5,400,373 @		5.0% (slabbed)	(299,519)
Acquisition Agent fees	5,400,373 @		1.0%	(54,004)
Acquisition Legal fees	5,400,373 @		0.5%	(27,002)
Interest on Land	5,400,373 @		6.5%	(351,024)
Residual Land Value				4,708,825
<i>RLV analysis:</i>				
	62,784 £ per plot	1,883,530 £ per ha		762,254 £ per acre

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		2.50 ha	6.18 acres	
<i>Density analysis:</i>				
		2,647 sqm/ha	11,529 sqft/ac	
Threshold Land Value	31,464 £ per plot	943,922 £ per ha	382,000 £ per acre	2,359,805

BALANCE				
Surplus/(Deficit)		939,608 £ per ha	380,254 £ per acre	2,349,020

Appendix 5

Scheme Ref: HV
 Title: 75 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	2,349,020											
	0	4,332,328	4,001,776	3,671,225	3,340,674	3,010,122	2,679,571	2,349,020	2,018,468	1,687,917	1,357,366	
	10	4,263,326	3,936,406	3,609,487	3,282,567	2,955,647	2,628,728	2,301,808	1,974,888	1,647,969	1,321,049	
	20	4,194,035	3,870,824	3,547,613	3,224,403	2,901,172	2,577,884	2,254,596	1,931,308	1,608,020	1,284,732	
	30	4,124,670	3,805,110	3,485,550	3,165,990	2,846,430	2,526,870	2,207,310	1,887,728	1,568,072	1,248,415	
	40	4,055,305	3,739,396	3,423,487	3,107,577	2,791,668	2,475,759	2,159,850	1,843,940	1,528,031	1,212,099	
	50	3,985,940	3,673,682	3,361,423	3,049,165	2,736,906	2,424,648	2,112,389	1,800,131	1,487,872	1,176,614	
	CIL Espm 0.00	60	3,916,575	3,607,968	3,299,360	2,990,752	2,682,145	2,373,537	2,064,929	1,756,321	1,447,714	1,139,106
		70	3,847,210	3,542,253	3,237,297	2,932,340	2,627,383	2,322,426	2,017,469	1,712,512	1,407,555	1,102,598
		80	3,777,805	3,476,539	3,175,233	2,873,927	2,572,621	2,271,315	1,970,009	1,668,703	1,367,396	1,066,090
		90	3,708,075	3,410,514	3,112,954	2,815,393	2,517,833	2,220,204	1,922,548	1,624,893	1,327,238	1,029,582
		100	3,638,345	3,344,454	3,050,564	2,756,673	2,462,783	2,168,892	1,875,002	1,581,084	1,287,079	993,075
		110	3,568,615	3,278,394	2,988,174	2,697,953	2,407,733	2,117,512	1,827,292	1,537,071	1,246,851	956,567
		120	3,498,885	3,212,335	2,925,784	2,639,233	2,352,683	2,066,132	1,779,582	1,493,031	1,206,481	919,930
		130	3,429,155	3,146,275	2,863,394	2,580,513	2,297,633	2,014,752	1,731,872	1,448,991	1,166,111	883,230
		140	3,359,425	3,080,215	2,801,004	2,521,793	2,242,583	1,963,372	1,684,162	1,404,951	1,125,741	846,530
		150	3,289,695	3,014,079	2,738,614	2,463,074	2,187,533	1,911,992	1,636,452	1,360,911	1,085,371	809,830
	160	3,219,929	2,947,672	2,675,914	2,404,157	2,132,400	1,860,612	1,588,742	1,316,871	1,045,001	773,130	
	170	3,149,332	2,881,264	2,613,196	2,345,128	2,077,060	1,808,992	1,540,924	1,272,831	1,004,631	736,430	
	180	3,079,236	2,814,857	2,550,478	2,286,099	2,021,720	1,757,342	1,492,963	1,228,584	964,205	699,730	
	190	3,009,139	2,748,449	2,487,760	2,227,070	1,966,381	1,705,691	1,445,002	1,184,312	923,623	662,930	
200	2,939,042	2,682,042	2,425,042	2,168,041	1,911,041	1,654,041	1,397,041	1,140,041	883,041	626,041		
Balance (RLV - TLV)	2,349,020											
	0	4,332,328	4,001,776	3,671,225	3,340,674	3,010,122	2,679,571	2,349,020	2,018,468	1,687,917	1,357,366	
	500	4,298,333	3,967,782	3,637,231	3,306,679	2,976,128	2,645,577	2,315,025	1,984,474	1,653,923	1,323,371	
	1,000	4,264,339	3,933,788	3,603,236	3,272,685	2,942,134	2,611,582	2,281,031	1,950,480	1,619,928	1,289,377	
	1,500	4,230,345	3,899,793	3,569,242	3,238,691	2,908,139	2,577,588	2,247,037	1,916,485	1,585,934	1,255,383	
	2,000	4,196,351	3,865,743	3,535,231	3,204,696	2,874,145	2,543,594	2,213,042	1,882,491	1,551,940	1,221,388	
	2,500	4,162,357	3,831,615	3,501,103	3,170,591	2,840,078	2,509,566	2,179,048	1,848,497	1,517,945	1,187,394	
	3,000	4,128,363	3,797,488	3,466,976	3,136,463	2,805,951	2,475,438	2,144,926	1,814,414	1,483,901	1,153,389	
	3,500	4,094,369	3,763,361	3,432,848	3,102,336	2,771,823	2,441,311	2,110,799	1,780,286	1,449,714	1,119,261	
	4,000	4,060,375	3,729,233	3,398,721	3,068,208	2,737,696	2,407,184	2,076,671	1,746,159	1,415,646	1,085,134	
	4,500	4,026,381	3,695,106	3,364,593	3,034,081	2,703,568	2,373,056	2,042,544	1,712,031	1,381,519	1,051,006	
	5,000	3,992,387	3,660,978	3,330,466	2,999,953	2,669,441	2,338,929	2,008,416	1,677,904	1,347,391	1,016,879	
	5,500	3,958,393	3,626,851	3,296,338	2,965,826	2,635,314	2,304,801	1,974,289	1,643,776	1,313,264	982,752	
	6,000	3,924,399	3,592,723	3,262,211	2,931,699	2,601,186	2,270,674	1,940,161	1,609,649	1,279,136	948,624	
	6,500	3,890,405	3,558,596	3,228,084	2,897,571	2,567,059	2,236,546	1,906,034	1,575,521	1,245,009	914,497	
	7,000	3,856,411	3,524,469	3,193,956	2,863,444	2,532,931	2,202,419	1,871,906	1,541,394	1,210,882	880,369	
	7,500	3,822,417	3,490,341	3,159,829	2,829,316	2,498,804	2,168,291	1,837,779	1,507,267	1,176,754	846,242	
	8,000	3,788,423	3,456,214	3,125,701	2,795,189	2,464,676	2,134,164	1,803,652	1,473,139	1,142,627	812,058	
	8,500	3,754,429	3,422,086	3,091,574	2,761,061	2,430,549	2,100,037	1,769,524	1,438,012	1,108,500	777,919	
	9,000	3,720,435	3,387,959	3,057,446	2,726,934	2,396,422	2,065,909	1,735,396	1,404,706	1,074,115	743,535	
	9,500	3,686,441	3,353,831	3,023,319	2,692,807	2,362,295	2,031,782	1,701,269	1,370,439	1,039,848	709,258	
10,000	3,652,447	3,319,704	2,989,192	2,658,680	2,328,168	1,997,655	1,666,762	1,336,172	1,005,581	674,991		
Balance (RLV - TLV)	2,349,020											
	14%	5,609,518	5,211,746	4,813,974	4,416,203	4,018,431	3,620,659	3,222,887	2,825,115	2,427,343	2,029,571	
	15%	5,399,853	5,010,085	4,623,316	4,226,546	3,830,379	3,433,811	3,037,242	2,640,674	2,244,107	1,847,537	
	16%	5,189,788	4,808,423	4,433,058	4,037,693	3,640,320	3,244,243	2,848,674	2,453,107	2,058,560	1,667,503	
	17.5%	4,864,491	4,505,931	4,147,371	3,788,811	3,430,251	3,071,691	2,713,131	2,354,571	1,995,011	1,637,451	
	19%	4,545,193	4,203,438	3,861,883	3,519,929	3,178,174	2,836,419	2,494,664	2,152,910	1,811,155	1,469,400	
	20%	4,332,328	4,001,776	3,671,225	3,340,674	3,010,122	2,679,571	2,349,020	2,018,468	1,687,917	1,357,366	
	21%	4,119,463	3,800,115	3,480,767	3,161,419	2,842,071	2,522,723	2,203,375	1,884,027	1,564,679	1,245,331	
	22%	3,906,598	3,598,453	3,290,309	2,982,164	2,674,020	2,365,875	2,057,731	1,749,586	1,441,442	1,133,297	
	23%	3,693,733	3,386,792	3,089,850	2,802,909	2,505,968	2,209,027	1,912,086	1,615,145	1,316,204	1,021,263	
24%	3,480,868	3,195,130	2,899,392	2,623,655	2,337,917	2,052,179	1,766,442	1,480,704	1,194,965	909,239		
25%	3,268,002	2,993,468	2,718,934	2,444,400	2,169,866	1,895,331	1,620,797	1,346,263	1,071,729	797,194		
Profit 20.00%	2,349,020											
	14%	5,609,518	5,211,746	4,813,974	4,416,203	4,018,431	3,620,659	3,222,887	2,825,115	2,427,343	2,029,571	
	15%	5,399,853	5,010,085	4,623,316	4,226,546	3,830,379	3,433,811	3,037,242	2,640,674	2,244,107	1,847,537	
	16%	5,189,788	4,808,423	4,433,058	4,037,693	3,640,320	3,244,243	2,848,674	2,453,107	2,058,560	1,667,503	
	17.5%	4,864,491	4,505,931	4,147,371	3,788,811	3,430,251	3,071,691	2,713,131	2,354,571	1,995,011	1,637,451	
	19%	4,545,193	4,203,438	3,861,883	3,519,929	3,178,174	2,836,419	2,494,664	2,152,910	1,811,155	1,469,400	
	20%	4,332,328	4,001,776	3,671,225	3,340,674	3,010,122	2,679,571	2,349,020	2,018,468	1,687,917	1,357,366	
	21%	4,119,463	3,800,115	3,480,767	3,161,419	2,842,071	2,522,723	2,203,375	1,884,027	1,564,679	1,245,331	
	22%	3,906,598	3,598,453	3,290,309	2,982,164	2,674,020	2,365,875	2,057,731	1,749,586	1,441,442	1,133,297	
	23%	3,693,733	3,386,792	3,089,850	2,802,909	2,505,968	2,209,027	1,912,086	1,615,145	1,316,204	1,021,263	
24%	3,480,868	3,195,130	2,899,392	2,623,655	2,337,917	2,052,179	1,766,442	1,480,704	1,194,965	909,239		
25%	3,268,002	2,993,468	2,718,934	2,444,400	2,169,866	1,895,331	1,620,797	1,346,263	1,071,729	797,194		

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HV
75 No. Units at Higher Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	2,349,020										
	100,000	6,074,383	5,743,831	5,413,280	5,082,729	4,752,177	4,421,626	4,091,075	3,760,523	3,429,972	3,099,421
	150,000	5,765,508	5,434,956	5,104,405	4,773,854	4,443,302	4,112,751	3,782,200	3,451,648	3,121,097	2,790,546
	200,000	5,456,633	5,126,081	4,795,530	4,464,979	4,134,427	3,803,876	3,473,325	3,142,773	2,812,222	2,481,671
	250,000	5,147,758	4,817,206	4,486,655	4,156,104	3,825,552	3,495,001	3,164,450	2,833,898	2,503,347	2,172,796
	300,000	4,838,883	4,508,331	4,177,780	3,847,229	3,516,677	3,186,126	2,855,575	2,525,023	2,194,472	1,863,921
	350,000	4,530,008	4,199,456	3,868,905	3,538,354	3,207,802	2,877,251	2,546,700	2,216,148	1,885,597	1,555,046
	400,000	4,221,133	3,890,581	3,560,030	3,229,479	2,898,927	2,568,376	2,237,825	1,907,273	1,576,722	1,246,171
	450,000	3,912,258	3,581,706	3,251,155	2,920,604	2,590,052	2,259,501	1,928,950	1,598,398	1,267,847	937,296
	500,000	3,603,383	3,272,831	2,942,280	2,611,729	2,281,177	1,950,626	1,620,075	1,289,523	958,972	628,421
550,000	3,294,508	2,963,956	2,633,405	2,302,854	1,972,302	1,641,751	1,311,200	980,648	650,097	319,546	
		AH - % on site 35%									
Balance (RLV - TLV)	2,349,020										
	5	(7,466,697)	(7,797,249)	(8,127,800)	(8,458,351)	(8,788,903)	(9,119,454)	(9,450,005)	#####	#####	#####
	10	(367,282)	(717,834)	(1,068,385)	(1,378,935)	(1,709,486)	(2,040,039)	(2,370,590)	#####	#####	(3,362,244)
	15	1,972,523	1,641,971	1,311,420	980,869	650,317	319,766	(10,785)	(341,337)	(671,888)	(1,002,439)
	20	3,152,425	2,821,874	2,491,323	2,160,771	1,830,220	1,499,669	1,169,117	838,566	508,015	177,463
	25	3,860,367	3,529,815	3,199,264	2,868,713	2,538,161	2,207,610	1,877,059	1,546,507	1,215,956	885,405
	30	4,332,328	4,001,776	3,671,225	3,340,674	3,010,122	2,679,571	2,349,020	2,018,468	1,687,917	1,357,366
	35	4,669,443	4,338,891	4,008,340	3,677,789	3,347,237	3,016,686	2,686,135	2,355,583	2,025,032	1,694,481
	40	4,922,279	4,591,728	4,261,176	3,930,625	3,600,074	3,269,522	2,938,971	2,608,420	2,277,868	1,947,317
	45	5,118,929	4,788,378	4,457,827	4,127,275	3,796,724	3,466,173	3,135,621	2,805,070	2,474,519	2,143,967
50	5,276,250	4,945,698	4,615,147	4,284,596	3,954,044	3,623,493	3,292,942	2,962,390	2,631,839	2,301,288	
55	5,404,966	5,074,415	4,743,864	4,413,312	4,082,761	3,752,210	3,421,658	3,091,107	2,760,556	2,430,004	
		AH - % on site 35%									
Balance (RLV - TLV)	2,349,020										
	40%	4,318,276	3,987,724	3,657,173	3,326,622	2,996,070	2,665,519	2,334,968	2,004,416	1,673,865	1,343,314
	45%	4,316,288	3,985,717	3,655,166	3,324,614	2,994,063	2,663,512	2,332,960	2,002,409	1,671,858	1,341,306
	50%	4,314,281	3,983,710	3,653,158	3,322,607	2,992,056	2,661,504	2,330,953	2,000,401	1,669,850	1,339,299
	55%	4,312,253	3,981,702	3,651,151	3,320,599	2,990,048	2,659,497	2,328,945	1,998,394	1,667,843	1,337,291
	60%	4,310,246	3,979,695	3,649,143	3,318,592	2,988,041	2,657,489	2,326,938	1,996,387	1,665,835	1,335,284
	65%	4,308,239	3,977,687	3,647,136	3,316,585	2,986,033	2,655,482	2,324,931	1,994,379	1,663,828	1,333,276
	70%	4,306,231	3,975,680	3,645,128	3,314,577	2,984,026	2,653,474	2,322,923	1,992,372	1,661,820	1,331,269
75%	4,304,224	3,973,672	3,643,121	3,312,570	2,982,018	2,651,467	2,320,916	1,990,364	1,659,813	1,329,262	
80%	4,302,216	3,971,665	3,641,114	3,310,562	2,980,011	2,649,460	2,318,908	1,988,357	1,657,806	1,327,254	
		AH - % on site 35%									
% Cat M4(2)	5%										
	40%	4,318,276	3,987,724	3,657,173	3,326,622	2,996,070	2,665,519	2,334,968	2,004,416	1,673,865	1,343,314
	45%	4,316,288	3,985,717	3,655,166	3,324,614	2,994,063	2,663,512	2,332,960	2,002,409	1,671,858	1,341,306
	50%	4,314,281	3,983,710	3,653,158	3,322,607	2,992,056	2,661,504	2,330,953	2,000,401	1,669,850	1,339,299
	55%	4,312,253	3,981,702	3,651,151	3,320,599	2,990,048	2,659,497	2,328,945	1,998,394	1,667,843	1,337,291
	60%	4,310,246	3,979,695	3,649,143	3,318,592	2,988,041	2,657,489	2,326,938	1,996,387	1,665,835	1,335,284
	65%	4,308,239	3,977,687	3,647,136	3,316,585	2,986,033	2,655,482	2,324,931	1,994,379	1,663,828	1,333,276
	70%	4,306,231	3,975,680	3,645,128	3,314,577	2,984,026	2,653,474	2,322,923	1,992,372	1,661,820	1,331,269
75%	4,304,224	3,973,672	3,643,121	3,312,570	2,982,018	2,651,467	2,320,916	1,990,364	1,659,813	1,329,262	
80%	4,302,216	3,971,665	3,641,114	3,310,562	2,980,011	2,649,460	2,318,908	1,988,357	1,657,806	1,327,254	

Appendix 5

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ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	6.5	55.0%	19.3	26%	25.8
3 bed House	52.0%	33.8	12.0%	4.2	38%	38.0
4 bed House	30.0%	19.5	0.0%	0.0	20%	19.5
5 bed House	8.0%	5.2	0.0%	0.0	5%	5.2
1 bed Flat	0.0%	0.0	33.0%	11.6	12%	11.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	65.0	100.0%	35.0	100%	100.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	488	5,247	1,348	14,504	1,835	19,752
3 bed House	2,878	30,925	353	3,798	3,228	34,722
4 bed House	2,340	25,188	0	0	2,340	25,188
5 bed House	780	8,396	0	0	780	8,396
1 bed Flat	0	0	642	6,907	642	6,907
2 bed Flat	0	0	0	0	0	0
	6,481	69,756	2,342	25,209	8,822	94,964
	AH % by floor area:		26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£paf		total MV £ (no AH)	
1 bed House	235,000	4,052	376		0	
2 bed House	270,000	3,600	334		6,952,500	
3 bed House	320,000	3,765	350		12,160,000	
4 bed House	380,000	3,167	294		7,410,000	
5 bed House	450,000	3,000	279		2,340,000	
1 bed Flat	235,000	4,700	437		2,714,250	
2 bed Flat	255,000	4,180	388		0	
					31,576,750	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	28%	120,250	2,073	51%
2 bed House	72,000	1,029	27%	149,500	2,136	55%
3 bed House	90,000	1,071	28%	175,500	2,089	55%
4 bed House	107,000	1,103	28%	227,500	2,345	60%
5 bed House	120,000	1,091	27%	266,500	2,423	59%
1 bed Flat	66,000	1,320	28%	120,250	2,405	51%
2 bed Flat	72,000	1,180	28%	146,250	2,398	57%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	188,000	3,241	80%			
2 bed House	216,000	3,086	80%			
3 bed House	250,000	2,976	78%			
4 bed House	304,000	3,134	80%			
5 bed House	360,000	3,273	80%			
1 bed Flat	188,000	3,760	80%			
2 bed Flat	204,000	3,344	80%			

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GROSS DEVELOPMENT VALUE				
QMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	6.5	@	270,000	1,755,000
3 bed House	33.8	@	320,000	10,816,000
4 bed House	19.5	@	380,000	7,410,000
5 bed House	5.2	@	450,000	2,340,000
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	65.0			22,321,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	9.6	@	72,000	693,000
3 bed House	2.1	@	90,000	189,000
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	5.8	@	66,000	381,150
2 bed Flat	0.0	@	72,000	-
	17.5			1,263,150
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	5.8	@	149,500	863,363
3 bed House	1.3	@	175,500	221,130
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	3.5	@	120,250	416,666
2 bed Flat	0.0	@	146,250	-
	10.5			1,501,159
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	3.9	@	216,000	831,600
3 bed House	0.8	@	250,000	210,000
4 bed House	0.0	@	304,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	2.3	@	188,000	434,280
2 bed Flat	0.0	@	204,000	-
	7.0			1,475,880
Sub-total GDV Residential	100.0			26,561,189
<i>AH on-site cost analysis:</i>			<i>EMV less £GDV</i>	<i>5,015,561</i>
	568 £ psm (total GIA sqm)		50,156 £ per unit (total units)	
Grant	100	@	0	-
Total GDV				26,561,189

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,799)
CIL	6,481 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	100 units @	0 per unit		-
	0.00% % of GDV	0 £ per unit (total units)		
S106 analysis:				
AH Commuted Sum	8,822 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	8.24 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	8.24 acres @	0 per acre		-
	0.00% % of GDV	0 £ per unit (total units)		
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	1,835 sqm @	1,149 psm		(2,108,415)
3 bed House	3,226 sqm @	1,149 psm		(3,708,444)
4 bed House	2,340 sqm @	1,149 psm		(2,688,660)
5 bed House	780 sqm @	1,149 psm		(896,220)
1 bed Flat	642 sqm @	1,339 psm		(859,192)
2 bed Flat	8,822 sqm @	1,339 psm		-
External works	10,258,931 @	15.0%		(1,538,840)
		15,389 £ per unit		
M4(2) Category 2 Housing	5% of All units	100 units @	521 £ per dwelling	(2,605)
M4(3) Category 3 Housing	0% of All units	100 units @	10,307 £ per dwelling	-
Water efficiency		100 units @	9 £ per dwelling	(900)
Contingency	11,801,275 @	5.0%		(590,064)
Professional Fees	11,801,275 @	10.0%		(1,180,128)
Disposal Costs -				
Marketing and Promotion	22,321,000 OMS @	1.50%		(334,815)
Residential Sales Agent Costs	22,321,000 OMS @	1.50%		(334,815)
Residential Sales Legal Costs	22,321,000 OMS @	0.50%		(111,605)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(132,647)
Developers Profit -				
Margin on AH	4,240,189	6.00% on AH values		(254,411)
Profit on GDV	22,321,000	20.00%		(4,464,200)
	14,580,148	30.62% on costs	(4,464,200)	
	26,561,189	17.77% blended	(4,718,611)	
TOTAL COSTS				(19,298,759)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				7,262,430
SDLT	7,262,430 @		5.0% (slabbed)	(352,621)
Acquisition Agent fees	7,262,430 @		1.0%	(72,624)
Acquisition Legal fees	7,262,430 @		0.5%	(36,312)
Interest on Land	7,262,430 @		6.5%	(472,058)
Residual Land Value				6,328,814
<i>RLV analysis:</i>				
	63,288 £ per plot	1,896,644 £ per ha	768,371 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		3.33 ha	8.24 acres	
<i>Density analysis:</i>				
		2,647 sqm/ha	11,529 sqft/ac	
Threshold Land Value	33,441 £ per plot	1,003,226 £ per ha	406,000 £ per acre	3,344,087

BALANCE				
Surplus/(Deficit)		895,418 £ per ha	362,371 £ per acre	2,984,727

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SENSITIVITY ANALYSIS												
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	2,984,727											
	0	5,641,215	5,198,467	4,755,719	4,312,971	3,870,223	3,427,475	2,984,727	2,541,979	2,099,231	1,656,483	
	10	5,549,213	5,111,307	4,673,401	4,235,495	3,797,590	3,359,684	2,921,778	2,483,872	2,045,967	1,608,061	
	20	5,456,781	5,023,807	4,590,833	4,157,859	3,724,885	3,291,893	2,858,829	2,425,766	1,992,702	1,559,639	
	30	5,364,294	4,936,188	4,508,082	4,079,976	3,651,869	3,223,763	2,795,657	2,367,551	1,939,437	1,511,216	
	40	5,271,808	4,848,569	4,425,331	4,002,092	3,578,854	3,155,615	2,732,377	2,309,138	1,885,900	1,462,681	
	50	5,179,321	4,760,950	4,342,579	3,924,209	3,505,838	3,087,467	2,669,096	2,250,725	1,832,355	1,418,984	
	CIL Expm 0.00	60	5,086,834	4,673,331	4,259,828	3,846,325	3,432,822	3,019,319	2,605,816	2,192,313	1,778,810	1,365,307
		70	4,994,089	4,585,546	4,177,004	3,768,442	3,359,806	2,951,171	2,542,536	2,133,900	1,725,265	1,316,630
		80	4,901,116	4,497,467	4,093,817	3,690,168	3,286,519	2,882,870	2,479,221	2,075,488	1,671,720	1,267,952
		90	4,808,142	4,409,387	4,010,631	3,611,875	3,213,119	2,814,363	2,415,607	2,016,852	1,618,096	1,219,275
		100	4,715,169	4,321,307	3,927,444	3,533,582	3,139,719	2,745,857	2,351,994	1,958,132	1,564,269	1,170,407
		110	4,622,196	4,233,227	3,844,258	3,455,288	3,066,319	2,677,350	2,288,381	1,899,412	1,510,442	1,121,473
		120	4,529,122	4,145,143	3,761,071	3,376,995	2,992,919	2,608,843	2,224,767	1,840,692	1,456,816	1,072,540
		130	4,435,660	4,056,600	3,677,540	3,298,480	2,919,420	2,540,337	2,161,154	1,781,972	1,402,789	1,023,607
		140	4,342,197	3,968,057	3,593,916	3,219,775	2,845,634	2,471,493	2,097,352	1,723,211	1,348,963	974,673
		150	4,248,735	3,879,513	3,510,291	3,141,070	2,771,848	2,402,626	2,033,404	1,664,182	1,294,961	925,739
	160	4,155,273	3,790,970	3,426,667	3,062,364	2,698,062	2,333,759	1,969,456	1,605,153	1,240,851	876,548	
	170	4,061,810	3,702,426	3,343,043	2,983,659	2,624,275	2,264,892	1,905,508	1,546,125	1,186,741	827,357	
	180	3,967,902	3,613,565	3,259,228	2,904,890	2,550,489	2,196,025	1,841,560	1,487,096	1,132,631	778,167	
	190	3,873,948	3,524,556	3,175,163	2,825,771	2,476,379	2,126,987	1,777,594	1,428,067	1,078,521	728,976	
200	3,779,994	3,435,546	3,091,099	2,746,652	2,402,295	2,057,757	1,713,310	1,368,863	1,024,411	679,785		
Balance (RLV - TLV)	2,984,727											
	0	5,641,215	5,198,467	4,755,719	4,312,971	3,870,223	3,427,475	2,984,727	2,541,979	2,099,231	1,656,483	
	500	5,596,194	5,153,446	4,710,698	4,267,950	3,825,202	3,382,454	2,939,706	2,496,958	2,054,210	1,611,462	
	1,000	5,551,172	5,108,424	4,665,976	4,222,928	3,780,180	3,337,432	2,894,684	2,451,836	2,009,188	1,566,440	
	1,500	5,506,151	5,063,403	4,620,855	4,177,907	3,735,159	3,292,411	2,849,663	2,406,915	1,964,167	1,521,419	
	2,000	5,461,077	5,018,367	4,575,833	4,132,885	3,690,137	3,247,389	2,804,641	2,361,893	1,919,145	1,476,397	
	2,500	5,415,907	4,973,198	4,530,488	4,087,779	3,645,070	3,202,360	2,759,620	2,316,872	1,874,124	1,431,376	
	3,000	5,370,738	4,928,028	4,485,319	4,042,610	3,599,900	3,157,191	2,714,482	2,271,772	1,829,063	1,386,353	
	3,500	5,325,568	4,882,859	4,440,150	3,997,440	3,554,731	3,112,022	2,669,312	2,226,603	1,783,893	1,341,184	
	4,000	5,280,399	4,837,690	4,394,980	3,952,271	3,509,562	3,066,852	2,624,143	2,181,433	1,738,724	1,296,015	
	4,500	5,235,230	4,792,520	4,349,811	3,907,102	3,464,392	3,021,683	2,578,973	2,136,264	1,693,555	1,250,845	
	5,000	5,190,060	4,747,351	4,304,642	3,861,932	3,419,223	2,976,513	2,533,804	2,091,095	1,648,385	1,205,676	
	5,500	5,144,891	4,702,182	4,259,472	3,816,763	3,374,053	2,931,344	2,488,635	2,045,925	1,603,216	1,160,507	
	6,000	5,099,722	4,657,012	4,214,303	3,771,593	3,328,884	2,886,175	2,443,465	2,000,756	1,558,047	1,115,337	
	6,500	5,054,552	4,611,843	4,169,133	3,726,424	3,283,715	2,841,005	2,398,296	1,955,587	1,512,877	1,070,168	
	7,000	5,009,383	4,566,673	4,123,964	3,681,255	3,238,545	2,795,836	2,353,127	1,910,417	1,467,708	1,024,998	
	7,500	4,964,213	4,521,504	4,078,795	3,636,085	3,193,376	2,750,667	2,307,957	1,865,248	1,422,538	979,829	
	8,000	4,919,044	4,476,335	4,033,625	3,590,916	3,148,207	2,705,497	2,262,788	1,820,078	1,377,349	934,549	
	8,500	4,873,875	4,431,165	3,988,456	3,545,747	3,103,037	2,660,328	2,217,612	1,774,816	1,332,021	889,225	
	9,000	4,828,705	4,385,996	3,943,287	3,500,577	3,057,868	2,615,159	2,172,438	1,729,642	1,286,896	843,900	
	9,500	4,783,536	4,340,827	3,898,117	3,455,351	3,012,555	2,569,759	2,126,963	1,684,168	1,241,372	798,576	
10,000	4,738,367	4,295,618	3,852,822	3,410,027	2,967,231	2,524,435	2,081,639	1,638,843	1,196,047	753,252		
Balance (RLV - TLV)	2,984,727											
	14%	7,344,136	6,811,760	6,279,385	5,747,010	5,214,634	4,682,259	4,149,883	3,617,508	3,085,133	2,552,757	
	15%	7,060,316	6,542,878	6,025,441	5,508,003	4,990,566	4,473,128	3,955,691	3,438,253	2,920,816	2,403,378	
	16%	6,776,496	6,273,996	5,771,496	5,268,997	4,766,497	4,263,998	3,761,498	3,258,998	2,756,498	2,253,999	
	17.5%	6,350,765	5,870,673	5,390,580	4,910,487	4,430,394	3,950,302	3,470,209	2,990,116	2,510,024	2,029,931	
	19%	5,925,035	5,467,349	5,009,663	4,551,978	4,094,292	3,636,606	3,178,920	2,721,234	2,263,548	1,806,862	
	20%	5,641,215	5,198,467	4,755,719	4,312,971	3,870,223	3,427,475	2,984,727	2,541,979	2,099,231	1,656,483	
	21%	5,357,395	4,929,585	4,501,775	4,073,965	3,646,155	3,218,345	2,790,535	2,362,724	1,934,914	1,507,104	
	22%	5,073,575	4,660,703	4,247,831	3,834,958	3,422,086	3,009,214	2,596,342	2,183,470	1,770,597	1,357,725	
	23%	4,789,755	4,391,821	3,993,886	3,595,952	3,198,018	2,800,083	2,402,149	2,004,215	1,606,281	1,208,346	
24%	4,505,935	4,122,938	3,739,942	3,356,946	2,979,949	2,590,953	2,207,956	1,824,960	1,441,964	1,058,967		
25%	4,222,115	3,854,056	3,485,988	3,117,939	2,749,881	2,381,822	2,013,764	1,645,705	1,277,647	909,588		
Profit 20.00%	14%	7,344,136	6,811,760	6,279,385	5,747,010	5,214,634	4,682,259	4,149,883	3,617,508	3,085,133	2,552,757	
	15%	7,060,316	6,542,878	6,025,441	5,508,003	4,990,566	4,473,128	3,955,691	3,438,253	2,920,816	2,403,378	
	16%	6,776,496	6,273,996	5,771,496	5,268,997	4,766,497	4,263,998	3,761,498	3,258,998	2,756,498	2,253,999	
	17.5%	6,350,765	5,870,673	5,390,580	4,910,487	4,430,394	3,950,302	3,470,209	2,990,116	2,510,024	2,029,931	
	19%	5,925,035	5,467,349	5,009,663	4,551,978	4,094,292	3,636,606	3,178,920	2,721,234	2,263,548	1,806,862	
	20%	5,641,215	5,198,467	4,755,719	4,312,971	3,870,223	3,427,475	2,984,727	2,541,979	2,099,231	1,656,483	
	21%	5,357,395	4,929,585	4,501,775	4,073,965	3,646,155	3,218,345	2,790,535	2,362,724	1,934,914	1,507,104	

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HV
100 No. Units at Higher Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	2,984,727										
	100,000	8,161,635	7,718,887	7,276,139	6,833,391	6,390,643	5,947,895	5,505,147	5,062,399	4,619,651	4,176,903
	150,000	7,749,802	7,307,054	6,864,306	6,421,558	5,978,810	5,536,062	5,093,314	4,650,566	4,207,818	3,765,070
TLV (per acre)	200,000	7,337,968	6,895,220	6,452,472	6,009,724	5,566,977	5,124,229	4,681,481	4,238,733	3,795,985	3,353,237
406,000	250,000	6,926,135	6,483,387	6,040,639	5,597,891	5,155,143	4,712,395	4,269,647	3,826,899	3,384,151	2,941,403
	300,000	6,514,302	6,071,554	5,628,806	5,186,058	4,743,310	4,300,562	3,857,814	3,415,066	2,972,318	2,529,570
	350,000	6,102,468	5,659,720	5,216,972	4,774,224	4,331,477	3,888,729	3,445,981	3,003,233	2,560,485	2,117,737
	400,000	5,690,635	5,247,887	4,805,139	4,362,391	3,919,643	3,476,895	3,034,147	2,591,399	2,148,651	1,705,903
	450,000	5,278,802	4,835,054	4,393,306	3,950,558	3,507,810	3,065,062	2,622,314	2,179,566	1,736,818	1,294,070
	500,000	4,866,968	4,424,220	3,981,472	3,538,724	3,095,977	2,653,229	2,210,481	1,767,733	1,324,985	882,237
	550,000	4,455,135	4,012,387	3,569,639	3,126,891	2,684,143	2,241,395	1,798,647	1,355,899	913,151	470,403
		AH - % on site 35%									
Balance (RLV - TLV)	2,984,727										
	5	(11,079,218)	(11,521,966)	(11,964,714)	(12,407,462)	(12,850,210)	(13,292,958)	(13,735,706)	#####	#####	#####
	10	(11,046,358)	(1,489,706)	(1,932,454)	(2,375,202)	(2,817,950)	(3,260,698)	(3,703,446)	#####	#####	(5,031,690)
Density (dph)	15	2,297,128	1,854,380	1,411,632	968,884	526,137	83,389	(359,359)	(802,107)	#####	(1,687,603)
	20	3,969,172	3,526,424	3,083,676	2,640,928	2,198,180	1,755,432	1,312,684	869,936	427,188	(15,560)
	25	4,972,398	4,529,650	4,086,902	3,644,154	3,201,406	2,758,658	2,315,910	1,873,162	1,430,414	987,666
	30	5,641,215	5,198,467	4,755,719	4,312,971	3,870,223	3,427,475	2,984,727	2,541,979	2,099,231	1,656,483
	35	6,118,942	5,676,194	5,233,446	4,790,698	4,347,950	3,905,202	3,462,454	3,019,706	2,576,958	2,134,210
	40	6,477,237	6,034,489	5,591,741	5,148,993	4,706,245	4,263,497	3,820,749	3,378,001	2,935,253	2,492,505
	45	6,755,911	6,313,163	5,870,415	5,427,667	4,984,919	4,542,171	4,099,423	3,656,675	3,213,927	2,771,179
	50	6,978,850	6,536,102	6,093,354	5,650,606	5,207,858	4,765,110	4,322,362	3,879,614	3,436,866	2,994,118
	55	7,161,254	6,718,507	6,275,759	5,833,011	5,390,263	4,947,515	4,504,767	4,062,019	3,619,271	3,176,523
		AH - % on site 35%									
Balance (RLV - TLV)	2,984,727										
	40%	5,622,577	5,179,829	4,737,081	4,294,333	3,851,585	3,408,838	2,966,090	2,523,342	2,080,594	1,637,846
	45%	5,619,915	5,177,167	4,734,419	4,291,671	3,848,923	3,406,175	2,963,427	2,520,679	2,077,931	1,635,183
% Cat M4(2)	50%	5,617,252	5,174,504	4,731,756	4,289,008	3,846,260	3,403,512	2,960,764	2,518,017	2,075,269	1,632,521
5%	55%	5,614,590	5,171,842	4,729,094	4,286,346	3,843,598	3,400,850	2,958,102	2,515,354	2,072,606	1,629,858
	60%	5,611,927	5,169,179	4,726,431	4,283,683	3,840,935	3,398,187	2,955,439	2,512,691	2,069,943	1,627,195
	65%	5,609,265	5,166,517	4,723,769	4,281,021	3,838,273	3,395,525	2,952,777	2,510,029	2,067,281	1,624,533
	70%	5,606,602	5,163,854	4,721,106	4,278,358	3,835,610	3,392,862	2,950,114	2,507,366	2,064,618	1,621,870
	75%	5,603,940	5,161,192	4,718,444	4,275,696	3,832,948	3,390,200	2,947,452	2,504,704	2,061,956	1,619,208
	80%	5,601,277	5,158,529	4,715,781	4,273,033	3,830,285	3,387,537	2,944,789	2,502,041	2,059,293	1,616,545

Appendix 5

Scheme Ref: HV
 Title: 200 No. Units at Higher Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		50%			
	Shared Ownership:		30%			
	Starter Homes:		20%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	13.0	55.0%	38.5	28%	51.5
3 bed House	52.0%	67.6	12.0%	8.4	38%	76.0
4 bed House	30.0%	39.0	0.0%	0.0	20%	39.0
5 bed House	8.0%	10.4	0.0%	0.0	5%	10.4
1 bed Flat	0.0%	0.0	33.0%	23.1	12%	23.1
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	130.0	100.0%	70.0	100%	200.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	975	10,495	2,695	29,009	3,670	39,504
3 bed House	5,746	61,849	706	7,595	6,452	69,444
4 bed House	4,680	50,375	0	0	4,680	50,375
5 bed House	1,560	16,792	0	0	1,560	16,792
1 bed Flat	0	0	1,283	13,814	1,283	13,814
2 bed Flat	0	0	0	0	0	0
	12,961	139,511	4,684	50,417	17,645	189,928
	AH % by floor area:		26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	235,000	4,052	376		0	
2 bed House	270,000	3,600	334		13,905,000	
3 bed House	320,000	3,765	350		24,320,000	
4 bed House	380,000	3,167	294		14,820,000	
5 bed House	450,000	3,000	279		4,680,000	
1 bed Flat	235,000	4,700	437		5,428,500	
2 bed Flat	255,000	4,180	388		0	
					63,153,500	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	28%	120,250	2,073	51%
2 bed House	72,000	1,029	27%	149,500	2,136	55%
3 bed House	90,000	1,071	28%	175,500	2,089	55%
4 bed House	107,000	1,103	28%	227,500	2,345	60%
5 bed House	120,000	1,091	27%	266,500	2,423	59%
1 bed Flat	68,000	1,320	28%	120,250	2,405	51%
2 bed Flat	72,000	1,180	28%	146,250	2,398	57%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	188,000	3,241	80%			
2 bed House	216,000	3,086	80%			
3 bed House	250,000	2,976	78%			
4 bed House	304,000	3,134	80%			
5 bed House	360,000	3,273	80%			
1 bed Flat	188,000	3,760	80%			
2 bed Flat	204,000	3,344	80%			

Appendix 5

Scheme Ref: HV
 Title: 200 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	235,000	-
2 bed House	13.0	@	270,000	3,510,000
3 bed House	67.6	@	320,000	21,632,000
4 bed House	39.0	@	380,000	14,820,000
5 bed House	10.4	@	450,000	4,680,000
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	130.0			44,642,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	19.3	@	72,000	1,386,000
3 bed House	4.2	@	90,000	378,000
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	11.6	@	66,000	762,300
2 bed Flat	0.0	@	72,000	-
	35.0			2,526,300
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	11.6	@	149,500	1,726,725
3 bed House	2.5	@	175,500	442,260
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	6.9	@	120,250	833,333
2 bed Flat	0.0	@	146,250	-
	21.0			3,002,318
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	7.7	@	215,000	1,663,200
3 bed House	1.7	@	250,000	420,000
4 bed House	0.0	@	304,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	4.6	@	188,000	868,560
2 bed Flat	0.0	@	204,000	-
	14.0			2,951,760
Sub-total GDV Residential				
	200.0			53,122,378
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	
	568 £ per (total GIA sqm)		50,156 £ per unit (total units)	10,031,123
Grant	200	@	0	-
Total GDV				53,122,378

Appendix 5

Scheme Ref: HV
 Title: 200 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(110,000)
Statutory Planning Fees (Residential)				(36,299)
CIL	12,961 sqm	0.00 £ psm		-
	0.00% of GDV	0 £ per unit (total units)		-
CIL analysis:				
Site Specific S106 Contributions				-
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	200 units @	0 per unit		-
	0.00% of GDV	0 £ per unit (total units)		-
S106 analysis:				
AH Commuted Sum	17,645 sqm (total)	0 £ psm		-
	0.00% of GDV			-
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	16.47 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	16.47 acres @	0 per acre		-
	0.00% of GDV	0 £ per unit (total units)		-
Infra. Costs analysis:				
1 bed House	-	1,149 psm		-
2 bed House	3,670 sqm @	1,149 psm		(4,216,830)
3 bed House	6,452 sqm @	1,149 psm		(7,412,888)
4 bed House	4,680 sqm @	1,149 psm		(5,377,320)
5 bed House	1,560 sqm @	1,149 psm		(1,792,440)
1 bed Flat	1,283 sqm @	1,339 psm		(1,718,383)
2 bed Flat	17,645 sqm @	1,339 psm		-
External works	20,517,862 @	15.0%		(3,077,679)
		15,369 £ per unit		
M4(2) Category 2 Housing	5% of All units	200 units @	521 £ per dwelling	(5,210)
M4(3) Category 3 Housing	0% of All units	200 units @	10,307 £ per dwelling	-
Water efficiency		200 units @	9 £ per dwelling	(1,800)
Contingency	23,602,551 @	5.0%		(1,180,128)
Professional Fees	23,602,551 @	10.0%		(2,360,255)
Disposal Costs -				
Marketing and Promotion	44,642,000 OMS @	1.50%		(669,630)
Residential Sales Agent Costs	44,642,000 OMS @	1.50%		(669,630)
Residential Sales Legal Costs	44,642,000 OMS @	0.50%		(223,210)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(199,096)
Developers Profit -				
Margin on AH	8,480,378	6.00% on AH values		(508,823)
Profit on GDV	44,642,000	20.00%		(8,928,400)
	29,050,798	30.73% on costs	(8,928,400)	
	53,122,378	17.77% blended	(9,437,223)	
TOTAL COSTS				(38,468,021)

Appendix 5

Scheme Ref: HV
 Title: 200 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				14,634,357
SDLT	14,634,357 @		5.0% (slabbed)	(721,218)
Acquisition Agent fees	14,634,357 @		1.0%	(146,344)
Acquisition Legal fees	14,634,357 @		0.5%	(73,172)
Interest on Land	14,634,357 @		6.5%	(951,233)
Residual Land Value				12,742,390
RLV analysis:	63,712 £ per plot	1,911,359 £ per ha	773,516 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		6.67 ha	16.47 acres	
Density analysis:		2,647 sqm/ha	11,529 sqft/ac	
Threshold Land Value	33,441 £ per plot	1,003,226 £ per ha	406,000 £ per acre	6,688,173

BALANCE				
Surplus/(Deficit)		908,133 £ per ha	367,516 £ per acre	6,054,217

Appendix 5

Scheme Ref: HV
 Title: 200 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	6,054,217											
	0	11,391,211	10,501,712	9,612,213	8,722,714	7,833,215	6,943,716	6,054,217	5,164,718	4,275,219	3,385,720	
	10	11,207,105	10,327,391	9,447,577	8,567,762	7,687,948	6,808,133	5,928,319	5,048,504	4,168,690	3,288,875	
	20	11,022,132	10,152,157	9,282,183	8,412,208	7,542,234	6,672,260	5,802,285	4,932,290	4,062,160	3,192,000	
	30	10,837,159	9,976,920	9,116,681	8,256,442	7,396,202	6,535,963	5,675,724	4,815,485	3,955,246	3,095,007	
	40	10,652,185	9,801,682	8,951,178	8,100,675	7,250,171	6,399,667	5,549,164	4,698,660	3,848,157	2,997,653	
	50	10,467,131	9,626,444	8,785,676	7,944,908	7,104,139	6,253,371	5,422,603	4,581,835	3,741,667	2,900,299	
	CIL Espm 0.00	60	10,281,185	9,450,325	8,619,466	7,788,606	6,957,747	6,126,887	5,296,028	4,465,010	3,633,977	2,802,944
		70	10,095,238	9,274,165	8,453,092	7,632,020	6,810,947	5,989,874	5,168,801	4,347,728	3,526,655	2,705,582
		80	9,909,292	9,098,005	8,286,719	7,475,433	6,664,147	5,852,861	5,041,574	4,230,288	3,419,002	2,607,716
		90	9,723,264	8,921,846	8,120,346	7,318,847	6,517,347	5,715,847	4,914,348	4,112,848	3,311,349	2,509,849
		100	9,536,339	8,744,818	7,953,297	7,161,776	6,370,255	5,578,734	4,787,121	3,995,408	3,203,696	2,411,983
		110	9,349,414	8,567,731	7,786,049	7,004,366	6,222,683	5,441,000	4,659,317	3,877,635	3,095,952	2,314,116
		120	9,162,489	8,390,645	7,618,800	6,846,955	6,075,111	5,303,266	4,531,421	3,759,577	2,987,732	2,215,988
		130	8,975,462	8,213,558	7,451,551	6,689,545	5,927,538	5,165,532	4,403,525	3,641,519	2,879,513	2,117,506
		140	8,787,554	8,035,597	7,283,641	6,531,685	5,779,728	5,027,722	4,275,629	3,523,461	2,771,293	2,019,125
		150	8,599,645	7,857,579	7,115,512	6,373,446	5,631,379	4,889,313	4,147,246	3,405,180	2,663,073	1,920,743
	160	8,411,737	7,679,560	6,947,384	6,215,207	5,483,031	4,750,854	4,018,677	3,286,501	2,554,324	1,822,148	
	170	8,223,685	7,501,542	6,779,255	6,056,968	5,334,882	4,612,395	3,890,108	3,167,822	2,445,535	1,723,248	
	180	8,034,788	7,322,624	6,610,460	5,898,296	5,186,133	4,473,936	3,761,539	3,049,143	2,336,746	1,624,349	
	190	7,845,890	7,143,669	6,441,447	5,739,225	5,037,003	4,334,782	3,632,560	2,930,338	2,227,957	1,525,490	
200	7,656,993	6,964,713	6,272,434	5,580,154	4,887,874	4,195,594	3,503,314	2,811,035	2,118,755	1,426,475		
Site Specific S106 0	6,054,217											
	0	11,391,211	10,501,712	9,612,213	8,722,714	7,833,215	6,943,716	6,054,217	5,164,718	4,275,219	3,385,720	
	500	11,301,829	10,412,330	9,522,831	8,633,332	7,743,833	6,854,334	5,964,835	5,075,336	4,185,837	3,296,338	
	1,000	11,212,448	10,322,949	9,433,450	8,543,951	7,654,452	6,764,953	5,875,454	4,985,955	4,096,456	3,206,957	
	1,500	11,123,067	10,233,568	9,344,069	8,454,570	7,565,071	6,675,572	5,786,073	4,896,574	4,007,075	3,117,576	
	2,000	11,033,627	10,144,181	9,254,687	8,365,188	7,475,689	6,586,190	5,696,691	4,807,192	3,917,693	3,028,194	
	2,500	10,944,014	10,054,568	9,165,123	8,275,678	7,386,232	6,496,787	5,607,310	4,717,811	3,828,312	2,938,813	
	3,000	10,854,401	9,964,955	9,075,510	8,186,065	7,296,619	6,407,174	5,517,729	4,628,283	3,738,838	2,849,393	
	3,500	10,764,788	9,875,342	8,985,897	8,096,452	7,207,006	6,317,561	5,428,116	4,538,671	3,649,225	2,759,780	
	4,000	10,675,175	9,785,729	8,896,284	8,006,839	7,117,394	6,227,948	5,338,503	4,449,058	3,559,612	2,670,167	
	4,500	10,585,562	9,696,117	8,806,671	7,917,226	7,027,781	6,138,335	5,248,890	4,359,445	3,469,999	2,580,554	
	5,000	10,495,949	9,606,504	8,717,058	7,827,613	6,938,168	6,048,722	5,159,277	4,269,832	3,380,386	2,490,941	
	5,500	10,406,336	9,516,891	8,627,445	7,738,000	6,848,555	5,959,109	5,069,664	4,180,219	3,290,773	2,401,328	
	6,000	10,316,723	9,427,278	8,537,832	7,648,387	6,758,942	5,869,496	4,980,051	4,090,606	3,201,160	2,311,715	
	6,500	10,227,110	9,337,665	8,448,219	7,558,774	6,669,329	5,779,883	4,890,438	4,000,993	3,111,548	2,222,102	
	7,000	10,137,497	9,248,052	8,358,607	7,469,161	6,579,716	5,690,271	4,800,825	3,911,380	3,021,935	2,132,489	
	7,500	10,047,884	9,158,439	8,268,994	7,379,548	6,490,103	5,600,658	4,711,212	3,821,767	2,932,322	2,042,815	
	8,000	9,958,271	9,068,826	8,179,381	7,289,935	6,400,490	5,511,045	4,621,599	3,732,118	2,842,539	1,952,959	
	8,500	9,868,658	8,979,213	8,089,768	7,200,322	6,310,877	5,421,422	4,531,842	3,642,263	2,752,683	1,863,104	
	9,000	9,779,045	8,889,600	8,000,155	7,110,709	6,221,146	5,331,566	4,441,987	3,552,407	2,662,828	1,773,248	
	9,500	9,689,432	8,799,987	7,910,449	7,020,870	6,131,290	5,241,711	4,352,131	3,462,552	2,572,972	1,683,393	
10,000	9,599,752	8,710,173	7,820,594	6,931,014	6,041,435	5,151,855	4,262,276	3,372,696	2,483,117	1,593,537		
Profit 20.00%	6,054,217											
	14%	14,797,052	13,726,298	12,659,545	11,590,791	10,522,037	9,453,283	8,384,529	7,315,776	6,247,022	5,178,268	
	15%	14,229,412	13,190,334	12,151,656	11,112,779	10,073,900	9,035,022	7,996,144	6,957,266	5,918,388	4,879,510	
	16%	13,661,772	12,652,770	11,643,767	10,634,765	9,625,763	8,616,761	7,607,759	6,598,756	5,589,754	4,580,752	
	17.5%	12,810,311	11,846,123	10,881,934	9,917,746	8,953,557	7,989,369	7,025,180	6,060,992	5,096,803	4,132,615	
	19%	11,958,851	11,039,476	10,120,102	9,200,727	8,281,352	7,361,977	6,442,602	5,523,228	4,603,853	3,684,478	
	20%	11,391,211	10,501,712	9,612,213	8,722,714	7,833,215	6,943,716	6,054,217	5,164,718	4,275,219	3,385,720	
	21%	10,823,571	9,963,948	9,104,324	8,244,701	7,385,078	6,525,455	5,665,832	4,806,208	3,946,585	3,086,962	
	22%	10,255,931	9,426,183	8,596,436	7,766,688	6,936,941	6,107,194	5,277,446	4,447,699	3,617,951	2,788,204	
	23%	9,688,290	8,888,419	8,088,547	7,288,676	6,488,804	5,688,932	4,889,061	4,089,189	3,289,318	2,489,446	
24%	9,120,650	8,350,654	7,580,659	6,810,663	6,040,667	5,270,671	4,500,675	3,730,680	2,960,684	2,190,688		
25%	8,553,010	7,812,890	7,072,770	6,332,650	5,592,530	4,852,410	4,112,290	3,372,170	2,632,050	1,891,930		

Appendix 5

Scheme Ref:
Title:
Notes:
F9 update

HV
200 No. Units at Higher Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	6,054,217										
	100,000	16,432,051	15,542,552	14,653,053	13,763,554	12,874,055	11,984,556	11,095,057	10,205,558	9,316,059	8,426,560
	150,000	15,608,384	14,718,885	13,829,386	12,939,887	12,050,388	11,160,889	10,271,390	9,381,891	8,492,392	7,602,893
	200,000	14,784,718	13,895,219	13,005,720	12,116,221	11,226,722	10,337,223	9,447,724	8,558,225	7,668,726	6,779,227
	250,000	13,961,051	13,071,552	12,182,053	11,292,554	10,403,055	9,513,556	8,624,057	7,734,558	6,845,059	5,955,560
	300,000	13,137,384	12,247,885	11,358,386	10,468,887	9,579,388	8,689,889	7,800,390	6,910,891	6,021,392	5,131,893
	350,000	12,313,718	11,424,219	10,534,720	9,645,221	8,755,722	7,866,223	6,976,724	6,087,225	5,197,726	4,308,227
	400,000	11,490,051	10,600,552	9,711,053	8,821,554	7,932,055	7,042,556	6,153,057	5,263,558	4,374,059	3,484,560
	450,000	10,666,384	9,776,885	8,887,386	7,997,887	7,108,388	6,218,889	5,329,390	4,439,891	3,550,392	2,660,893
	500,000	9,842,718	8,953,219	8,063,720	7,174,221	6,284,722	5,395,223	4,505,724	3,616,225	2,726,726	1,837,227
550,000	9,019,051	8,129,552	7,240,053	6,350,554	5,461,055	4,571,556	3,682,057	2,792,558	1,903,059	1,013,560	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	6,054,217										
	5	(22,049,656)	(22,939,155)	(23,828,654)	(24,718,153)	(25,607,652)	(26,497,151)	(27,386,650)	(28,276,149)	(29,165,648)	(30,055,147)
	10	(1,985,136)	(2,874,635)	(3,764,134)	(4,653,633)	(5,543,132)	(6,432,631)	(7,322,130)	(8,211,629)	(9,101,128)	(9,990,627)
	15	4,703,038	3,813,539	2,924,040	2,034,541	1,145,042	255,543	(833,956)	(1,523,455)	(2,412,954)	(3,302,453)
	20	8,047,124	7,157,625	6,268,126	5,378,627	4,489,128	3,599,629	2,710,130	1,820,631	931,132	41,633
	25	10,053,576	9,164,077	8,274,578	7,385,079	6,495,580	5,606,081	4,716,582	3,827,083	2,937,584	2,048,085
	30	11,391,211	10,501,712	9,612,213	8,722,714	7,833,215	6,943,716	6,054,217	5,164,718	4,275,219	3,385,720
	35	12,346,664	11,457,165	10,567,666	9,678,167	8,788,668	7,899,169	7,009,670	6,120,171	5,230,672	4,341,173
	40	13,063,254	12,173,755	11,284,256	10,394,757	9,505,258	8,615,759	7,726,260	6,836,761	5,947,262	5,057,763
	45	13,620,602	12,731,103	11,841,604	10,952,105	10,062,606	9,173,107	8,283,608	7,394,109	6,504,610	5,615,111
50	14,066,480	13,176,981	12,287,482	11,397,983	10,508,484	9,618,985	8,729,486	7,839,987	6,950,488	6,060,989	
55	14,431,290	13,541,791	12,652,292	11,762,793	10,873,294	9,983,795	9,094,296	8,204,797	7,315,298	6,425,799	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	6,054,217										
	40%	11,354,132	10,464,633	9,575,134	8,685,635	7,796,136	6,906,637	6,017,138	5,127,639	4,238,140	3,348,641
	45%	11,348,835	10,459,336	9,569,837	8,680,338	7,790,839	6,901,340	6,011,841	5,122,342	4,232,843	3,343,344
	50%	11,343,538	10,454,039	9,564,540	8,675,041	7,785,542	6,896,043	6,006,544	5,117,045	4,227,546	3,338,047
	55%	11,338,242	10,448,743	9,559,244	8,669,745	7,780,246	6,890,747	6,001,248	5,111,749	4,222,250	3,332,751
	60%	11,332,945	10,443,446	9,553,947	8,664,448	7,774,949	6,885,450	5,995,951	5,106,452	4,216,953	3,327,454
	65%	11,327,648	10,438,149	9,548,650	8,659,151	7,769,652	6,880,153	5,990,654	5,101,155	4,211,656	3,322,157
	70%	11,322,351	10,432,852	9,543,353	8,653,854	7,764,355	6,874,856	5,985,357	5,095,858	4,206,359	3,316,860
% Cat M4(2)	5%	11,317,054	10,427,555	9,538,056	8,648,557	7,759,058	6,869,559	5,980,060	5,090,561	4,201,062	3,311,563
	80%	11,311,757	10,422,258	9,532,759	8,643,260	7,753,761	6,864,262	5,974,763	5,085,264	4,195,765	3,306,266

Appendix 6 - Varying Affordable Housing Tenure Viability Results

Appendix 6

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield

PS update

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			1 Units						
AH Policy requirement (% Target)			0%						
AH tenure split %	Affordable Rent:		70%						
	Shared Ownership:		15%						
	Starter Homes:		15%						
Open Market Sale (OMS) housing			100%						
CIL Rate (£ psm)			100%						
			0.00		£ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed House	100.0%	1.0	0.0%	0.0	100%	1.0			
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100%	1.0	0.0%	0.0	100%	1.0			
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624	100.0%		58.0	624			
2 bed House	75.0	807	100.0%		75.0	807			
3 bed House	85.0	915	100.0%		85.0	915			
4 bed House	110.0	1,184	100.0%		110.0	1,184			
5 bed House	135.0	1,453	100.0%		135.0	1,453			
1 bed Flat	50.0	538	90.0%		55.6	598			
2 bed Flat	61.0	657	90.0%		67.8	730			
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624	100.0%		58.0	624			
2 bed House	70.0	753	100.0%		70.0	753			
3 bed House	84.0	904	100.0%		84.0	904			
4 bed House	97.0	1,044	100.0%		97.0	1,044			
5 bed House	110.0	1,184	100.0%		110.0	1,184			
1 bed Flat	50.0	538	90.0%		55.6	598			
2 bed Flat	61.0	657	90.0%		67.8	730			
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	0	0	0	0	0	0			
2 bed House	75	807	0	0	75	807			
3 bed House	0	0	0	0	0	0			
4 bed House	0	0	0	0	0	0			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	0	0	0	0			
2 bed Flat	0	0	0	0	0	0			
AH % by floor area:	75	807	0.00%	AH % by floor area due to mix	75	807			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)				
1 bed House	140,000	2,414	224		0				
2 bed House	160,000	2,133	198		160,000				
3 bed House	200,000	2,353	219		0				
4 bed House	250,000	2,273	211		0				
5 bed House	270,000	2,000	186		0				
1 bed Flat	130,000	2,600	242		0				
2 bed Flat	145,000	2,377	221		0				
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV			
1 bed House	66,000	1,138	47%	81,000	1,569	65%			
2 bed House	72,000	1,029	45%	104,000	1,486	65%			
3 bed House	90,000	1,071	45%	130,000	1,548	65%			
4 bed House	107,000	1,103	43%	162,500	1,675	65%			
5 bed House	120,000	1,091	44%	175,500	1,595	65%			
1 bed Flat	66,000	1,320	51%	84,500	1,690	65%			
2 bed Flat	72,000	1,180	50%	94,250	1,545	65%			
Affordable Housing values (£) -	SH £	Epsm	% of MV						
1 bed House	112,000	1,931	80%						
2 bed House	128,000	1,829	80%						
3 bed House	160,000	1,905	80%						
4 bed House	200,000	2,062	80%						
5 bed House	216,000	1,964	80%						
1 bed Flat	104,000	2,080	80%						
2 bed Flat	116,000	1,902	80%						

Appendix 6

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield
 PS update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
		(part houses due to % mix)		
1 bed House	0.0	@	140,000	-
2 bed House	1.0	@	160,000	160,000
3 bed House	0.0	@	200,000	-
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	1.0			160,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	0.0	@	104,000	-
3 bed House	0.0	@	130,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	0.0	@	84,500	-
2 bed Flat	0.0	@	94,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	128,000	-
3 bed House	0.0	@	160,000	-
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	0.0	@	104,000	-
2 bed Flat	0.0	@	116,000	-
	0.0			-
Sub-total GDV Residential	1.0			160,000
<i>AH on-site cost analysis:</i>				
		0 £ psm (total GIA sqm)		EMV less £GDV
				0 £ per unit (total units)
Grant	1	@	0	-
Total GDV				160,000

Appendix 6

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield
 P9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				
Statutory Planning Fees (Residential)				
CIL		75 sqm	0.00 £ psm	(385)
		0.00% % of GDV	0 £ per unit (total units)	-
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0	0 per unit	-
		1 units @		-
S106 analysis:				
AH Commuted Sum		0.00% % of GDV	0 £ per unit (total units)	-
		75 sqm (total)	0 £ psm	-
		0.00% % of GDV		-
Construction Costs -				
Site Clearance and Demolition				
		0.06 acres @	110,000 £ per acre (if brownfield)	(6,795)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0		-
		0.06 acres @		-
		0.00% % of GDV	0 £ per unit (total units)	-
Infra. Costs analysis:				
1 bed House		- sqm @	1,149 psm	-
2 bed House		75 sqm @	1,149 psm	(86,175)
3 bed House		- sqm @	1,149 psm	-
4 bed House		- sqm @	1,149 psm	-
5 bed House		- sqm @	1,149 psm	-
1 bed Flat		- sqm @	1,338 psm	-
2 bed Flat		75 sqm @	1,338 psm	-
External works		86,175 @	15.0% 12,926 £ per unit	(12,926)
M4(2) Category 2 Housing		0% of All units	1 units @ 521 £ per dwelling	-
M4(3) Category 3 Housing		0% of All units	1 units @ 10,307 £ per dwelling	-
Water efficiency			1 units @ 9 £ per dwelling	(9)
Contingency		105,906 @	5.0%	(5,295)
Professional Fees		105,906 @	10.0%	(10,591)
Disposal Costs -				
Marketing and Promotion		160,000 OMS @	1.50%	(2,400)
Residential Sales Agent Costs		160,000 OMS @	1.50%	(2,400)
Residential Sales Legal Costs		160,000 OMS @	0.50%	(800)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(3,393)
Developers Profit -				
Margin on AH		0	6.00% on AH values	-
Profit on GDV		160,000	20.00%	(32,000)
		131,169	24.40% on costs	(32,000)
		160,000	20.00% blended	(32,000)
TOTAL COSTS				(163,169)

Appendix 6

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield
 P3 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(3,169)
SDLT	- @		5.0% (slabbed)	10,500
Acquisition Agent fees	- @		1.0%	-
Acquisition Legal fees	- @		0.5%	-
Interest on Land	- @		6.5%	-
Residual Land Value				7,331
RLV analysis: 7,331 £ per plot 293,232 £ per ha 118,669 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		40.0 dph		
Site Area (Res)		0.03 ha	0.06 acres	
Density analysis: 3,000 sqm/ha 13,068 sqft/ac				
Threshold Land Value	6,795 £ per plot	271,810 £ per ha	110,000 £ per acre	6,795

BALANCE				
Surplus/(Deficit)		21,422 £ per ha	8,669 £ per acre	536

Appendix 6

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield
 PS update

SENSITIVITY ANALYSIS		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	536	536	(19)	(297)	(574)	(852)	(1,129)	(1,407)	(1,684)	(1,962)	(2,239)	
	0	(267)	(742)	(979)	(1,217)	(1,454)	(1,691)	(1,929)	(2,166)	(2,403)	(2,641)	
	10	(1,070)	(1,465)	(1,662)	(1,859)	(2,056)	(2,253)	(2,451)	(2,648)	(2,845)	(3,042)	
	20	(1,873)	(2,187)	(2,344)	(2,501)	(2,659)	(2,816)	(2,973)	(3,130)	(3,287)	(3,444)	
	30	(2,676)	(2,910)	(3,027)	(3,144)	(3,261)	(3,378)	(3,495)	(3,611)	(3,728)	(3,845)	
	40	(3,479)	(3,633)	(3,709)	(3,786)	(3,863)	(3,940)	(4,016)	(4,093)	(4,170)	(4,247)	
	50	(4,282)	(4,355)	(4,392)	(4,429)	(4,465)	(4,502)	(4,538)	(4,575)	(4,612)	(4,648)	
	60	(5,085)	(5,078)	(5,074)	(5,071)	(5,067)	(5,064)	(5,060)	(5,057)	(5,053)	(5,050)	
	70	(5,888)	(5,801)	(5,757)	(5,713)	(5,670)	(5,626)	(5,582)	(5,539)	(5,495)	(5,451)	
	80	(6,691)	(6,523)	(6,439)	(6,356)	(6,272)	(6,188)	(6,104)	(6,020)	(5,936)	(5,853)	
	90	(7,494)	(7,246)	(7,122)	(6,998)	(6,874)	(6,750)	(6,626)	(6,502)	(6,378)	(6,254)	
	100	(8,297)	(7,969)	(7,805)	(7,640)	(7,476)	(7,312)	(7,148)	(6,984)	(6,820)	(6,656)	
	110	(9,100)	(8,691)	(8,487)	(8,283)	(8,078)	(7,874)	(7,670)	(7,466)	(7,261)	(7,057)	
	120	(9,903)	(9,414)	(9,170)	(8,925)	(8,681)	(8,436)	(8,192)	(7,947)	(7,703)	(7,458)	
	130	(10,706)	(10,137)	(9,852)	(9,567)	(9,283)	(8,998)	(8,714)	(8,429)	(8,145)	(7,860)	
	140	(11,509)	(10,859)	(10,535)	(10,210)	(9,885)	(9,560)	(9,236)	(8,911)	(8,586)	(8,261)	
	150	(12,312)	(11,582)	(11,217)	(10,852)	(10,487)	(10,122)	(9,757)	(9,393)	(9,028)	(8,663)	
	160	(13,115)	(12,305)	(11,900)	(11,495)	(11,090)	(10,684)	(10,279)	(9,874)	(9,469)	(9,064)	
	170	(13,918)	(13,027)	(12,582)	(12,137)	(11,692)	(11,247)	(10,801)	(10,356)	(9,911)	(9,466)	
	180	(14,721)	(13,750)	(13,265)	(12,779)	(12,294)	(11,809)	(11,323)	(10,838)	(10,353)	(9,867)	
190	(15,524)	(14,473)	(13,947)	(13,422)	(12,896)	(12,371)	(11,845)	(11,320)	(10,794)	(10,269)		
200												
Balance (RLV - TLV)		536	0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
0		536	(19)	(297)	(574)	(852)	(1,129)	(1,407)	(1,684)	(1,962)	(2,239)	
500		15	(540)	(817)	(1,095)	(1,372)	(1,650)	(1,927)	(2,204)	(2,482)	(2,759)	
1,000		(505)	(1,060)	(1,337)	(1,615)	(1,892)	(2,170)	(2,447)	(2,725)	(3,002)	(3,280)	
1,500		(1,025)	(1,580)	(1,857)	(2,135)	(2,412)	(2,690)	(2,967)	(3,245)	(3,522)	(3,800)	
2,000		(1,545)	(2,100)	(2,378)	(2,655)	(2,933)	(3,210)	(3,487)	(3,765)	(4,042)	(4,320)	
2,500		(2,065)	(2,620)	(2,898)	(3,175)	(3,453)	(3,730)	(4,008)	(4,285)	(4,563)	(4,840)	
3,000		(2,585)	(3,140)	(3,418)	(3,695)	(3,973)	(4,250)	(4,528)	(4,805)	(5,083)	(5,360)	
3,500		(3,105)	(3,661)	(3,938)	(4,215)	(4,493)	(4,770)	(5,048)	(5,325)	(5,603)	(5,880)	
4,000		(3,625)	(4,181)	(4,458)	(4,736)	(5,013)	(5,291)	(5,568)	(5,846)	(6,123)	(6,401)	
4,500		(4,146)	(4,701)	(4,978)	(5,256)	(5,533)	(5,811)	(6,088)	(6,366)	(6,643)	(6,921)	
5,000		(4,666)	(5,221)	(5,498)	(5,776)	(6,053)	(6,331)	(6,608)	(6,886)	(7,163)	(7,441)	
5,500		(5,186)	(5,741)	(6,019)	(6,296)	(6,574)	(6,851)	(7,129)	(7,406)	(7,684)	(7,961)	
6,000		(5,706)	(6,261)	(6,539)	(6,816)	(7,094)	(7,371)	(7,649)	(7,926)	(8,204)	(8,481)	
6,500		(6,226)	(6,781)	(7,059)	(7,336)	(7,614)	(7,891)	(8,169)	(8,446)	(8,724)	(9,001)	
7,000		(6,747)	(7,302)	(7,579)	(7,857)	(8,134)	(8,412)	(8,689)	(8,967)	(9,244)	(9,522)	
7,500		(7,267)	(7,822)	(8,099)	(8,377)	(8,654)	(8,932)	(9,209)	(9,487)	(9,764)	(10,042)	
8,000		(7,787)	(8,342)	(8,619)	(8,897)	(9,174)	(9,452)	(9,729)	(10,007)	(10,284)	(10,562)	
8,500		(8,307)	(8,862)	(9,140)	(9,417)	(9,695)	(9,972)	(10,250)	(10,527)	(10,804)	(11,082)	
9,000		(8,827)	(9,382)	(9,660)	(9,937)	(10,215)	(10,492)	(10,770)	(11,047)	(11,325)	(11,602)	
9,500		(9,347)	(9,902)	(10,180)	(10,457)	(10,735)	(11,012)	(11,290)	(11,567)	(11,845)	(12,122)	
10,000		(9,868)	(10,423)	(10,700)	(10,978)	(11,255)	(11,533)	(11,810)	(12,087)	(12,365)	(14,509)	
Site Specific S106												
0												
Balance (RLV - TLV)		536	0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
14%		9,300	7,982	7,323	6,664	6,004	5,345	4,686	4,027	3,318	2,561	
15%		7,908	6,729	6,139	5,550	4,960	4,371	3,782	3,116	2,438	1,761	
16%		6,516	5,476	4,956	4,436	3,916	3,351	2,753	2,156	1,558	961	
17.5%		4,428	3,581	3,103	2,626	2,148	1,671	1,193	716	238	(239)	
19%		2,136	1,421	1,063	706	348	(9)	(367)	(724)	(1,082)	(1,439)	
20%		536	(19)	(297)	(574)	(852)	(1,129)	(1,407)	(1,684)	(1,962)	(2,239)	
21%		(1,064)	(1,459)	(1,657)	(1,854)	(2,052)	(2,249)	(2,447)	(2,644)	(2,842)	(3,039)	
22%		(2,664)	(2,899)	(3,017)	(3,134)	(3,252)	(3,369)	(3,487)	(3,604)	(3,722)	(3,839)	
23%		(4,264)	(4,339)	(4,377)	(4,414)	(4,452)	(4,489)	(4,527)	(4,564)	(4,602)	(4,639)	
24%		(5,864)	(5,779)	(5,737)	(5,694)	(5,652)	(5,609)	(5,567)	(5,524)	(5,482)	(5,439)	
25%		(7,464)	(7,219)	(7,097)	(6,974)	(6,852)	(6,729)	(6,607)	(6,484)	(6,362)	(6,239)	
20.00%												
Profit												

Appendix 6

Scheme Ref: LV
 Title: 1 No. Units at Lower Value Zone
 Notes: Brownfield
 PS update

		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	536										
	100,000	1,153	598	321	43	(234)	(512)	(789)	(1,067)	(1,344)	(1,622)
	150,000	(1,935)	(2,490)	(2,768)	(3,045)	(3,323)	(3,600)	(3,878)	(4,155)	(4,433)	(4,710)
	200,000	(5,024)	(5,579)	(5,857)	(6,134)	(6,412)	(6,689)	(6,967)	(7,244)	(7,522)	(7,799)
	250,000	(8,113)	(8,668)	(8,945)	(9,223)	(9,500)	(9,778)	(10,055)	(10,333)	(10,610)	(10,888)
	300,000	(11,202)	(11,757)	(12,034)	(12,312)	(12,589)	(12,867)	(13,144)	(13,422)	(13,699)	(13,977)
	350,000	(14,290)	(14,845)	(15,123)	(15,400)	(15,678)	(15,955)	(16,233)	(16,510)	(16,788)	(17,065)
	550,000	(26,645)	(27,200)	(27,478)	(27,755)	(28,033)	(28,310)	(28,588)	(28,865)	(29,143)	(29,420)
		AH - % on site 0%									
Balance (RLV - TLV)	536										
	5	(261,615)	(282,356)	(292,726)	(303,097)	(313,467)	(323,838)	(334,208)	(344,578)	(354,949)	(365,319)
	10	(44,692)	(45,247)	(54,361)	(64,732)	(75,102)	(85,473)	(95,843)	(106,213)	(116,584)	(126,954)
	15	(24,591)	(25,146)	(25,423)	(25,701)	(25,978)	(26,256)	(26,533)	(26,811)	(27,089)	(27,367)
	20	(14,540)	(15,095)	(15,373)	(15,650)	(15,928)	(16,205)	(16,483)	(16,760)	(17,038)	(17,315)
	25	(8,510)	(8,965)	(9,342)	(9,620)	(9,897)	(10,175)	(10,452)	(10,730)	(11,007)	(11,285)
	30	(4,490)	(5,045)	(5,322)	(5,600)	(5,877)	(6,155)	(6,432)	(6,710)	(6,987)	(7,265)
	35	(1,618)	(2,173)	(2,451)	(2,728)	(3,006)	(3,283)	(3,561)	(3,838)	(4,116)	(4,393)
	40	536	(19)	(297)	(574)	(852)	(1,129)	(1,407)	(1,684)	(1,962)	(2,239)
	45	2,211	1,656	1,378	1,101	823	546	268	(9)	(287)	(564)
50	3,551	2,996	2,718	2,441	2,163	1,886	1,608	1,331	1,053	776	
55	4,647	4,092	3,815	3,537	3,260	2,982	2,705	2,427	2,150	1,872	
		AH - % on site 0%									
Balance (RLV - TLV)	536										
	40%	290	(265)	(542)	(820)	(1,097)	(1,375)	(1,652)	(1,930)	(2,207)	(2,485)
	45%	259	(295)	(573)	(850)	(1,128)	(1,405)	(1,683)	(1,960)	(2,238)	(2,515)
	50%	229	(326)	(604)	(881)	(1,159)	(1,436)	(1,714)	(1,991)	(2,269)	(2,546)
	55%	198	(357)	(634)	(912)	(1,189)	(1,467)	(1,744)	(2,022)	(2,299)	(2,577)
	60%	167	(388)	(665)	(942)	(1,220)	(1,497)	(1,775)	(2,052)	(2,330)	(2,607)
	65%	137	(418)	(696)	(973)	(1,251)	(1,528)	(1,806)	(2,083)	(2,361)	(2,638)
	70%	106	(449)	(726)	(1,004)	(1,281)	(1,559)	(1,836)	(2,114)	(2,391)	(2,669)
75%	75	(480)	(757)	(1,035)	(1,312)	(1,589)	(1,867)	(2,144)	(2,422)	(2,699)	
80%	45	(510)	(788)	(1,065)	(1,343)	(1,620)	(1,898)	(2,175)	(2,453)	(2,730)	
% Cat M4(2)		0%									

Appendix 6

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			5 Units			
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			100%			
CL Rate (£ psm)			100%			
			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	100.0%	5.0	0.0%	0.0	100%	5.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100%	5.0	0.0%	0.0	100%	5.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	375	4,036	0	0	375	4,036
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	375	4,036	0	0	375	4,036
AH % by floor area:			0.00% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	140,000	2,414	224		0	
2 bed House	160,000	2,133	198		800,000	
3 bed House	200,000	2,353	219		0	
4 bed House	250,000	2,273	211		0	
5 bed House	270,000	2,000	186		0	
1 bed Flat	130,000	2,600	242		0	
2 bed Flat	145,000	2,377	221		0	
					800,000	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	47%	91,000	1,569	65%
2 bed House	72,000	1,029	45%	104,000	1,486	65%
3 bed House	90,000	1,071	45%	130,000	1,548	65%
4 bed House	107,000	1,103	43%	162,500	1,675	65%
5 bed House	120,000	1,091	44%	175,500	1,595	65%
1 bed Flat	66,000	1,320	51%	84,500	1,690	65%
2 bed Flat	72,000	1,180	50%	94,250	1,545	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	112,000	1,931	80%			
2 bed House	128,000	1,829	80%			
3 bed House	160,000	1,905	80%			
4 bed House	200,000	2,062	80%			
5 bed House	216,000	1,964	80%			
1 bed Flat	104,000	2,080	80%			
2 bed Flat	116,000	1,902	80%			

Appendix 6

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	140,000	-
2 bed House	5.0	@	160,000	800,000
3 bed House	0.0	@	200,000	-
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	5.0			800,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	123,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	0.0	@	104,000	-
3 bed House	0.0	@	130,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	0.0	@	84,500	-
2 bed Flat	0.0	@	94,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	128,000	-
3 bed House	0.0	@	160,000	-
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	0.0	@	104,000	-
2 bed Flat	0.0	@	116,000	-
	0.0			-
Sub-total GDV Residential				
	5.0			800,000
<i>AH on-site cost analysis:</i>				
	0 £ psm (total GIA sqm)		EMV less EGDV	0
			0 £ per unit (total units)	
Grant	5	@	0	-
Total GDV				800,000

Appendix 6

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,925)
CIL	375 sqm	0.00 £ psm		-
	0.00% of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	5 units @	0 per unit		-
	0.00% of GDV	0 £ per unit (total units)		
S106 analysis:				
AH Commuted Sum	375 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% of GDV			
Construction Costs -				
Site Clearance and Demolition	0.31 acres @	110,000 £ per acre (if brownfield)		(33,976)
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	0.31 acres @	0 per acre		-
	0.00% of GDV	0 £ per unit (total units)		
Infra. Costs analysis:				
1 bed House	- sqm @	1,148 psm		-
2 bed House	375 sqm @	1,148 psm		(430,875)
3 bed House	- sqm @	1,148 psm		-
4 bed House	- sqm @	1,148 psm		-
5 bed House	- sqm @	1,148 psm		-
1 bed Flat	- sqm @	1,338 psm		-
2 bed Flat	375 - sqm @	1,338 psm		-
External works				
	430,875 @	15.0%		(64,631)
		12,926 £ per unit		
M4(2) Category 2 Housing	0% of All units	5 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	5 units @	10,307 £ per dwelling	-
Water efficiency		5 units @	9 £ per dwelling	(45)
Contingency	529,528 @	5.0%		(26,476)
Professional Fees	529,528 @	10.0%		(52,953)
Disposal Costs -				
Marketing and Promotion	800,000 OMS @	1.50%		(12,000)
Residential Sales Agent Costs	800,000 OMS @	1.50%		(12,000)
Residential Sales Legal Costs	800,000 OMS @	0.50%		(4,000)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(24,710)
Developers Profit -				
Margin on AH	0	6.00% on AH values		-
Profit on GDV	800,000	20.00%		(160,000)
	673,591	23.75% on costs	(160,000)	
	800,000	20.00% blended	(160,000)	
TOTAL COSTS				(833,591)

Appendix 6

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(33,591)
SDLT	- @	5.0% (slabbed)		10,500
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	6.5%		-
Residual Land Value				(23,091)
RLV analysis:	(4,618) £ per plot	(184,729) £ per ha	(74,759) £ per acre	

THRESHOLD LAND VALUE				
Residential Density		40.0 dph		
Site Area (Resi)		0.13 ha	0.31 acres	
Density analysis:		3,000 sqm/ha	13,069 sq/acre	
Threshold Land Value	6,795 £ per plot	271,810 £ per ha	110,000 £ per acre	33,976

BALANCE				
Surplus/(Deficit)		(456,539) £ per ha	(184,759) £ per acre	(57,067)

Appendix 6

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(57,067)	(57,067)	(59,338)	(60,473)	(61,608)	(62,743)	(63,878)	(65,014)	(66,149)	(67,284)	(68,419)	
	0	(57,067)	(59,338)	(60,473)	(61,608)	(62,743)	(63,878)	(65,014)	(66,149)	(67,284)	(68,419)	
	10	(61,189)	(63,047)	(63,976)	(64,905)	(65,834)	(66,763)	(67,693)	(68,622)	(69,551)	(70,480)	
	20	(65,310)	(66,756)	(67,479)	(68,203)	(68,926)	(69,649)	(70,372)	(71,095)	(71,818)	(72,541)	
	30	(69,432)	(70,466)	(70,983)	(71,500)	(72,017)	(72,534)	(73,051)	(73,567)	(74,084)	(74,601)	
	40	(73,553)	(74,175)	(74,486)	(74,797)	(75,108)	(75,419)	(75,730)	(76,040)	(76,351)	(76,662)	
	50	(77,675)	(77,885)	(77,989)	(78,094)	(78,199)	(78,304)	(78,408)	(78,513)	(78,618)	(78,723)	
	CIL Epm	0.00	(81,796)	(81,594)	(81,433)	(81,311)	(81,200)	(81,189)	(81,087)	(80,986)	(80,885)	(80,784)
		70	(85,918)	(85,303)	(84,996)	(84,689)	(84,381)	(84,074)	(83,766)	(83,459)	(83,152)	(82,844)
		80	(90,039)	(89,013)	(88,499)	(87,986)	(87,472)	(86,959)	(86,445)	(85,932)	(85,419)	(84,905)
		90	(94,161)	(92,722)	(92,002)	(91,283)	(90,563)	(89,844)	(89,124)	(88,405)	(87,685)	(86,966)
		100	(98,282)	(96,431)	(95,506)	(94,580)	(93,655)	(92,729)	(91,803)	(90,878)	(89,952)	(89,027)
		110	(102,404)	(100,141)	(99,009)	(97,877)	(96,746)	(95,614)	(94,482)	(93,351)	(92,219)	(91,087)
		120	(106,525)	(103,850)	(102,512)	(101,175)	(99,837)	(98,499)	(97,161)	(95,824)	(94,486)	(93,148)
		130	(110,647)	(107,559)	(106,016)	(104,472)	(102,928)	(101,384)	(99,840)	(98,296)	(96,753)	(95,209)
		140	(114,768)	(111,269)	(109,519)	(107,769)	(106,019)	(104,269)	(102,519)	(100,769)	(99,020)	(97,270)
		150	(118,890)	(114,978)	(113,022)	(111,066)	(109,110)	(107,154)	(105,198)	(103,242)	(101,286)	(99,330)
		160	(123,011)	(118,687)	(116,525)	(114,363)	(112,201)	(110,039)	(107,877)	(105,715)	(103,553)	(101,391)
	170	(127,133)	(122,397)	(120,029)	(117,661)	(115,292)	(112,924)	(110,556)	(108,188)	(105,820)	(103,452)	
	180	(131,254)	(126,106)	(123,532)	(120,958)	(118,384)	(115,809)	(113,235)	(110,661)	(108,087)	(105,514)	
	190	(135,376)	(129,815)	(127,035)	(124,255)	(121,475)	(118,694)	(115,914)	(113,134)	(110,354)	(107,574)	
200	(139,497)	(133,525)	(130,539)	(127,552)	(124,566)	(121,579)	(118,593)	(115,607)	(112,621)	(109,635)		
Balance (RLV - TLV)	(57,067)	(57,067)	(59,338)	(60,473)	(61,608)	(62,743)	(63,878)	(65,014)	(66,149)	(67,284)	(68,419)	
	0	(57,067)	(59,338)	(60,473)	(61,608)	(62,743)	(63,878)	(65,014)	(66,149)	(67,284)	(68,419)	
	500	(59,717)	(61,987)	(63,122)	(64,257)	(65,393)	(66,528)	(67,663)	(68,798)	(69,933)	(71,068)	
	1,000	(62,368)	(64,638)	(65,771)	(66,907)	(68,042)	(69,177)	(70,312)	(71,447)	(72,582)	(73,717)	
	1,500	(65,019)	(67,289)	(68,421)	(69,556)	(70,691)	(71,826)	(72,961)	(74,097)	(75,232)	(76,367)	
	2,000	(67,670)	(69,940)	(71,070)	(72,205)	(73,340)	(74,475)	(75,610)	(76,745)	(77,880)	(79,015)	
	2,500	(70,321)	(72,591)	(73,719)	(74,854)	(75,989)	(77,125)	(78,260)	(79,395)	(80,530)	(81,665)	
	3,000	(72,972)	(75,242)	(76,368)	(77,503)	(78,638)	(79,774)	(80,909)	(82,044)	(83,179)	(84,314)	
	3,500	(75,623)	(77,893)	(79,018)	(80,153)	(81,288)	(82,423)	(83,558)	(84,693)	(85,828)	(86,963)	
	4,000	(78,274)	(80,544)	(81,667)	(82,802)	(83,937)	(85,072)	(86,207)	(87,342)	(88,477)	(89,612)	
	4,500	(80,925)	(83,195)	(84,318)	(85,451)	(86,586)	(87,721)	(88,856)	(89,991)	(91,126)	(92,261)	
	5,000	(83,576)	(85,846)	(86,969)	(88,101)	(89,236)	(90,371)	(91,506)	(92,641)	(93,776)	(94,911)	
	5,500	(86,227)	(88,497)	(89,619)	(90,750)	(91,885)	(93,020)	(94,155)	(95,290)	(96,425)	(97,560)	
	6,000	(88,878)	(91,148)	(92,269)	(93,399)	(94,534)	(95,669)	(96,804)	(97,939)	(99,074)	(100,209)	
	6,500	(91,529)	(93,799)	(94,919)	(96,048)	(97,183)	(98,318)	(99,453)	(100,588)	(101,723)	(102,858)	
	7,000	(94,180)	(96,450)	(97,569)	(98,698)	(99,833)	(100,968)	(102,103)	(103,238)	(104,373)	(105,508)	
	7,500	(96,831)	(99,101)	(100,219)	(101,347)	(102,482)	(103,617)	(104,752)	(105,887)	(107,022)	(108,157)	
	8,000	(99,482)	(101,752)	(102,869)	(103,996)	(105,131)	(106,266)	(107,401)	(108,536)	(109,671)	(110,806)	
	8,500	(102,133)	(104,403)	(105,519)	(106,645)	(107,780)	(108,915)	(110,050)	(111,185)	(112,320)	(113,455)	
	9,000	(104,784)	(107,054)	(108,169)	(109,295)	(110,430)	(111,565)	(112,700)	(113,835)	(114,970)	(116,105)	
	9,500	(107,435)	(109,705)	(110,819)	(111,944)	(113,079)	(114,214)	(115,349)	(116,484)	(117,619)	(118,754)	
10,000	(110,086)	(112,356)	(113,469)	(114,593)	(115,728)	(116,863)	(117,998)	(119,133)	(120,268)	(121,403)		
Profit	20.00%	(10,941)	(17,092)	(20,167)	(23,243)	(26,318)	(30,278)	(33,814)	(37,349)	(40,884)	(44,419)	
	15%	(17,901)	(23,356)	(26,473)	(29,808)	(32,743)	(35,878)	(39,014)	(42,149)	(45,284)	(48,419)	
	16%	(25,067)	(30,538)	(33,273)	(36,008)	(38,743)	(41,478)	(44,214)	(46,949)	(49,684)	(52,419)	
	17.5%	(37,067)	(41,338)	(43,473)	(45,608)	(47,743)	(49,878)	(52,014)	(54,149)	(56,284)	(58,419)	
	19%	(49,067)	(52,138)	(53,673)	(55,208)	(56,743)	(58,278)	(59,814)	(61,349)	(62,884)	(64,419)	
	20%	(57,067)	(59,338)	(60,473)	(61,608)	(62,743)	(63,878)	(65,014)	(66,149)	(67,284)	(68,419)	
	21%	(65,067)	(66,538)	(67,273)	(68,008)	(68,743)	(69,478)	(70,214)	(70,949)	(71,684)	(72,419)	
	22%	(73,067)	(73,738)	(74,073)	(74,408)	(74,743)	(75,078)	(75,414)	(75,749)	(76,084)	(76,419)	
	23%	(81,067)	(80,538)	(80,873)	(80,808)	(80,743)	(80,678)	(80,614)	(80,549)	(80,484)	(80,419)	
	24%	(89,067)	(88,138)	(87,673)	(87,208)	(86,743)	(86,278)	(85,814)	(85,349)	(84,884)	(84,419)	
	25%	(97,067)	(95,338)	(94,473)	(93,608)	(92,743)	(91,878)	(91,014)	(90,149)	(89,284)	(88,419)	

Appendix 6

Scheme Ref: LV
 Title: 5 No. Units at Lower Value Zone
 Notes: Brownfield
 F9 update

		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(57,067)										
	100,000	(53,979)	(56,249)	(57,384)	(58,519)	(59,655)	(60,790)	(61,925)	(63,060)	(64,195)	(65,330)
	150,000	(69,422)	(71,693)	(72,828)	(73,963)	(75,098)	(76,233)	(77,369)	(78,504)	(79,639)	(80,774)
	200,000	(84,866)	(87,137)	(88,272)	(89,407)	(90,542)	(91,677)	(92,812)	(93,948)	(95,083)	(96,218)
	250,000	(100,310)	(102,580)	(103,715)	(104,851)	(105,986)	(107,121)	(108,256)	(109,391)	(110,526)	(111,662)
	300,000	(115,754)	(118,024)	(119,159)	(120,294)	(121,430)	(122,565)	(123,700)	(124,835)	(125,970)	(127,105)
	350,000	(131,197)	(133,468)	(134,603)	(135,738)	(136,873)	(138,008)	(139,144)	(140,279)	(141,414)	(142,549)
	400,000	(146,641)	(148,912)	(150,047)	(151,182)	(152,317)	(153,452)	(154,587)	(155,723)	(156,858)	(157,993)
	450,000	(162,085)	(164,355)	(165,490)	(166,625)	(167,761)	(168,896)	(170,031)	(171,166)	(172,301)	(173,437)
	500,000	(177,529)	(179,799)	(180,934)	(182,069)	(183,205)	(184,340)	(185,475)	(186,610)	(187,745)	(188,880)
550,000	(192,972)	(195,243)	(196,378)	(197,513)	(198,648)	(199,783)	(200,919)	(202,054)	(203,189)	(204,324)	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(57,067)										
	5	(1,482,272)	(1,579,743)	(1,629,479)	(1,677,214)	(1,725,950)	(1,774,685)	(1,823,421)	(1,872,156)	(1,920,892)	(1,969,628)
	10	(291,484)	(309,955)	(317,690)	(325,425)	(333,161)	(340,897)	(348,633)	(356,368)	(364,104)	(371,839)
	15	(184,465)	(196,736)	(197,871)	(199,006)	(199,141)	(199,276)	(199,411)	(199,546)	(199,681)	(199,816)
	20	(133,506)	(135,777)	(136,912)	(138,047)	(139,182)	(140,317)	(141,452)	(142,587)	(143,723)	(144,858)
	25	(102,931)	(105,201)	(106,336)	(107,471)	(108,607)	(109,742)	(110,877)	(112,012)	(113,147)	(114,282)
	30	(82,547)	(84,817)	(85,953)	(87,088)	(88,223)	(89,358)	(90,493)	(91,628)	(92,764)	(93,899)
	35	(67,987)	(70,258)	(71,393)	(72,528)	(73,663)	(74,798)	(75,933)	(77,068)	(78,204)	(79,339)
	40	(57,067)	(59,338)	(60,473)	(61,608)	(62,743)	(63,878)	(65,014)	(66,149)	(67,284)	(68,419)
	45	(48,574)	(50,845)	(51,980)	(53,115)	(54,250)	(55,385)	(56,520)	(57,655)	(58,791)	(59,926)
50	(41,780)	(44,050)	(45,185)	(46,320)	(47,455)	(48,591)	(49,726)	(50,861)	(51,996)	(53,131)	
55	(36,220)	(38,491)	(39,626)	(40,761)	(41,896)	(43,031)	(44,167)	(45,302)	(46,437)	(47,572)	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(57,067)										
	40%	(58,317)	(60,588)	(61,723)	(62,858)	(63,993)	(65,128)	(66,263)	(67,399)	(68,534)	(69,669)
	45%	(58,473)	(60,744)	(61,879)	(63,014)	(64,149)	(65,284)	(66,420)	(67,555)	(68,690)	(69,825)
	50%	(58,630)	(60,900)	(62,035)	(63,170)	(64,305)	(65,441)	(66,576)	(67,711)	(68,846)	(69,981)
	55%	(58,786)	(61,056)	(62,191)	(63,327)	(64,462)	(65,597)	(66,732)	(67,867)	(69,002)	(70,138)
	60%	(58,942)	(61,212)	(62,348)	(63,483)	(64,618)	(65,753)	(66,888)	(68,023)	(69,159)	(70,294)
	65%	(59,098)	(61,369)	(62,504)	(63,639)	(64,774)	(65,909)	(67,045)	(68,180)	(69,315)	(70,450)
	70%	(59,255)	(61,525)	(62,660)	(63,795)	(64,930)	(66,066)	(67,201)	(68,336)	(69,471)	(70,606)
% Cat M4(2)	0%	(59,411)	(61,681)	(62,816)	(63,951)	(65,087)	(66,222)	(67,357)	(68,492)	(69,627)	(70,762)
	80%	(59,567)	(61,837)	(62,973)	(64,108)	(65,243)	(66,378)	(67,513)	(68,648)	(69,784)	(70,919)

Appendix 6

Scheme Ref: LV
 Title: 8 No. Units at Lower Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			8 Units			
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			100%			
CLL Rate (£ psm)			100%			
			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	38.0%	3.0	0.0%	0.0	38.0%	3.0
3 bed House	62.0%	5.0	0.0%	0.0	62.0%	5.0
4 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100%	8.0	0.0%	0.0	100.0%	8.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	228	2,454	0	0	228	2,454
3 bed House	422	4,538	0	0	422	4,538
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	650	6,992	0	0	650	6,992
AH % by floor area:			0.00%		AH % by floor area due to mix:	
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	140,000	2,414	224		0	
2 bed House	160,000	2,133	198		486,400	
3 bed House	200,000	2,353	219		992,000	
4 bed House	250,000	2,273	211		0	
5 bed House	270,000	2,000	186		0	
1 bed Flat	130,000	2,600	242		0	
2 bed Flat	145,000	2,377	221		0	
					1,478,400	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	47%	91,000	1,569	65%
2 bed House	72,000	1,029	45%	104,000	1,486	65%
3 bed House	90,000	1,071	45%	130,000	1,548	65%
4 bed House	107,000	1,103	43%	162,500	1,675	65%
5 bed House	120,000	1,091	44%	175,500	1,595	65%
1 bed Flat	66,000	1,320	51%	84,500	1,690	65%
2 bed Flat	72,000	1,180	50%	94,250	1,545	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	112,000	1,931	80%			
2 bed House	128,000	1,829	80%			
3 bed House	160,000	1,905	80%			
4 bed House	200,000	2,062	80%			
5 bed House	216,000	1,964	80%			
1 bed Flat	104,000	2,080	80%			
2 bed Flat	116,000	1,902	80%			

Appendix 6

Scheme Ref: LV
 Title: 8 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	140,000	-
2 bed House	3.0	@	160,000	486,400
3 bed House	5.0	@	200,000	992,000
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	8.0			1,478,400
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	123,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	0.0	@	104,000	-
3 bed House	0.0	@	130,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	0.0	@	84,500	-
2 bed Flat	0.0	@	94,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	128,000	-
3 bed House	0.0	@	160,000	-
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	0.0	@	104,000	-
2 bed Flat	0.0	@	116,000	-
	0.0			-
Sub-total GDV Residential				
	8.0			1,478,400
<i>AH on-site cost analysis:</i>				
	0 £ psm (total GIA sqm)		EMV less EGDV	0
			0 £ per unit (total units)	
Grant	8	@	0	-
Total GDV				1,478,400

Appendix 6

Scheme Ref: LV
 Title: 8 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
CIL	650 sqm	0.00 £ psm		-
	0.00% of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	8 units @	0 per unit	-
			0 £ per unit (total units)	
S106 analysis:				
AH Computed Sum	0.00% of GDV	650 sqm (total)	0 £ psm	-
	0.00% of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	0.49 acres @		£ per acre (if brownfield)	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.49 acres @	0 per acre	-
			0 £ per unit (total units)	
Infra. Costs analysis:				
	0.00% of GDV			
1 bed House	-	sqm @	1,148 psm	-
2 bed House	228	sqm @	1,148 psm	(261,972)
3 bed House	422	sqm @	1,148 psm	(484,416)
4 bed House	-	sqm @	1,148 psm	-
5 bed House	-	sqm @	1,148 psm	-
1 bed Flat	-	sqm @	1,338 psm	-
2 bed Flat	650	sqm @	1,338 psm	-
External works	746,390 @		15.0% 13,995 £ per unit	(111,959)
M4(2) Category 2 Housing	0% of All units	8 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency		8 units @	9 £ per dwelling	(72)
Contingency	858,421 @		5.0%	(42,921)
Professional Fees	858,421 @		10.0%	(85,842)
Disposal Costs -				
Marketing and Promotion	1,478,400 OMS @		1.50%	(22,176)
Residential Sales Agent Costs	1,478,400 OMS @		1.50%	(22,176)
Residential Sales Legal Costs	1,478,400 OMS @		0.50%	(7,392)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(48,065)
Developers Profit -				
Margin on AH	0		6.00% on AH values	-
Profit on GDV	1,478,400		20.00%	(295,680)
	1,100,073		26.88% on costs	(295,680)
	1,478,400		20.00% blended	(295,680)
TOTAL COSTS				(1,395,753)

Appendix 6

Scheme Ref: LV
 Title: 8 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				82,647
SDLT	82,647 @		5.0% (slabbed)	6,368
Acquisition Agent fees	82,647 @		1.0%	(826)
Acquisition Legal fees	82,647 @		0.5%	(413)
Interest on Land	82,647 @		6.5%	(5,372)
Residual Land Value				82,403
RLV analysis: 10,300 £ per plot 412,016 £ per ha 166,741 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		40.0 dph		
Site Area (Resi)		0.20 ha	0.49 acres	
Density analysis:		3,248 sqm/ha	14,149 sqf/ac	
Threshold Land Value	5,251 £ per plot	210,035 £ per ha	85,000 £ per acre	42,007

BALANCE				
Surplus/(Deficit)		201,981 £ per ha	81,741 £ per acre	40,396

Appendix 6

Scheme Ref: LV
 Title: 8 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40,386	36,147	31,899	27,650	23,401	19,153	14,904	10,655	6,406	2,158	(2,091)
	0	30,121	26,190	22,258	18,327	14,395	10,464	6,532	2,600	(1,331)	(5,263)
	10	24,095	20,481	16,867	13,252	9,638	6,023	2,409	(1,206)	(4,820)	(8,434)
	20	18,069	14,772	11,475	8,178	4,880	1,583	(1,714)	(5,011)	(8,309)	(11,606)
	30	12,043	9,063	6,083	3,103	123	(2,857)	(5,837)	(8,817)	(11,797)	(14,778)
	40	6,017	3,354	692	(1,971)	(4,534)	(7,207)	(9,980)	(12,823)	(15,286)	(17,949)
	50	(9)	(2,354)	(4,700)	(7,046)	(9,392)	(11,738)	(14,083)	(16,429)	(18,775)	(21,121)
	60	(6,035)	(8,063)	(10,092)	(12,120)	(14,149)	(16,178)	(18,206)	(20,235)	(22,264)	(24,292)
	70	(12,061)	(13,772)	(15,484)	(17,195)	(18,906)	(20,618)	(22,329)	(24,041)	(25,752)	(27,464)
	80	(18,087)	(19,481)	(20,875)	(22,270)	(23,664)	(25,058)	(26,453)	(27,847)	(29,241)	(30,635)
	90	(24,113)	(25,190)	(26,267)	(27,344)	(28,421)	(29,498)	(30,575)	(31,652)	(32,729)	(33,806)
	100	(30,139)	(30,899)	(31,659)	(32,419)	(33,179)	(33,939)	(34,699)	(35,459)	(36,219)	(36,979)
	110	(36,165)	(37,370)	(38,575)	(39,780)	(40,985)	(42,190)	(43,395)	(44,600)	(45,805)	(47,010)
	120	(42,191)	(43,932)	(45,673)	(47,414)	(49,155)	(50,896)	(52,637)	(54,378)	(56,119)	(57,860)
	130	(48,217)	(50,488)	(52,759)	(55,030)	(57,301)	(59,572)	(61,843)	(64,114)	(66,385)	(68,656)
	140	(54,243)	(57,054)	(59,865)	(62,676)	(65,487)	(68,298)	(71,109)	(73,920)	(76,731)	(79,542)
	150	(60,269)	(64,520)	(68,771)	(73,022)	(77,273)	(81,524)	(85,775)	(90,026)	(94,277)	(98,528)
	160	(66,295)	(71,986)	(77,677)	(83,368)	(89,059)	(94,750)	(100,441)	(106,132)	(111,823)	(117,514)
	170	(72,321)	(79,482)	(86,643)	(93,804)	(100,965)	(108,126)	(115,287)	(122,448)	(129,609)	(136,770)
	180	(78,347)	(87,008)	(95,669)	(104,330)	(112,991)	(121,652)	(130,313)	(138,974)	(147,635)	(156,296)
	190	(84,373)	(94,524)	(104,675)	(114,826)	(124,977)	(135,128)	(145,279)	(155,430)	(165,581)	(175,732)
200	(90,399)	(102,050)	(113,701)	(125,352)	(137,003)	(148,654)	(160,305)	(171,956)	(183,607)	(195,258)	
Site Specific \$106	40,386	36,147	31,899	27,650	23,401	19,153	14,904	10,655	6,406	2,158	(2,091)
	500	32,411	28,162	23,913	19,664	15,415	11,167	6,918	2,669	(1,579)	(5,828)
	1,000	28,674	24,425	20,176	15,928	11,679	7,430	3,181	1,067	(5,316)	(9,565)
	1,500	24,937	20,888	16,439	12,191	7,942	3,693	(555)	(4,804)	(9,053)	(13,302)
	2,000	21,200	16,951	12,702	8,454	4,205	(44)	(4,292)	(8,541)	(12,790)	(17,039)
	2,500	17,463	13,214	8,966	4,717	468	(3,781)	(8,029)	(12,278)	(16,527)	(20,776)
	3,000	13,726	9,477	5,229	980	(3,269)	(7,517)	(11,766)	(16,015)	(20,264)	(24,512)
	3,500	9,989	5,741	1,492	(2,757)	(7,006)	(11,254)	(15,503)	(19,752)	(24,001)	(28,249)
	4,000	6,252	2,004	(2,245)	(6,494)	(10,742)	(14,991)	(19,240)	(23,489)	(27,737)	(32,058)
	4,500	2,516	(1,733)	(5,982)	(10,231)	(14,479)	(18,728)	(22,977)	(27,226)	(31,474)	(36,353)
	5,000	(1,221)	(5,470)	(9,719)	(13,967)	(18,215)	(22,465)	(26,714)	(30,962)	(35,211)	(40,648)
	5,500	(4,968)	(9,207)	(13,456)	(17,704)	(21,953)	(26,202)	(30,451)	(35,176)	(40,060)	(44,944)
	6,000	(8,695)	(12,844)	(17,132)	(21,441)	(25,690)	(29,939)	(34,588)	(39,472)	(44,355)	(49,239)
	6,500	(12,432)	(16,681)	(20,929)	(25,178)	(29,427)	(34,000)	(38,883)	(43,767)	(48,650)	(53,534)
	7,000	(16,169)	(20,418)	(24,666)	(28,915)	(33,411)	(38,295)	(43,179)	(48,062)	(52,946)	(57,830)
	7,500	(19,906)	(24,154)	(28,403)	(32,823)	(37,707)	(42,590)	(47,474)	(52,357)	(57,241)	(62,156)
8,000	(23,643)	(27,891)	(32,235)	(37,118)	(42,002)	(46,885)	(51,769)	(56,653)	(61,537)	(66,421)	
8,500	(27,379)	(31,646)	(36,530)	(41,413)	(46,297)	(51,181)	(56,064)	(60,948)	(65,832)	(70,716)	
9,000	(31,116)	(35,941)	(40,825)	(45,709)	(50,592)	(55,476)	(60,360)	(65,244)	(70,128)	(75,012)	
9,500	(35,353)	(40,237)	(45,120)	(50,004)	(54,888)	(59,771)	(64,655)	(69,539)	(74,423)	(79,307)	
10,000	(39,648)	(44,532)	(49,416)	(54,299)	(59,183)	(64,066)	(68,950)	(73,834)	(78,718)	(83,602)	
Profit	40,386	109,461	101,354	93,247	85,139	77,032	68,925	60,817	52,710	44,602	36,495
	15%	97,242	89,778	82,314	74,850	67,386	59,921	52,457	44,993	37,528	30,064
	16%	85,025	78,202	71,381	64,560	57,739	50,918	44,096	37,275	30,454	23,633
	17.5%	66,895	60,838	54,982	49,125	43,269	37,412	31,556	25,699	19,843	13,986
	19%	48,366	43,475	38,583	33,691	28,799	23,907	19,015	14,124	9,232	4,340
	20%	36,147	31,899	27,650	23,401	19,153	14,904	10,655	6,406	2,158	(2,091)
	21%	23,929	20,323	16,717	13,112	9,506	5,900	2,295	(1,311)	(4,917)	(8,522)
	22%	11,710	8,747	5,784	2,822	(141)	(3,103)	(6,066)	(9,028)	(11,991)	(14,953)
	23%	(909)	(2,829)	(5,148)	(7,468)	(9,787)	(12,107)	(14,426)	(16,745)	(19,065)	(21,384)
	24%	(12,726)	(14,405)	(16,084)	(17,763)	(19,442)	(21,121)	(22,800)	(24,479)	(26,158)	(27,837)
25%	(24,947)	(25,981)	(27,014)	(28,047)	(29,080)	(30,114)	(31,147)	(32,181)	(33,214)	(34,248)	

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

LV
8 No. Units at Lower Value Zone
Greenfield

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40,396										
	100,000	28,734	24,486	20,237	15,988	11,740	7,491	3,242	(1,007)	(5,255)	(9,504)
	150,000	4,024	(224)	(4,473)	(8,722)	(12,970)	(17,219)	(21,468)	(25,717)	(29,965)	(34,214)
	200,000	(20,686)	(24,934)	(29,183)	(33,432)	(37,680)	(41,929)	(46,178)	(50,427)	(54,675)	(58,924)
	250,000	(45,396)	(49,644)	(53,893)	(58,142)	(62,390)	(66,639)	(70,888)	(75,137)	(79,385)	(83,634)
	300,000	(70,106)	(74,354)	(78,603)	(82,852)	(87,100)	(91,349)	(95,598)	(99,847)	(104,095)	(108,344)
	350,000	(94,816)	(99,064)	(103,313)	(107,562)	(111,810)	(116,059)	(120,308)	(124,557)	(128,805)	(133,054)
	400,000	(119,526)	(123,774)	(128,023)	(132,272)	(136,520)	(140,769)	(145,018)	(149,267)	(153,515)	(157,764)
	450,000	(144,236)	(148,484)	(152,733)	(156,982)	(161,230)	(165,479)	(169,728)	(173,977)	(178,225)	(182,474)
	500,000	(168,946)	(173,194)	(177,443)	(181,692)	(185,940)	(190,189)	(194,438)	(198,687)	(202,935)	(207,184)
550,000	(193,656)	(197,904)	(202,153)	(206,402)	(210,650)	(214,899)	(219,148)	(223,397)	(227,645)	(231,894)	
Balance (RLV - TLV)	40,396										
	5	(257,902)	(262,150)	(266,399)	(270,648)	(274,896)	(279,145)	(283,394)	(287,643)	(291,891)	(296,140)
	10	(89,874)	(94,122)	(98,371)	(102,620)	(106,868)	(111,117)	(115,366)	(119,615)	(123,863)	(128,112)
	15	(33,864)	(38,113)	(42,362)	(46,610)	(50,859)	(55,108)	(59,357)	(63,605)	(67,854)	(72,103)
	20	(5,860)	(10,108)	(14,357)	(18,606)	(22,854)	(27,103)	(31,352)	(35,601)	(39,849)	(44,098)
	25	10,943	6,695	2,446	(1,803)	(6,052)	(10,300)	(14,549)	(18,798)	(23,047)	(27,295)
	30	22,145	17,896	13,648	9,399	5,150	901	(3,347)	(7,596)	(11,845)	(16,094)
	35	30,146	25,898	21,649	17,400	13,152	8,903	4,654	405	(3,843)	(8,092)
	40	36,147	31,899	27,650	23,401	19,153	14,904	10,655	6,406	2,158	(2,091)
	45	40,815	36,566	32,317	28,069	23,820	19,571	15,322	11,074	6,825	2,576
50	44,549	40,300	36,051	31,803	27,554	23,305	19,056	14,808	10,559	6,310	
55	47,604	43,355	39,106	34,858	30,609	26,360	22,111	17,863	13,614	9,365	
Balance (RLV - TLV)	40,396										
	40%	34,385	30,136	25,887	21,638	17,390	13,141	8,892	4,643	395	(3,854)
	45%	34,164	29,916	25,667	21,418	17,169	12,921	8,672	4,423	174	(4,074)
	50%	33,944	29,695	25,446	21,198	16,949	12,700	8,452	4,203	(46)	(4,295)
	55%	33,724	29,475	25,226	20,977	16,729	12,480	8,231	3,982	(266)	(4,515)
	60%	33,503	29,255	25,006	20,757	16,508	12,260	8,011	3,762	(467)	(4,735)
	65%	33,283	29,034	24,785	20,537	16,288	12,039	7,790	3,542	(707)	(4,956)
	70%	33,063	28,814	24,565	20,316	16,068	11,819	7,570	3,321	(927)	(5,176)
	75%	32,842	28,593	24,345	20,096	15,847	11,598	7,350	3,101	(1,148)	(5,396)
80%	32,622	28,373	24,124	19,876	15,627	11,378	7,129	2,881	(1,368)	(5,617)	

Appendix 6

Scheme Ref: LV
 Title: 15 No. Units at Lower Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			15 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	10.0%	1.0	55.0%	2.9	25.8%	3.9
3 bed House	52.0%	5.1	12.0%	0.6	38.0%	5.7
4 bed House	38.0%	3.7	0.0%	0.0	24.7%	3.7
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	33.0%	1.7	11.6%	1.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100%	9.8	100.0%	5.3	100.0%	15.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	73	787	202	2,176	275	2,963
3 bed House	431	4,639	53	570	484	5,208
4 bed House	498	4,387	0	0	498	4,387
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	96	1,036	96	1,036
2 bed Flat	0	0	0	0	0	0
	912	9,813	351	3,781	1,263	13,594
	AH % by floor area:		27.82% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	140,000	2,414	224		0	
2 bed House	160,000	2,133	198		618,000	
3 bed House	200,000	2,353	219		1,140,000	
4 bed House	250,000	2,273	211		926,250	
5 bed House	270,000	2,000	186		0	
1 bed Flat	130,000	2,600	242		225,225	
2 bed Flat	145,000	2,377	221		0	
					2,909,475	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	47%	91,000	1,569	65%
2 bed House	72,000	1,029	45%	104,000	1,486	65%
3 bed House	90,000	1,071	45%	130,000	1,548	65%
4 bed House	107,000	1,103	43%	162,500	1,675	65%
5 bed House	120,000	1,091	44%	175,500	1,595	65%
1 bed Flat	86,000	1,320	51%	84,500	1,690	65%
2 bed Flat	72,000	1,180	50%	94,250	1,545	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	112,000	1,931	80%			
2 bed House	128,000	1,829	80%			
3 bed House	160,000	1,905	80%			
4 bed House	200,000	2,062	80%			
5 bed House	216,000	1,964	80%			
1 bed Flat	104,000	2,080	80%			
2 bed Flat	116,000	1,902	80%			

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	1.0	@	160,000	156,000
3 bed House	5.1	@	200,000	1,014,000
4 bed House	3.7	@	250,000	926,250
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	9.8			2,096,250
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	2.0	@	72,000	145,530
3 bed House	0.4	@	90,000	39,690
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	1.2	@	65,000	80,042
2 bed Flat	0.0	@	72,000	-
	3.7			265,262
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	0.4	@	104,000	45,045
3 bed House	0.1	@	130,000	12,285
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	0.3	@	84,500	21,959
2 bed Flat	0.0	@	94,250	-
	0.8			79,289
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.4	@	128,000	55,440
3 bed House	0.1	@	160,000	15,120
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	0.3	@	104,000	27,027
2 bed Flat	0.0	@	116,000	-
	0.8			97,587
Sub-total GDV Residential	15.0			2,538,388
<i>AH on-site cost analysis:</i>				<i>EMV less EGDV</i>
		294 £ psm (total GIA sqm)		371,087
			24,739 £ per unit (total units)	
Grant	15	@	0	-
Total GDV				2,538,388

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(20,000)
Statutory Planning Fees (Residential)				(5,775)
CIL	912 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	15 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	1,263 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	0.93 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.93 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	275 sqm @	1,149 psm		(318,262)
3 bed House	484 sqm @	1,149 psm		(555,367)
4 bed House	408 sqm @	1,149 psm		(468,275)
5 bed House	- sqm @	1,149 psm		-
1 bed Flat	96 sqm @	1,339 psm		(128,879)
2 bed Flat	1,263 - sqm @	1,339 psm		-
External works				
	1,469,383 @	15.0%	14,694 £ per unit	(220,407)
M4(2) Category 2 Housing				
	0% of All units	15 units @	521 £ per dwelling	-
M4(3) Category 3 Housing				
	0% of All units	15 units @	10,307 £ per dwelling	-
Water efficiency				
		15 units @	9 £ per dwelling	(135)
Contingency				
	1,689,925 @	5.0%		(84,496)
Professional Fees				
	1,689,925 @	10.0%		(168,992)
Disposal Costs -				
Marketing and Promotion	2,096,250 OMS @	1.50%		(31,444)
Residential Sales Agent Costs	2,096,250 OMS @	1.50%		(31,444)
Residential Sales Legal Costs	2,096,250 OMS @	0.50%		(10,481)
Interest (on Development Costs) -				
	6.50% APR	0.526% pcm		(62,856)
Developers Profit -				
Margin on AH	442,138	6.00% on AH values		(26,528)
Profit on GDV	2,096,250	20.00%		(419,250)
	2,105,414	19.91% on costs	(419,250)	
	2,536,368	17.56% blended	(445,778)	
TOTAL COSTS				(2,551,192)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				(12,804)
SDLT	- @		5.0% (slabbed)	10,500
Acquisition Agent fees	- @		1.0%	-
Acquisition Legal fees	- @		0.5%	-
Interest on Land	- @		6.5%	-
Residual Land Value				(2,304)
RLV analysis: (154) £ per plot (6,144) £ per ha (2,486) £ per acre				

THRESHOLD LAND VALUE				
Residential Density		40.0 dph		
Site Area (Resi)		0.38 ha	0.93 acres	
Density analysis:		3,368 sqm/ha	14,670 sqft/ac	
Threshold Land Value	5,869 £ per plot	234,745 £ per ha	95,000 £ per acre	88,029

BALANCE				
Surplus/(Deficit)		(240,889) £ per ha	(97,486) £ per acre	(90,333)

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SENSITIVITY ANALYSIS													
		AH - % on site 35%											
		(90,333)	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	0		92,396	62,288	32,179	1,969	(28,244)	(58,456)	(90,333)	(125,060)	(159,787)	(194,647)	
	10		79,386	49,962	20,479	(9,045)	(38,569)	(68,093)	(100,619)	(134,555)	(168,490)	(202,601)	
	20		66,375	37,613	8,777	(20,059)	(48,894)	(77,760)	(110,905)	(144,049)	(177,228)	(210,555)	
	30		53,365	25,222	(2,925)	(31,072)	(59,220)	(88,337)	(121,190)	(153,544)	(185,977)	(218,509)	
	40		40,291	12,832	(14,827)	(42,066)	(69,545)	(99,914)	(131,476)	(163,038)	(194,726)	(226,462)	
	50		27,212	442	(26,329)	(53,100)	(80,220)	(110,991)	(141,762)	(172,534)	(203,475)	(234,416)	
	CIL Spem	0.00		14,134	(11,949)	(38,031)	(64,113)	(92,088)	(122,068)	(152,048)	(182,078)	(212,224)	(242,370)
		70		1,055	(24,339)	(49,733)	(75,127)	(103,957)	(133,145)	(162,334)	(191,623)	(220,973)	(250,324)
		80		(12,024)	(36,729)	(61,435)	(87,427)	(115,825)	(144,222)	(172,619)	(201,167)	(229,722)	(258,277)
		90		(25,103)	(49,120)	(73,137)	(100,087)	(127,693)	(155,299)	(182,952)	(210,712)	(238,472)	(266,231)
		100		(38,181)	(61,510)	(85,831)	(112,746)	(139,561)	(166,376)	(193,292)	(220,256)	(247,221)	(274,185)
		110		(51,260)	(73,901)	(99,382)	(125,406)	(151,429)	(177,463)	(203,632)	(229,901)	(256,370)	(282,139)
		120		(64,339)	(87,500)	(112,833)	(138,065)	(163,297)	(188,598)	(213,972)	(239,345)	(264,719)	(290,092)
		130		(77,418)	(101,842)	(126,283)	(150,724)	(175,166)	(199,734)	(224,312)	(248,890)	(273,468)	(298,046)
		140		(90,494)	(116,084)	(139,734)	(163,384)	(187,086)	(210,869)	(234,652)	(258,434)	(282,217)	(306,013)
		150		(107,467)	(130,326)	(153,184)	(176,043)	(199,017)	(222,004)	(244,992)	(267,979)	(290,966)	(314,008)
	160		(122,500)	(144,567)	(166,635)	(188,755)	(210,947)	(233,139)	(255,331)	(277,523)	(299,715)	(322,004)	
	170		(137,533)	(158,809)	(180,086)	(201,481)	(222,878)	(244,275)	(265,671)	(287,068)	(308,465)	(330,000)	
	180		(152,566)	(173,051)	(193,606)	(214,207)	(234,809)	(255,410)	(276,011)	(296,612)	(317,214)	(337,995)	
	190		(167,599)	(187,322)	(207,127)	(226,933)	(246,739)	(266,545)	(286,351)	(306,157)	(326,026)	(345,891)	
	200		(182,632)	(201,636)	(220,649)	(239,659)	(258,670)	(277,680)	(296,691)	(315,701)	(334,797)	(353,886)	
Site Specific S106	0		92,396	62,288	32,179	1,969	(28,244)	(58,456)	(90,333)	(125,060)	(159,787)	(194,647)	
	500		85,389	55,281	25,138	(5,075)	(35,287)	(65,500)	(96,429)	(133,156)	(167,883)	(202,786)	
	1,000		78,383	43,274	18,094	(12,118)	(42,331)	(72,543)	(106,626)	(141,252)	(176,907)	(210,829)	
	1,500		71,376	41,283	11,051	(19,162)	(48,374)	(79,894)	(114,621)	(149,348)	(184,145)	(218,068)	
	2,000		64,369	34,220	4,007	(26,205)	(56,418)	(87,990)	(122,717)	(157,444)	(192,284)	(227,202)	
	2,500		57,363	27,176	(3,036)	(33,249)	(63,461)	(96,086)	(130,813)	(165,540)	(200,421)	(235,340)	
	3,000		50,345	20,133	(10,080)	(40,292)	(70,505)	(104,182)	(138,909)	(173,634)	(208,561)	(243,479)	
	3,500		43,302	13,089	(17,123)	(47,336)	(77,551)	(112,278)	(147,005)	(181,781)	(216,699)	(251,618)	
	4,000		36,258	6,046	(24,167)	(54,379)	(85,647)	(120,374)	(155,101)	(189,920)	(224,838)	(259,756)	
	4,500		29,215	(998)	(31,210)	(61,423)	(93,743)	(128,470)	(163,197)	(198,059)	(232,977)	(267,895)	
	5,000		22,171	(8,041)	(38,254)	(68,466)	(101,839)	(136,568)	(171,293)	(206,197)	(241,115)	(276,033)	
	5,500		15,127	(15,085)	(45,297)	(75,510)	(109,935)	(144,662)	(179,418)	(214,336)	(249,254)	(284,172)	
	6,000		8,084	(22,128)	(52,341)	(83,304)	(118,031)	(152,758)	(187,556)	(222,474)	(257,392)	(292,310)	
	6,500		1,040	(29,172)	(59,384)	(91,400)	(126,127)	(160,854)	(195,695)	(230,613)	(265,531)	(300,449)	
	7,000		(6,003)	(36,215)	(66,428)	(99,496)	(134,223)	(168,950)	(203,834)	(238,752)	(273,700)	(308,614)	
	7,500		(13,047)	(43,259)	(73,471)	(107,592)	(142,319)	(177,054)	(211,972)	(246,890)	(281,808)	(316,796)	
	8,000		(20,090)	(50,303)	(80,961)	(115,688)	(150,415)	(185,193)	(220,111)	(255,029)	(289,947)	(324,977)	
	8,500		(27,134)	(57,346)	(89,057)	(123,784)	(158,511)	(193,331)	(228,249)	(263,167)	(298,085)	(333,158)	
	9,000		(34,177)	(64,390)	(97,153)	(131,880)	(166,607)	(201,470)	(236,388)	(271,306)	(306,224)	(341,349)	
	9,500		(41,221)	(71,433)	(105,249)	(139,976)	(174,703)	(209,608)	(244,526)	(279,444)	(314,362)	(349,621)	
	10,000		(48,264)	(78,618)	(113,345)	(148,072)	(182,829)	(217,747)	(252,665)	(287,583)	(322,522)	(357,703)	
Profit	20.00%		252,324	213,798	175,273	136,645	98,015	59,385	20,756	(17,874)	(66,504)	(97,897)	
	15%		225,869	189,546	151,424	114,198	76,972	39,745	2,516	(34,709)	(71,936)	(114,022)	
	10%		199,014	163,295	127,575	91,753	55,929	20,105	(15,719)	(51,543)	(88,837)	(130,147)	
	17.5%		159,032	125,417	91,801	58,084	24,364	(9,356)	(43,075)	(76,795)	(115,443)	(154,335)	
	19%		119,050	87,539	56,028	24,415	(7,201)	(38,816)	(70,431)	(105,710)	(142,950)	(178,522)	
	20%		92,396	62,288	32,179	1,969	(28,244)	(58,456)	(90,333)	(125,060)	(159,787)	(194,647)	
	21%		65,741	37,036	8,330	(20,477)	(49,287)	(78,181)	(111,296)	(144,410)	(177,525)	(210,772)	
	22%		39,087	11,784	(15,518)	(42,923)	(70,330)	(100,756)	(132,258)	(163,760)	(195,262)	(226,897)	
	23%		12,432	(15,468)	(39,367)	(65,369)	(93,442)	(123,331)	(153,221)	(183,110)	(213,000)	(243,022)	
	24%		(14,223)	(38,719)	(63,216)	(89,352)	(117,639)	(145,906)	(174,183)	(202,460)	(230,737)	(259,147)	
25%		(40,877)	(63,971)	(88,490)	(115,152)	(141,817)	(168,481)	(195,146)	(221,810)	(248,475)	(275,272)		

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		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(90,333)										
	100,000	87,783	57,654	27,546	(2,664)	(32,877)	(63,089)	(94,966)	(129,693)	(164,420)	(199,281)
	150,000	41,431	11,323	(18,785)	(48,996)	(79,208)	(109,421)	(141,298)	(176,025)	(210,752)	(245,612)
	200,000	(4,900)	(35,008)	(65,116)	(95,327)	(125,539)	(155,752)	(187,629)	(222,356)	(257,083)	(291,943)
TLV (per acre)	250,000	(51,231)	(81,339)	(111,448)	(141,658)	(171,871)	(202,083)	(233,960)	(268,687)	(303,414)	(338,274)
	300,000	(97,562)	(127,671)	(157,779)	(187,989)	(218,202)	(248,414)	(280,291)	(315,018)	(349,745)	(384,606)
	350,000	(143,894)	(174,002)	(204,110)	(234,321)	(264,533)	(294,746)	(326,623)	(361,350)	(396,077)	(430,937)
	400,000	(190,225)	(220,333)	(250,441)	(280,652)	(310,864)	(341,077)	(372,954)	(407,681)	(442,408)	(477,268)
	450,000	(236,556)	(266,664)	(296,773)	(326,983)	(357,196)	(387,408)	(419,285)	(454,012)	(488,739)	(523,599)
	500,000	(282,887)	(312,995)	(343,104)	(373,314)	(403,527)	(433,739)	(465,616)	(500,343)	(535,070)	(569,931)
	550,000	(329,219)	(359,327)	(389,435)	(419,646)	(449,858)	(480,071)	(511,948)	(546,675)	(581,402)	(616,262)
		AH - % on site 35%									
Balance (RLV - TLV)	(90,333)										
	5	(523,810)	(553,918)	(584,026)	(614,237)	(644,449)	(674,662)	(706,539)	(741,266)	(775,993)	(810,853)
	10	(171,692)	(201,801)	(231,909)	(262,119)	(292,332)	(322,544)	(354,421)	(389,148)	(423,875)	(458,736)
	15	(54,320)	(84,428)	(114,536)	(144,747)	(174,959)	(205,172)	(237,049)	(271,776)	(306,503)	(341,363)
Density (dph)	40										
	20	4,366	(25,742)	(55,850)	(86,061)	(116,273)	(146,486)	(178,363)	(213,090)	(247,817)	(282,677)
	25	39,578	9,470	(20,638)	(50,849)	(81,061)	(111,274)	(143,151)	(177,878)	(212,605)	(247,465)
	30	63,053	32,944	2,836	(27,374)	(57,587)	(87,799)	(119,676)	(154,403)	(189,130)	(223,991)
	35	79,820	49,712	19,604	(10,607)	(40,819)	(71,032)	(102,909)	(137,636)	(172,363)	(207,223)
	40	92,396	62,288	32,179	1,969	(28,244)	(58,456)	(90,333)	(125,060)	(159,787)	(194,647)
	45	102,777	72,069	41,960	11,750	(18,463)	(48,675)	(80,552)	(115,279)	(150,006)	(184,866)
	50	110,002	79,893	49,785	19,575	(10,638)	(40,855)	(72,727)	(107,454)	(142,181)	(177,042)
	55	116,404	86,296	56,187	25,977	(4,236)	(34,448)	(66,325)	(101,052)	(135,779)	(170,639)
		AH - % on site 35%									
Balance (RLV - TLV)	(90,333)										
	40%	89,091	58,982	28,858	(1,354)	(31,566)	(61,779)	(94,152)	(128,879)	(163,606)	(198,487)
	45%	88,677	58,569	28,443	(1,769)	(31,982)	(62,194)	(94,630)	(129,357)	(164,084)	(198,967)
% Cat M(2)	50%	88,264	58,156	28,028	(2,185)	(32,397)	(62,610)	(95,107)	(129,834)	(164,551)	(199,447)
	55%	87,851	57,743	27,612	(2,600)	(32,812)	(63,025)	(95,585)	(130,312)	(165,039)	(199,926)
	60%	87,438	57,330	27,197	(3,015)	(33,228)	(63,440)	(96,062)	(130,789)	(165,516)	(200,406)
	65%	87,025	56,916	26,782	(3,431)	(33,643)	(63,856)	(96,539)	(131,266)	(165,993)	(200,886)
	70%	86,612	56,503	26,366	(3,846)	(34,058)	(64,271)	(97,017)	(131,744)	(166,471)	(201,366)
	75%	86,198	56,090	25,951	(4,261)	(34,474)	(64,686)	(97,494)	(132,221)	(166,948)	(201,846)
	80%	85,785	55,677	25,536	(4,677)	(34,889)	(65,102)	(97,972)	(132,699)	(167,425)	(202,326)

Appendix 6

Scheme Ref:		LV	
Title:		30 No. Units at Lower Value Zone	
Notes:		Greenfield	
F9 update			
ASSUMPTIONS - RESIDENTIAL USES			
Total number of units in scheme		30 Units	
AH Policy requirement (% Target)		35%	
AH tenure split %		Affordable Rent: 70%	
		Shared Ownership: 15%	
		Starter Homes: 15%	
Open Market Sale (OMS) housing		65%	
CIL Rate (£ psm)		100%	
		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%
1 bed House	0.0%	0.0	0.0%
2 bed House	10.0%	2.0	55.0%
3 bed House	52.0%	10.1	12.0%
4 bed House	38.0%	7.4	0.0%
5 bed House	0.0%	0.0	0.0%
1 bed Flat	0.0%	0.0	33.0%
2 bed Flat	0.0%	0.0	0.0%
Total number of units	100%	19.5	100.0%
			10.5
			100.0%
			30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %
1 bed House	58.0	624	100.0%
2 bed House	75.0	807	100.0%
3 bed House	85.0	915	100.0%
4 bed House	110.0	1,184	100.0%
5 bed House	135.0	1,453	100.0%
1 bed Flat	50.0	538	90.0%
2 bed Flat	61.0	657	90.0%
			Gross (GIA) per unit (sqm)
			(sqft)
			58.0
			624
			75.0
			807
			85.0
			915
			110.0
			1,184
			135.0
			1,453
			55.6
			598
			67.8
			730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %
1 bed House	58.0	624	100.0%
2 bed House	70.0	753	100.0%
3 bed House	84.0	904	100.0%
4 bed House	97.0	1,044	100.0%
5 bed House	110.0	1,184	100.0%
1 bed Flat	50.0	538	90.0%
2 bed Flat	61.0	657	90.0%
			Gross (GIA) per unit (sqm)
			(sqft)
			58.0
			624
			70.0
			753
			84.0
			904
			97.0
			1,044
			110.0
			1,184
			55.6
			598
			67.8
			730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)
1 bed House	0	0	0
2 bed House	146	1,574	404
3 bed House	862	9,277	1,139
4 bed House	915	8,774	0
5 bed House	0	0	0
1 bed Flat	0	0	193
2 bed Flat	0	0	2,072
	1,823	19,625	703
			7,563
			2,526
			27,188
			27.82% AH % by floor area due to mix
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf
1 bed House	140,000	2,414	224
2 bed House	160,000	2,133	198
3 bed House	200,000	2,353	219
4 bed House	250,000	2,273	211
5 bed House	270,000	2,000	186
1 bed Flat	130,000	2,600	242
2 bed Flat	145,000	2,377	221
			5,618,950
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV
1 bed House	66,000	1,138	47%
2 bed House	72,000	1,029	45%
3 bed House	90,000	1,071	45%
4 bed House	107,000	1,103	43%
5 bed House	120,000	1,091	44%
1 bed Flat	66,000	1,320	51%
2 bed Flat	72,000	1,180	50%
			SO £
			£psm
			% of MV
			91,000
			1,569
			65%
			104,000
			1,486
			65%
			130,000
			1,548
			65%
			162,500
			1,675
			65%
			175,500
			1,595
			65%
			84,500
			1,690
			65%
			94,250
			1,545
			65%
Affordable Housing values (£) -	SH £	£psm	% of MV
1 bed House	112,000	1,931	80%
2 bed House	128,000	1,829	80%
3 bed House	160,000	1,905	80%
4 bed House	200,000	2,062	80%
5 bed House	216,000	1,964	80%
1 bed Flat	104,000	2,080	80%
2 bed Flat	116,000	1,902	80%

Appendix 6

Scheme Ref: LV
 Title: 30 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	140,000	-
2 bed House	2.0	@	160,000	312,000
3 bed House	10.1	@	200,000	2,028,000
4 bed House	7.4	@	250,000	1,852,500
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	19.5			4,182,500
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	4.0	@	72,000	291,060
3 bed House	0.9	@	90,000	79,380
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	123,000	-
1 bed Flat	2.4	@	66,000	160,083
2 bed Flat	0.0	@	72,000	-
	7.4			530,523
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	0.9	@	104,000	90,090
3 bed House	0.2	@	130,000	24,570
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	0.5	@	84,500	43,919
2 bed Flat	0.0	@	94,250	-
	1.6			158,579
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	128,000	110,880
3 bed House	0.2	@	160,000	30,240
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	0.5	@	104,000	54,054
2 bed Flat	0.0	@	116,000	-
	1.6			195,174
Sub-total GDV Residential				
	30.0			5,076,776
<i>AH on-site cost analysis:</i>				
			EMV less EGDV	742,174
	294 £ psm (total GIA sqm)		24,739 £ per unit (total units)	
Grant	30	@	0	-
Total GDV				5,076,776

Appendix 6

Scheme Ref: LV
 Title: 30 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	1,823 sqm	0.00 £ psm		-
	0.00% of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	30 units @	0 per unit	-
			0 £ per unit (total units)	
S106 analysis:				
AH Computed Sum	0.00% of GDV			-
	2,526 sqm (total)		0 £ psm	
	Comm. Sum analysis:			
		0.00% of GDV		
Construction Costs -				
Site Clearance and Demolition	1.85 acres @		£ per acre (if brownfield)	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	1.85 acres @	0 per acre	-
			0 £ per unit (total units)	
Infra. Costs analysis:				
	0.00% of GDV			
1 bed House	-	sqm @	1,148 psm	-
2 bed House	551	sqm @	1,148 psm	(632,625)
3 bed House	968	sqm @	1,148 psm	(1,111,933)
4 bed House	815	sqm @	1,148 psm	(936,550)
5 bed House	-	sqm @	1,148 psm	-
1 bed Flat	193	sqm @	1,338 psm	(257,758)
2 bed Flat	2,526	sqm @	1,338 psm	-
External works	2,938,765 @		15.0% 14,694 £ per unit	(440,815)
M4(2) Category 2 Housing	5% of All units	30 units @	521 £ per dwelling	(782)
M4(3) Category 3 Housing	0% of All units	30 units @	10,307 £ per dwelling	-
Water efficiency		30 units @	9 £ per dwelling	(270)
Contingency	3,380,631 @		5.0%	(169,032)
Professional Fees	3,380,631 @		10.0%	(338,063)
Disposal Costs -				
Marketing and Promotion	4,192,500 OMS @		1.50%	(62,888)
Residential Sales Agent Costs	4,192,500 OMS @		1.50%	(62,888)
Residential Sales Legal Costs	4,192,500 OMS @		0.50%	(20,963)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(113,811)
Developers Profit -				
Margin on AH	884,276		6.00% on AH values	(53,057)
Profit on GDV	4,192,500		20.00%	(838,500)
	4,189,624		20.01% on costs	(838,500)
	5,076,776		17.56% blended	(891,557)
TOTAL COSTS				(5,081,381)

Appendix 6

Scheme Ref: LV
 Title: 30 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE			
Residual Land Value (gross)			(4,605)
SDLT	- @	5.0% (slabbed)	10,500
Acquisition Agent fees	- @	1.0%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	6.5%	-
Residual Land Value			5,895
RLV analysis: 196 £ per plot 7,860 £ per ha 3,181 £ per acre			

THRESHOLD LAND VALUE			
Residential Density		40.0 dph	
Site Area (Resi)		0.75 ha	1.85 acres
Density analysis:		3,368 sqm/ha	14,670 sqf/ac
Threshold Land Value	5,869 £ per plot	234,745 £ per ha	95,000 £ per acre
176,059			

BALANCE			
Surplus/(Deficit)		(226,885) £ per ha	(91,819) £ per acre
			(170,164)

Appendix 6

Scheme Ref: LV
 Title: 30 No. Units at Lower Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 35%											
		(170,164)	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	0	199,456	137,987	76,517	15,047	(46,422)	(107,892)	(170,164)	(241,113)	(312,062)	(383,190)		
	10	172,744	112,680	52,617	(7,447)	(67,511)	(127,626)	(191,282)	(260,607)	(329,931)	(399,521)		
	20	146,032	87,374	28,716	(29,942)	(88,600)	(147,412)	(212,401)	(280,101)	(347,801)	(415,851)		
	30	119,319	62,067	4,816	(52,436)	(109,713)	(167,444)	(233,519)	(299,595)	(365,742)	(432,182)		
	40	92,607	36,761	(19,085)	(74,831)	(130,913)	(190,197)	(254,638)	(319,089)	(383,705)	(448,512)		
	50	65,895	11,455	(42,986)	(97,453)	(152,112)	(212,930)	(275,756)	(338,582)	(401,689)	(464,843)		
	CIL Epdm	0.00	39,182	(13,852)	(66,886)	(120,066)	(174,471)	(235,672)	(296,874)	(358,092)	(419,632)	(481,173)	
		70	12,470	(39,158)	(90,847)	(142,679)	(198,838)	(258,415)	(317,993)	(377,688)	(437,596)	(497,503)	
		80	(14,242)	(64,465)	(114,873)	(165,292)	(223,205)	(281,158)	(339,111)	(397,285)	(455,559)	(513,834)	
		90	(40,955)	(89,894)	(138,899)	(191,244)	(247,573)	(303,901)	(360,240)	(416,881)	(473,523)	(530,176)	
		100	(67,741)	(115,333)	(162,926)	(217,236)	(271,940)	(326,644)	(381,469)	(436,478)	(491,486)	(546,592)	
		110	(94,594)	(140,773)	(190,149)	(243,228)	(296,308)	(349,387)	(402,699)	(456,074)	(509,450)	(563,008)	
		120	(121,447)	(168,310)	(217,785)	(269,220)	(320,875)	(372,195)	(423,328)	(475,571)	(527,413)	(579,025)	
		130	(148,300)	(195,551)	(245,382)	(295,212)	(345,043)	(395,048)	(445,158)	(495,267)	(545,377)	(595,841)	
		140	(176,586)	(224,792)	(272,998)	(321,204)	(369,435)	(417,911)	(466,387)	(514,864)	(563,415)	(612,257)	
		150	(207,451)	(254,033)	(300,614)	(347,196)	(393,930)	(440,774)	(487,617)	(534,460)	(581,473)	(628,674)	
	160	(238,317)	(283,274)	(328,231)	(373,216)	(418,426)	(463,636)	(508,847)	(554,057)	(599,531)	(645,090)		
	170	(269,182)	(312,515)	(355,847)	(399,345)	(442,922)	(486,499)	(530,076)	(573,672)	(617,589)	(661,506)		
	180	(300,048)	(341,756)	(383,529)	(425,473)	(467,417)	(509,362)	(551,306)	(593,371)	(635,647)	(677,923)		
	190	(330,913)	(370,997)	(411,291)	(451,602)	(491,913)	(532,224)	(572,535)	(613,071)	(653,707)	(694,393)		
	200	(361,779)	(400,374)	(439,053)	(477,731)	(516,409)	(555,087)	(593,776)	(632,770)	(671,763)	(710,774)		
Site Specific S106	0	199,456	137,987	76,517	15,047	(46,422)	(107,892)	(170,164)	(241,113)	(312,062)	(383,190)		
	500	185,291	123,822	62,352	882	(60,587)	(122,079)	(186,531)	(257,480)	(328,429)	(399,644)		
	1,000	171,126	109,656	48,187	(13,283)	(74,753)	(136,319)	(202,899)	(273,848)	(344,797)	(416,098)		
	1,500	156,961	95,491	34,021	(27,448)	(88,918)	(150,559)	(219,255)	(290,215)	(361,212)	(432,551)		
	2,000	142,796	81,326	19,856	(41,613)	(103,083)	(164,799)	(235,634)	(306,583)	(377,666)	(449,005)		
	2,500	128,630	67,161	5,691	(55,779)	(117,313)	(181,053)	(252,001)	(322,950)	(394,120)	(465,459)		
	3,000	114,465	52,995	(8,474)	(69,944)	(131,553)	(197,420)	(268,369)	(339,318)	(410,573)	(481,912)		
	3,500	100,300	38,830	(22,639)	(84,109)	(145,792)	(213,788)	(284,737)	(355,688)	(427,027)	(498,366)		
	4,000	86,135	24,665	(36,805)	(98,306)	(160,032)	(230,155)	(301,104)	(372,142)	(443,811)	(514,820)		
	4,500	71,969	10,500	(50,970)	(112,546)	(175,574)	(246,523)	(317,472)	(388,995)	(459,934)	(531,290)		
	5,000	57,804	(3,669)	(65,135)	(126,785)	(191,941)	(262,890)	(333,839)	(405,949)	(476,388)	(547,831)		
	5,500	43,639	(17,831)	(79,300)	(141,026)	(208,309)	(279,258)	(350,207)	(421,503)	(492,842)	(564,371)		
	6,000	29,474	(31,996)	(93,540)	(155,266)	(224,676)	(295,625)	(366,617)	(437,956)	(509,295)	(580,911)		
	6,500	15,308	(46,161)	(107,780)	(170,095)	(241,044)	(311,993)	(383,071)	(454,410)	(525,749)	(597,451)		
	7,000	1,143	(60,326)	(122,019)	(186,463)	(257,411)	(328,360)	(399,525)	(470,864)	(542,203)	(613,992)		
	7,500	(13,022)	(74,534)	(136,259)	(202,830)	(273,779)	(344,728)	(415,978)	(487,317)	(558,707)	(630,532)		
8,000	(27,187)	(88,773)	(150,499)	(219,198)	(290,147)	(361,096)	(432,432)	(503,771)	(575,247)	(647,072)			
8,500	(41,352)	(103,013)	(164,739)	(235,565)	(306,514)	(377,547)	(448,886)	(520,225)	(591,797)	(663,612)			
9,000	(55,527)	(117,253)	(180,984)	(251,933)	(322,882)	(394,001)	(465,339)	(536,878)	(608,327)	(680,153)			
9,500	(69,767)	(131,493)	(197,351)	(268,300)	(339,240)	(410,454)	(481,793)	(553,132)	(624,868)	(696,693)			
10,000	(84,007)	(145,732)	(213,719)	(284,668)	(355,617)	(426,908)	(498,247)	(569,586)	(641,408)	(713,265)			
Profit	14%	519,312	441,008	362,704	284,399	206,095	127,791	49,283	(29,277)	(107,837)	(189,690)		
	15%	466,003	390,504	315,006	239,507	154,009	68,511	12,899	(82,946)	(138,700)	(221,940)		
	16%	412,693	340,001	267,308	194,615	121,923	49,230	(23,666)	(96,615)	(170,162)	(254,190)		
	17.5%	332,730	264,246	195,761	127,277	58,793	(9,691)	(78,378)	(147,118)	(223,374)	(302,565)		
	19%	252,766	188,490	124,215	59,939	(4,336)	(68,611)	(133,090)	(202,413)	(276,587)	(350,940)		
	20%	199,456	137,987	76,517	15,047	(46,422)	(107,892)	(170,164)	(241,113)	(312,062)	(383,190)		
	21%	146,147	87,483	28,819	(29,845)	(88,508)	(147,172)	(212,089)	(279,813)	(347,537)	(415,440)		
	22%	92,838	36,980	(18,878)	(74,737)	(130,595)	(189,575)	(254,014)	(318,513)	(383,012)	(447,690)		
23%	39,529	(13,524)	(66,576)	(119,629)	(173,745)	(234,725)	(295,939)	(357,213)	(418,487)	(479,940)			
24%	(13,781)	(64,027)	(114,274)	(164,521)	(222,120)	(279,875)	(337,864)	(395,913)	(453,962)	(512,190)			
25%	(67,090)	(114,531)	(161,972)	(215,965)	(270,495)	(325,025)	(379,789)	(434,613)	(489,437)	(544,440)			

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

LV
30 No. Units at Lower Value Zone
Greenfield

		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(170,164)											
	100,000	190,190	128,721	67,251	5,781	(55,688)	(117,158)	(179,430)	(250,379)	(321,328)	(392,457)	
	150,000	97,528	36,058	(25,412)	(86,881)	(148,351)	(209,821)	(272,093)	(343,041)	(413,990)	(485,119)	
	200,000	4,865	(56,604)	(118,074)	(179,544)	(241,013)	(302,483)	(364,755)	(435,704)	(506,653)	(577,782)	
	250,000	(87,797)	(149,267)	(210,737)	(272,206)	(333,676)	(395,146)	(457,418)	(528,366)	(599,315)	(670,444)	
	300,000	(180,460)	(241,929)	(303,399)	(364,869)	(426,338)	(487,808)	(550,080)	(621,029)	(691,978)	(763,107)	
	350,000	(273,122)	(334,592)	(396,062)	(457,531)	(519,001)	(580,471)	(642,743)	(713,691)	(784,640)	(855,769)	
	400,000	(365,785)	(427,254)	(488,724)	(550,194)	(611,663)	(673,133)	(735,405)	(806,354)	(877,303)	(948,332)	
	450,000	(458,447)	(519,917)	(581,387)	(642,856)	(704,325)	(765,795)	(828,066)	(899,015)	(969,965)	(1,041,094)	
	500,000	(551,110)	(612,579)	(674,049)	(735,519)	(796,988)	(858,458)	(920,730)	(991,679)	(1,062,628)	(1,133,757)	
550,000	(643,772)	(705,242)	(766,712)	(828,181)	(889,651)	(951,121)	(1,013,393)	(1,084,341)	(1,155,290)	(1,226,419)		
Balance (RLV - TLV)	(170,164)											
	5	(1,032,955)	(1,094,424)	(1,155,894)	(1,217,364)	(1,278,833)	(1,340,303)	(1,402,575)	(1,473,524)	(1,544,473)	(1,615,602)	
	10	(328,720)	(390,189)	(451,659)	(513,129)	(574,598)	(636,068)	(698,340)	(769,289)	(840,238)	(911,367)	
	15	(93,975)	(155,444)	(216,914)	(278,384)	(339,853)	(401,323)	(463,595)	(534,544)	(605,493)	(676,622)	
	20	23,398	(38,072)	(99,542)	(161,011)	(222,481)	(283,951)	(346,223)	(417,171)	(488,120)	(559,249)	
	25	93,821	32,352	(29,118)	(90,588)	(152,057)	(213,527)	(275,799)	(346,748)	(417,697)	(488,826)	
	30	140,770	79,301	17,831	(43,639)	(105,108)	(166,578)	(228,850)	(299,799)	(370,748)	(441,877)	
	35	174,305	112,836	51,366	(10,104)	(71,573)	(133,043)	(195,315)	(266,264)	(337,213)	(408,342)	
	40	199,456	137,987	76,517	15,047	(46,422)	(107,892)	(170,164)	(241,113)	(312,062)	(383,190)	
	45	219,019	157,548	96,079	34,610	(26,960)	(88,330)	(150,602)	(221,551)	(292,500)	(363,628)	
Density (dph)	50	234,668	173,199	111,729	50,259	(11,210)	(72,680)	(134,952)	(205,901)	(276,850)	(347,979)	
	55	247,472	186,003	124,533	63,063	1,594	(59,876)	(122,148)	(193,097)	(264,046)	(335,174)	
	Balance (RLV - TLV)	(170,164)										
		40%	193,610	132,140	70,671	9,201	(52,269)	(113,738)	(176,919)	(247,868)	(318,817)	(389,861)
		45%	192,775	131,305	69,835	8,366	(53,104)	(114,574)	(177,894)	(248,833)	(319,782)	(390,851)
		50%	191,940	130,470	69,000	7,531	(53,939)	(115,409)	(178,949)	(249,798)	(320,747)	(391,822)
55%		191,104	129,635	68,165	6,695	(54,774)	(116,244)	(179,814)	(250,763)	(321,712)	(392,892)	
60%		190,269	128,799	67,330	5,860	(55,610)	(117,079)	(180,779)	(251,728)	(322,677)	(393,862)	
65%		189,434	127,964	66,495	5,025	(56,445)	(117,915)	(181,745)	(252,693)	(323,642)	(394,832)	
70%		188,599	127,129	65,659	4,190	(57,280)	(118,754)	(182,710)	(253,659)	(324,608)	(395,802)	
% Cat M4(2)	75%	187,763	126,294	64,824	3,355	(58,115)	(119,594)	(183,675)	(254,624)	(325,573)	(396,772)	
	80%	186,928	125,459	63,989	2,519	(58,950)	(120,434)	(184,640)	(255,589)	(326,538)	(397,742)	

Appendix 6

Scheme Ref: **MV**
 Title: **1200 No. Units at Low Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			1,200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%			
			0.00 £ psm			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	10.0%	78.0	55.0%	231.0	25.8%	309.0
3 bed House	52.0%	405.6	12.0%	50.4	38.0%	456.0
4 bed House	38.0%	296.4	0.0%	0.0	24.7%	296.4
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	33.0%	138.6	11.6%	138.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100.0%	780.0	100.0%	420.0	100.0%	1,200.0
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA		AH units GIA		Total GIA (all units)	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	5,850	62,969	16,170	174,052	22,020	237,021
3 bed House	34,476	371,097	4,234	45,570	38,710	416,667
4 bed House	32,604	350,947	0	0	32,604	350,947
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	7,700	82,882	7,700	82,882
2 bed Flat	0	0	0	0	0	0
	72,930	785,012	28,104	302,505	101,034	1,087,517
	AH % by floor area:		27.82% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	140,000	2,414	224	0		
2 bed House	160,000	2,133	198	49,440,000		
3 bed House	200,000	2,353	219	91,200,000		
4 bed House	250,000	2,273	211	74,100,000		
5 bed House	270,000	2,000	186	0		
1 bed Flat	130,000	2,600	242	18,018,000		
2 bed Flat	145,000	2,377	221	0		
				232,758,000		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	47%	91,000	1,569	65%
2 bed House	72,000	1,029	45%	104,000	1,486	65%
3 bed House	90,000	1,071	45%	130,000	1,548	65%
4 bed House	107,000	1,103	43%	162,500	1,675	65%
5 bed House	120,000	1,091	44%	175,500	1,595	65%
1 bed Flat	68,000	1,320	51%	84,500	1,690	65%
2 bed Flat	72,000	1,180	50%	94,250	1,545	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	112,000	1,931	80%			
2 bed House	128,000	1,829	80%			
3 bed House	160,000	1,905	80%			
4 bed House	200,000	2,062	80%			
5 bed House	216,000	1,964	80%			
1 bed Flat	104,000	2,080	80%			
2 bed Flat	116,000	1,902	80%			

Appendix 6

Scheme Ref: MV
 Title: 1200 No. Units at Low Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	78.0	@	160,000	12,480,000
3 bed House	405.6	@	200,000	81,120,000
4 bed House	296.4	@	250,000	74,100,000
5 bed House	0.0	@	270,000	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	145,000	-
	780.0			167,700,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	161.7	@	72,000	11,642,400
3 bed House	35.3	@	90,000	3,175,200
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	97.0	@	66,000	6,403,320
2 bed Flat	0.0	@	72,000	-
	294.0			21,220,920
Shared Ownership GDV -				
1 bed House	0.0	@	91,000	-
2 bed House	34.7	@	104,000	3,603,600
3 bed House	7.6	@	130,000	982,800
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	175,500	-
1 bed Flat	20.8	@	84,500	1,756,755
2 bed Flat	0.0	@	94,250	-
	63.0			6,343,155
Starter Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	34.7	@	128,000	4,435,200
3 bed House	7.6	@	160,000	1,208,600
4 bed House	0.0	@	200,000	-
5 bed House	0.0	@	216,000	-
1 bed Flat	20.8	@	104,000	2,162,160
2 bed Flat	0.0	@	116,000	-
	63.0			7,806,960
Sub-total GDV Residential	1,200.0			203,071,035
<i>AH on-site cost analysis:</i>			<i>£MV less EGDV</i>	<i>29,686,965</i>
	<i>294 £ psm (total GIA sqm)</i>		<i>24,739 £ per unit (total units)</i>	
Grant	1,200	@	0	-
Total GDV				203,071,035

Appendix 6

Scheme Ref: **MV**
 Title: **1200 No. Units at Low Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(450,000)
Statutory Planning Fees (Residential)				(151,299)
CIL	72,930 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	0			-
S106 analysis:	1,200 units @	0 per unit		-
	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum	101,034 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	52.95 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	0			-
Infra. Costs analysis:	52.95 acres @	0 per acre		-
	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	- sqm @	1,149 psm		-
2 bed House	22,020 sqm @	1,149 psm		(25,300,989)
3 bed House	38,710 sqm @	1,149 psm		(44,477,330)
4 bed House	32,604 sqm @	1,149 psm		(37,461,996)
5 bed House	- sqm @	1,149 psm		-
1 bed Flat	7,700 sqm @	1,338 psm		(10,310,300)
2 bed Flat	101,034 sqm @	1,338 psm		-
External works	117,550,606 @	15.0% 14,694 Eper unit		(17,632,591)
M4(2) Category 2 Housing	5% of All units	1,200 units @	521 £ per dwelling	(31,260)
M4(3) Category 3 Housing	0% of All units	1,200 units @	10,307 £ per dwelling	-
Water efficiency		1,200 units @	9 £ per dwelling	(10,800)
Contingency	135,225,257 @	5.0%		(6,761,263)
Professional Fees	135,225,257 @	10.0%		(13,522,526)
Disposal Costs -				
Marketing and Promotion	167,700,000 OMS @	1.50%		(2,515,500)
Residential Sales Agent Costs	167,700,000 OMS @	1.50%		(2,515,500)
Residential Sales Legal Costs	167,700,000 OMS @	0.50%		(838,500)
Interest (on Development Costs) -	6.50% APR	0.526% pom		(1,778,048)
Developers Profit -				
Margin on AH	35,371,035	6.00% on AH values		(2,122,262)
Profit on GDV	167,700,000	20.00%		(33,540,000)
	163,757,893	20.46% on costs	(33,540,000)	
	203,071,035	17.56% blended	(36,662,262)	
TOTAL COSTS				(199,420,155)

Appendix 6

Scheme Ref: MV
Title: 1200 No. Units at Low Value Zone
Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				3,650,880
SDLT	3,650,880 @	5.0%	(slabbed)	(172,044)
Acquisition Agent fees	3,650,880 @	1.0%		(36,509)
Acquisition Legal fees	3,650,880 @	0.5%		(18,254)
Interest on Land	3,650,880 @	6.5%		(237,307)
Residual Land Value				3,186,765
RLV analysis:				
	2,656 £ per plot	148,716 £ per ha	60,184 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		56.0 dph		
Site Area (Resi)		21.43 ha	52.95 acres	
	Density analysis:	4,715 sqm/ha	20,539 sqft/ac	
Threshold Land Value	4,633 £ per plot	259,455 £ per ha	105,000 £ per acre	5,559,750

BALANCE				
Surplus/(Deficit)		(110,739) £ per ha	(44,816) £ per acre	(2,372,985)

Appendix 6

Scheme Ref: MV
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 Notes: Greenfield
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		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(2,372,985)										
	0	13,115,493	10,548,451	7,977,774	5,402,276	2,820,407	229,755	(2,372,985)	(4,994,149)	(7,957,044)	(11,059,905)
	10	11,894,554	9,383,896	6,868,950	4,348,651	1,821,021	(716,400)	(3,267,778)	(5,883,740)	(8,878,585)	(11,939,311)
	20	10,654,104	8,200,264	5,741,390	3,276,500	803,607	(1,680,733)	(4,181,094)	(6,877,961)	(9,822,968)	(12,843,943)
	30	9,393,523	6,996,827	4,594,513	2,185,403	(233,236)	(2,664,354)	(5,113,629)	(7,896,156)	(10,791,544)	(13,775,150)
	40	8,112,176	5,772,764	3,427,379	1,074,030	(1,289,610)	(3,667,737)	(6,143,449)	(8,836,045)	(11,785,379)	(14,734,708)
	50	6,800,415	4,527,677	2,232,341	(571,993)	(2,386,537)	(4,691,716)	(7,262,640)	(10,001,971)	(12,905,637)	(15,724,244)
	60	5,484,264	3,260,920	1,029,946	(1,211,031)	(3,464,991)	(5,765,267)	(8,406,983)	(11,093,944)	(13,854,512)	(16,745,712)
	70	4,136,004	1,971,139	(202,195)	(2,386,486)	(4,585,601)	(6,992,716)	(9,577,516)	(12,213,617)	(14,932,949)	(17,801,288)
	80	2,764,164	658,116	(1,457,334)	(3,584,949)	(5,756,246)	(8,247,016)	(10,775,821)	(13,362,200)	(16,042,739)	(18,893,372)
	90	1,367,498	(679,437)	(2,736,680)	(4,807,705)	(7,098,613)	(9,529,416)	(12,002,835)	(14,541,216)	(17,185,966)	(20,024,507)
	100	(54,715)	(2,042,004)	(4,041,249)	(6,131,091)	(8,469,895)	(10,841,418)	(13,260,471)	(15,752,314)	(18,364,660)	(21,197,579)
	110	(1,503,470)	(3,431,217)	(5,371,808)	(7,595,212)	(9,871,317)	(12,183,924)	(14,549,899)	(16,997,568)	(19,580,995)	(22,415,769)
	120	(2,979,616)	(4,847,534)	(6,905,360)	(9,090,551)	(11,304,306)	(13,558,949)	(15,873,864)	(18,278,330)	(20,837,567)	(23,602,678)
	130	(4,484,685)	(6,403,170)	(8,498,973)	(10,618,433)	(12,770,519)	(14,967,600)	(17,231,181)	(19,597,663)	(22,137,120)	(24,991,319)
	140	(6,089,562)	(8,097,530)	(10,126,032)	(12,180,621)	(14,270,958)	(16,411,773)	(18,626,736)	(20,957,066)	(23,482,622)	(26,310,467)
	150	(7,889,003)	(9,827,537)	(11,788,483)	(13,778,410)	(15,808,033)	(17,893,491)	(20,061,732)	(22,359,399)	(24,877,398)	(27,640,744)
	160	(9,725,491)	(11,594,416)	(13,487,818)	(15,413,177)	(17,382,918)	(19,414,492)	(21,538,480)	(23,807,446)	(26,315,721)	(28,982,728)
	170	(11,600,631)	(13,399,838)	(15,225,637)	(17,087,497)	(18,997,718)	(20,977,175)	(23,059,390)	(25,304,130)	(27,766,648)	(30,335,641)
	180	(13,516,079)	(15,245,426)	(17,004,315)	(18,802,499)	(20,654,621)	(22,583,694)	(24,627,159)	(26,852,478)	(29,229,882)	(31,700,798)
	190	(15,473,545)	(17,132,856)	(18,824,862)	(20,560,464)	(22,355,905)	(24,236,341)	(26,244,869)	(28,429,929)	(30,705,920)	(33,077,625)
200	(17,474,793)	(19,064,576)	(20,690,335)	(22,363,942)	(24,103,940)	(25,938,452)	(27,915,229)	(30,016,870)	(32,193,979)	(34,613,949)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(2,372,985)										
	0	13,115,493	10,548,451	7,977,774	5,402,276	2,820,407	229,755	(2,372,985)	(4,994,149)	(7,957,044)	(11,059,905)
	500	12,568,906	10,000,466	7,428,088	4,850,550	2,266,272	(327,561)	(2,934,677)	(5,563,822)	(8,620,499)	(11,741,174)
	1,000	12,021,545	9,451,835	6,877,799	4,296,259	1,711,238	(865,978)	(3,497,810)	(6,218,790)	(9,287,159)	(12,427,637)
	1,500	11,473,947	8,902,677	6,327,034	3,745,270	1,155,332	(1,445,558)	(4,062,449)	(6,876,117)	(9,957,330)	(13,120,148)
	2,000	10,925,615	8,352,990	5,775,265	3,191,210	598,493	(2,006,367)	(4,626,659)	(7,535,938)	(10,631,325)	(13,818,833)
	2,500	10,378,984	7,802,556	5,223,034	2,636,443	40,658	(2,568,468)	(5,196,508)	(8,198,514)	(11,309,461)	(14,524,301)
	3,000	9,827,579	7,251,791	4,670,045	2,080,909	(518,294)	(3,131,925)	(5,798,632)	(8,864,022)	(11,992,058)	(15,238,301)
	3,500	9,277,892	6,699,979	4,116,148	1,524,412	(1,078,450)	(3,696,804)	(6,455,744)	(9,532,535)	(12,677,442)	(15,960,616)
	4,000	8,727,314	6,147,809	3,561,649	966,833	(1,639,750)	(4,263,170)	(7,115,021)	(10,204,446)	(13,372,163)	(16,692,929)
	4,500	8,176,549	5,594,820	3,006,344	408,342	(2,202,259)	(4,831,089)	(7,776,890)	(10,880,019)	(14,070,658)	(17,436,274)
	5,000	7,624,694	5,041,687	2,449,989	(151,126)	(2,765,040)	(5,400,676)	(8,441,323)	(11,559,431)	(14,775,614)	(18,192,275)
	5,500	7,072,584	4,486,855	1,892,887	(711,632)	(3,331,159)	(6,035,370)	(9,108,609)	(12,242,999)	(15,487,553)	(18,962,572)
	6,000	6,519,595	3,931,550	1,334,977	(1,273,239)	(3,897,680)	(6,694,331)	(9,778,750)	(12,931,048)	(16,207,233)	(19,740,448)
	6,500	5,966,025	3,375,566	776,025	(1,836,050)	(4,465,669)	(7,355,435)	(10,452,302)	(13,624,179)	(16,935,513)	(20,555,306)
	7,000	5,411,890	2,818,941	215,983	(2,400,156)	(5,035,192)	(8,019,079)	(11,129,175)	(14,322,552)	(17,673,495)	(21,383,504)
	7,500	4,856,755	2,261,228	(345,014)	(2,965,514)	(5,614,997)	(8,685,247)	(11,809,683)	(15,026,726)	(18,422,181)	(22,237,792)
	8,000	4,301,143	1,702,661	(907,030)	(3,532,191)	(6,273,641)	(9,354,033)	(12,494,140)	(15,737,226)	(19,182,908)	(23,123,096)
	8,500	3,744,646	1,143,307	(1,470,126)	(4,100,250)	(6,934,328)	(10,025,814)	(13,182,868)	(16,454,791)	(19,957,269)	(24,045,457)
	9,000	3,187,281	583,092	(2,034,367)	(4,689,757)	(7,597,136)	(10,700,589)	(13,876,194)	(17,179,962)	(20,747,091)	(24,993,194)
	9,500	2,629,296	21,603	(2,599,870)	(5,240,778)	(8,262,281)	(11,378,545)	(14,574,446)	(17,913,514)	(21,554,718)	(25,944,851)
10,000	2,070,344	(540,821)	(3,166,701)	(5,852,951)	(8,930,059)	(12,060,177)	(15,277,961)	(18,656,571)	(22,382,581)	(26,902,180)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(2,372,985)										
	14%	25,909,713	22,669,291	19,425,234	16,176,356	12,921,107	9,657,075	6,380,955	3,086,411	(236,851)	(3,609,720)
	15%	23,777,343	20,649,151	17,511,324	14,380,676	11,237,657	8,085,855	4,921,965	1,739,651	(1,471,381)	(4,732,020)
	16%	21,644,973	18,629,011	15,609,414	12,584,996	9,554,207	6,514,635	3,462,975	392,891	(2,705,911)	(5,899,905)
	17.5%	18,446,418	15,598,801	12,741,549	9,891,476	7,029,032	4,157,805	1,274,490	(1,627,249)	(4,557,706)	(7,834,905)
	19%	15,247,863	12,568,591	9,885,684	7,197,956	4,503,857	1,800,975	(913,995)	(3,647,389)	(6,538,044)	(9,769,905)
	20%	13,115,493	10,548,451	7,977,774	5,402,276	2,820,407	229,755	(2,372,985)	(4,994,149)	(7,957,044)	(11,059,905)
	21%	10,983,123	8,528,311	6,069,864	3,606,596	1,136,957	(1,341,465)	(3,831,975)	(6,459,203)	(9,376,044)	(12,349,905)
	22%	8,850,753	6,508,171	4,161,954	1,810,916	(546,493)	(2,912,685)	(5,290,965)	(8,007,203)	(10,795,044)	(13,639,905)
23%	6,716,383	4,486,051	2,254,044	15,236	(2,229,943)	(4,483,965)	(6,929,370)	(9,555,203)	(12,214,044)	(14,929,905)	
24%	4,586,013	2,467,891	346,134	(1,780,444)	(3,913,393)	(6,130,716)	(8,606,370)	(11,103,203)	(13,633,044)	(16,219,905)	
25%	2,453,643	447,751	(1,561,776)	(3,576,124)	(5,603,954)	(7,936,716)	(10,283,370)	(12,651,203)	(15,052,044)	(17,509,905)	
Profit											
20.00%											

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

MV
1200 No. Units at Low Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(2,372,985)										
	100,000	13,380,243	10,813,201	8,242,524	5,667,026	3,085,157	494,505	(2,108,235)	(4,729,399)	(7,692,294)	(10,795,155)
	150,000	10,732,743	8,165,701	5,595,024	3,019,526	437,657	(2,152,995)	(4,755,735)	(7,376,899)	(10,339,794)	(13,442,655)
	200,000	8,085,243	5,518,201	2,947,524	372,026	(2,209,843)	(4,800,495)	(7,403,235)	(10,024,399)	(12,987,294)	(16,090,155)
	250,000	5,437,743	2,870,701	300,024	(2,275,474)	(4,857,343)	(7,447,995)	(10,050,735)	(12,671,899)	(15,634,794)	(18,737,655)
	300,000	2,790,243	223,201	(2,347,476)	(4,922,974)	(7,504,843)	(10,095,495)	(12,698,235)	(15,319,399)	(18,282,294)	(21,385,155)
	350,000	142,743	(2,424,299)	(4,994,976)	(7,570,474)	(10,152,343)	(12,742,995)	(15,345,735)	(17,966,899)	(20,929,794)	(24,032,655)
	400,000	(2,504,757)	(5,071,799)	(7,642,476)	(10,217,974)	(12,799,843)	(15,390,495)	(17,993,235)	(20,614,399)	(23,577,294)	(26,580,155)
	450,000	(5,152,257)	(7,719,299)	(10,289,976)	(12,865,474)	(15,447,343)	(18,037,995)	(20,640,735)	(23,261,899)	(26,224,794)	(29,327,655)
	500,000	(7,799,757)	(10,366,799)	(12,937,476)	(15,512,974)	(18,094,843)	(20,685,495)	(23,288,235)	(25,909,399)	(28,872,294)	(31,975,155)
550,000	(10,447,257)	(13,014,299)	(15,584,976)	(18,160,474)	(20,742,343)	(23,332,995)	(25,935,735)	(28,556,899)	(31,519,794)	(34,622,655)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(2,372,985)										
	5	(43,593,957)	(46,160,999)	(48,731,676)	(51,307,174)	(53,889,043)	(56,479,695)	(59,082,435)	(61,703,599)	(64,366,494)	(67,099,355)
	10	(12,459,357)	(15,026,399)	(17,597,076)	(20,172,574)	(22,754,443)	(25,345,095)	(27,947,835)	(30,568,999)	(33,233,894)	(35,934,755)
	15	(2,081,157)	(4,648,199)	(7,218,876)	(9,794,374)	(12,376,243)	(14,968,895)	(17,569,635)	(20,190,799)	(23,153,694)	(26,256,555)
	20	3,107,943	540,901	(2,029,776)	(4,605,274)	(7,187,143)	(9,777,795)	(12,380,535)	(15,001,699)	(17,964,594)	(21,067,455)
	25	6,221,403	3,654,361	1,083,684	(1,491,814)	(4,073,683)	(6,664,335)	(9,267,075)	(11,888,239)	(14,851,134)	(17,953,995)
	30	8,297,043	5,730,001	3,159,324	583,826	(1,998,043)	(4,588,695)	(7,191,435)	(9,812,599)	(12,775,494)	(15,878,355)
	35	9,779,643	7,212,601	4,641,924	2,066,426	(515,443)	(3,106,095)	(5,708,835)	(8,329,999)	(11,292,894)	(14,395,755)
	40	10,891,593	8,324,551	5,753,874	3,178,376	596,507	(1,994,145)	(4,596,885)	(7,218,049)	(10,180,944)	(13,283,805)
	45	11,756,443	9,189,401	6,618,724	4,043,226	1,461,357	(1,129,295)	(3,732,035)	(6,353,199)	(9,316,094)	(12,418,955)
50	12,448,323	9,881,281	7,310,604	4,735,106	2,153,237	(437,415)	(3,040,155)	(5,661,319)	(8,624,214)	(11,727,075)	
55	13,014,407	10,447,365	7,876,688	5,301,190	2,719,321	128,668	(2,474,071)	(5,095,235)	(8,058,131)	(11,160,992)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(2,372,985)										
	40%	12,888,296	10,320,871	7,749,400	5,173,208	2,590,329	(1,305)	(2,605,910)	(5,229,211)	(8,231,459)	(11,341,198)
	45%	12,855,840	10,286,360	7,716,775	5,140,464	2,557,461	(34,371)	(2,639,185)	(5,262,894)	(8,270,718)	(11,381,442)
	50%	12,823,383	10,255,848	7,684,150	5,107,721	2,524,593	(67,436)	(2,672,460)	(5,296,518)	(8,309,978)	(11,421,686)
	55%	12,790,926	10,223,337	7,651,525	5,074,977	2,491,724	(100,501)	(2,705,735)	(5,330,171)	(8,349,237)	(11,461,930)
	60%	12,758,470	10,190,825	7,618,900	5,042,233	2,458,856	(133,567)	(2,739,010)	(5,368,824)	(8,388,497)	(11,502,186)
	65%	12,726,013	10,158,287	7,586,275	5,009,489	2,425,988	(166,632)	(2,772,286)	(5,397,478)	(8,427,756)	(11,542,549)
	70%	12,693,556	10,125,719	7,553,650	4,976,745	2,393,119	(199,697)	(2,805,561)	(5,431,131)	(8,467,016)	(11,582,911)
75%	12,661,100	10,093,152	7,521,025	4,944,001	2,360,251	(232,763)	(2,838,836)	(5,464,784)	(8,506,275)	(11,623,273)	
80%	12,628,643	10,060,584	7,488,400	4,911,257	2,327,383	(265,828)	(2,872,111)	(5,498,438)	(8,545,615)	(11,663,636)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
% Cat M4(2)	5%										
	40%	12,888,296	10,320,871	7,749,400	5,173,208	2,590,329	(1,305)	(2,605,910)	(5,229,211)	(8,231,459)	(11,341,198)
	45%	12,855,840	10,286,360	7,716,775	5,140,464	2,557,461	(34,371)	(2,639,185)	(5,262,894)	(8,270,718)	(11,381,442)
	50%	12,823,383	10,255,848	7,684,150	5,107,721	2,524,593	(67,436)	(2,672,460)	(5,296,518)	(8,309,978)	(11,421,686)
	55%	12,790,926	10,223,337	7,651,525	5,074,977	2,491,724	(100,501)	(2,705,735)	(5,330,171)	(8,349,237)	(11,461,930)
	60%	12,758,470	10,190,825	7,618,900	5,042,233	2,458,856	(133,567)	(2,739,010)	(5,368,824)	(8,388,497)	(11,502,186)
	65%	12,726,013	10,158,287	7,586,275	5,009,489	2,425,988	(166,632)	(2,772,286)	(5,397,478)	(8,427,756)	(11,542,549)
	70%	12,693,556	10,125,719	7,553,650	4,976,745	2,393,119	(199,697)	(2,805,561)	(5,431,131)	(8,467,016)	(11,582,911)
75%	12,661,100	10,093,152	7,521,025	4,944,001	2,360,251	(232,763)	(2,838,836)	(5,464,784)	(8,506,275)	(11,623,273)	
80%	12,628,643	10,060,584	7,488,400	4,911,257	2,327,383	(265,828)	(2,872,111)	(5,498,438)	(8,545,615)	(11,663,636)	

Appendix 6

Scheme Ref: **LMV**
 Title: **1 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**

PS up to date

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme				1 Units									
AH Policy requirement (% Target)				0%									
AH tenure split %		Affordable Rent:		70%									
		Shared Ownership:		15%									
		Starter Homes:		15%									
Open Market Sale (OMS) housing				100%									
CIL Rate (£ psm)				0.00		£ psm							
Unit mix -		Mkt Units mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units	
1 bed House		100.0%		1.0		0.0%		0.0		0%		1.0	
2 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
3 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
4 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
1 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
Total number of units		100.0%		1.0		0.0%		0.0		100%		1.0	
OMS Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)	
1 bed House		58.0		624		100.0%				58.0		624	
2 bed House		75.0		807		100.0%				75.0		807	
3 bed House		85.0		915		100.0%				85.0		915	
4 bed House		110.0		1,184		100.0%				110.0		1,184	
5 bed House		135.0		1,453		100.0%				135.0		1,453	
1 bed Flat		50.0		538		90.0%				55.6		598	
2 bed Flat		61.0		657		90.0%				67.8		730	
AH Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)	
1 bed House		58.0		624		100.0%				58.0		624	
2 bed House		70.0		753		100.0%				70.0		753	
3 bed House		84.0		904		100.0%				84.0		904	
4 bed House		97.0		1,044		100.0%				97.0		1,044	
5 bed House		110.0		1,184		100.0%				110.0		1,184	
1 bed Flat		50.0		538		90.0%				55.6		598	
2 bed Flat		61.0		657		90.0%				67.8		730	
Total Gross Floor areas -		Mkt Units GIA (sqm)		(sqft)		AH units GIA (sqm)		(sqft)		Total GIA (all units) (sqm)		(sqft)	
1 bed House		0		0		0		0		0		0	
2 bed House		75		807		0		0		75		807	
3 bed House		0		0		0		0		0		0	
4 bed House		0		0		0		0		0		0	
5 bed House		0		0		0		0		0		0	
1 bed Flat		0		0		0		0		0		0	
2 bed Flat		0		0		0		0		0		0	
AH % by floor area:		75		807		0		0		75		807	
										0.00% AH % by floor area due to mix			
Open Market Sales values (£) -		£ OMS (per unit)		Epsm		Epsf				total MV £ (no AH)			
1 bed House		155,000		2,672		248				0			
2 bed House		180,000		2,400		223				180,000			
3 bed House		230,000		2,706		251				0			
4 bed House		270,000		2,455		228				0			
5 bed House		290,000		2,148		200				0			
1 bed Flat		155,000		3,100		288				0			
2 bed Flat		170,000		2,787		259				0			
										180,000			
Affordable Housing values (£) -		Aff. Rent £		Epsm		% of MV		SO £		Epsm		% of MV	
1 bed House		66,000		1,138		43%		100,750		1,737		65%	
2 bed House		72,000		1,029		40%		117,000		1,871		65%	
3 bed House		90,000		1,071		39%		149,500		1,780		65%	
4 bed House		107,000		1,103		40%		175,500		1,809		65%	
5 bed House		120,000		1,091		41%		188,500		1,714		65%	
1 bed Flat		66,000		1,320		43%		100,750		2,015		65%	
2 bed Flat		72,000		1,180		42%		110,500		1,811		65%	
Affordable Housing values (£) -		SH £		Epsm		% of MV							
1 bed House		124,000		2,138		80%							
2 bed House		144,000		2,057		80%							
3 bed House		184,000		2,190		80%							
4 bed House		216,000		2,227		80%							
5 bed House		232,000		2,109		80%							
1 bed Flat		124,000		2,480		80%							
2 bed Flat		136,000		2,230		80%							

Appendix 6

Scheme Ref: **LMV**
 Title: **1 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**
 F3 up to 2018

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	1.0	@	180,000	180,000
3 bed House	0.0	@	230,000	-
4 bed House	0.0	@	270,000	-
5 bed House	0.0	@	290,000	-
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	1.0			180,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	149,500	-
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	0.0	@	100,750	-
2 bed Flat	0.0	@	110,500	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	184,000	-
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	0.0	@	124,000	-
2 bed Flat	0.0	@	136,000	-
	0.0			-
Sub-total GDV Residential	1.0			180,000
<i>AH on-site cost analysis:</i>				
			<i>0 £ psm (total GIA sqm)</i>	<i>EMV less EGDV</i>
				<i>0 £ per unit (total units)</i>
Grant	1	@	0	-
Total GDV				180,000

Appendix 6

Scheme Ref: LMV
 Title: 1 No. Units at Lower Mid Value Zone
 Notes: Brownfield
 F3 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				
Statutory Planning Fees (Residential)				
CIL		75 sqm	0.00 £ psm	(385)
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		
	Year 2	0		
	Year 3	0		
	Year 4	0		
	Year 5	0		
	Year 6	0		
	Year 7	0		
	Year 8	0		
	Year 9	0		
	Year 10	0		
	total	1 units @	0 per unit	
	S106 analysis:	0.00% % of GDV	0 £ per unit (total units)	
AH Computed Sum		75 sqm (total)	0 £ psm	
	Comm. Sum analysis:	0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition		0.08 acres @	110,000 £ per acre (if brownfield)	(9,060)
Infrastructure costs -	Year 1	0		
	Year 2	0		
	Year 3	0		
	Year 4	0		
	Year 5	0		
	Year 6	0		
	Year 7	0		
	Year 8	0		
	Year 9	0		
	Year 10	0		
	total	0.08 acres @	per acre	
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,149 psm	
2 bed House		75 sqm @	1,149 psm	(86,175)
3 bed House		- sqm @	1,149 psm	
4 bed House		- sqm @	1,149 psm	
5 bed House		- sqm @	1,149 psm	
1 bed Flat		- sqm @	1,339 psm	
2 bed Flat	75	- sqm @	1,339 psm	
External works		86,175 @	10.0% 8,618 £ per unit	(8,618)
M4(2) Category 2 Housing		0% of All units	1 units @ 521 £ per dwelling	
M4(3) Category 3 Housing		0% of All units	1 units @ 10,307 £ per dwelling	
Water efficiency			1 units @ 9 £ per dwelling	(9)
Contingency		103,862 @	5.0%	(5,193)
Professional Fees		103,862 @	10.0%	(10,386)
Disposal Costs -				
Marketing and Promotion		180,000 OMS @	1.50%	(2,700)
Residential Sales Agent Costs		180,000 OMS @	1.50%	(2,700)
Residential Sales Legal Costs		180,000 OMS @	0.50%	(900)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(3,436)
Developers Profit -				
Margin on AH		0	6.00% on AH values	
Profit on GDV		180,000	20.00%	(36,000)
		129,562	27.79% on costs	(36,000)
		180,000	20.00% blended	(36,000)
TOTAL COSTS				(165,562)

Appendix 6

Scheme Ref: **LMV**
 Title: **1 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**
 F3 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				14,438
SDLT	14,438 @	5.0% (slabbed)		9,778
Acquisition Agent fees	14,438 @	1.0%		(144)
Acquisition Legal fees	14,438 @	0.5%		(72)
Interest on Land	14,438 @	6.5%		(338)
Residual Land Value				23,061
RLV analysis:	23,061 £ per plot	691,833 £ per ha	279,981 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		0.03 ha	0.08 acres	
Density analysis:		2,250 sqm/ha	9,801 sqft/ac	
Threshold Land Value	9,060 £ per plot	271,810 £ per ha	110,000 £ per acre	9,060

BALANCE				
Surplus/(Deficit)		420,023 £ per ha	169,981 £ per acre	14,001

Appendix 6

Scheme Ref: LMV
 Title: 1 No. Units at Lower Mid Value Zone
 Notes: Brownfield
 F3 update

SENSITIVITY ANALYSIS

		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	14,001	14,001	11,747	10,620	9,493	8,367	7,240	6,113	4,986	3,859	2,733	
	0	13,302	11,118	10,027	8,935	7,843	6,751	5,659	4,567	3,475	2,383	
		20	12,604	10,490	9,433	8,376	7,319	6,262	5,205	4,148	3,091	2,034
		30	11,905	9,861	8,839	7,817	6,795	5,773	4,751	3,729	2,707	1,685
		40	11,206	9,232	8,245	7,258	6,271	5,284	4,297	3,310	2,323	1,320
	CIL Epsm 0.00	50	10,508	8,604	7,651	6,699	5,747	4,795	3,843	2,890	1,938	918
		60	9,809	7,975	7,058	6,140	5,223	4,306	3,389	2,471	1,554	517
		70	9,111	7,346	6,464	5,581	4,699	3,817	2,935	2,052	1,130	115
		80	8,412	6,717	5,870	5,023	4,175	3,328	2,480	1,633	888	(286)
		90	7,714	6,089	5,276	4,464	3,651	2,839	2,026	1,180	246	(688)
		100	7,015	5,460	4,682	3,905	3,127	2,350	1,572	698	(195)	(1,089)
		110	6,316	4,831	4,089	3,346	2,603	1,861	1,070	217	(637)	(1,490)
		120	5,618	4,203	3,495	2,787	2,080	1,362	548	(265)	(1,079)	(1,892)
		130	4,919	3,574	2,901	2,228	1,556	800	26	(747)	(1,520)	(2,293)
		140	4,221	2,945	2,307	1,670	971	238	(496)	(1,229)	(1,962)	(2,695)
	150	3,522	2,316	1,714	1,061	389	(324)	(1,017)	(1,710)	(2,403)	(3,096)	
	160	2,824	1,688	1,072	419	(234)	(887)	(1,539)	(2,192)	(2,845)	(3,498)	
	170	2,125	1,002	389	(223)	(836)	(1,449)	(2,061)	(2,674)	(3,287)	(3,899)	
	180	1,425	279	(293)	(866)	(1,438)	(2,011)	(2,583)	(3,156)	(3,728)	(4,301)	
	190	622	(443)	(976)	(1,508)	(2,040)	(2,573)	(3,105)	(3,638)	(4,170)	(4,702)	
	200	(181)	(1,166)	(1,658)	(2,150)	(2,643)	(3,135)	(3,627)	(4,119)	(4,612)	(5,104)	
		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	14,001	14,001	11,747	10,620	9,493	8,367	7,240	6,113	4,986	3,859	2,733	
	500	13,548	11,295	10,168	9,041	7,914	6,787	5,660	4,534	3,407	2,280	
	1,000	13,096	10,842	9,715	8,588	7,462	6,335	5,208	4,081	2,954	1,827	
	1,500	12,643	10,390	9,263	8,136	7,009	5,882	4,755	3,629	2,502	1,365	
	2,000	12,191	9,937	8,810	7,683	6,557	5,430	4,303	3,176	2,049	845	
	2,500	11,738	9,484	8,358	7,231	6,104	4,977	3,850	2,724	1,597	325	
	3,000	11,286	9,032	7,905	6,778	5,651	4,525	3,398	2,271	1,100	(195)	
	3,500	10,833	8,579	7,453	6,326	5,199	4,072	2,945	1,818	580	(715)	
	4,000	10,380	8,127	7,000	5,873	4,746	3,620	2,493	1,355	60	(1,236)	
	4,500	9,928	7,674	6,547	5,421	4,294	3,167	2,040	835	(460)	(1,756)	
	5,000	9,475	7,222	6,095	4,968	3,841	2,714	1,588	315	(981)	(2,276)	
	5,500	9,023	6,769	5,642	4,516	3,389	2,262	1,090	(206)	(1,501)	(2,796)	
	6,000	8,570	6,317	5,190	4,063	2,936	1,809	569	(726)	(2,021)	(3,316)	
	6,500	8,118	5,864	4,737	3,610	2,484	1,344	48	(1,246)	(2,541)	(3,036)	
	7,000	7,665	5,412	4,285	3,155	2,031	824	(471)	(1,766)	(3,061)	(4,356)	
	7,500	7,213	4,959	3,832	2,705	1,579	304	(991)	(2,286)	(3,581)	(4,877)	
8,000	6,760	4,507	3,380	2,253	1,079	(216)	(1,511)	(2,806)	(4,102)	(5,397)		
8,500	6,308	4,054	2,927	1,800	559	(736)	(2,031)	(3,327)	(4,622)	(5,917)		
9,000	5,855	3,601	2,475	1,334	39	(1,256)	(2,552)	(3,847)	(5,142)	(6,437)		
9,500	5,403	3,149	2,022	814	(481)	(1,776)	(3,072)	(4,367)	(5,662)	(6,957)		
10,000	4,950	2,696	1,570	294	(1,001)	(2,297)	(3,592)	(4,887)	(6,182)	(7,477)		
		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	14,001	23,397	20,204	18,607	17,010	15,414	13,817	12,220	10,624	9,027	7,431	
	15%	21,831	18,794	17,276	15,757	14,239	12,721	11,203	9,684	8,166	6,648	
	16%	20,265	17,385	15,945	14,505	13,065	11,625	10,185	8,745	7,305	5,865	
	17.5%	17,916	15,271	13,948	12,625	11,303	9,980	8,658	7,335	6,013	4,690	
	19%	15,567	13,157	11,951	10,746	9,541	8,336	7,131	5,926	4,721	3,516	
	20%	14,001	11,747	10,620	9,493	8,367	7,240	6,113	4,986	3,859	2,733	
	21%	12,435	10,338	9,289	8,241	7,192	6,144	5,095	4,047	2,998	1,950	
	22%	10,869	8,928	7,958	6,988	6,018	5,047	4,077	3,107	2,137	1,126	
23%	9,303	7,519	6,627	5,735	4,843	3,951	3,059	2,167	1,251	226		
24%	7,737	6,110	5,296	4,482	3,669	2,855	2,041	1,196	261	(674)		
25%	6,171	4,700	3,965	3,229	2,494	1,759	961	116	(729)	(1,574)		
		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Profit 20.00%	14,001	23,397	20,204	18,607	17,010	15,414	13,817	12,220	10,624	9,027	7,431	
	15%	21,831	18,794	17,276	15,757	14,239	12,721	11,203	9,684	8,166	6,648	
	16%	20,265	17,385	15,945	14,505	13,065	11,625	10,185	8,745	7,305	5,865	
	17.5%	17,916	15,271	13,948	12,625	11,303	9,980	8,658	7,335	6,013	4,690	
	19%	15,567	13,157	11,951	10,746	9,541	8,336	7,131	5,926	4,721	3,516	
	20%	14,001	11,747	10,620	9,493	8,367	7,240	6,113	4,986	3,859	2,733	
	21%	12,435	10,338	9,289	8,241	7,192	6,144	5,095	4,047	2,998	1,950	
	22%	10,869	8,928	7,958	6,988	6,018	5,047	4,077	3,107	2,137	1,126	
23%	9,303	7,519	6,627	5,735	4,843	3,951	3,059	2,167	1,251	226		
24%	7,737	6,110	5,296	4,482	3,669	2,855	2,041	1,196	261	(674)		
25%	6,171	4,700	3,965	3,229	2,494	1,759	961	116	(729)	(1,574)		

Appendix 6

Scheme Ref: **LMV**
 Title: **1 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**
 F9 update

		AH - % on site 0%										
		14,001	0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	100,000		14,824	12,571	11,444	10,317	9,190	8,064	6,937	5,810	4,683	3,556
	150,000		10,706	8,452	7,326	6,199	5,072	3,945	2,818	1,692	565	(562)
	200,000		6,598	4,334	3,207	2,080	954	(173)	(1,300)	(2,427)	(3,554)	(4,680)
	250,000		2,469	216	(911)	(2,038)	(3,165)	(4,291)	(5,418)	(6,545)	(7,672)	(8,799)
	300,000		(1,649)	(3,903)	(5,029)	(6,156)	(7,283)	(8,410)	(9,537)	(10,663)	(11,790)	(12,917)
	350,000		(5,767)	(8,021)	(9,148)	(10,275)	(11,401)	(12,528)	(13,655)	(14,782)	(15,909)	(17,035)
	400,000		(9,886)	(12,139)	(13,266)	(14,393)	(15,520)	(16,646)	(17,773)	(18,900)	(20,027)	(21,154)
	450,000		(14,004)	(16,258)	(17,384)	(18,511)	(19,638)	(20,765)	(21,892)	(23,018)	(24,145)	(25,272)
	500,000		(18,122)	(20,376)	(21,503)	(22,630)	(23,756)	(24,883)	(26,010)	(27,137)	(28,264)	(29,390)
	550,000		(22,241)	(24,494)	(25,621)	(26,748)	(27,875)	(29,001)	(30,128)	(31,255)	(32,382)	(33,509)

		AH - % on site 0%										
		14,001	0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5		(111,225)	(148,356)	(166,922)	(185,487)	(204,053)	(222,619)	(241,184)	#####	#####	(296,881)
	10		(24,325)	(26,915)	(28,210)	(29,506)	(30,801)	(32,096)	(33,391)	(34,686)	(35,982)	(51,761)
	15		(4,665)	(6,919)	(8,109)	(9,404)	(10,700)	(11,995)	(13,290)	(14,585)	(15,880)	(17,176)
	20		4,668	2,414	1,287	161	(966)	(2,093)	(3,239)	(4,334)	(5,830)	(7,125)
	25		10,268	8,014	6,887	5,760	4,633	3,507	2,380	1,253	126	(1,095)
	30		14,001	11,747	10,620	9,493	8,367	7,240	6,113	4,986	3,859	2,733
	35		16,667	14,414	13,287	12,160	11,033	9,906	8,780	7,653	6,526	5,399
	40		18,667	16,414	15,287	14,160	13,033	11,906	10,779	9,653	8,526	7,399
	45		20,223	17,969	16,842	15,715	14,589	13,462	12,335	11,208	10,081	8,955
	50		21,467	19,213	18,087	16,960	15,833	14,706	13,579	12,453	11,326	10,199
55		22,485	20,232	19,105	17,978	16,851	15,724	14,598	13,471	12,344	11,217	

		AH - % on site 0%										
		14,001	0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%		13,787	11,534	10,407	9,280	8,153	7,026	5,900	4,773	3,646	2,519
	45%		13,761	11,507	10,380	9,253	8,126	7,000	5,873	4,746	3,619	2,492
	50%		13,734	11,480	10,353	9,227	8,100	6,973	5,846	4,719	3,593	2,466
	55%		13,707	11,454	10,327	9,200	8,073	6,946	5,819	4,693	3,566	2,439
	60%		13,681	11,427	10,300	9,173	8,046	6,920	5,793	4,666	3,539	2,412
	65%		13,654	11,400	10,273	9,147	8,020	6,893	5,766	4,639	3,512	2,386
	70%		13,627	11,373	10,247	9,120	7,993	6,866	5,739	4,613	3,486	2,359
	75%		13,600	11,347	10,220	9,093	7,966	6,840	5,713	4,586	3,459	2,332
80%		13,574	11,320	10,193	9,066	7,940	6,813	5,686	4,559	3,432	2,306	

Appendix 6

Scheme Ref: **LMV**
 Title: **5 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			5 Units			
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			100%			
CLL Rate (£ psm)			100%			
			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	100.0%	5.0	0.0%	0.0	100%	5.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	5.0	0.0%	0.0	100%	5.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	375	4,036	0	0	375	4,036
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	375	4,036	0	0	375	4,036
AH % by floor area:			0.00% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	155,000	2,672	248		0	
2 bed House	180,000	2,400	223		900,000	
3 bed House	230,000	2,706	251		0	
4 bed House	270,000	2,455	228		0	
5 bed House	290,000	2,148	200		0	
1 bed Flat	155,000	3,100	288		0	
2 bed Flat	170,000	2,787	259		0	
					900,000	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 6

Scheme Ref: **LMV**
 Title: **5 No. Units at Lower Mid Value Zone**
 Notes: **Brownfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	155,000	-
2 bed House	5.0	@	180,000	900,000
3 bed House	0.0	@	230,000	-
4 bed House	0.0	@	270,000	-
5 bed House	0.0	@	290,000	-
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	5.0			900,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	123,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	146,500	-
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	0.0	@	100,750	-
2 bed Flat	0.0	@	110,500	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	184,000	-
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	0.0	@	124,000	-
2 bed Flat	0.0	@	136,000	-
	0.0			-
Sub-total GDV Residential				
	5.0			900,000
<i>AH on-site cost analysis:</i>				
	0 £ psm (total GIA sqm)		EMV less EGDV	0
			0 £ per unit (total units)	
Grant	5	@	0	-
Total GDV				900,000

Appendix 6

Scheme Ref: LMV
 Title: 5 No. Units at Lower Mid Value Zone
 Notes: Brownfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,925)
CIL	375 sqm	0.00 £ psm		-
	0.00% of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	5 units @	0 per unit	-
		0.00% of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	375 sqm (total)	0 £ psm		-
		0.00% of GDV		
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	0.41 acres @	110,000 £ per acre (if brownfield)		(45,302)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.41 acres @	0 per acre	-
		0.00% of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	- sqm @	1,148 psm		-
2 bed House	375 sqm @	1,148 psm		(430,875)
3 bed House	- sqm @	1,148 psm		-
4 bed House	- sqm @	1,148 psm		-
5 bed House	- sqm @	1,148 psm		-
1 bed Flat	- sqm @	1,338 psm		-
2 bed Flat	375 - sqm @	1,338 psm		-
External works				
	430,875 @	10.0%	8,618 £ per unit	(43,088)
M4(2) Category 2 Housing	0% of All units	5 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	5 units @	10,307 £ per dwelling	-
Water efficiency		5 units @	9 £ per dwelling	(45)
Contingency	519,309 @	5.0%		(25,965)
Professional Fees	519,309 @	10.0%		(51,931)
Disposal Costs -				
Marketing and Promotion	900,000 OMS @	1.50%		(13,500)
Residential Sales Agent Costs	900,000 OMS @	1.50%		(13,500)
Residential Sales Legal Costs	900,000 OMS @	0.50%		(4,500)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(23,776)
Developers Profit -				
Margin on AH	0	6.00% on AH values		-
Profit on GDV	900,000	20.00%		(180,000)
	664,406	27.09% on costs	(180,000)	
	900,000	20.00% blended	(180,000)	
TOTAL COSTS				(844,406)

Appendix 6

Scheme Ref: LMV
 Title: 5 No. Units at Lower Mid Value Zone
 Notes: Brownfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				55,594
SDLT	55,594 @	5.0% (slabbed)		7,720
Acquisition Agent fees	55,594 @	1.0%		(556)
Acquisition Legal fees	55,594 @	0.5%		(278)
Interest on Land	55,594 @	6.5%		(3,614)
Residual Land Value				58,867
RLV analysis: 11,773 £ per plot 353,200 £ per ha 142,938 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		0.17 ha	0.41 acres	
Density analysis:		2,250 sqm/ha	9,801 sqf/acre	
Threshold Land Value	9,060 £ per plot	271,810 £ per ha	110,000 £ per acre	45,302

BALANCE				
Surplus/(Deficit)		81,390 £ per ha	32,938 £ per acre	13,565

Appendix 6

Scheme Ref: LMV
 Title: 5 No. Units at Lower Mid Value Zone
 Notes: Brownfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	13,565											
	0	13,565	2,668	(2,787)	(8,253)	(13,720)	(19,187)	(24,653)	(30,120)	(35,704)	(41,988)	
	10	9,998	(547)	(5,834)	(11,122)	(16,409)	(21,697)	(26,984)	(32,272)	(37,971)	(44,048)	
	20	6,431	(3,774)	(8,882)	(13,990)	(19,099)	(24,207)	(29,315)	(34,423)	(40,238)	(46,109)	
	30	2,856	(7,001)	(11,930)	(16,859)	(21,788)	(26,717)	(31,646)	(36,539)	(42,505)	(48,170)	
	40	(729)	(10,229)	(14,978)	(19,728)	(24,477)	(29,227)	(33,976)	(39,312)	(44,771)	(50,251)	
	50	(4,315)	(13,456)	(18,026)	(22,596)	(27,166)	(31,737)	(36,532)	(41,785)	(47,038)	(52,291)	
	CIL Epdm	0.00	(7,901)	(16,683)	(21,074)	(25,465)	(29,856)	(34,247)	(39,211)	(44,258)	(49,305)	(54,352)
		70	(11,487)	(19,910)	(24,122)	(28,333)	(32,545)	(37,049)	(41,890)	(46,731)	(51,572)	(56,413)
		80	(15,072)	(23,137)	(27,169)	(31,202)	(35,299)	(39,934)	(44,569)	(49,204)	(53,839)	(58,474)
		90	(18,658)	(26,364)	(30,217)	(34,070)	(38,390)	(42,819)	(47,248)	(51,677)	(56,106)	(60,534)
		100	(22,244)	(29,591)	(33,265)	(37,258)	(41,481)	(45,704)	(49,927)	(54,150)	(58,372)	(62,595)
		110	(25,829)	(32,818)	(36,539)	(40,556)	(44,572)	(48,589)	(52,606)	(56,623)	(60,639)	(64,656)
		120	(29,415)	(36,231)	(40,042)	(43,853)	(47,663)	(51,474)	(55,285)	(59,095)	(62,905)	(66,717)
		130	(33,001)	(39,841)	(43,545)	(47,150)	(50,755)	(54,359)	(57,964)	(61,569)	(65,173)	(68,777)
		140	(36,583)	(43,650)	(47,049)	(50,447)	(53,846)	(57,244)	(60,643)	(64,041)	(67,440)	(70,838)
		150	(40,175)	(47,360)	(50,552)	(53,744)	(56,937)	(60,129)	(63,322)	(66,514)	(69,707)	(72,899)
	160	(43,767)	(51,069)	(54,055)	(57,042)	(60,028)	(63,014)	(66,001)	(68,987)	(71,973)	(74,960)	
	170	(47,359)	(54,778)	(57,559)	(60,339)	(63,119)	(65,899)	(68,680)	(71,460)	(74,240)	(77,020)	
	180	(50,951)	(58,488)	(61,062)	(63,636)	(66,210)	(68,784)	(71,359)	(73,933)	(76,507)	(79,081)	
	190	(54,543)	(62,197)	(64,565)	(66,933)	(69,301)	(71,669)	(74,038)	(76,406)	(78,774)	(81,142)	
200	(58,135)	(65,906)	(68,069)	(70,230)	(72,392)	(74,555)	(76,717)	(78,879)	(81,041)	(83,203)		
Balance (RLV - TLV)	13,565											
	0	13,565	2,668	(2,787)	(8,253)	(13,720)	(19,187)	(24,653)	(30,120)	(35,704)	(41,988)	
	500	11,272	375	(5,091)	(10,558)	(16,025)	(21,492)	(26,958)	(32,425)	(38,353)	(44,637)	
	1,000	8,979	(1,930)	(7,396)	(12,863)	(18,330)	(23,796)	(29,263)	(34,730)	(41,003)	(47,286)	
	1,500	6,687	(4,234)	(8,701)	(15,168)	(20,635)	(26,101)	(31,568)	(37,388)	(43,652)	(49,935)	
	2,000	4,394	(6,539)	(12,006)	(17,473)	(22,939)	(28,406)	(33,873)	(40,018)	(46,301)	(52,585)	
	2,500	2,089	(8,844)	(14,311)	(19,778)	(25,244)	(30,711)	(36,383)	(42,667)	(48,950)	(55,234)	
	3,000	(216)	(11,149)	(16,616)	(22,082)	(27,549)	(33,016)	(38,033)	(45,316)	(51,600)	(57,883)	
	3,500	(2,520)	(13,454)	(18,921)	(24,387)	(29,854)	(35,398)	(41,682)	(47,965)	(54,249)	(60,532)	
	4,000	(4,825)	(15,759)	(21,225)	(26,692)	(32,159)	(38,047)	(44,331)	(50,615)	(56,898)	(63,182)	
	4,500	(7,130)	(18,064)	(23,530)	(28,997)	(34,464)	(40,697)	(46,980)	(53,264)	(59,547)	(65,831)	
	5,000	(9,435)	(20,369)	(25,335)	(31,302)	(37,622)	(43,346)	(49,628)	(55,913)	(62,197)	(68,480)	
	5,500	(11,740)	(22,673)	(28,140)	(33,607)	(39,712)	(45,995)	(52,279)	(58,562)	(64,846)	(71,129)	
	6,000	(14,045)	(24,978)	(30,445)	(36,077)	(42,361)	(48,644)	(54,928)	(61,212)	(67,495)	(73,779)	
	6,500	(16,350)	(27,283)	(32,750)	(38,727)	(45,010)	(51,294)	(57,577)	(63,861)	(70,144)	(76,428)	
	7,000	(18,654)	(29,588)	(35,022)	(41,376)	(47,659)	(53,943)	(60,226)	(66,510)	(72,794)	(79,077)	
	7,500	(20,959)	(31,893)	(37,741)	(44,025)	(50,309)	(56,592)	(62,876)	(69,159)	(75,443)	(81,726)	
	8,000	(23,264)	(34,197)	(40,391)	(46,674)	(52,958)	(59,241)	(65,525)	(71,809)	(78,092)	(84,376)	
	8,500	(25,569)	(36,756)	(43,040)	(49,324)	(55,607)	(61,891)	(68,174)	(74,458)	(80,741)	(87,025)	
	9,000	(27,874)	(39,406)	(45,689)	(51,973)	(58,256)	(64,540)	(70,823)	(77,107)	(83,391)	(89,674)	
	9,500	(30,179)	(42,055)	(48,338)	(54,622)	(60,906)	(67,189)	(73,473)	(79,756)	(86,040)	(92,323)	
10,000	(32,483)	(44,704)	(50,988)	(57,271)	(63,555)	(69,838)	(76,122)	(82,405)	(88,689)	(94,973)		
Balance (RLV - TLV)	13,565											
	14%	60,548	44,950	37,146	29,331	21,515	13,699	5,884	(1,932)	(9,748)	(17,564)	
	15%	52,715	37,303	30,491	23,067	15,842	8,218	734	(6,530)	(14,054)	(21,479)	
	16%	44,882	30,856	23,835	16,803	9,770	2,737	(4,295)	(11,328)	(18,361)	(25,394)	
	17.5%	33,140	20,286	13,852	7,407	961	(5,484)	(11,930)	(18,375)	(24,821)	(31,266)	
	19%	21,395	9,715	3,869	(1,989)	(7,848)	(13,706)	(19,564)	(25,422)	(31,280)	(37,488)	
	20%	13,565	2,668	(2,787)	(8,253)	(13,720)	(19,187)	(24,653)	(30,120)	(35,704)	(41,988)	
	21%	5,735	(4,379)	(9,442)	(14,517)	(19,593)	(24,668)	(29,743)	(34,821)	(40,654)	(46,488)	
	22%	(2,095)	(11,426)	(16,098)	(20,781)	(25,465)	(30,149)	(34,837)	(40,221)	(45,604)	(50,988)	
	23%	(9,925)	(18,473)	(22,753)	(27,045)	(31,338)	(35,753)	(40,687)	(45,621)	(50,554)	(55,488)	
	24%	(17,755)	(25,520)	(29,409)	(33,309)	(37,570)	(42,053)	(46,537)	(51,021)	(55,504)	(59,988)	
25%	(25,585)	(32,567)	(36,253)	(40,286)	(44,320)	(48,353)	(52,387)	(56,421)	(60,454)	(64,488)		

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

LMV
5 No. Units at Lower Mid Value Zone
Brownfield

		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	13,565										
	100,000	17,683	6,787	1,332	(4,135)	(9,602)	(15,068)	(20,535)	(26,002)	(31,566)	(37,869)
	150,000	(2,908)	(13,805)	(19,260)	(24,727)	(30,193)	(35,660)	(41,127)	(46,593)	(52,177)	(58,461)
	200,000	(23,500)	(34,397)	(39,852)	(45,318)	(50,785)	(56,252)	(61,718)	(67,185)	(72,769)	(79,053)
	250,000	(44,092)	(54,988)	(60,443)	(65,910)	(71,377)	(76,843)	(82,310)	(87,777)	(93,361)	(99,644)
	300,000	(64,683)	(75,580)	(81,035)	(86,502)	(91,968)	(97,435)	(102,902)	(108,368)	(113,952)	(120,236)
	350,000	(85,275)	(96,172)	(101,627)	(107,093)	(112,560)	(118,027)	(123,493)	(128,960)	(134,544)	(140,828)
	400,000	(105,867)	(116,763)	(122,218)	(127,685)	(133,152)	(138,618)	(144,085)	(149,552)	(155,136)	(161,419)
450,000	(126,459)	(137,355)	(142,810)	(148,277)	(153,743)	(159,210)	(164,677)	(170,143)	(175,727)	(182,011)	
500,000	(147,050)	(157,947)	(163,402)	(168,868)	(174,335)	(179,802)	(185,268)	(190,735)	(196,319)	(202,603)	
550,000	(167,642)	(178,538)	(183,993)	(189,460)	(194,927)	(200,393)	(205,860)	(211,327)	(216,911)	(223,194)	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(745,330)	(923,246)	(1,012,203)	(1,101,161)	(1,190,118)	(1,279,076)	(1,368,033)	(1,456,991)	(1,545,949)	(1,634,906)
	10	(182,389)	(195,556)	(201,840)	(208,123)	(214,407)	(220,690)	(226,974)	(233,257)	(239,541)	(245,824)
	15	(81,070)	(93,638)	(99,921)	(106,205)	(112,488)	(118,772)	(125,055)	(131,339)	(137,623)	(143,906)
	20	(33,666)	(44,599)	(50,066)	(55,532)	(61,529)	(67,813)	(74,096)	(80,380)	(86,663)	(92,947)
	25	(5,298)	(16,232)	(21,698)	(27,165)	(32,632)	(38,098)	(43,565)	(49,004)	(56,088)	(62,371)
	30	13,565	2,668	(2,787)	(8,253)	(13,720)	(19,187)	(24,653)	(30,120)	(35,704)	(41,988)
	35	27,036	16,140	10,691	5,243	(212)	(5,678)	(11,145)	(16,612)	(22,079)	(27,545)
	40	37,140	26,243	20,795	15,347	9,898	4,450	(1,014)	(6,481)	(11,947)	(17,414)
45	44,998	34,102	28,653	23,205	17,757	12,308	6,860	1,399	(4,067)	(9,534)	
50	51,285	40,388	34,940	29,492	24,043	18,595	13,147	7,698	2,236	(3,230)	
55	56,429	45,532	40,084	34,635	29,187	23,739	18,290	12,842	7,394	1,927	
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	12,483	1,587	(3,874)	(9,341)	(14,807)	(20,274)	(25,741)	(31,207)	(36,954)	(43,238)
	45%	12,348	1,451	(4,010)	(9,477)	(14,943)	(20,410)	(25,877)	(31,343)	(37,110)	(43,394)
	50%	12,213	1,316	(4,146)	(9,612)	(15,079)	(20,546)	(26,013)	(31,479)	(37,286)	(43,550)
	55%	12,078	1,181	(4,282)	(9,748)	(15,215)	(20,682)	(26,149)	(31,615)	(37,423)	(43,705)
	60%	11,943	1,046	(4,418)	(9,884)	(15,351)	(20,818)	(26,284)	(31,751)	(37,579)	(43,862)
	65%	11,807	911	(4,554)	(10,020)	(15,487)	(20,954)	(26,420)	(31,887)	(37,735)	(44,019)
	70%	11,672	775	(4,689)	(10,156)	(15,623)	(21,090)	(26,556)	(32,023)	(37,891)	(44,175)
	75%	11,537	640	(4,825)	(10,292)	(15,759)	(21,225)	(26,692)	(32,159)	(38,048)	(44,331)
80%	11,402	505	(4,961)	(10,428)	(15,895)	(21,361)	(26,828)	(32,295)	(38,204)	(44,487)	
% Cat M4(2)	0%										
	40%	12,483	1,587	(3,874)	(9,341)	(14,807)	(20,274)	(25,741)	(31,207)	(36,954)	(43,238)
	45%	12,348	1,451	(4,010)	(9,477)	(14,943)	(20,410)	(25,877)	(31,343)	(37,110)	(43,394)
	50%	12,213	1,316	(4,146)	(9,612)	(15,079)	(20,546)	(26,013)	(31,479)	(37,286)	(43,550)
	55%	12,078	1,181	(4,282)	(9,748)	(15,215)	(20,682)	(26,149)	(31,615)	(37,423)	(43,705)
	60%	11,943	1,046	(4,418)	(9,884)	(15,351)	(20,818)	(26,284)	(31,751)	(37,579)	(43,862)
	65%	11,807	911	(4,554)	(10,020)	(15,487)	(20,954)	(26,420)	(31,887)	(37,735)	(44,019)
	70%	11,672	775	(4,689)	(10,156)	(15,623)	(21,090)	(26,556)	(32,023)	(37,891)	(44,175)
75%	11,537	640	(4,825)	(10,292)	(15,759)	(21,225)	(26,692)	(32,159)	(38,048)	(44,331)	
80%	11,402	505	(4,961)	(10,428)	(15,895)	(21,361)	(26,828)	(32,295)	(38,204)	(44,487)	

Appendix 6

Scheme Ref: **LMV**
 Title: **8 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			8 Units			
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			100%			
CIL Rate (£ psm)			100%			
			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	38.0%	3.0	0.0%	0.0	38%	3.0
3 bed House	62.0%	5.0	0.0%	0.0	62%	5.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	8.0	0.0%	0.0	100%	8.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	228	2,454	0	0	228	2,454
3 bed House	422	4,538	0	0	422	4,538
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	650	6,992	0	0	650	6,992
AH % by floor area:			0.00% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	155,000	2,572	248		0	
2 bed House	180,000	2,400	223		547,200	
3 bed House	230,000	2,706	251		1,140,800	
4 bed House	270,000	2,455	228		0	
5 bed House	290,000	2,148	200		0	
1 bed Flat	155,000	3,100	288		0	
2 bed Flat	170,000	2,787	259		0	
					1,688,000	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	86,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 6

Scheme Ref: LMV
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GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	155,000	-
2 bed House	3.0	@	180,000	547,200
3 bed House	5.0	@	230,000	1,140,800
4 bed House	0.0	@	270,000	-
5 bed House	0.0	@	290,000	-
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	8.0			1,688,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	149,500	-
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	0.0	@	100,750	-
2 bed Flat	0.0	@	110,500	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	184,000	-
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	0.0	@	124,000	-
2 bed Flat	0.0	@	136,000	-
	0.0			-
Sub-total GDV Residential				
	8.0			1,688,000
<i>AH on-site cost analysis:</i>				
	0 £ psm (total GIA sqm)		EMV less EGDV	0
			0 £ per unit (total units)	
Grant	8	@	0	-
Total GDV				1,688,000

Appendix 6

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
CIL:	650 sqm	0.00% of GDV	0.00 £ psm	-
			0 £ per unit (total units)	
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0		-
		8 units @	0 per unit	-
			0 £ per unit (total units)	-
S106 analysis:				
AH Commuted Sum		0.00% of GDV		-
		650 sqm (total)	0 £ psm	-
		Comm. Sum analysis:	0.00% of GDV	-
Construction Costs -				
Site Clearance and Demolition		0.68 acres @		-
			£ per acre (£ brownfield)	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0		-
		0.68 acres @	0 per acre	-
			0 £ per unit (total units)	-
Infra. Costs analysis:				
1 bed House		- sqm @	1,149 psm	-
2 bed House		228 sqm @	1,149 psm	(261,972)
3 bed House		422 sqm @	1,149 psm	(494,418)
4 bed House		- sqm @	1,149 psm	-
5 bed House		- sqm @	1,149 psm	-
1 bed Flat		- sqm @	1,338 psm	-
2 bed Flat	650	- sqm @	1,338 psm	-
External works				
		746,390 @	15.0%	(111,959)
			13,995 £ per unit	
M4(2) Category 2 Housing		0% of All units	8 units @	521 £ per dwelling
M4(3) Category 3 Housing		0% of All units	8 units @	10,307 £ per dwelling
Water efficiency			8 units @	9 £ per dwelling
				(72)
Contingency		858,421 @	5.0%	(42,921)
Professional Fees		858,421 @	10.0%	(85,842)
Disposal Costs -				
Marketing and Promotion		1,688,000 OMS @	1.50%	(25,320)
Residential Sales Agent Costs		1,688,000 OMS @	1.50%	(25,320)
Residential Sales Legal Costs		1,688,000 OMS @	0.50%	(8,440)
Interest (on Development Costs) -				
		6.50% APR	0.526% pcm	(46,764)
Developers Profit -				
Margin on AH		0	6.00% on AH values	-
Profit on GDV		1,688,000	20.00%	(337,600)
		1,106,108	30.52% on costs	(337,600)
		1,688,000	20.00% blended	(337,600)
TOTAL COSTS				(1,443,708)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				244,292
SDLT	244,292 @		5.0% (slabbed)	(1,715)
Acquisition Agent fees	244,292 @		1.0%	(2,443)
Acquisition Legal fees	244,292 @		0.5%	(1,221)
Interest on Land	244,292 @		6.5%	(15,879)
Residual Land Value				223,034
<i>RLV analysis: 27,879 £ per plot 836,378 £ per ha 338,477 £ per acre</i>				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		0.27 ha	0.66 acres	
<i>Density analysis: 2,436 sqm/ha 10,611 sqft/ac</i>				
Threshold Land Value	11,943 £ per plot	358,295 £ per ha	145,000 £ per acre	95,545

BALANCE				
Surplus/(Deficit)		478,083 £ per ha	193,477 £ per acre	127,489

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SENSITIVITY ANALYSIS													
		AH - % on site 0%											
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%		
Balance (RLV - TLV)	127,489	0	116,212	104,935	93,658	82,381	71,104	59,828	48,551	37,274	25,997	14,720	
	10	110,217	99,256	88,295	77,333	66,372	55,411	44,449	33,488	22,526	11,565	8,387	
	20	104,223	93,577	82,931	72,285	61,639	50,988	40,338	29,687	19,037	8,387	5,215	
	30	98,214	87,881	77,548	67,214	56,881	46,548	36,215	25,882	15,548	5,215	2,044	
	40	92,198	82,172	72,156	62,140	52,124	42,108	32,092	22,076	12,060	2,044	(1,128)	
	CIL Epsm 0.00	50	86,162	76,463	66,764	57,065	47,366	37,667	27,968	18,270	8,571	(1,128)	(4,300)
		60	80,136	70,754	61,373	51,991	42,609	33,227	23,846	14,464	5,082	(4,300)	(7,471)
		70	74,110	65,045	55,981	46,916	37,852	28,787	19,723	10,658	1,593	(10,643)	(13,814)
		80	68,084	59,337	50,589	41,842	33,094	24,347	15,599	6,852	(1,895)	(13,814)	(20,158)
		90	62,058	53,628	45,197	36,767	28,337	19,907	11,476	3,046	(5,384)	(13,814)	(16,986)
		100	56,032	47,919	39,806	31,693	23,580	15,466	7,353	(760)	(8,873)	(16,986)	(22,828)
		110	50,006	42,210	34,414	26,518	18,822	11,026	3,230	(4,566)	(12,362)	(20,158)	(23,328)
		120	43,980	36,501	29,022	21,544	14,065	6,586	(883)	(8,372)	(15,850)	(23,328)	(26,501)
		130	37,954	30,792	23,631	16,469	9,307	2,146	(5,016)	(12,177)	(19,339)	(26,501)	(29,674)
		140	31,928	25,083	18,239	11,395	4,550	(2,294)	(9,139)	(15,983)	(22,828)	(29,674)	(32,844)
	150	25,902	19,375	12,847	6,320	(2,077)	(6,735)	(13,262)	(19,789)	(26,317)	(32,844)	(36,015)	
	160	19,876	13,666	7,456	1,245	(4,965)	(11,175)	(17,385)	(23,595)	(29,805)	(36,015)	(39,187)	
	170	13,850	7,957	2,064	(3,829)	(9,722)	(15,615)	(21,508)	(27,401)	(33,294)	(39,187)	(42,359)	
	180	7,824	2,248	(3,328)	(8,904)	(14,479)	(20,055)	(25,631)	(31,207)	(36,783)	(42,359)	(45,530)	
	190	1,798	(3,461)	(8,719)	(13,978)	(19,237)	(24,496)	(29,754)	(35,013)	(40,272)	(45,530)	(48,702)	
	200	(4,228)	(9,170)	(14,111)	(19,053)	(23,994)	(28,936)	(33,877)	(38,819)	(43,760)	(48,702)		
Site Specific S106 0	127,489	0	116,212	104,935	93,658	82,381	71,104	59,828	48,551	37,274	25,997	14,720	
	500	112,495	101,218	89,941	78,664	67,387	56,110	44,833	33,556	22,278	10,993	7,596	
	1,000	108,777	97,500	86,223	74,947	63,670	52,393	41,110	29,825	18,541	7,216	3,619	
	1,500	105,060	93,783	82,506	71,227	59,943	48,658	37,373	26,089	14,804	3,619	(218)	
	2,000	101,343	90,060	78,775	67,490	56,206	44,921	33,636	22,352	11,067	(218)	(3,954)	
	2,500	97,626	86,323	75,038	63,754	52,469	41,184	29,900	18,615	7,330	(3,954)	(7,691)	
	3,000	93,910	82,586	71,301	60,017	48,732	37,447	26,163	14,878	3,593	(7,691)	(11,428)	
	3,500	90,194	78,849	67,565	56,280	44,995	33,710	22,426	11,141	(1,444)	(11,428)	(15,165)	
	4,000	86,478	75,112	63,828	52,543	41,258	29,974	18,689	7,404	(3,880)	(15,165)	(18,902)	
	4,500	82,762	71,375	60,091	48,806	37,521	26,237	14,952	3,667	(7,617)	(18,902)	(22,638)	
	5,000	79,046	67,639	56,354	45,069	33,785	22,500	11,215	(89)	(11,354)	(22,638)	(26,376)	
	5,500	75,330	63,902	52,617	41,332	30,048	18,763	7,478	(3,806)	(15,091)	(26,376)	(30,113)	
	6,000	71,614	60,165	48,880	37,595	26,311	15,026	3,741	(7,543)	(18,828)	(30,113)	(33,849)	
	6,500	67,898	56,428	45,143	33,859	22,574	11,289	5	(11,280)	(22,665)	(33,849)	(37,586)	
	7,000	64,182	52,681	41,406	30,122	18,837	7,552	(3,732)	(15,017)	(26,302)	(37,586)	(41,323)	
	7,500	60,466	48,934	37,670	26,385	15,100	3,815	(7,469)	(18,754)	(30,039)	(41,323)	(45,060)	
8,000	56,750	45,217	33,933	22,648	11,363	79	(11,206)	(22,491)	(33,775)	(45,060)	(48,797)		
8,500	53,034	41,480	30,196	18,911	7,626	(3,658)	(14,943)	(26,228)	(37,512)	(48,797)	(52,534)		
9,000	49,318	37,744	26,459	15,174	3,890	(7,395)	(18,880)	(29,864)	(41,249)	(52,534)	(56,271)		
9,500	45,602	34,007	22,722	11,437	153	(11,132)	(22,417)	(33,701)	(44,986)	(56,271)	(60,008)		
10,000	41,886	30,270	18,685	7,700	(3,584)	(14,869)	(26,154)	(37,438)	(48,723)	(60,008)			
Balance (RLV - TLV)	127,489	14%	199,920	184,237	168,555	152,872	137,190	121,507	105,825	90,142	74,459	58,777	
	15%	185,868	171,020	156,072	141,124	125,175	111,227	96,279	81,331	66,382	51,434	36,507	
	16%	172,017	157,803	143,589	129,375	115,161	100,947	86,733	72,519	58,305	44,091	29,077	
	17.5%	151,090	137,978	124,865	111,752	98,640	85,527	72,415	59,302	46,190	33,073	22,063	
	19%	130,163	118,152	106,141	94,130	82,119	70,107	58,096	46,085	34,074	22,063	16,057	
	20%	116,212	104,935	93,658	82,381	71,104	59,828	48,551	37,274	25,997	14,720	10,377	
	21%	102,261	91,718	81,175	70,633	60,090	49,548	39,005	28,462	17,920	7,377	3,344	
	22%	88,309	78,501	68,693	58,884	49,076	39,268	29,459	19,651	9,843	34	(3,344)	
	23%	74,358	65,284	56,210	47,136	38,062	28,388	19,814	10,840	1,765	(7,368)	(10,377)	
	24%	60,407	52,067	43,727	35,357	27,048	18,708	10,368	2,025	(6,311)	(14,651)	(17,202)	
	25%	46,455	38,850	31,244	23,639	16,033	8,428	822	(6,763)	(14,388)	(21,894)	(28,786)	
Profit 20.00%	127,489	14%	199,920	184,237	168,555	152,872	137,190	121,507	105,825	90,142	74,459	58,777	
	15%	185,868	171,020	156,072	141,124	125,175	111,227	96,279	81,331	66,382	51,434	36,507	
	16%	172,017	157,803	143,589	129,375	115,161	100,947	86,733	72,519	58,305	44,091	29,077	
	17.5%	151,090	137,978	124,865	111,752	98,640	85,527	72,415	59,302	46,190	33,073	22,063	
	19%	130,163	118,152	106,141	94,130	82,119	70,107	58,096	46,085	34,074	22,063	16,057	
	20%	116,212	104,935	93,658	82,381	71,104	59,828	48,551	37,274	25,997	14,720	10,377	
	21%	102,261	91,718	81,175	70,633	60,090	49,548	39,005	28,462	17,920	7,377	3,344	
	22%	88,309	78,501	68,693	58,884	49,076	39,268	29,459	19,651	9,843	34	(3,344)	
	23%	74,358	65,284	56,210	47,136	38,062	28,388	19,814	10,840	1,765	(7,368)	(10,377)	
	24%	60,407	52,067	43,727	35,357	27,048	18,708	10,368	2,025	(6,311)	(14,651)	(17,202)	
	25%	46,455	38,850	31,244	23,639	16,033	8,428	822	(6,763)	(14,388)	(21,894)	(28,786)	

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		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	127,489										
	100,000	145,864	134,587	123,310	112,033	100,756	89,480	78,203	66,926	55,649	44,372
	150,000	112,917	101,640	90,363	79,087	67,810	56,533	45,256	33,979	22,702	11,425
	200,000	79,971	68,694	57,417	46,140	34,863	23,586	12,309	1,032	(10,244)	(21,521)
	250,000	47,024	35,747	24,470	13,193	1,916	(9,360)	(20,637)	(31,914)	(43,191)	(54,468)
	300,000	14,077	2,800	(8,477)	(19,753)	(31,030)	(42,307)	(53,584)	(64,861)	(76,138)	(87,415)
	350,000	(18,869)	(30,146)	(41,423)	(52,700)	(63,977)	(75,254)	(86,531)	(97,808)	(109,084)	(120,361)
	400,000	(51,916)	(63,193)	(74,470)	(85,747)	(97,024)	(108,300)	(119,577)	(130,854)	(142,131)	(153,408)
	450,000	(84,763)	(96,040)	(107,317)	(118,593)	(129,870)	(141,147)	(152,424)	(163,701)	(174,978)	(186,255)
	500,000	(117,709)	(128,986)	(140,263)	(151,540)	(162,817)	(174,094)	(185,371)	(196,648)	(207,924)	(219,201)
550,000	(150,656)	(161,933)	(173,210)	(184,487)	(195,764)	(207,040)	(218,317)	(229,594)	(240,871)	(252,148)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	127,489										
	5	(361,515)	(372,792)	(384,069)	(395,345)	(406,622)	(417,899)	(429,176)	(440,453)	(451,730)	(463,007)
	10	(74,379)	(86,156)	(97,933)	(109,709)	(121,486)	(133,263)	(145,040)	(156,817)	(168,594)	(180,371)
	15	20,667	9,390	(1,887)	(13,164)	(24,441)	(35,718)	(46,995)	(58,272)	(69,548)	(80,825)
	20	68,439	57,162	45,885	34,608	23,332	12,055	778	(10,499)	(21,776)	(33,053)
	25	97,103	85,826	74,549	63,272	51,995	40,718	29,442	18,165	6,888	(4,389)
	30	116,212	104,935	93,658	82,381	71,104	59,828	48,551	37,274	25,997	14,720
	35	129,861	118,584	107,307	96,031	84,754	73,477	62,200	50,923	39,646	28,369
	40	140,098	128,821	117,544	106,268	94,991	83,714	72,437	61,160	49,883	38,606
	45	148,060	136,783	125,507	114,230	102,953	91,676	80,399	69,122	57,845	46,568
50	154,430	143,153	131,876	120,599	109,323	98,046	86,769	75,492	64,215	52,938	
55	159,642	148,365	137,088	125,811	114,534	103,257	91,980	80,704	69,427	58,150	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	127,489										
	40%	114,458	103,181	91,905	80,628	69,351	58,074	46,797	35,520	24,243	12,966
	45%	114,239	102,962	91,685	80,408	69,132	57,855	46,578	35,301	24,024	12,747
	50%	114,020	102,743	91,468	80,189	68,912	57,636	46,369	35,062	23,805	12,526
	55%	113,801	102,524	91,247	79,970	68,693	57,416	46,139	34,863	23,586	12,306
	60%	113,581	102,305	91,028	79,751	68,474	57,197	45,920	34,643	23,367	12,086
	65%	113,362	102,085	90,809	79,532	68,255	56,978	45,701	34,424	23,147	11,865
	70%	113,143	101,866	90,589	79,312	68,036	56,759	45,482	34,205	22,928	11,645
75%	112,924	101,647	90,370	79,093	67,816	56,540	45,263	33,986	22,709	11,425	
80%	112,705	101,428	90,151	78,874	67,597	56,320	45,043	33,767	22,489	11,204	

Appendix 6

Scheme Ref: LMV
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ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			15 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		£ psm	
			0.00			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	1.0	55.0%	2.9	26%	3.9
3 bed House	52.0%	5.1	12.0%	0.6	38%	5.7
4 bed House	30.0%	2.9	0.0%	0.0	20%	2.9
5 bed House	8.0%	0.8	0.0%	0.0	5%	0.8
1 bed Flat	0.0%	0.0	33.0%	1.7	12%	1.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.8	100.0%	5.3	100%	15.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	73	787	202	2,176	275	2,963
3 bed House	431	4,639	53	570	484	5,208
4 bed House	322	3,463	0	0	322	3,463
5 bed House	105	1,133	0	0	105	1,133
1 bed Flat	0	0	96	1,036	96	1,036
2 bed Flat	0	0	0	0	0	0
	931	10,023	351	3,781	1,282	13,804
	AH % by floor area:		27.39% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	155,000	2,572	248		0	0
2 bed House	180,000	2,400	223		695,250	695,250
3 bed House	230,000	2,706	251		1,311,000	1,311,000
4 bed House	270,000	2,455	228		789,750	789,750
5 bed House	290,000	2,148	200		226,200	226,200
1 bed Flat	155,000	3,100	288		268,538	268,538
2 bed Flat	170,000	2,787	259		0	0
					3,290,738	3,290,738
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	86,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

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GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	155,000	-
2 bed House	1.0	@	180,000	175,500
3 bed House	5.1	@	230,000	1,166,100
4 bed House	2.9	@	270,000	789,750
5 bed House	0.8	@	290,000	226,200
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	9.8			2,357,550
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	2.0	@	72,000	145,530
3 bed House	0.4	@	90,000	39,690
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	1.2	@	66,000	80,042
2 bed Flat	0.0	@	72,000	-
	3.7			265,262
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	0.4	@	117,000	50,676
3 bed House	0.1	@	149,500	14,128
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	0.3	@	100,750	26,182
2 bed Flat	0.0	@	110,500	-
	0.8			90,986
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	0.4	@	144,000	62,370
3 bed House	0.1	@	184,000	17,388
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	0.3	@	124,000	32,225
2 bed Flat	0.0	@	136,000	-
	0.8			111,983
Sub-total GDV Residential				
	15.0			2,825,780
<i>AH on-site cost analysis:</i>				
	363 £ psm (total GIA sqm)		EMV less EGDV	464,958
			30,997 £ per unit (total units)	
Grant	15	@	0	-
Total GDV				2,825,780

Appendix 6

Scheme Ref: LMV
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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(20,000)
Statutory Planning Fees (Residential)				(5,775)
CIL:	931 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	15 units @	0 per unit	-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum	1,282 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	1.24 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	1.24 acres @	0 per acre	-
Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	- sqm @	1,149 psm		-
2 bed House	275 sqm @	1,149 psm		(316,262)
3 bed House	484 sqm @	1,149 psm		(555,957)
4 bed House	322 sqm @	1,149 psm		(369,691)
5 bed House	105 sqm @	1,149 psm		(120,990)
1 bed Flat	96 sqm @	1,338 psm		(128,879)
2 bed Flat	- sqm @	1,338 psm		-
	1,282			
External works	1,491,788 @	14,918 £ per unit		(223,768)
M4(2) Category 2 Housing	0% of All units	15 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	15 units @	10,307 £ per dwelling	-
Water efficiency		15 units @	9 £ per dwelling	(135)
Contingency	1,715,691 @	5.0%		(85,785)
Professional Fees	1,715,691 @	10.0%		(171,569)
Disposal Costs -				
Marketing and Promotion	2,357,550 OMS @	1.50%		(35,363)
Residential Sales Agent Costs	2,357,550 OMS @	1.50%		(35,363)
Residential Sales Legal Costs	2,357,550 OMS @	0.50%		(11,788)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(59,105)
Developers Profit -				
Margin on AH	468,230	6.00% on AH values		(28,094)
Profit on GDV	2,357,550	20.00%		(471,510)
	2,140,439	22.03% on costs	(471,510)	
	2,825,780	17.68% blended	(499,604)	
TOTAL COSTS				(2,640,043)

Appendix 6

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				185,737
SDLT	185,737 @	5.0%	(slabbed)	1,213
Acquisition Agent fees	185,737 @	1.0%		(1,857)
Acquisition Legal fees	185,737 @	0.5%		(929)
Interest on Land	185,737 @	6.5%		(12,073)
Residual Land Value				172,091
<i>RLV analysis:</i>				
	11,473 £ per plot	344,182 £ per ha	139,289 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0	dph	
Site Area (Resi)		0.50	ha	1.24 acres
<i>Density analysis:</i>				
		2,565	sgm/ha	11,173 sqft/ac
Threshold Land Value	13,179 £ per plot	395,360 £ per ha	160,000 £ per acre	197,680

BALANCE				
Surplus/(Deficit)		(51,178) £ per ha	(20,711) £ per acre	(25,589)

Appendix 6

Scheme Ref: **LMV**
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SENSITIVITY ANALYSIS													
		AH - % on site 35%											
		(25,589)	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	0	204,918	166,500	128,082	89,664	51,247	12,829	(25,589)	(64,007)	(102,425)	(140,842)		
	10	191,629	153,911	116,192	78,474	40,756	3,037	(34,681)	(72,400)	(110,118)	(147,861)		
	20	178,341	141,322	104,303	67,284	30,265	(6,754)	(43,773)	(80,792)	(117,811)	(154,892)		
	30	165,052	129,732	92,413	56,093	19,774	(16,546)	(52,866)	(89,185)	(125,505)	(161,922)		
	40	151,763	118,143	80,523	44,903	9,283	(26,338)	(61,958)	(97,578)	(133,205)	(169,853)		
	50	138,474	103,554	68,833	33,712	(1,208)	(36,129)	(71,950)	(105,971)	(140,939)	(175,984)		
	CIL Epsm 0.00	60	125,186	90,965	56,743	22,522	(11,699)	(45,921)	(80,142)	(114,364)	(148,673)	(183,015)	
		70	111,898	78,376	44,854	11,332	(22,190)	(55,712)	(89,234)	(122,768)	(156,407)	(190,474)	
		80	98,609	65,787	32,964	141	(32,681)	(65,504)	(98,327)	(131,205)	(164,141)	(198,555)	
		90	85,321	53,197	21,074	(11,049)	(43,172)	(75,296)	(107,419)	(139,642)	(171,875)	(206,638)	
		100	72,032	40,608	9,184	(22,239)	(53,663)	(85,087)	(116,550)	(148,079)	(179,609)	(214,718)	
		110	58,743	28,019	(2,705)	(33,430)	(64,154)	(94,879)	(125,990)	(156,516)	(187,367)	(222,799)	
		120	45,455	15,430	(14,995)	(44,820)	(74,845)	(104,707)	(134,830)	(164,853)	(194,256)	(223,891)	
		130	32,166	2,841	(26,485)	(55,811)	(85,136)	(114,550)	(143,970)	(173,390)	(205,146)	(238,962)	
		140	18,878	(9,749)	(38,375)	(67,001)	(95,676)	(124,393)	(153,110)	(181,827)	(214,035)	(247,043)	
		150	5,589	(22,338)	(50,265)	(78,209)	(106,222)	(134,236)	(162,250)	(190,423)	(222,925)	(255,129)	
	160	(7,699)	(34,927)	(62,154)	(89,458)	(116,769)	(144,079)	(171,390)	(200,423)	(231,814)	(263,206)		
	170	(20,988)	(47,516)	(74,099)	(100,707)	(127,315)	(153,923)	(180,530)	(210,120)	(240,704)	(271,287)		
	180	(34,277)	(60,147)	(86,052)	(111,956)	(137,881)	(163,766)	(190,042)	(219,818)	(249,593)	(279,369)		
	190	(47,601)	(72,802)	(98,004)	(123,206)	(148,407)	(173,609)	(200,548)	(229,515)	(258,483)	(287,450)		
	200	(60,929)	(85,459)	(109,956)	(134,455)	(158,953)	(183,452)	(211,954)	(239,213)	(267,372)	(295,574)		
Balance (RLV - TLV)	0	204,918	166,500	128,082	89,664	51,247	12,829	(25,589)	(64,007)	(102,425)	(140,842)		
	500	197,911	159,493	121,075	82,658	44,240	5,822	(32,596)	(71,013)	(109,431)	(147,873)		
	1,000	190,904	152,487	114,069	75,651	37,233	1,189	(39,602)	(78,020)	(116,438)	(154,917)		
	1,500	183,898	145,480	107,062	68,644	30,227	(8,191)	(46,609)	(85,027)	(123,445)	(161,961)		
	2,000	176,891	138,473	100,056	61,638	23,220	(15,198)	(53,616)	(92,033)	(130,451)	(169,004)		
	2,500	169,885	131,467	93,049	54,631	16,213	(22,204)	(60,622)	(98,040)	(137,487)	(176,048)		
	3,000	162,878	124,460	86,042	47,624	9,207	(29,211)	(67,629)	(106,047)	(144,531)	(183,091)		
	3,500	155,871	117,453	79,036	40,618	2,200	(36,218)	(74,636)	(113,053)	(151,574)	(190,576)		
	4,000	148,865	110,447	72,029	33,611	(4,807)	(43,224)	(81,642)	(120,060)	(158,618)	(198,672)		
	4,500	141,858	103,440	65,022	26,605	(11,813)	(50,231)	(88,649)	(127,101)	(165,661)	(206,768)		
	5,000	134,851	96,434	58,016	19,598	(18,820)	(57,236)	(95,655)	(134,145)	(172,705)	(214,864)		
	5,500	127,845	89,427	51,009	12,591	(25,827)	(64,244)	(102,662)	(141,189)	(179,749)	(222,960)		
	6,000	120,838	82,420	44,002	5,585	(32,833)	(71,251)	(109,672)	(148,232)	(186,792)	(231,056)		
	6,500	113,831	75,414	36,996	(1,422)	(39,840)	(78,258)	(116,715)	(155,275)	(194,830)	(239,152)		
	7,000	106,825	68,407	29,989	(8,429)	(46,846)	(85,264)	(123,759)	(162,319)	(202,926)	(247,248)		
	7,500	99,818	61,400	22,983	(15,435)	(53,853)	(92,271)	(130,802)	(169,362)	(211,022)	(255,344)		
8,000	92,811	54,394	15,976	(22,442)	(60,860)	(99,286)	(137,846)	(176,406)	(219,118)	(263,440)			
8,500	85,805	47,387	8,969	(29,449)	(67,866)	(106,329)	(144,889)	(183,449)	(227,214)	(271,539)			
9,000	78,798	40,380	1,963	(36,455)	(74,873)	(113,373)	(151,933)	(190,988)	(235,310)	(279,632)			
9,500	71,792	33,374	(5,044)	(43,462)	(81,880)	(120,416)	(158,976)	(199,044)	(243,406)	(287,728)			
10,000	64,785	26,367	(12,051)	(50,468)	(88,900)	(127,460)	(166,020)	(207,180)	(251,502)	(295,868)			
Balance (RLV - TLV)	14%	384,781	336,896	289,012	241,128	193,244	145,359	97,475	49,591	1,707	(46,178)		
	15%	361,803	308,497	262,190	215,394	169,577	123,271	76,364	30,658	(15,549)	(61,965)		
	16%	324,626	280,098	235,369	190,640	145,911	101,182	56,454	11,725	(33,004)	(77,733)		
	17.5%	279,861	237,498	195,136	152,774	110,412	68,050	25,688	(16,675)	(59,037)	(101,399)		
	19%	234,895	194,899	154,904	114,908	74,913	34,917	(5,078)	(45,074)	(85,069)	(125,068)		
	20%	204,918	166,500	128,082	89,664	51,247	12,829	(25,589)	(64,007)	(102,425)	(140,842)		
	21%	174,941	138,101	101,260	64,420	27,580	(9,260)	(46,100)	(82,940)	(119,780)	(156,620)		
	22%	144,963	109,701	74,439	39,176	3,914	(31,348)	(66,610)	(101,873)	(137,135)	(172,397)		
	23%	114,986	81,302	47,617	13,333	(19,752)	(53,437)	(87,121)	(120,906)	(154,490)	(188,323)		
	24%	85,009	52,902	20,795	(11,311)	(43,418)	(75,525)	(107,532)	(139,739)	(171,945)	(206,458)		
25%	55,032	24,503	(6,026)	(36,555)	(67,084)	(97,613)	(128,142)	(158,672)	(189,503)	(224,593)			
Profit 20.00%	14%	384,781	336,896	289,012	241,128	193,244	145,359	97,475	49,591	1,707	(46,178)		
	15%	361,803	308,497	262,190	215,394	169,577	123,271	76,364	30,658	(15,549)	(61,965)		
	16%	324,626	280,098	235,369	190,640	145,911	101,182	56,454	11,725	(33,004)	(77,733)		
	17.5%	279,861	237,498	195,136	152,774	110,412	68,050	25,688	(16,675)	(59,037)	(101,399)		
	19%	234,895	194,899	154,904	114,908	74,913	34,917	(5,078)	(45,074)	(85,069)	(125,068)		
	20%	204,918	166,500	128,082	89,664	51,247	12,829	(25,589)	(64,007)	(102,425)	(140,842)		
	21%	174,941	138,101	101,260	64,420	27,580	(9,260)	(46,100)	(82,940)	(119,780)	(156,620)		
	22%	144,963	109,701	74,439	39,176	3,914	(31,348)	(66,610)	(101,873)	(137,135)	(172,397)		
23%	114,986	81,302	47,617	13,333	(19,752)	(53,437)	(87,121)	(120,906)	(154,490)	(188,323)			

Appendix 6

Scheme Ref: LMV
 Title: 15 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(25,589)										
	100,000	279,048	240,630	202,212	163,794	125,377	86,959	48,541	10,123	(28,295)	(66,712)
	150,000	217,273	178,855	140,437	102,019	63,602	25,184	(13,234)	(51,652)	(90,070)	(128,487)
	200,000	155,498	117,080	78,662	40,244	1,827	(36,591)	(75,009)	(113,427)	(151,845)	(190,262)
	250,000	93,723	55,305	16,887	(21,531)	(59,948)	(98,366)	(136,784)	(175,202)	(213,620)	(252,037)
	300,000	31,948	(6,470)	(44,888)	(83,306)	(121,723)	(160,141)	(198,559)	(236,977)	(275,395)	(313,812)
	350,000	(29,827)	(68,245)	(106,663)	(145,081)	(183,498)	(221,916)	(260,334)	(298,752)	(337,170)	(375,587)
	400,000	(91,002)	(130,020)	(169,438)	(208,856)	(248,273)	(286,691)	(325,109)	(363,527)	(398,945)	(437,362)
	450,000	(153,377)	(191,795)	(230,213)	(268,631)	(307,048)	(345,466)	(383,884)	(422,302)	(460,720)	(499,137)
	500,000	(215,152)	(253,570)	(291,988)	(330,406)	(368,823)	(407,241)	(445,659)	(484,077)	(522,495)	(560,912)
550,000	(276,927)	(315,345)	(353,763)	(392,181)	(430,598)	(469,016)	(507,434)	(545,852)	(584,270)	(622,687)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(783,482)	(621,900)	(460,318)	(298,736)	(137,153)	(75,571)	(1,013,989)	#####	#####	(1,129,243)
	10	(190,442)	(228,860)	(267,278)	(305,696)	(344,113)	(382,531)	(420,949)	(459,367)	(497,785)	(536,202)
	15	7,238	(31,180)	(69,598)	(108,016)	(146,433)	(184,851)	(223,269)	(261,687)	(300,105)	(338,522)
	20	106,078	67,660	29,242	(9,176)	(47,593)	(86,011)	(124,429)	(162,847)	(201,265)	(239,682)
	25	165,382	126,964	88,546	50,128	11,711	(26,707)	(65,125)	(103,543)	(141,961)	(180,378)
	30	204,918	166,500	128,082	89,664	51,247	12,829	(25,589)	(64,007)	(102,425)	(140,842)
	35	233,158	194,740	156,322	117,904	79,487	41,089	2,651	(35,767)	(74,185)	(112,602)
	40	254,338	215,920	177,502	139,084	100,667	62,249	23,831	(14,587)	(53,005)	(91,422)
	45	270,811	232,393	193,975	155,558	117,140	78,722	40,304	1,886	(36,531)	(74,949)
	50	283,990	245,572	207,154	169,796	130,319	91,901	53,483	15,085	(23,353)	(61,770)
55	294,772	256,354	217,937	179,519	141,101	102,683	64,265	25,848	(12,570)	(50,988)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	201,612	163,195	124,777	86,359	47,941	9,523	(28,894)	(67,312)	(105,730)	(144,153)
	45%	201,199	162,781	124,364	85,946	47,528	9,110	(29,307)	(67,725)	(106,143)	(144,569)
	50%	200,786	162,368	123,951	85,533	47,115	8,697	(29,721)	(68,139)	(106,556)	(144,983)
	55%	200,373	161,955	123,537	85,120	46,702	8,284	(30,134)	(68,552)	(106,969)	(145,399)
	60%	199,960	161,542	123,124	84,706	46,289	7,871	(30,547)	(68,965)	(107,383)	(145,814)
	65%	199,547	161,129	122,711	84,293	45,875	7,458	(30,960)	(69,378)	(107,796)	(146,229)
	70%	199,133	160,716	122,298	83,880	45,462	7,044	(31,373)	(69,791)	(108,209)	(146,645)
	75%	198,720	160,303	121,885	83,467	45,049	6,631	(31,786)	(70,204)	(108,622)	(147,060)
	80%	198,307	159,889	121,472	83,054	44,636	6,218	(32,200)	(70,617)	(109,035)	(147,475)
	% Cat.M4(2)										
0%											

Appendix 6

Scheme Ref: **LMV**
 Title: **30 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	30 Units					
AH Policy requirement (% Target)	35%					
AH tenure split %	Affordable Rent: 70%	Shared Ownership: 15%				
	Starter Homes: 15%					
Open Market Sale (OMS) housing	65%					
CIL Rate (£ psm)	100% E psm					
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	2.0	55.0%	5.8	26%	7.7
3 bed House	52.0%	10.1	12.0%	1.3	38%	11.4
4 bed House	30.0%	5.9	0.0%	0.0	20%	5.9
5 bed House	8.0%	1.6	0.0%	0.0	5%	1.6
1 bed Flat	0.0%	0.0	33.0%	3.5	12%	3.5
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	19.5	100.0%	10.5	100%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	58.0	624	100.0%	58.0	624	
2 bed House	75.0	807	100.0%	75.0	807	
3 bed House	85.0	915	100.0%	85.0	915	
4 bed House	110.0	1,184	100.0%	110.0	1,184	
5 bed House	135.0	1,453	100.0%	135.0	1,453	
1 bed Flat	50.0	538	90.0%	55.6	598	
2 bed Flat	61.0	657	90.0%	67.8	730	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	58.0	624	100.0%	58.0	624	
2 bed House	70.0	753	100.0%	70.0	753	
3 bed House	84.0	904	100.0%	84.0	904	
4 bed House	97.0	1,044	100.0%	97.0	1,044	
5 bed House	110.0	1,184	100.0%	110.0	1,184	
1 bed Flat	50.0	538	90.0%	55.6	598	
2 bed Flat	61.0	657	90.0%	67.8	730	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	146	1,574	404	4,351	551	5,926
3 bed House	862	9,277	106	1,138	968	10,417
4 bed House	844	9,027	0	0	844	9,027
5 bed House	211	2,267	0	0	211	2,267
1 bed Flat	0	0	193	2,072	193	2,072
2 bed Flat	0	0	0	0	0	0
	1,862	20,045	703	7,563	2,565	27,608
	AH % by floor area:		27.39% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	155,000	2,672	248	0		
2 bed House	180,000	2,400	223	1,390,500		
3 bed House	230,000	2,706	251	2,622,000		
4 bed House	270,000	2,455	228	1,579,500		
5 bed House	290,000	2,148	200	452,400		
1 bed Flat	155,000	3,100	288	537,075		
2 bed Flat	170,000	2,787	259	0		
				6,581,475		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 6

Scheme Ref: **LMV**
 Title: **30 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	2.0	@	180,000	351,000
3 bed House	10.1	@	230,000	2,332,200
4 bed House	5.9	@	270,000	1,579,500
5 bed House	1.6	@	290,000	452,400
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	19.5			4,715,100
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	4.0	@	72,000	291,060
3 bed House	0.9	@	90,000	79,380
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	2.4	@	65,000	160,083
2 bed Flat	0.0	@	72,000	-
	7.4			530,523
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	0.9	@	117,000	101,351
3 bed House	0.2	@	149,500	28,256
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	0.5	@	100,750	52,365
2 bed Flat	0.0	@	110,500	-
	1.6			181,972
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	0.9	@	144,000	124,740
3 bed House	0.2	@	184,000	34,776
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	0.5	@	124,000	64,449
2 bed Flat	0.0	@	136,000	-
	1.6			223,965
Sub-total GDV Residential				
	30.0			5,651,560
<i>AH on-site cost analysis:</i>				
				<i>EMV less EGDV</i>
	363 £ psm (total GIA sqm)			929,915
				30,997 £ per unit (total units)
Grant	30	@	0	-
Total GDV				5,651,560

Appendix 6

Scheme Ref: LMV
 Title: 30 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	1,862 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	30 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	2,565 sqm (total)	0 £ psm		-
		0.00% % of GDV		
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	2.47 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	2.47 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	551 sqm @	1,149 psm		(632,525)
3 bed House	968 sqm @	1,149 psm		(1,111,333)
4 bed House	644 sqm @	1,149 psm		(739,382)
5 bed House	211 sqm @	1,149 psm		(241,979)
1 bed Flat	193 sqm @	1,339 psm		(257,758)
2 bed Flat	2,565 sqm @	1,339 psm		-
External works				
	2,983,576 @	15.0% 14,916 £ per unit		(447,536)
M4(2) Category 2 Housing	5% of All units	30 units @	521 £ per dwelling	(782)
M4(3) Category 3 Housing	0% of All units	30 units @	10,307 £ per dwelling	-
Water efficiency		30 units @	9 £ per dwelling	(270)
Contingency	3,432,164 @	5.0%		(171,608)
Professional Fees	3,432,164 @	10.0%		(343,216)
Disposal Costs -				
Marketing and Promotion	4,715,100 OMS @	1.50%		(70,727)
Residential Sales Agent Costs	4,715,100 OMS @	1.50%		(70,727)
Residential Sales Legal Costs	4,715,100 OMS @	0.50%		(23,576)
Interest (on Development Costs) -				
	6.50% APR	0.526% pcm		(101,927)
Developers Profit -				
Margin on AH	936,460	6.00% on AH values		(56,188)
Profit on GDV	4,715,100	20.00%		(943,020)
	4,255,494	22.16% on costs	(943,020)	
	5,651,560	17.68% blended	(999,208)	
TOTAL COSTS				(5,254,702)

Appendix 6

Scheme Ref: LMV
 Title: 30 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				396,858
SDLT	396,858 @		5.0% (slabbed)	(9,343)
Acquisition Agent fees	396,858 @		1.0%	(3,969)
Acquisition Legal fees	396,858 @		0.5%	(1,984)
Interest on Land	396,858 @		6.5%	(25,796)
Residual Land Value				355,766
RLV analysis: 11,859 £ per plot 355,766 £ per ha 143,977 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		1.00 ha	2.47 acres	
	Density analysis:	2.565 sqm/ha	11.173 sqft/ac	
Threshold Land Value	13,179 £ per plot	395,360 £ per ha	160,000 £ per acre	395,360

BALANCE				
Surplus/(Deficit)		(39,594) £ per ha	(16,023) £ per acre	(39,594)

Appendix 6

Scheme Ref: **LMV**
 Title: **30 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(39,594)											
	0	428,909	350,919	272,816	194,714	116,611	38,509	(39,594)	(117,696)	(195,894)	(274,241)	
	10	401,880	325,206	248,532	171,858	95,184	18,510	(58,164)	(134,838)	(211,690)	(288,601)	
	20	374,739	299,494	224,248	149,003	73,757	(1,489)	(76,734)	(152,010)	(227,486)	(302,961)	
	30	347,598	273,781	199,964	126,147	52,330	(21,487)	(95,304)	(169,242)	(243,281)	(317,321)	
	40	320,457	248,069	175,680	103,291	30,903	(41,486)	(113,874)	(186,474)	(259,077)	(331,681)	
	50	293,316	222,356	151,396	80,438	9,476	(61,486)	(132,638)	(203,705)	(274,873)	(346,041)	
	CIL Epsm	0.00										
		60	266,175	196,644	127,112	57,580	(11,951)	(81,483)	(151,206)	(220,937)	(290,669)	(360,401)
		70	239,034	170,931	102,828	34,725	(33,378)	(101,578)	(169,874)	(238,169)	(306,465)	(374,760)
		80	211,893	145,219	78,544	11,869	(54,822)	(121,682)	(188,541)	(255,401)	(322,261)	(389,784)
		90	184,753	119,506	54,260	(10,986)	(76,362)	(141,786)	(207,209)	(272,633)	(338,057)	(406,377)
		100	157,612	93,794	29,976	(33,914)	(97,902)	(161,889)	(225,877)	(289,865)	(353,852)	(422,969)
		110	130,471	68,081	5,662	(56,890)	(119,441)	(181,993)	(244,945)	(307,997)	(369,948)	(439,562)
		120	103,330	42,366	(18,750)	(79,866)	(140,981)	(202,097)	(263,213)	(324,329)	(385,321)	(446,154)
		130	76,189	16,518	(43,162)	(102,841)	(162,521)	(222,201)	(281,881)	(341,560)	(403,873)	(472,747)
		140	49,048	(9,330)	(67,573)	(125,817)	(184,061)	(242,305)	(300,548)	(358,804)	(422,125)	(489,333)
	150	21,630	(35,177)	(91,985)	(148,793)	(205,601)	(262,408)	(319,216)	(376,126)	(440,376)	(505,932)	
	160	(5,653)	(61,025)	(116,397)	(171,769)	(227,140)	(282,512)	(337,884)	(394,732)	(458,628)	(522,524)	
	170	(32,937)	(86,873)	(140,809)	(194,745)	(248,680)	(302,616)	(356,625)	(414,643)	(476,880)	(539,116)	
	180	(60,221)	(112,721)	(165,221)	(217,720)	(270,220)	(322,720)	(375,391)	(434,554)	(495,131)	(555,709)	
190	(87,505)	(138,568)	(189,632)	(240,696)	(291,760)	(342,824)	(395,547)	(454,465)	(513,383)	(572,301)		
200	(114,789)	(164,416)	(214,044)	(263,672)	(313,300)	(363,108)	(417,117)	(474,376)	(531,635)	(588,909)		
Site Specific S106	0											
	500	414,891	336,827	258,725	180,623	102,520	24,418	(53,885)	(131,787)	(210,059)	(288,407)	
	1,000	400,839	322,736	244,634	166,531	88,429	10,326	(67,776)	(145,878)	(224,224)	(302,572)	
	1,500	386,748	308,645	230,543	152,440	74,338	(3,765)	(81,867)	(160,042)	(238,300)	(316,737)	
	2,000	372,657	294,554	216,452	138,349	60,247	(17,856)	(95,958)	(174,207)	(252,555)	(330,902)	
	2,500	358,566	280,463	202,361	124,258	46,156	(31,947)	(110,049)	(188,372)	(266,720)	(345,068)	
	3,000	344,475	266,372	188,270	110,167	32,065	(46,038)	(124,190)	(202,538)	(280,885)	(359,233)	
	3,500	330,383	252,281	174,178	96,076	17,974	(60,129)	(138,355)	(216,703)	(295,050)	(373,398)	
	4,000	316,292	238,190	160,087	81,985	3,882	(74,220)	(152,521)	(230,868)	(309,216)	(387,985)	
	4,500	302,201	224,099	145,996	67,894	(10,209)	(88,338)	(166,686)	(245,033)	(323,381)	(404,353)	
	5,000	288,110	210,008	131,905	53,803	(24,300)	(102,503)	(180,851)	(259,199)	(337,546)	(420,729)	
	5,500	274,019	195,917	117,814	39,712	(38,391)	(116,669)	(195,016)	(273,364)	(351,711)	(437,088)	
	6,000	259,928	181,826	103,723	25,621	(52,486)	(130,834)	(209,181)	(287,529)	(365,877)	(453,455)	
	6,500	245,837	167,734	89,632	11,529	(66,582)	(144,999)	(223,347)	(301,694)	(380,092)	(469,823)	
	7,000	231,746	153,643	75,541	(2,562)	(80,817)	(159,164)	(237,512)	(315,859)	(395,747)	(486,190)	
	7,500	217,655	139,552	61,450	(16,653)	(94,982)	(173,330)	(251,677)	(330,025)	(412,114)	(502,558)	
8,000	203,564	125,461	47,359	(30,800)	(109,147)	(187,495)	(265,842)	(344,190)	(428,482)	(518,926)		
8,500	189,473	111,370	33,268	(44,965)	(123,312)	(201,660)	(280,008)	(358,364)	(444,849)	(535,293)		
9,000	175,382	97,279	19,177	(59,130)	(137,478)	(215,825)	(294,173)	(372,604)	(461,217)	(551,661)		
9,500	161,290	83,188	5,086	(73,295)	(151,643)	(229,991)	(308,338)	(387,140)	(477,584)	(568,028)		
10,000	147,199	69,097	(9,113)	(87,461)	(165,808)	(244,156)	(322,503)	(403,508)	(493,952)	(584,396)		
Profit	20.00%											
	14%	788,635	691,711	594,676	497,641	400,605	303,570	206,534	109,499	12,369	(84,912)	
	15%	728,680	634,913	541,033	447,153	353,273	259,383	165,513	71,633	(22,342)	(116,467)	
	16%	668,726	578,114	487,389	396,665	305,941	215,216	124,492	33,767	(67,052)	(148,022)	
	17.5%	578,794	492,916	406,924	320,933	234,942	148,951	62,960	(23,032)	(109,118)	(195,354)	
	19%	488,863	407,717	326,459	245,201	163,943	82,686	1,428	(79,830)	(161,183)	(242,686)	
	20%	428,909	350,919	272,816	194,714	116,611	38,509	(39,594)	(117,696)	(195,894)	(274,241)	
	21%	368,954	294,120	219,173	144,226	69,279	(5,668)	(80,615)	(155,562)	(230,604)	(305,796)	
	22%	309,000	237,321	165,529	93,738	21,946	(49,845)	(121,637)	(193,428)	(265,315)	(337,351)	
	23%	249,046	180,522	111,896	43,250	(25,386)	(84,022)	(162,658)	(231,294)	(300,025)	(368,906)	
24%	189,091	123,723	58,243	(7,238)	(72,716)	(138,199)	(203,879)	(269,160)	(334,735)	(402,732)		
25%	129,137	66,924	4,599	(57,726)	(120,051)	(182,376)	(244,701)	(307,026)	(369,446)	(438,062)		
Balance (RLV - TLV)	(39,594)											
	14%	788,635	691,711	594,676	497,641	400,605	303,570	206,534	109,499	12,369	(84,912)	
	15%	728,680	634,913	541,033	447,153	353,273	259,383	165,513	71,633	(22,342)	(116,467)	
	16%	668,726	578,114	487,389	396,665	305,941	215,216	124,492	33,767	(67,052)	(148,022)	
	17.5%	578,794	492,916	406,924	320,933	234,942	148,951	62,960	(23,032)	(109,118)	(195,354)	
	19%	488,863	407,717	326,459	245,201	163,943	82,686	1,428	(79,830)	(161,183)	(242,686)	
	20%	428,909	350,919	272,816	194,714	116,611	38,509	(39,594)	(117,696)	(195,894)	(274,241)	
	21%	368,954	294,120	219,173	144,226	69,279	(5,668)	(80,615)	(155,562)	(230,604)	(305,796)	
	22%	309,000	237,321	165,529	93,738	21,946	(49,845)	(121,637)	(193,428)	(265,315)	(337,351)	
	23%	249,046	180,522	111,896	43,250	(25,386)	(84,022)	(162,658)	(231,294)	(300,025)	(368,906)	
24%	189,091	123,723	58,243	(7,238)	(72,716)	(138,199)	(203,879)	(269,160)	(334,735)	(402,732)		
25%	129,137	66,924	4,599	(57,726)	(120,051)	(182,376)	(244,701)	(307,026)	(369,446)	(438,062)		

Appendix 6

Scheme Ref: **LMV**
 Title: **30 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(39,594)										
	100,000	577,169	499,179	421,076	342,974	264,871	186,769	108,666	30,564	(47,634)	(125,981)
	150,000	453,619	375,629	297,526	219,424	141,321	63,219	(14,884)	(92,986)	(171,184)	(249,531)
	200,000	330,069	252,079	173,976	95,874	17,771	(60,331)	(138,434)	(216,536)	(294,734)	(373,081)
TLV (per acre)	250,000	206,519	128,529	50,426	(27,676)	(105,779)	(183,881)	(261,984)	(340,086)	(418,284)	(496,631)
160,000	300,000	82,969	4,979	(73,124)	(151,226)	(229,329)	(307,431)	(385,534)	(463,636)	(541,834)	(620,181)
	350,000	(40,581)	(118,571)	(196,674)	(274,776)	(352,879)	(430,981)	(509,084)	(587,186)	(665,384)	(743,731)
	400,000	(164,131)	(242,121)	(320,224)	(398,326)	(476,429)	(554,531)	(632,634)	(710,736)	(788,838)	(867,209)
	450,000	(287,681)	(365,671)	(443,774)	(521,876)	(599,979)	(678,081)	(756,184)	(834,286)	(912,488)	(990,831)
	500,000	(411,231)	(489,221)	(567,324)	(645,426)	(723,529)	(801,631)	(879,734)	(957,836)	(1,036,034)	(1,114,381)
	550,000	(534,781)	(612,771)	(690,874)	(768,976)	(847,079)	(925,181)	(1,003,284)	(1,081,386)	(1,159,584)	(1,237,931)
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(39,594)										
	5	(1,547,891)	(1,625,881)	(1,703,884)	(1,782,086)	(1,860,189)	(1,938,291)	(2,016,394)	(2,094,496)	(2,172,599)	(2,251,041)
	10	(361,811)	(439,801)	(517,804)	(595,806)	(674,109)	(752,211)	(830,314)	(908,416)	(986,518)	(1,064,961)
Density (dph)	15	33,549	(44,441)	(122,544)	(200,646)	(278,749)	(356,851)	(434,954)	(513,056)	(591,254)	(669,601)
	20	231,229	153,239	75,136	(2,966)	(81,069)	(159,171)	(237,274)	(315,376)	(393,574)	(471,921)
30	25	349,837	271,847	193,744	115,642	37,539	(40,563)	(118,666)	(196,768)	(274,966)	(353,313)
	30	428,909	350,919	272,816	194,714	116,611	38,509	(39,594)	(117,696)	(195,894)	(274,241)
	35	485,389	407,399	329,296	251,194	173,091	94,989	16,886	(61,216)	(139,414)	(217,761)
	40	527,749	449,759	371,656	293,554	215,451	137,349	59,246	(18,856)	(97,054)	(175,401)
	45	560,695	482,705	404,603	326,500	248,398	170,295	32,193	14,090	(84,107)	(142,455)
	50	587,053	509,063	430,960	352,858	274,755	196,653	118,550	40,448	(37,750)	(116,097)
	55	608,618	530,628	452,525	374,423	296,320	218,218	140,115	62,013	(16,185)	(94,532)
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(39,594)										
	40%	423,123	345,103	267,000	188,898	110,795	32,693	(45,410)	(123,512)	(201,740)	(280,088)
	45%	422,297	344,272	266,169	188,067	109,964	31,862	(46,241)	(124,343)	(202,576)	(280,923)
% Cat M(2)	50%	421,470	343,441	265,339	187,236	109,134	31,031	(47,071)	(125,174)	(203,411)	(281,758)
	55%	420,644	342,610	264,508	186,405	108,303	30,200	(47,902)	(126,005)	(204,246)	(282,593)
	60%	419,817	341,779	263,677	185,574	107,472	29,369	(48,733)	(126,836)	(205,081)	(283,429)
	65%	418,991	340,949	262,846	184,744	106,641	28,539	(49,564)	(127,666)	(205,916)	(284,264)
	70%	418,164	340,118	262,015	183,913	105,810	27,708	(50,395)	(128,497)	(206,752)	(285,099)
	75%	417,338	339,287	261,184	183,082	104,979	26,877	(51,226)	(129,328)	(207,587)	(285,934)
	80%	416,511	338,456	260,354	182,251	104,149	26,046	(52,056)	(130,159)	(208,422)	(286,770)

Appendix 6

Scheme Ref: **LMV**
 Title: **75 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			75 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	4.9	55.0%	14.4	26%	19.3
3 bed House	52.0%	25.4	12.0%	3.2	38%	28.5
4 bed House	30.0%	14.6	0.0%	0.0	20%	14.6
5 bed House	8.0%	3.9	0.0%	0.0	5%	3.9
1 bed Flat	0.0%	0.0	33.0%	8.7	12%	8.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	48.8	100.0%	26.3	100%	75.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	366	3,936	1,011	10,878	1,376	14,814
3 bed House	2,155	23,194	265	2,848	2,419	26,042
4 bed House	1,509	17,316	0	0	1,609	17,316
5 bed House	527	5,667	0	0	527	5,667
1 bed Flat	0	0	481	5,180	481	5,180
2 bed Flat	0	0	0	0	0	0
	4,656	50,113	1,756	18,907	6,412	69,019
	AH % by floor area:		27.39% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	155,000	2,672	248		0	
2 bed House	180,000	2,400	223		3,476,250	
3 bed House	230,000	2,706	251		6,555,000	
4 bed House	270,000	2,455	228		3,948,750	
5 bed House	290,000	2,148	200		1,131,000	
1 bed Flat	155,000	3,100	288		1,342,688	
2 bed Flat	170,000	2,787	259		0	
					16,453,688	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 6

Scheme Ref: **LMV**
 Title: **75 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	4.9	@	180,000	877,500
3 bed House	25.4	@	230,000	5,830,500
4 bed House	14.6	@	270,000	3,948,750
5 bed House	3.9	@	290,000	1,131,000
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	48.8			11,787,750
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	10.1	@	72,000	727,650
3 bed House	2.2	@	90,000	198,450
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	6.1	@	66,000	400,208
2 bed Flat	0.0	@	72,000	-
	18.4			1,326,308
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	2.2	@	117,000	253,378
3 bed House	0.5	@	149,500	70,639
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	1.3	@	100,750	130,912
2 bed Flat	0.0	@	110,500	-
	3.9			454,929
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	2.2	@	144,000	311,850
3 bed House	0.5	@	184,000	86,040
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	1.3	@	124,000	161,123
2 bed Flat	0.0	@	136,000	-
	3.9			559,913
Sub-total GDV Residential				
	75.0			14,128,899
<i>AH on-site cost analysis:</i>				
				EMV less EGDV
	363 £ psm (total GIA sqm)			2,324,789
				30,997 £ per unit (total units)
Grant	75	@	0	-
Total GDV				14,128,899

Appendix 6

Scheme Ref: LMV
 Title: 75 No. Units at Lower Mid Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(21,924)
CIL	4,656 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	75 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
S106 analysis:	6,412 sqm (total)	0 £ psm		-
AH Commuted Sum		0.00% % of GDV		-
Comm. Sum analysis:				-
Construction Costs -				
Site Clearance and Demolition	6.18 acres @		£ per acre (if brownfield)	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	6.18 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	sqm @	1,149 psm	-
2 bed House	1,376	sqm @	1,149 psm	(1,581,311)
3 bed House	2,419	sqm @	1,149 psm	(2,779,833)
4 bed House	1,609	sqm @	1,149 psm	(1,848,454)
5 bed House	527	sqm @	1,149 psm	(604,949)
1 bed Flat	481	sqm @	1,339 psm	(644,394)
2 bed Flat	6,412	sqm @	1,339 psm	-
External works	7,458,940 @		15.0% 14,918 £ per unit	(1,118,841)
M4(2) Category 2 Housing	5% of All units	75 units @	521 £ per dwelling	(1,354)
M4(3) Category 3 Housing	0% of All units	75 units @	10,307 £ per dwelling	-
Water efficiency		75 units @	9 £ per dwelling	(675)
Contingency	8,580,410 @		5.0%	(429,021)
Professional Fees	8,580,410 @		10.0%	(858,041)
Disposal Costs -				
Marketing and Promotion	11,787,750	OMS @	1.50%	(176,816)
Residential Sales Agent Costs	11,787,750	OMS @	1.50%	(176,816)
Residential Sales Legal Costs	11,787,750	OMS @	0.50%	(58,939)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(215,226)
Developers Profit -				
Margin on AH	2,341,149		6.00% on AH values	(140,469)
Profit on GDV	11,787,750		20.00%	(2,357,550)
	10,587,193		22.27% on costs	(2,357,550)
	14,128,899		17.68% blended	(2,498,019)
TOTAL COSTS				(13,085,212)

Appendix 6

Scheme Ref: **LMV**
 Title: **75 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,043,687
SDLT	1,043,687 @		5.0% (slabbed)	(41,684)
Acquisition Agent fees	1,043,687 @		1.0%	(10,437)
Acquisition Legal fees	1,043,687 @		0.5%	(5,218)
Interest on Land	1,043,687 @		6.5%	(67,840)
Residual Land Value				918,507
RLV analysis: 12,247 £ per plot 367,403 £ per ha 148,686 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		2.50 ha	6.18 acres	
	Density analysis:	2.565 sqm/ha	11.173 sqft/ac	
Threshold Land Value	14,002 £ per plot	420,070 £ per ha	170,000 £ per acre	1,050,175

BALANCE				
Surplus/(Deficit)		(52,667) £ per ha	(21,314) £ per acre	(131,668)

Appendix 6

Scheme Ref: **LMV**
 Title: **75 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

SENSITIVITY ANALYSIS											
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(131,668)										
	0	1,058,488	860,497	662,138	463,687	265,235	66,784	(131,668)	(330,217)	(529,240)	(728,263)
	10	989,559	794,945	600,140	405,336	210,531	15,727	(179,078)	(374,210)	(569,567)	(764,925)
	20	920,457	729,300	538,142	346,985	155,827	(35,330)	(226,513)	(418,204)	(609,895)	(801,586)
	30	851,166	663,655	476,144	288,634	101,123	(86,387)	(274,172)	(462,197)	(650,222)	(838,344)
	40	781,874	598,010	414,147	230,283	46,419	(137,473)	(321,832)	(506,191)	(690,549)	(875,198)
	50	712,582	532,265	352,149	171,932	(8,285)	(188,759)	(389,491)	(550,194)	(730,877)	(912,052)
	60	643,291	466,721	290,151	113,581	(63,098)	(240,124)	(417,151)	(594,178)	(771,248)	(948,908)
	70	573,999	401,076	228,153	55,230	(118,090)	(291,450)	(464,811)	(638,171)	(811,787)	(985,760)
	80	504,707	335,431	166,155	(3,387)	(173,082)	(342,776)	(512,470)	(682,165)	(852,327)	(1,022,615)
	90	435,415	269,796	103,983	(62,045)	(228,073)	(394,102)	(560,130)	(726,264)	(892,866)	(1,062,426)
	100	366,124	204,021	41,659	(120,703)	(283,065)	(445,427)	(607,789)	(770,489)	(933,406)	(1,104,787)
	110	296,727	138,031	(20,665)	(179,361)	(338,057)	(496,753)	(655,462)	(814,714)	(973,945)	(1,147,149)
	120	227,070	72,040	(82,989)	(238,019)	(393,049)	(548,078)	(703,393)	(858,339)	(1,014,485)	(1,188,949)
	130	157,414	6,050	(145,313)	(296,677)	(448,041)	(599,442)	(751,303)	(903,164)	(1,057,318)	(1,232,224)
	140	87,758	(59,940)	(207,638)	(355,335)	(503,033)	(651,038)	(799,213)	(947,389)	(1,103,915)	(1,274,808)
	150	18,101	(125,930)	(269,962)	(413,993)	(558,144)	(702,634)	(847,124)	(991,614)	(1,150,583)	(1,317,392)
	160	(51,555)	(191,920)	(332,286)	(472,651)	(613,425)	(754,230)	(895,034)	(1,036,839)	(1,197,425)	(1,359,978)
	170	(121,211)	(257,911)	(394,610)	(531,587)	(668,706)	(805,825)	(942,945)	(1,086,099)	(1,244,267)	(1,402,560)
	180	(190,868)	(323,901)	(457,120)	(590,554)	(723,988)	(857,421)	(990,855)	(1,137,076)	(1,291,110)	(1,445,143)
	190	(260,524)	(390,024)	(519,772)	(648,521)	(779,269)	(909,017)	(1,038,765)	(1,186,177)	(1,337,952)	(1,487,727)
200	(330,299)	(456,362)	(582,424)	(708,487)	(834,550)	(960,619)	(1,093,781)	(1,239,278)	(1,384,795)	(1,530,319)	
Site Specific S106	(131,668)										
	0	1,058,488	860,497	662,138	463,687	265,235	66,784	(131,668)	(330,217)	(529,240)	(728,263)
	500	1,023,248	825,163	626,712	428,260	229,809	31,358	(167,094)	(365,829)	(564,853)	(763,876)
	1,000	988,007	789,737	591,286	392,834	194,363	(4,069)	(202,520)	(401,442)	(600,465)	(799,489)
	1,500	952,762	754,311	555,859	357,408	158,956	(39,495)	(238,031)	(437,055)	(636,078)	(835,152)
	2,000	917,536	718,885	520,433	321,982	123,530	(74,921)	(273,644)	(472,667)	(671,691)	(870,982)
	2,500	881,910	683,458	485,007	286,555	88,104	(110,347)	(309,257)	(508,280)	(707,303)	(906,782)
	3,000	846,484	648,032	449,581	251,129	52,678	(145,846)	(344,869)	(543,893)	(742,916)	(942,582)
	3,500	811,057	612,606	414,154	215,703	17,252	(181,459)	(380,482)	(579,505)	(778,611)	(978,382)
	4,000	775,631	577,180	378,728	180,277	(18,175)	(217,071)	(416,095)	(615,118)	(814,111)	(1,014,182)
	4,500	740,205	541,753	343,302	144,851	(53,661)	(252,684)	(451,707)	(650,730)	(850,211)	(1,051,522)
	5,000	704,779	506,327	307,876	109,424	(89,273)	(288,297)	(487,320)	(689,343)	(886,011)	(1,082,571)
	5,500	669,352	470,901	272,449	73,998	(124,886)	(323,909)	(522,932)	(722,400)	(921,811)	(1,133,821)
	6,000	633,926	435,475	237,023	38,525	(160,499)	(359,522)	(558,545)	(757,840)	(957,611)	(1,175,024)
	6,500	598,500	400,048	201,597	2,912	(196,111)	(395,134)	(594,158)	(793,640)	(993,411)	(1,216,390)
	7,000	563,074	364,622	166,171	(32,700)	(231,724)	(430,747)	(629,770)	(829,440)	(1,029,211)	(1,257,758)
	7,500	527,647	329,196	130,710	(68,313)	(267,336)	(466,360)	(665,469)	(865,240)	(1,068,797)	(1,299,122)
	8,000	492,221	293,770	95,098	(103,926)	(302,949)	(501,972)	(701,269)	(901,040)	(1,109,946)	(1,340,488)
	8,500	456,795	258,343	59,485	(139,538)	(338,562)	(537,585)	(737,069)	(936,840)	(1,151,169)	(1,381,854)
	9,000	421,369	222,916	23,872	(175,151)	(374,174)	(573,198)	(772,869)	(972,640)	(1,192,335)	(1,423,229)
	9,500	385,942	187,283	(11,740)	(210,784)	(409,787)	(608,898)	(808,669)	(1,008,440)	(1,233,901)	(1,464,586)
10,000	350,516	151,670	(47,353)	(246,376)	(445,400)	(644,698)	(844,469)	(1,044,922)	(1,275,267)	(1,505,952)	
Profit	(131,668)										
	14%	1,957,803	1,712,480	1,466,788	1,221,004	975,220	729,437	483,653	237,772	(8,584)	(254,940)
	15%	1,807,917	1,570,482	1,332,680	1,094,795	858,890	618,994	381,095	143,107	(95,360)	(333,827)
	16%	1,658,032	1,428,485	1,198,571	968,565	738,559	508,552	278,546	48,442	(182,136)	(412,714)
	17.5%	1,433,203	1,215,490	997,409	779,236	561,062	342,889	124,716	(93,552)	(312,300)	(531,045)
	19%	1,208,374	1,002,494	796,246	589,906	383,566	177,226	(29,114)	(230,552)	(442,464)	(649,376)
	20%	1,058,488	860,497	662,138	463,687	265,235	66,784	(131,668)	(330,217)	(529,240)	(728,263)
	21%	908,603	718,500	528,030	337,467	146,904	(43,658)	(234,221)	(424,881)	(616,016)	(807,151)
	22%	758,717	576,503	393,921	211,247	28,573	(154,101)	(336,775)	(519,546)	(702,792)	(886,038)
	23%	608,831	434,506	259,813	85,028	(89,757)	(264,543)	(439,328)	(614,211)	(799,568)	(984,929)
	24%	458,945	292,509	125,705	(41,192)	(208,088)	(374,965)	(541,881)	(708,875)	(876,344)	(1,044,458)
25%	309,060	150,512	(8,404)	(167,411)	(326,419)	(485,427)	(644,435)	(803,540)	(963,120)	(1,135,105)	
Balance (RLV - TLV)	(131,668)										
	14%	1,957,803	1,712,480	1,466,788	1,221,004	975,220	729,437	483,653	237,772	(8,584)	(254,940)
	15%	1,807,917	1,570,482	1,332,680	1,094,795	858,890	618,994	381,095	143,107	(95,360)	(333,827)
	16%	1,658,032	1,428,485	1,198,571	968,565	738,559	508,552	278,546	48,442	(182,136)	(412,714)
	17.5%	1,433,203	1,215,490	997,409	779,236	561,062	342,889	124,716	(93,552)	(312,300)	(531,045)
	19%	1,208,374	1,002,494	796,246	589,906	383,566	177,226	(29,114)	(230,552)	(442,464)	(649,376)
	20%	1,058,488	860,497	662,138	463,687	265,235	66,784	(131,668)	(330,217)	(529,240)	(728,263)
	21%	908,603	718,500	528,030	337,467	146,904	(43,658)	(234,221)	(424,881)	(616,016)	(807,151)
	22%	758,717	576,503	393,921	211,247	28,573	(154,101)	(336,775)	(519,546)	(702,792)	(886,038)
	23%	608,831	434,506	259,813	85,028	(89,757)	(264,543)	(439,328)	(614,211)	(799,568)	(984,929)
	24%	458,945	292,509	125,705	(41,192)	(208,088)	(374,965)	(541,881)	(708,875)	(876,344)	(1,044,458)
25%	309,060	150,512	(8,404)	(167,411)	(326,419)	(485,427)	(644,435)	(803,540)	(963,120)	(1,135,105)	

Appendix 6

Scheme Ref: **LMV**
 Title: **75 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 P9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(131,668)										
	100,000	1,490,913	1,292,322	1,094,563	896,112	697,660	499,209	300,757	102,208	(96,815)	(295,838)
	150,000	1,182,038	984,047	785,688	587,237	388,785	190,334	(8,118)	(206,667)	(405,690)	(604,713)
	200,000	873,163	675,172	476,813	278,362	79,910	(118,541)	(316,993)	(515,542)	(714,565)	(913,588)
	250,000	564,288	366,297	167,938	(30,513)	(228,965)	(427,416)	(625,868)	(824,417)	(1,023,440)	(1,222,463)
	300,000	255,413	57,422	(140,937)	(339,388)	(537,840)	(736,291)	(934,743)	(1,133,292)	(1,332,315)	(1,531,338)
	350,000	(53,462)	(251,453)	(449,812)	(648,263)	(846,715)	(1,045,166)	(1,243,618)	(1,442,167)	(1,641,190)	(1,840,213)
	400,000	(362,337)	(560,328)	(758,897)	(957,136)	(1,155,590)	(1,354,041)	(1,552,493)	(1,751,042)	(1,950,065)	(2,149,088)
	450,000	(671,212)	(869,203)	(1,067,562)	(1,266,013)	(1,464,465)	(1,662,916)	(1,861,368)	(2,059,917)	(2,258,940)	(2,457,963)
	500,000	(980,087)	(1,178,078)	(1,376,437)	(1,574,888)	(1,773,340)	(1,971,791)	(2,170,243)	(2,368,792)	(2,567,815)	(2,766,838)
550,000	(1,288,962)	(1,486,953)	(1,685,312)	(1,883,763)	(2,082,215)	(2,280,666)	(2,479,118)	(2,677,667)	(2,876,690)	(3,075,713)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(131,668)										
	5	(4,192,397)	(4,390,378)	(4,588,737)	(4,787,188)	(4,985,640)	(5,184,091)	(5,382,543)	(5,581,092)	(5,780,115)	(5,979,138)
	10	(1,041,862)	(1,239,853)	(1,438,212)	(1,636,663)	(1,835,115)	(2,033,566)	(2,232,018)	(2,430,567)	(2,629,590)	(2,828,613)
	15	8,313	(189,678)	(388,037)	(586,488)	(784,940)	(983,391)	(1,181,843)	(1,380,392)	(1,579,415)	(1,778,438)
	20	533,401	335,410	137,051	(61,401)	(259,852)	(458,304)	(656,755)	(855,304)	(1,054,327)	(1,253,351)
	25	848,453	650,462	452,103	253,652	55,200	(143,251)	(341,703)	(540,252)	(739,250)	(938,298)
	30	1,058,488	860,497	662,138	463,687	265,235	66,784	(131,668)	(330,217)	(529,240)	(728,263)
	35	1,208,513	1,010,522	812,163	613,712	415,260	216,809	18,357	(180,192)	(379,215)	(578,238)
	40	1,321,032	1,123,041	924,682	726,230	527,779	329,327	130,876	(67,673)	(266,696)	(465,720)
	45	1,408,547	1,210,556	1,012,196	813,745	615,294	416,842	218,391	19,842	(179,182)	(378,205)
50	1,478,558	1,280,567	1,082,208	883,757	685,305	486,854	288,402	89,853	(109,170)	(308,193)	
55	1,535,841	1,337,849	1,139,490	941,039	742,587	544,136	345,685	147,136	(51,888)	(250,911)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(131,668)										
	40%	1,043,945	845,953	647,518	449,066	250,615	52,163	(146,288)	(344,914)	(543,937)	(742,961)
	45%	1,041,867	843,876	645,429	446,978	248,526	50,075	(148,377)	(347,014)	(546,037)	(745,060)
	50%	1,039,789	841,792	643,340	444,889	246,438	47,986	(150,465)	(349,113)	(548,137)	(747,160)
	55%	1,037,711	839,703	641,252	442,800	244,349	45,897	(152,554)	(351,213)	(550,236)	(749,259)
	60%	1,035,634	837,615	639,163	440,712	242,260	43,809	(154,643)	(353,313)	(552,336)	(751,359)
	65%	1,033,556	835,526	637,075	438,623	240,172	41,720	(156,731)	(355,412)	(554,435)	(753,459)
	70%	1,031,478	833,437	634,986	436,534	238,083	39,632	(158,820)	(357,512)	(556,535)	(755,558)
% Cat M(2)	5%	1,029,401	831,349	632,897	434,446	235,994	37,543	(160,909)	(359,611)	(558,635)	(757,658)
	80%	1,027,323	829,260	630,809	432,357	233,906	35,454	(162,997)	(361,711)	(560,734)	(759,758)

Appendix 6

Scheme Ref: **LMV**
 Title: **100 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	100 Units					
AH Policy requirement (% Target)	35%					
AH tenure split %	Affordable Rent: 70%	Shared Ownership: 15%				
	Starter Homes: 15%					
Open Market Sale (OMS) housing	65%					
CIL Rate (£ psm)	100%					
	0.00 £ psm					
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	6.5	55.0%	19.3	26%	25.8
3 bed House	52.0%	33.8	12.0%	4.2	38%	38.0
4 bed House	30.0%	19.5	0.0%	0.0	20%	19.5
5 bed House	8.0%	5.2	0.0%	0.0	5%	5.2
1 bed Flat	0.0%	0.0	33.0%	11.6	12%	11.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	65.0	100.0%	35.0	100%	100.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	488	5,247	1,348	14,504	1,835	19,752
3 bed House	2,873	30,825	353	3,798	3,226	34,722
4 bed House	2,145	23,089	0	0	2,145	23,089
5 bed House	702	7,556	0	0	702	7,556
1 bed Flat	0	0	642	6,907	642	6,907
2 bed Flat	0	0	0	0	0	0
	6,208	66,817	2,342	25,209	8,549	92,026
	AH % by floor area:		27.39% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	155,000	2,672	248		0	
2 bed House	180,000	2,400	223		4,635,000	
3 bed House	230,000	2,706	251		8,740,000	
4 bed House	270,000	2,455	228		5,265,000	
5 bed House	290,000	2,148	200		1,508,000	
1 bed Flat	155,000	3,100	288		1,790,250	
2 bed Flat	170,000	2,787	259		0	
					21,938,250	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 6

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	6.5	@	180,000	1,170,000
3 bed House	33.8	@	230,000	7,774,000
4 bed House	19.5	@	270,000	5,265,000
5 bed House	5.2	@	290,000	1,508,000
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	65.0			15,717,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	13.5	@	72,000	970,200
3 bed House	2.9	@	90,000	264,600
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	8.1	@	66,000	533,610
2 bed Flat	0.0	@	72,000	-
	24.5			1,768,410
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	2.9	@	117,000	337,838
3 bed House	0.6	@	149,500	94,185
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	1.7	@	100,750	174,549
2 bed Flat	0.0	@	110,500	-
	5.3			606,572
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	2.9	@	144,000	415,800
3 bed House	0.6	@	184,000	115,820
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	1.7	@	124,000	214,830
2 bed Flat	0.0	@	136,000	-
	5.3			746,550
Sub-total GDV Residential				
	100.0			18,838,532
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	3,099,718
	363 £ psm (total GIA sqm)		30,997 £ per unit (total units)	
Grant	100	@	0	-
Total GDV				18,838,532

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,799)
CIL	6,208 sqm	0.00% of GDV	0.00 £ psm	-
			0 £ per unit (total units)	-
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	100 units @	0 per unit	-
		0.00% of GDV	0 £ per unit (total units)	-
S106 analysis:		8,549 sqm (total)	0 £ psm	-
AH Commuted Sum		0.00% of GDV		-
Comm. Sum analysis:		0.00% of GDV		-
Construction Costs -				
Site Clearance and Demolition	8.24 acres @		£ per acre (if brownfield)	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	8.24 acres @	0 per acre	-
		0.00% of GDV	0 £ per unit (total units)	-
Infra. Costs analysis:				
1 bed House	-	sqm @	1,149 psm	-
2 bed House	1,835	sqm @	1,149 psm	(2,108,415)
3 bed House	3,226	sqm @	1,149 psm	(3,706,444)
4 bed House	2,145	sqm @	1,149 psm	(2,464,605)
5 bed House	702	sqm @	1,149 psm	(806,598)
1 bed Flat	642	sqm @	1,339 psm	(859,192)
2 bed Flat	8,549	sqm @	1,339 psm	-
External works	9,945,254 @		15.0% 14.910 £ per unit	(1,491,788)
M4(2) Category 2 Housing	5% of All units	100 units @	521 £ per dwelling	(2,605)
M4(3) Category 3 Housing	0% of All units	100 units @	10,307 £ per dwelling	-
Water efficiency		100 units @	9 £ per dwelling	(900)
Contingency	11,440,547 @		5.0%	(572,027)
Professional Fees	11,440,547 @		10.0%	(1,144,055)
Disposal Costs -				
Marketing and Promotion	15,717,000 OMS @		1.50%	(235,755)
Residential Sales Agent Costs	15,717,000 OMS @		1.50%	(235,755)
Residential Sales Legal Costs	15,717,000 OMS @		0.50%	(78,585)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(231,923)
Developers Profit -				
Margin on AH	3,121,532		6.00% on AH values	(187,292)
Profit on GDV	15,717,000		20.00%	(3,143,400)
	14,033,446		22.40% on costs	(3,143,400)
	16,636,532		17.68% blended	(3,330,692)
TOTAL COSTS				(17,364,138)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,474,394
SDLT	1,474,394 @		5.0% (slabbed)	(63,220)
Acquisition Agent fees	1,474,394 @		1.0%	(14,744)
Acquisition Legal fees	1,474,394 @		0.5%	(7,372)
Interest on Land	1,474,394 @		6.5%	(95,836)
Residual Land Value				1,293,223
<i>RLV analysis: 12,932 £ per plot 387,967 £ per ha 157,008 £ per acre</i>				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		3.33 ha	8.24 acres	
	<i>Density analysis:</i>	2,565 sgm/ha	11,173 sqft/ac	
Threshold Land Value	14,826 £ per plot	444,780 £ per ha	180,000 £ per acre	1,482,600

BALANCE				
Surplus/(Deficit)		(56,813) £ per ha	(22,992) £ per acre	(189,377)

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SENSITIVITY ANALYSIS											
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(189,377)										
	0	1,408,307	1,142,844	876,945	611,046	344,585	77,846	(189,377)	(457,339)	(726,296)	(996,507)
	10	1,316,354	1,055,318	794,282	532,838	271,248	9,051	(253,594)	(516,928)	(781,206)	(1,046,688)
	20	1,223,965	967,792	711,314	454,627	197,540	(59,846)	(317,810)	(576,529)	(836,339)	(1,096,870)
	30	1,131,576	880,014	628,215	376,200	123,831	(129,002)	(382,338)	(636,431)	(891,538)	(1,147,051)
	40	1,039,538	792,027	545,033	297,578	49,327	(198,159)	(446,893)	(696,334)	(946,736)	(1,197,232)
	50	946,063	704,038	461,497	218,956	(24,170)	(267,611)	(511,623)	(766,461)	(1,001,937)	(1,247,413)
	60	853,188	615,589	377,961	139,940	(98,266)	(337,132)	(576,518)	(816,679)	(1,057,137)	(1,297,593)
	70	759,852	527,139	294,170	60,904	(172,748)	(406,783)	(641,456)	(876,896)	(1,112,336)	(1,347,776)
	80	666,488	438,521	210,194	(18,295)	(247,234)	(476,669)	(706,692)	(937,114)	(1,167,535)	(1,398,187)
	90	572,992	349,605	126,219	(97,747)	(321,910)	(546,555)	(771,928)	(997,331)	(1,222,735)	(1,448,632)
	100	479,137	260,690	41,808	(177,199)	(396,788)	(616,778)	(837,163)	(1,057,549)	(1,277,934)	(1,503,109)
	110	385,282	171,432	(42,609)	(257,005)	(471,666)	(687,032)	(902,399)	(1,117,766)	(1,333,329)	(1,561,092)
	120	291,124	82,049	(127,205)	(336,375)	(546,336)	(757,295)	(967,635)	(1,177,384)	(1,388,819)	(1,619,076)
	130	196,776	(7,389)	(212,067)	(416,877)	(622,208)	(827,539)	(1,032,870)	(1,238,204)	(1,444,309)	(1,677,058)
	140	102,427	(97,243)	(296,929)	(497,167)	(697,480)	(897,793)	(1,098,106)	(1,298,739)	(1,503,938)	(1,736,041)
	150	7,597	(187,096)	(382,162)	(577,457)	(772,752)	(968,047)	(1,163,341)	(1,359,273)	(1,567,719)	(1,793,305)
	160	(87,248)	(277,194)	(467,470)	(657,747)	(848,024)	(1,038,300)	(1,228,837)	(1,419,807)	(1,631,500)	(1,851,593)
	170	(182,261)	(367,520)	(552,778)	(738,037)	(923,296)	(1,108,554)	(1,294,415)	(1,481,573)	(1,695,282)	(1,909,881)
	180	(277,606)	(457,846)	(638,087)	(818,327)	(998,567)	(1,179,112)	(1,359,984)	(1,551,153)	(1,759,306)	(1,968,169)
190	(372,950)	(548,172)	(723,395)	(898,617)	(1,073,899)	(1,246,736)	(1,425,373)	(1,620,733)	(1,823,423)	(2,026,458)	
200	(468,295)	(638,499)	(808,703)	(978,907)	(1,149,567)	(1,320,359)	(1,493,999)	(1,690,334)	(1,887,540)	(2,084,746)	
AH - % on site 35%											
Balance (RLV - TLV)	(189,377)										
	0	1,408,307	1,142,844	876,945	611,046	344,585	77,846	(189,377)	(457,339)	(726,296)	(996,507)
	500	1,361,901	1,096,232	830,333	564,222	297,759	30,799	(236,653)	(504,850)	(774,051)	(1,044,513)
	1,000	1,315,494	1,049,619	783,720	517,396	250,862	(16,249)	(283,928)	(552,362)	(821,963)	(1,092,520)
	1,500	1,269,906	1,003,007	737,034	470,570	203,816	(83,359)	(331,209)	(599,989)	(869,350)	(1,140,526)
	2,000	1,222,293	956,394	690,208	423,744	156,769	(110,635)	(378,720)	(647,744)	(917,966)	(1,188,532)
	2,500	1,175,681	909,782	643,382	376,832	109,722	(157,910)	(426,232)	(695,500)	(965,972)	(1,236,539)
	3,000	1,129,068	863,019	596,556	329,785	62,659	(205,185)	(473,743)	(743,412)	(1,013,978)	(1,284,545)
	3,500	1,082,456	816,193	549,730	282,738	15,383	(252,590)	(521,438)	(791,418)	(1,061,985)	(1,332,551)
	4,000	1,035,831	769,367	502,802	235,692	(31,892)	(300,102)	(569,193)	(839,424)	(1,109,991)	(1,380,696)
	4,500	989,005	722,541	455,755	188,645	(79,168)	(347,613)	(616,948)	(887,431)	(1,157,997)	(1,429,955)
	5,000	942,179	675,715	408,708	141,401	(126,460)	(395,131)	(664,870)	(935,437)	(1,206,004)	(1,477,378)
	5,500	895,353	628,772	361,661	94,126	(173,972)	(442,887)	(712,877)	(983,443)	(1,254,010)	(1,533,448)
	6,000	848,527	581,725	314,615	46,850	(221,483)	(490,642)	(760,883)	(1,031,450)	(1,302,048)	(1,588,918)
	6,500	801,701	534,678	267,419	(425)	(268,994)	(538,397)	(808,889)	(1,079,456)	(1,350,307)	(1,644,388)
	7,000	754,742	487,631	220,144	(47,842)	(316,580)	(586,329)	(856,896)	(1,127,462)	(1,398,566)	(1,699,858)
	7,500	707,695	440,584	172,868	(95,353)	(364,335)	(634,335)	(904,902)	(1,175,469)	(1,446,825)	(1,755,410)
	8,000	660,648	393,437	125,593	(142,864)	(412,090)	(682,342)	(952,908)	(1,223,475)	(1,498,518)	(1,811,172)
	8,500	613,601	346,162	78,289	(190,376)	(459,846)	(730,348)	(1,000,915)	(1,271,660)	(1,553,988)	(1,866,334)
	9,000	566,554	298,886	30,777	(238,029)	(507,788)	(778,354)	(1,048,921)	(1,319,918)	(1,609,458)	(1,922,698)
9,500	519,455	251,611	(16,734)	(285,784)	(555,794)	(826,361)	(1,096,927)	(1,368,177)	(1,664,928)	(1,978,458)	
10,000	472,180	204,335	(64,246)	(333,539)	(603,800)	(874,367)	(1,144,933)	(1,416,436)	(1,720,438)	(2,034,220)	
AH - % on site 35%											
Balance (RLV - TLV)	(189,377)										
	14%	2,607,393	2,278,821	1,949,812	1,620,803	1,291,232	961,383	631,950	296,979	(32,088)	(365,409)
	15%	2,407,946	2,069,491	1,771,001	1,452,910	1,133,457	814,127	494,312	173,759	(147,789)	(470,592)
	16%	2,207,698	1,900,162	1,592,190	1,284,218	975,683	665,871	357,574	47,540	(263,491)	(575,775)
	17.5%	1,907,926	1,616,168	1,323,973	1,031,778	739,021	445,986	152,468	(141,790)	(437,043)	(733,550)
	19%	1,608,155	1,332,174	1,055,757	779,339	502,359	225,102	(52,639)	(331,119)	(610,595)	(891,324)
	20%	1,408,307	1,142,844	876,945	611,046	344,585	77,846	(189,377)	(457,339)	(726,296)	(996,507)
	21%	1,208,459	953,515	698,134	442,754	186,810	(69,410)	(326,115)	(583,558)	(841,997)	(1,101,690)
	22%	1,008,612	764,186	519,323	274,461	29,036	(216,667)	(462,853)	(709,778)	(957,699)	(1,206,873)
	23%	808,764	574,856	340,512	106,168	(128,739)	(363,923)	(599,591)	(856,998)	(1,073,400)	(1,312,056)
24%	608,916	385,527	161,701	(62,125)	(286,513)	(611,179)	(736,329)	(962,217)	(1,189,101)	(1,417,239)	
25%	409,069	196,197	(17,110)	(230,418)	(444,288)	(656,435)	(873,067)	(1,088,437)	(1,304,802)	(1,529,941)	
Profit	20.00%										
	14%	2,607,393	2,278,821	1,949,812	1,620,803	1,291,232	961,383	631,950	296,979	(32,088)	(365,409)
	15%	2,407,946	2,069,491	1,771,001	1,452,910	1,133,457	814,127	494,312	173,759	(147,789)	(470,592)
	16%	2,207,698	1,900,162	1,592,190	1,284,218	975,683	665,871	357,574	47,540	(263,491)	(575,775)
	17.5%	1,907,926	1,616,168	1,323,973	1,031,778	739,021	445,986	152,468	(141,790)	(437,043)	(733,550)
	19%	1,608,155	1,332,174	1,055,757	779,339	502,359	225,102	(52,639)	(331,119)	(610,595)	(891,324)
	20%	1,408,307	1,142,844	876,945	611,046	344,585	77,846	(189,377)	(457,339)	(726,296)	(996,507)
	21%	1,208,459	953,515	698,134	442,754	186,810	(69,410)	(326,115)	(583,558)	(841,997)	(1,101,690)
	22%	1,008,612	764,186	519,323	274,461	29,036	(216,667)	(462,853)	(709,778)	(957,699)	(1,206,873)
	23%	808,764	574,856	340,512	106,168	(128,739)	(363,923)	(599,591)	(856,998)	(1,073,400)	(1,312,056)
24%	608,916	385,527	161,701	(62,125)	(286,513)	(611,179)	(736,329)	(962,217)	(1,189,101)	(1,417,239)	
25%	409,069	196,197	(17,110)	(230,418)	(444,288)	(656,435)	(873,067)	(1,088,437)	(1,304,802)	(1,529,941)	

Appendix 6

Scheme Ref:
Title:
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LMV
100 No. Units at Lower Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(189,377)										
	100,000	2,067,240	1,801,778	1,535,879	1,269,980	1,003,518	736,779	469,556	201,584	(67,363)	(337,574)
	150,000	1,655,407	1,389,944	1,124,045	858,146	591,685	324,946	57,723	(210,239)	(479,196)	(749,407)
	200,000	1,243,574	978,111	712,212	446,313	179,852	(86,888)	(354,111)	(622,072)	(891,029)	(1,161,240)
	250,000	831,740	566,278	300,379	34,480	(231,982)	(498,721)	(765,944)	(1,033,906)	(1,302,863)	(1,573,074)
	300,000	419,907	154,444	(111,455)	(377,354)	(643,815)	(910,554)	(1,177,777)	(1,445,739)	(1,714,696)	(1,984,907)
	350,000	8,074	(257,389)	(523,288)	(789,187)	(1,055,648)	(1,322,388)	(1,589,611)	(1,857,572)	(2,126,529)	(2,396,740)
	400,000	(403,760)	(669,222)	(935,121)	(1,201,020)	(1,467,462)	(1,734,221)	(2,001,444)	(2,269,406)	(2,538,363)	(2,808,574)
	450,000	(815,593)	(1,081,056)	(1,346,955)	(1,612,854)	(1,879,315)	(2,146,054)	(2,413,277)	(2,681,239)	(2,950,196)	(3,220,407)
	500,000	(1,227,426)	(1,492,889)	(1,758,788)	(2,024,687)	(2,291,148)	(2,557,888)	(2,825,111)	(3,093,072)	(3,362,029)	(3,632,240)
550,000	(1,639,260)	(1,904,722)	(2,170,621)	(2,436,520)	(2,702,982)	(2,969,721)	(3,236,944)	(3,504,906)	(3,773,863)	(4,044,074)	
Balance (RLV - TLV)	(189,377)										
	5	(6,004,693)	(6,270,156)	(6,536,055)	(6,801,954)	(7,068,415)	(7,335,154)	(7,602,377)	(7,870,339)	(8,139,296)	(8,409,597)
	10	(1,556,893)	(1,822,356)	(2,088,255)	(2,354,154)	(2,620,615)	(2,887,354)	(3,154,577)	(3,422,339)	(3,691,496)	(3,961,707)
	15	(74,293)	(339,756)	(605,655)	(871,554)	(1,138,015)	(1,404,754)	(1,671,977)	(1,939,939)	(2,208,896)	(2,479,107)
	20	667,007	401,544	135,645	(130,254)	(396,715)	(663,454)	(930,677)	(1,198,639)	(1,467,596)	(1,737,807)
	25	1,111,787	846,324	580,425	314,526	48,065	(218,674)	(485,897)	(753,859)	(1,022,816)	(1,293,027)
	30	1,408,307	1,142,844	876,945	611,046	344,585	77,846	(189,377)	(457,339)	(726,296)	(996,507)
	35	1,620,107	1,354,644	1,088,745	822,846	556,385	289,646	22,423	(245,539)	(514,496)	(784,707)
	40	1,778,957	1,513,494	1,247,595	981,696	715,235	448,496	181,273	(86,689)	(355,646)	(625,857)
	45	1,902,507	1,637,044	1,371,145	1,105,246	838,785	572,046	304,823	38,861	(232,096)	(502,307)
50	2,001,347	1,735,884	1,469,985	1,204,086	937,625	670,886	403,663	135,701	(133,256)	(403,467)	
55	2,082,216	1,816,754	1,550,855	1,284,956	1,018,494	751,755	484,532	216,570	(52,387)	(322,598)	
Balance (RLV - TLV)	(189,377)										
	40%	1,389,145	1,123,600	857,701	591,719	325,256	58,428	(208,888)	(476,946)	(746,003)	(1,016,318)
	45%	1,386,407	1,120,951	854,952	589,958	322,494	55,654	(211,675)	(479,747)	(748,818)	(1,019,148)
	50%	1,383,670	1,118,102	852,203	588,196	319,733	52,880	(214,462)	(482,548)	(751,633)	(1,021,978)
	55%	1,380,932	1,115,353	849,454	586,435	316,972	50,106	(217,250)	(485,349)	(754,444)	(1,024,808)
	60%	1,378,195	1,112,604	846,705	584,674	314,210	47,332	(220,037)	(488,150)	(757,264)	(1,027,638)
	65%	1,375,457	1,109,855	843,956	577,913	311,449	44,558	(222,824)	(490,951)	(760,079)	(1,030,468)
	70%	1,372,720	1,107,106	841,207	575,151	308,688	41,784	(225,611)	(493,752)	(762,894)	(1,033,298)
	75%	1,369,983	1,104,357	838,458	572,390	305,927	39,010	(228,399)	(496,553)	(765,710)	(1,036,128)
	80%	1,367,245	1,101,607	835,708	569,629	303,165	36,236	(231,186)	(499,354)	(768,525)	(1,038,958)
% Cat.M4(2)	5%										
	40%	1,389,145	1,123,600	857,701	591,719	325,256	58,428	(208,888)	(476,946)	(746,003)	(1,016,318)
	45%	1,386,407	1,120,951	854,952	589,958	322,494	55,654	(211,675)	(479,747)	(748,818)	(1,019,148)
	50%	1,383,670	1,118,102	852,203	588,196	319,733	52,880	(214,462)	(482,548)	(751,633)	(1,021,978)
	55%	1,380,932	1,115,353	849,454	586,435	316,972	50,106	(217,250)	(485,349)	(754,444)	(1,024,808)
	60%	1,378,195	1,112,604	846,705	584,674	314,210	47,332	(220,037)	(488,150)	(757,264)	(1,027,638)
	65%	1,375,457	1,109,855	843,956	577,913	311,449	44,558	(222,824)	(490,951)	(760,079)	(1,030,468)
	70%	1,372,720	1,107,106	841,207	575,151	308,688	41,784	(225,611)	(493,752)	(762,894)	(1,033,298)
	75%	1,369,983	1,104,357	838,458	572,390	305,927	39,010	(228,399)	(496,553)	(765,710)	(1,036,128)
	80%	1,367,245	1,101,607	835,708	569,629	303,165	36,236	(231,186)	(499,354)	(768,525)	(1,038,958)

Appendix 6

Scheme Ref: **LMV**
 Title: **200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	13.0	55.0%	38.5	26%	51.5
3 bed House	52.0%	67.6	12.0%	8.4	38%	76.0
4 bed House	30.0%	39.0	0.0%	0.0	20%	39.0
5 bed House	8.0%	10.4	0.0%	0.0	5%	10.4
1 bed Flat	0.0%	0.0	33.0%	23.1	12%	23.1
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	130.0	100.0%	70.0	100%	200.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	975	10,495	2,695	29,009	3,670	39,504
3 bed House	5,746	61,849	706	7,595	6,452	69,444
4 bed House	4,290	46,177	0	0	4,290	46,177
5 bed House	1,404	15,113	0	0	1,404	15,113
1 bed Flat	0	0	1,283	13,814	1,283	13,814
2 bed Flat	0	0	0	0	0	0
	12,415	133,634	4,684	50,417	17,099	184,051
	AH % by floor area:		27.39% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	155,000	2,672	248		0	
2 bed House	180,000	2,400	223		9,270,000	
3 bed House	230,000	2,706	251		17,480,000	
4 bed House	270,000	2,455	228		10,530,000	
5 bed House	290,000	2,148	200		3,016,000	
1 bed Flat	155,000	3,100	288		3,580,500	
2 bed Flat	170,000	2,787	259		0	
					43,876,500	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 6

Scheme Ref: LMV
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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	13.0	@	180,000	2,340,000
3 bed House	67.6	@	230,000	15,548,000
4 bed House	39.0	@	270,000	10,530,000
5 bed House	10.4	@	290,000	3,016,000
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	130.0			31,434,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	27.0	@	72,000	1,940,400
3 bed House	5.9	@	90,000	529,200
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	16.2	@	66,000	1,067,220
2 bed Flat	0.0	@	72,000	-
	49.0			3,536,820
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	5.8	@	117,000	675,675
3 bed House	1.3	@	149,500	188,370
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	3.5	@	100,750	349,099
2 bed Flat	0.0	@	110,500	-
	10.5			1,213,144
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	5.8	@	144,000	831,600
3 bed House	1.3	@	184,000	231,840
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	3.5	@	124,000	429,660
2 bed Flat	0.0	@	136,000	-
	10.5			1,493,100
Sub-total GDV Residential	200.0			37,677,064
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	<i>6,199,436</i>
	363 £ psm (total GIA sqm)		30,997 £ per unit (total units)	
Grant	200	@	0	-
Total GDV				37,677,064

Appendix 6

Scheme Ref: LMV
 Title: 200 No. Units at Lower Mid Value Zone
 Notes: Greenfield
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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(110,000)
Statutory Planning Fees (Residential)				(36,299)
CIL	12,415 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	200 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	17,099 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	16.47 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	16.47 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	3,670 sqm @	1,149 psm		(4,218,830)
3 bed House	6,452 sqm @	1,149 psm		(7,412,888)
4 bed House	4,290 sqm @	1,149 psm		(4,929,210)
5 bed House	1,404 sqm @	1,149 psm		(1,613,196)
1 bed Flat	1,283 sqm @	1,339 psm		(1,718,383)
2 bed Flat	17,099 sqm @	1,339 psm		-
External works				
	19,890,508 @	15.0%		(2,983,576)
		14,910 £ per unit		
M4(2) Category 2 Housing	5% of All units	200 units @	521 £ per dwelling	(5,210)
M4(3) Category 3 Housing	0% of All units	200 units @	10,307 £ per dwelling	-
Water efficiency		200 units @	9 £ per dwelling	(1,800)
Contingency	22,881,094 @	5.0%		(1,144,055)
Professional Fees	22,881,094 @	10.0%		(2,288,109)
Disposal Costs -				
Marketing and Promotion	31,434,000 OMS @	1.50%		(471,510)
Residential Sales Agent Costs	31,434,000 OMS @	1.50%		(471,510)
Residential Sales Legal Costs	31,434,000 OMS @	0.50%		(157,170)
Interest (on Development Costs) -				
	6.50% APR	0.526% pcm		(347,787)
Developers Profit -				
Margin on AH	6,243,064	6.00% on AH values		(374,584)
Profit on GDV	31,434,000	20.00%		(6,286,800)
	27,907,534	22.53% on costs	(6,286,800)	
	37,677,064	17.68% blended	(6,651,394)	
TOTAL COSTS				(34,568,918)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				3,108,146
SDLT	3,108,146 @		5.0% (slabbed)	(144,907)
Acquisition Agent fees	3,108,146 @		1.0%	(31,081)
Acquisition Legal fees	3,108,146 @		0.5%	(15,541)
Interest on Land	3,108,146 @		6.5%	(202,029)
Residual Land Value				2,714,587
RLV analysis: 13,573 £ per plot 407,188 £ per ha 164,787 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		6.67 ha	16.47 acres	
Density analysis:		2,565 sqm/ha	11,173 sqft/ac	
Threshold Land Value	14,826 £ per plot	444,780 £ per ha	180,000 £ per acre	2,965,200

BALANCE				
Surplus/(Deficit)		(37,592) £ per ha	(15,213) £ per acre	(250,613)

Appendix 6

Scheme Ref: **LMV**
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SENSITIVITY ANALYSIS												
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(250,613)											
	0	2,959,252	2,425,544	1,891,117	1,356,690	821,468	285,823	(250,613)	(788,209)	(1,327,340)	(1,868,679)	
	10	2,775,193	2,250,491	1,725,789	1,200,325	674,661	148,234	(379,046)	(907,387)	(1,437,361)	(1,969,598)	
	20	2,590,415	2,075,356	1,559,630	1,043,843	527,244	10,117	(507,845)	(1,027,013)	(1,547,760)	(2,071,017)	
	30	2,405,331	1,899,382	1,393,370	886,599	379,521	(128,196)	(636,954)	(1,146,851)	(1,658,594)	(2,172,724)	
	40	2,219,581	1,723,241	1,226,298	729,167	231,329	(267,207)	(766,622)	(1,267,296)	(1,769,667)	(2,274,694)	
	50	2,033,457	1,546,341	1,059,953	571,095	82,678	(406,393)	(896,487)	(1,387,974)	(1,891,231)	(2,377,185)	
	CIL Epsm	0.00										
		60	1,846,729	1,369,180	891,102	412,699	(66,294)	(546,165)	(1,026,958)	(1,509,043)	(1,993,153)	(2,479,963)
		70	1,659,549	1,191,350	722,858	253,796	(215,888)	(686,267)	(1,157,711)	(1,630,592)	(2,105,290)	(2,583,015)
		80	1,471,839	1,013,153	554,023	94,422	(365,649)	(826,774)	(1,288,869)	(1,752,374)	(2,218,031)	(2,686,588)
		90	1,283,586	834,387	384,765	(65,317)	(516,192)	(967,804)	(1,420,522)	(1,874,720)	(2,331,034)	(2,790,421)
		100	1,094,888	655,140	215,041	(225,683)	(666,917)	(1,109,051)	(1,552,394)	(1,997,381)	(2,444,368)	(2,894,539)
		110	905,547	475,433	44,755	(396,263)	(818,253)	(1,251,021)	(1,684,396)	(2,120,371)	(2,558,231)	(3,005,806)
		120	715,857	285,119	(125,862)	(547,633)	(969,955)	(1,393,197)	(1,817,728)	(2,243,324)	(2,672,371)	(3,126,359)
		130	525,411	114,467	(297,192)	(709,175)	(1,122,088)	(1,535,934)	(1,950,967)	(2,367,730)	(2,786,846)	(3,247,289)
		140	334,723	(66,928)	(468,706)	(871,449)	(1,274,781)	(1,679,072)	(2,084,693)	(2,492,018)	(2,901,761)	(3,368,760)
	150	143,157	(248,531)	(641,094)	(1,034,020)	(1,427,714)	(1,822,560)	(2,218,659)	(2,616,683)	(3,026,207)	(3,490,338)	
	160	(48,538)	(431,024)	(813,649)	(1,197,148)	(1,581,412)	(1,966,673)	(2,353,303)	(2,741,624)	(3,159,239)	(3,611,910)	
	170	(241,238)	(613,670)	(986,973)	(1,360,763)	(1,735,320)	(2,111,016)	(2,488,166)	(2,867,160)	(3,292,569)	(3,733,485)	
	180	(434,081)	(797,189)	(1,160,611)	(1,524,749)	(1,889,867)	(2,256,018)	(2,623,520)	(2,998,626)	(3,426,302)	(3,855,600)	
190	(627,796)	(980,959)	(1,334,847)	(1,689,423)	(2,044,803)	(2,401,297)	(2,759,292)	(3,143,752)	(3,560,034)	(3,976,834)		
200	(821,804)	(1,165,443)	(1,509,658)	(1,854,302)	(2,200,162)	(2,547,062)	(2,895,357)	(3,289,323)	(3,693,769)	(4,098,293)		
Site Specific S106	0	2,959,252	2,425,544	1,891,117	1,356,690	821,468	285,823	(250,613)	(788,209)	(1,327,340)	(1,868,679)	
	500	2,867,703	2,333,672	1,799,245	1,264,541	729,262	193,271	(343,522)	(881,488)	(1,421,016)	(1,963,138)	
	1,000	2,776,154	2,241,801	1,707,373	1,172,336	636,974	100,720	(436,431)	(974,767)	(1,515,069)	(2,057,826)	
	1,500	2,684,556	2,149,929	1,615,408	1,080,129	544,422	8,915	(529,483)	(1,068,394)	(1,808,122)	(2,152,803)	
	2,000	2,592,494	2,058,057	1,523,202	987,923	451,871	(84,895)	(622,742)	(1,162,044)	(1,703,490)	(2,248,081)	
	2,500	2,500,613	1,966,185	1,430,996	895,573	359,319	(177,804)	(716,021)	(1,256,813)	(1,797,949)	(2,343,465)	
	3,000	2,408,741	1,874,069	1,338,790	803,022	266,642	(270,717)	(809,429)	(1,349,867)	(1,892,670)	(2,438,212)	
	3,500	2,316,869	1,781,863	1,246,584	710,470	173,733	(363,996)	(903,089)	(1,443,920)	(1,987,546)	(2,535,188)	
	4,000	2,224,935	1,689,657	1,154,173	617,918	80,824	(457,275)	(996,749)	(1,538,301)	(2,082,677)	(2,631,389)	
	4,500	2,132,730	1,597,451	1,061,621	525,270	(12,086)	(550,554)	(1,090,611)	(1,632,759)	(2,177,892)	(2,728,015)	
	5,000	2,040,524	1,505,245	969,069	432,360	(105,250)	(644,134)	(1,184,654)	(1,727,413)	(2,273,579)	(2,824,828)	
	5,500	1,948,318	1,412,772	876,518	339,451	(198,529)	(737,794)	(1,278,718)	(1,822,289)	(2,369,327)	(2,921,973)	
	6,000	1,856,112	1,320,220	783,897	246,542	(291,808)	(831,454)	(1,373,111)	(1,917,272)	(2,465,446)	(3,028,178)	
	6,500	1,763,906	1,227,669	690,988	153,496	(385,178)	(925,408)	(1,467,570)	(2,012,578)	(2,561,680)	(3,141,573)	
	7,000	1,671,371	1,135,117	598,079	60,217	(478,839)	(1,019,462)	(1,562,157)	(2,107,946)	(2,658,348)	(3,254,379)	
	7,500	1,578,820	1,042,525	505,169	(33,062)	(572,499)	(1,113,515)	(1,657,033)	(2,203,694)	(2,756,159)	(3,367,714)	
8,000	1,486,268	949,615	412,242	(126,340)	(666,159)	(1,207,922)	(1,751,909)	(2,299,504)	(2,852,306)	(3,481,114)		
8,500	1,393,716	856,706	318,963	(219,883)	(760,206)	(1,302,380)	(1,847,174)	(2,395,705)	(2,949,752)	(3,594,514)		
9,000	1,301,152	763,797	225,884	(313,543)	(854,259)	(1,396,909)	(1,942,480)	(2,492,013)	(3,051,241)	(3,707,914)		
9,500	1,208,243	670,888	132,406	(407,203)	(948,313)	(1,491,776)	(2,038,061)	(2,588,681)	(3,174,045)	(3,821,314)		
10,000	1,115,334	577,709	39,072	(500,950)	(1,042,732)	(1,586,652)	(2,133,808)	(2,685,492)	(3,287,121)	(3,934,714)		
Profit	20.00%											
	14%	5,357,425	4,697,497	4,036,850	3,376,203	2,714,762	2,052,897	1,390,242	726,426	61,076	(806,483)	
	15%	4,957,729	4,318,838	3,679,226	3,039,818	2,399,213	1,758,385	1,116,766	473,987	(170,327)	(816,949)	
	16%	4,558,034	3,940,179	3,321,606	2,703,032	2,083,664	1,463,873	843,290	221,547	(401,729)	(1,027,215)	
	17.5%	3,958,491	3,372,191	2,785,172	2,198,154	1,610,340	1,022,104	433,077	(157,111)	(748,833)	(1,342,764)	
	19%	3,358,948	2,804,203	2,248,739	1,693,275	1,137,017	580,335	22,863	(535,770)	(1,095,937)	(1,658,313)	
	20%	2,959,252	2,425,544	1,891,117	1,356,690	821,468	285,823	(250,613)	(788,209)	(1,327,340)	(1,868,679)	
	21%	2,559,557	2,046,885	1,533,495	1,020,104	505,919	(8,689)	(524,089)	(1,040,649)	(1,558,742)	(2,079,045)	
	22%	2,159,861	1,668,226	1,175,872	683,518	190,370	(303,202)	(797,564)	(1,293,088)	(1,790,145)	(2,289,411)	
	23%	1,760,166	1,289,568	818,250	346,933	(125,179)	(597,714)	(1,071,040)	(1,545,527)	(2,021,547)	(2,499,777)	
24%	1,360,471	910,909	460,628	10,347	(440,728)	(892,227)	(1,344,516)	(1,797,960)	(2,252,950)	(2,710,143)		
25%	960,775	532,250	103,006	(326,238)	(756,277)	(1,186,739)	(1,617,992)	(2,050,405)	(2,484,353)	(2,920,509)		

Appendix 6

Scheme Ref: **LMV**
 Title: **200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(250,613)										
	100,000	4,277,119	3,743,411	3,208,983	2,674,556	2,139,335	1,603,690	1,067,254	529,657	(9,473)	(550,813)
	150,000	3,453,452	2,919,744	2,385,317	1,850,890	1,315,668	780,023	243,587	(294,009)	(833,140)	(1,374,479)
	200,000	2,629,785	2,096,077	1,561,650	1,027,223	492,001	(43,644)	(580,080)	(1,117,676)	(1,656,806)	(2,198,146)
	250,000	1,806,119	1,272,411	737,983	203,556	(331,665)	(867,310)	(1,403,746)	(1,941,343)	(2,480,473)	(3,021,813)
	300,000	982,452	448,744	(85,683)	(620,110)	(1,155,332)	(1,690,977)	(2,227,413)	(2,765,009)	(3,304,140)	(3,845,479)
	350,000	158,785	(374,923)	(908,350)	(1,443,777)	(1,978,999)	(2,514,644)	(3,051,080)	(3,588,676)	(4,127,806)	(4,669,146)
	400,000	(66,351)	(1,198,589)	(1,733,017)	(2,267,444)	(2,802,665)	(3,338,310)	(3,874,746)	(4,412,343)	(4,951,473)	(5,492,313)
	450,000	(1,488,548)	(2,022,256)	(2,556,883)	(3,091,110)	(3,626,332)	(4,161,977)	(4,698,413)	(5,236,009)	(5,775,140)	(6,316,479)
	500,000	(2,312,215)	(2,845,923)	(3,380,350)	(3,914,777)	(4,449,999)	(4,985,644)	(5,522,080)	(6,059,676)	(6,598,806)	(7,140,146)
550,000	(3,135,881)	(3,669,589)	(4,204,017)	(4,738,444)	(5,273,665)	(5,809,310)	(6,345,746)	(6,883,343)	(7,422,473)	(7,963,813)	
Density (dph)	5	(11,866,748)	(12,400,456)	(12,934,893)	(13,469,310)	(14,004,532)	(14,540,177)	(15,076,613)	(15,612,209)	(16,153,340)	(16,694,679)
	10	(2,971,148)	(3,504,856)	(4,039,293)	(4,573,710)	(5,108,332)	(5,644,577)	(6,181,013)	(6,718,609)	(7,257,740)	(7,799,079)
	15	(5,948)	(539,856)	(1,074,083)	(1,608,510)	(2,143,732)	(2,679,377)	(3,215,813)	(3,753,409)	(4,292,540)	(4,833,879)
	20	1,476,652	942,944	408,517	(125,910)	(661,132)	(1,196,777)	(1,733,213)	(2,270,809)	(2,809,940)	(3,351,279)
	25	2,366,212	1,832,504	1,298,077	763,650	228,428	(307,217)	(843,653)	(1,381,249)	(1,920,380)	(2,461,719)
	30	2,959,252	2,425,544	1,891,117	1,356,690	821,468	285,823	(250,613)	(788,209)	(1,327,340)	(1,868,679)
	35	3,382,852	2,849,144	2,314,717	1,780,290	1,245,068	709,423	172,987	(364,609)	(903,740)	(1,445,079)
	40	3,700,552	3,166,844	2,632,417	2,097,990	1,562,768	1,027,123	490,687	(46,909)	(586,040)	(1,127,379)
	45	3,947,652	3,413,944	2,879,517	2,345,990	1,809,868	1,274,223	737,787	200,191	(338,940)	(881,279)
	50	4,145,332	3,611,624	3,077,197	2,542,770	2,007,548	1,471,903	935,467	397,871	(141,260)	(682,599)
55	4,307,070	3,773,362	3,238,935	2,704,508	2,169,286	1,633,641	1,097,205	559,609	20,479	(520,861)	
% Cat M4(2)	40%	2,921,387	2,387,556	1,853,129	1,318,631	783,352	247,574	(289,001)	(826,742)	(1,366,022)	(1,907,678)
	45%	2,915,977	2,382,129	1,847,702	1,313,196	777,907	242,110	(294,485)	(832,247)	(1,371,548)	(1,913,250)
	50%	2,910,568	2,376,702	1,842,275	1,307,740	772,462	236,645	(299,969)	(837,751)	(1,377,074)	(1,918,821)
	55%	2,905,159	2,371,276	1,836,848	1,302,295	767,017	231,181	(305,453)	(843,256)	(1,382,600)	(1,924,392)
	60%	2,899,749	2,365,849	1,831,421	1,296,850	761,572	225,717	(310,937)	(848,760)	(1,388,126)	(1,929,964)
	65%	2,894,340	2,360,422	1,825,995	1,291,405	756,126	220,253	(316,421)	(854,265)	(1,393,652)	(1,935,538)
	70%	2,888,930	2,354,995	1,820,568	1,285,960	750,681	214,789	(321,905)	(859,770)	(1,399,178)	(1,941,106)
	75%	2,883,521	2,349,568	1,815,141	1,280,515	745,236	209,325	(327,389)	(865,274)	(1,404,704)	(1,946,678)
80%	2,878,112	2,344,141	1,809,714	1,275,070	739,791	203,860	(332,873)	(870,779)	(1,410,230)	(1,952,249)	

Appendix 6

Scheme Ref: **LMV**
 Title: **1200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			1,200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CLL Rate (£ psm)			100%			
			0.00 £ psm			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	78.0	55.0%	231.0	26%	309.0
3 bed House	52.0%	405.6	12.0%	50.4	38%	456.0
4 bed House	30.0%	234.0	0.0%	0.0	20%	234.0
5 bed House	8.0%	62.4	0.0%	0.0	5%	62.4
1 bed Flat	0.0%	0.0	33.0%	138.6	12%	138.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	780.0	100.0%	420.0	100%	1,200.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	110.0	1,184	100.0%		110.0	1,184
5 bed House	135.0	1,453	100.0%		135.0	1,453
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	5,850	62,969	16,170	174,052	22,020	237,021
3 bed House	34,476	371,097	4,234	45,570	38,710	416,667
4 bed House	25,740	277,063	0	0	25,740	277,063
5 bed House	8,424	90,675	0	0	8,424	90,675
1 bed Flat	0	0	7,700	82,882	7,700	82,882
2 bed Flat	0	0	0	0	0	0
	74,490	801,804	28,104	302,505	102,594	1,104,308
	AH % by floor area:		27.39% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV E (no AH)		
1 bed House	155,000	2,672	248	0		
2 bed House	180,000	2,400	223	55,620,000		
3 bed House	230,000	2,706	251	104,880,000		
4 bed House	270,000	2,455	228	63,180,000		
5 bed House	290,000	2,148	200	18,096,000		
1 bed Flat	155,000	3,100	288	21,483,000		
2 bed Flat	170,000	2,787	259	0		
				263,259,000		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	43%	100,750	1,737	65%
2 bed House	72,000	1,029	40%	117,000	1,671	65%
3 bed House	90,000	1,071	39%	149,500	1,780	65%
4 bed House	107,000	1,103	40%	175,500	1,809	65%
5 bed House	120,000	1,091	41%	188,500	1,714	65%
1 bed Flat	66,000	1,320	43%	100,750	2,015	65%
2 bed Flat	72,000	1,180	42%	110,500	1,811	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	124,000	2,138	80%			
2 bed House	144,000	2,057	80%			
3 bed House	184,000	2,190	80%			
4 bed House	216,000	2,227	80%			
5 bed House	232,000	2,109	80%			
1 bed Flat	124,000	2,480	80%			
2 bed Flat	136,000	2,230	80%			

Appendix 6

Scheme Ref: **LMV**
 Title: **1200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	155,000	-
2 bed House	78.0	@	180,000	14,040,000
3 bed House	405.6	@	230,000	93,288,000
4 bed House	234.0	@	270,000	63,180,000
5 bed House	62.4	@	290,000	18,096,000
1 bed Flat	0.0	@	155,000	-
2 bed Flat	0.0	@	170,000	-
	780.0			188,604,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	161.7	@	72,000	11,642,400
3 bed House	35.3	@	90,000	3,175,200
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	97.0	@	66,000	6,403,320
2 bed Flat	0.0	@	72,000	-
	294.0			21,220,920
Shared Ownership GDV -				
1 bed House	0.0	@	100,750	-
2 bed House	34.7	@	117,000	4,054,050
3 bed House	7.6	@	149,500	1,130,220
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	188,500	-
1 bed Flat	20.8	@	100,750	2,094,593
2 bed Flat	0.0	@	110,500	-
	63.0			7,278,863
Starter Homes GDV -				
1 bed House	0.0	@	124,000	-
2 bed House	34.7	@	144,000	4,989,600
3 bed House	7.6	@	184,000	1,391,040
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	232,000	-
1 bed Flat	20.8	@	124,000	2,577,960
2 bed Flat	0.0	@	136,000	-
	63.0			8,958,600
Sub-total GDV Residential				
	1,200.0			226,062,383
<i>AH on-site cost analysis:</i>				
	363 £ psm (total GIA sqm)		EMV less EGDV	37,196,618
			30,997 £ per unit (total units)	
Grant	1,200	@	0	-
Total GDV				226,062,383

Appendix 6

Scheme Ref: **LMV**
 Title: **1200 No. Units at Lower Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(450,000)
Statutory Planning Fees (Residential)					(151,299)
CIL	74,490 sqm	0.00% of GDV	0.00 £ psm		-
			0 £ per unit (total units)		
CIL analysis:					
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	1,200 units @	0 per unit		-
		0.00% of GDV	0 £ per unit (total units)		
S106 analysis:					
AH Commuted Sum	102,594 sqm (total)		0 £ psm		-
		0.00% of GDV			
Comm. Sum analysis:					
Construction Costs -					
Site Clearance and Demolition	98.84 acres @		£ per acre (if brownfield)		-
Infrastructure costs -					
	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	98.84 acres @	0 per acre		-
		0.00% of GDV	0 £ per unit (total units)		
Infra. Costs analysis:					
1 bed House	-	sqm @	1,149 psm		-
2 bed House	22,020	sqm @	1,149 psm		(25,300,960)
3 bed House	38,710	sqm @	1,149 psm		(44,477,330)
4 bed House	25,740	sqm @	1,149 psm		(29,575,260)
5 bed House	8,424	sqm @	1,149 psm		(9,679,176)
1 bed Flat	7,700	sqm @	1,339 psm		(10,310,300)
2 bed Flat	102,594	sqm @	1,339 psm		-
External works					
	119,343,046 @		15.0%		(17,901,457)
			14.919 £ per unit		
M4(2) Category 2 Housing	5% of All units	1,200 units @	521 £ per dwelling		(31,260)
M4(3) Category 3 Housing	0% of All units	1,200 units @	10,307 £ per dwelling		-
Water efficiency		1,200 units @	9 £ per dwelling		(10,800)
Contingency	137,286,563 @		5.0%		(6,864,328)
Professional Fees	137,286,563 @		10.0%		(13,728,656)
Disposal Costs -					
Marketing and Promotion	188,604,000 OMS @		1.50%		(2,829,060)
Residential Sales Agent Costs	188,604,000 OMS @		1.50%		(2,829,060)
Residential Sales Legal Costs	188,604,000 OMS @		0.50%		(943,020)
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(1,304,125)
Developers Profit -					
Margin on AH	37,458,383		6.00% on AH values		(2,247,503)
Profit on GDV	188,604,000		20.00%		(37,720,800)
	166,386,112		22.67% on costs	(37,720,800)	
	226,062,363		17.68% blended	(39,968,303)	
TOTAL COSTS					(206,354,415)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				19,707,967
SDLT	19,707,967 @		5.0% (slabbed)	(974,898)
Acquisition Agent fees	19,707,967 @		1.0%	(197,080)
Acquisition Legal fees	19,707,967 @		0.5%	(98,540)
Interest on Land	19,707,967 @		6.5%	(1,281,018)
Residual Land Value				17,156,432
RLV analysis:	14,297 £ per plot	428,911 £ per ha	173,578 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		40.00 ha	98.84 acres	
Density analysis:		2,565 sgm/ha	11,173 sqft/ac	
Threshold Land Value	19,768 £ per plot	593,040 £ per ha	240,000 £ per acre	23,721,600

BALANCE				
Surplus/(Deficit)		(164,129) £ per ha	(66,422) £ per acre	(6,565,168)

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SENSITIVITY ANALYSIS														
		AH - % on site 35%												
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%			
Balance (RLV - TLV)	(6,565,168)	0	12,792,604	9,570,602	6,347,401	3,122,510	(104,100)	(3,333,004)	(6,565,168)	(9,801,527)	(13,044,106)	(16,295,684)		
		10	11,604,734	8,441,374	5,276,940	2,110,802	(1,057,470)	(4,228,543)	(7,403,030)	(10,582,253)	(13,768,169)	(16,964,164)		
		20	10,403,437	7,299,194	4,193,761	1,086,566	(2,022,969)	(5,135,424)	(8,251,622)	(11,373,189)	(14,502,479)	(17,642,723)		
		30	9,188,166	6,143,798	3,097,859	50,046	(3,000,219)	(6,053,556)	(9,111,585)	(12,175,261)	(15,247,203)	(18,331,590)		
		40	7,958,550	4,974,767	1,988,978	(98,943)	(3,989,595)	(6,963,894)	(9,962,833)	(12,988,283)	(16,002,721)	(19,031,696)		
		50	6,714,593	3,791,373	866,269	(2,061,207)	(4,991,907)	(7,926,147)	(10,865,964)	(13,812,611)	(16,769,601)	(19,741,953)		
		CIL Epm	0.00	60	5,456,007	2,593,874	(270,237)	(3,136,504)	(6,006,711)	(8,881,228)	(11,761,200)	(14,648,989)	(17,547,914)	(20,463,425)
				70	4,182,133	1,381,990	(1,420,585)	(4,226,045)	(7,035,222)	(9,848,715)	(12,668,629)	(15,497,338)	(18,338,037)	(21,196,955)
				80	2,892,456	154,501	(2,585,983)	(5,329,579)	(8,076,874)	(10,829,746)	(13,589,220)	(16,358,063)	(19,140,353)	(21,942,552)
				90	1,587,173	(1,088,087)	(3,765,951)	(6,447,129)	(9,132,963)	(11,824,110)	(14,522,807)	(17,231,573)	(19,955,256)	(22,700,594)
				100	265,414	(2,346,453)	(4,961,378)	(7,579,949)	(10,202,997)	(12,832,269)	(15,469,808)	(18,118,356)	(20,783,151)	(23,471,758)
				110	(1,073,217)	(3,621,254)	(6,172,412)	(8,727,602)	(11,288,040)	(13,855,058)	(16,430,709)	(19,018,834)	(21,624,449)	(24,237,693)
				120	(2,426,641)	(4,912,372)	(7,399,680)	(9,891,119)	(12,388,191)	(14,892,404)	(17,406,611)	(19,933,319)	(22,479,573)	(25,251,142)
				130	(3,802,253)	(6,220,955)	(8,643,270)	(11,070,637)	(13,503,689)	(15,944,799)	(18,396,373)	(20,862,265)	(23,348,957)	(26,189,289)
				140	(5,193,374)	(7,546,777)	(9,904,226)	(12,266,378)	(14,635,449)	(17,012,744)	(19,401,764)	(21,806,125)	(24,311,328)	(27,140,382)
				150	(6,603,665)	(8,890,770)	(11,182,306)	(13,479,533)	(15,783,757)	(18,097,017)	(20,422,848)	(22,765,477)	(25,345,434)	(28,109,309)
		160	(8,032,597)	(10,253,331)	(12,478,564)	(14,710,009)	(16,948,951)	(19,197,793)	(21,460,128)	(23,745,327)	(26,397,588)	(29,096,425)		
		170	(9,481,330)	(11,634,588)	(13,793,397)	(15,968,325)	(18,131,591)	(20,315,609)	(22,514,119)	(24,885,393)	(27,468,763)	(30,102,954)		
		180	(10,950,275)	(13,035,841)	(15,127,072)	(17,225,078)	(19,332,248)	(21,451,014)	(23,585,351)	(26,044,957)	(28,559,465)	(31,129,224)		
		190	(12,439,628)	(14,457,148)	(16,480,220)	(19,510,995)	(21,551,508)	(23,604,572)	(25,818,337)	(28,224,742)	(30,816,474)	(32,176,110)		
		200	(13,950,533)	(15,899,019)	(17,853,673)	(19,816,671)	(21,789,979)	(23,786,662)	(26,091,625)	(28,425,849)	(30,802,462)	(33,244,516)		
Site Specific \$106	0	0	12,792,604	9,570,602	6,347,401	3,122,510	(104,100)	(3,333,004)	(6,565,168)	(9,801,527)	(13,044,106)	(16,295,584)		
		500	12,254,133	9,031,315	5,807,524	2,582,188	(645,266)	(3,875,420)	(7,108,855)	(10,347,027)	(13,591,704)	(16,846,349)		
		1,000	11,715,229	8,492,028	5,267,400	2,041,206	(1,197,128)	(4,418,163)	(7,653,014)	(10,892,674)	(14,140,113)	(17,398,067)		
		1,500	11,175,942	7,952,415	4,727,276	1,500,224	(1,728,990)	(4,961,376)	(8,197,645)	(11,439,460)	(14,689,215)	(17,950,799)		
		2,000	10,636,656	7,412,291	4,186,513	958,748	(2,271,583)	(5,505,062)	(8,742,914)	(11,986,739)	(15,239,070)	(18,504,607)		
		2,500	10,097,305	6,872,167	3,645,531	416,886	(2,814,346)	(6,049,131)	(9,288,512)	(12,534,515)	(15,789,835)	(19,059,555)		
		3,000	9,557,181	6,331,820	3,104,548	(124,983)	(3,357,583)	(6,593,762)	(9,834,993)	(13,083,146)	(16,341,604)	(19,615,705)		
		3,500	9,017,058	5,790,838	2,562,762	(667,746)	(3,901,269)	(7,138,807)	(10,381,775)	(13,632,532)	(16,894,271)	(20,173,120)		
		4,000	8,476,934	5,249,855	2,020,900	(1,210,510)	(4,445,249)	(7,684,405)	(10,929,373)	(14,182,555)	(17,447,896)	(20,731,865)		
		4,500	7,936,144	4,708,638	1,478,854	(1,753,791)	(4,989,880)	(8,230,525)	(11,477,547)	(14,733,320)	(18,002,542)	(21,292,100)		
		5,000	7,395,162	4,166,776	936,090	(2,297,477)	(5,534,698)	(8,777,112)	(12,026,178)	(15,285,141)	(18,558,272)	(21,853,911)		
		5,500	6,854,180	3,624,914	393,327	(2,841,366)	(6,080,297)	(9,324,408)	(12,575,849)	(15,837,743)	(19,115,147)	(22,417,289)		
		6,000	6,312,652	3,082,690	(149,999)	(3,385,597)	(6,626,057)	(9,872,006)	(13,126,041)	(16,391,185)	(19,673,231)	(22,982,298)		
		6,500	5,770,791	2,539,927	(693,684)	(3,930,628)	(7,172,644)	(10,420,580)	(13,676,813)	(16,945,530)	(20,232,589)	(23,549,190)		
		7,000	5,228,929	1,997,164	(1,237,484)	(4,476,190)	(7,719,444)	(10,969,480)	(14,228,679)	(17,500,839)	(20,793,283)	(24,178,878)		
		7,500	4,686,527	1,453,794	(1,782,115)	(5,021,788)	(8,267,041)	(11,519,166)	(14,781,215)	(18,057,336)	(21,355,380)	(24,834,967)		
		8,000	4,143,764	910,108	(2,326,746)	(5,568,176)	(8,814,982)	(12,069,526)	(15,334,474)	(18,614,887)	(21,918,943)	(25,483,828)		
		8,500	3,601,000	366,399	(2,872,063)	(6,114,763)	(9,363,613)	(12,620,361)	(15,886,610)	(19,173,550)	(22,494,039)	(26,195,231)		
		9,000	3,057,587	(178,232)	(3,417,681)	(6,662,077)	(9,912,797)	(13,172,216)	(16,443,823)	(19,733,389)	(23,050,804)	(26,919,616)		
		9,500	2,513,901	(722,863)	(3,963,708)	(7,209,675)	(10,462,483)	(13,724,687)	(16,999,904)	(20,294,467)	(23,619,465)	(27,487,177)		
		10,000	1,970,214	(1,267,975)	(4,510,295)	(7,758,015)	(11,013,012)	(14,277,763)	(17,556,914)	(20,856,849)	(24,261,447)	(28,158,042)		
Profit	20.00%	14%	27,181,638	23,202,319	19,221,800	15,239,591	11,255,664	7,269,442	3,279,961	(713,716)	(4,713,612)	(8,722,408)		
		15%	24,783,466	20,930,386	17,076,067	13,220,076	9,362,370	5,502,368	1,638,106	(2,228,351)	(6,102,626)	(9,994,604)		
		16%	22,385,294	18,658,413	14,930,334	11,200,564	7,469,076	3,735,293	(1,749)	(3,742,986)	(7,490,444)	(11,246,900)		
		17.5%	18,788,035	15,250,484	11,711,734	8,171,294	4,629,135	1,084,682	(2,463,031)	(6,014,939)	(9,573,067)	(13,140,094)		
		19%	15,190,776	11,842,555	8,493,134	5,142,023	1,789,194	(1,565,930)	(4,924,313)	(8,286,892)	(11,655,690)	(15,033,388)		
		20%	12,792,604	9,570,602	6,347,401	3,122,510	(104,100)	(3,333,004)	(6,565,168)	(9,801,527)	(13,044,106)	(16,295,584)		
		21%	10,394,432	7,298,649	4,201,668	1,102,996	(1,997,394)	(5,100,079)	(8,206,023)	(11,316,162)	(14,432,522)	(17,557,780)		
		22%	7,996,259	5,026,696	2,055,935	(916,518)	(3,890,688)	(6,867,153)	(9,846,878)	(12,830,798)	(15,820,937)	(18,819,976)		
		23%	5,598,087	2,754,743	(89,789)	(2,936,031)	(5,783,962)	(8,634,227)	(11,487,733)	(14,345,433)	(17,299,353)	(20,082,172)		
		24%	3,190,914	483,791	(2,235,532)	(4,955,545)	(7,677,276)	(10,401,302)	(13,128,937)	(15,860,968)	(18,597,768)	(21,344,369)		
25%	801,742	(1,789,162)	(4,381,265)	(6,975,058)	(9,570,570)	(12,168,376)	(14,769,442)	(17,374,703)	(19,986,194)	(22,606,564)				

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

LMV
1200 No. Units at Lower Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(6,565,168)										
	100,000	26,630,204	23,408,202	20,185,001	16,960,110	13,733,500	10,504,596	7,272,432	4,036,073	793,484	(2,457,984)
	150,000	21,688,204	18,466,202	15,243,001	12,018,110	8,791,500	5,562,596	2,330,432	(905,927)	(4,148,506)	(7,399,984)
	200,000	16,746,204	13,524,202	10,301,001	7,076,110	3,849,500	620,596	(2,611,568)	(5,847,927)	(9,090,506)	(12,341,984)
	250,000	11,804,204	8,582,202	5,359,001	2,134,110	(1,092,500)	(4,321,404)	(7,553,568)	(10,789,927)	(14,032,506)	(17,283,984)
	300,000	6,862,204	3,640,202	417,001	(2,807,890)	(6,034,500)	(9,263,404)	(12,495,568)	(15,731,927)	(18,974,506)	(22,225,984)
	350,000	1,920,204	(1,301,798)	(4,524,999)	(7,749,890)	(10,975,500)	(14,205,404)	(17,437,568)	(20,673,927)	(23,916,506)	(27,167,984)
	400,000	(3,021,796)	(6,243,798)	(9,466,999)	(12,691,890)	(15,918,500)	(19,147,404)	(22,379,568)	(25,615,927)	(28,853,506)	(32,109,984)
	450,000	(7,063,796)	(11,185,798)	(14,409,999)	(17,633,890)	(20,860,500)	(24,089,404)	(27,321,568)	(30,557,927)	(33,800,506)	(37,051,984)
	500,000	(12,905,796)	(16,127,798)	(19,350,999)	(22,575,890)	(25,802,500)	(29,031,404)	(32,263,568)	(35,499,927)	(38,742,506)	(41,993,984)
550,000	(17,847,796)	(21,069,798)	(24,292,999)	(27,517,890)	(30,744,500)	(33,973,404)	(37,205,568)	(40,441,927)	(43,684,506)	(46,935,984)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(6,565,168)										
	5	(105,815,396)	(109,037,398)	(112,260,399)	(115,485,400)	(118,712,100)	(121,941,004)	(125,173,168)	(128,409,527)	(131,652,106)	(134,903,984)
	10	(34,650,396)	(37,872,398)	(41,095,399)	(44,320,690)	(47,547,300)	(50,776,204)	(54,008,368)	(57,244,727)	(60,487,306)	(63,738,784)
	15	(10,928,996)	(14,150,998)	(17,374,190)	(20,599,090)	(23,825,700)	(27,054,604)	(30,286,768)	(33,523,127)	(36,765,706)	(40,017,184)
	20	931,804	(2,290,198)	(5,513,399)	(8,738,290)	(11,964,900)	(15,193,804)	(18,425,968)	(21,662,327)	(24,904,906)	(28,156,384)
	25	8,048,284	4,826,282	1,603,081	(1,621,810)	(4,848,420)	(8,077,324)	(11,309,488)	(14,545,847)	(17,788,426)	(21,039,904)
	30	12,792,604	9,570,602	6,347,401	3,122,510	(104,100)	(3,333,004)	(6,565,168)	(9,801,527)	(13,044,106)	(16,295,584)
	35	16,181,404	12,959,402	9,736,201	6,511,310	3,284,700	55,796	(3,176,368)	(6,412,727)	(9,655,306)	(12,906,784)
	40	18,723,004	15,501,002	12,277,801	9,052,910	5,826,300	2,597,396	(634,768)	(3,871,127)	(7,113,706)	(10,365,184)
	45	20,699,804	17,477,802	14,254,601	11,029,710	7,803,100	4,574,196	1,342,032	(1,894,327)	(5,136,906)	(8,388,384)
50	22,281,244	19,059,242	15,836,041	12,611,150	9,384,540	6,155,636	2,923,472	(212,887)	(3,555,466)	(6,806,944)	
55	23,575,150	20,353,147	17,129,946	13,905,055	10,678,445	7,449,541	4,217,377	981,018	(2,261,561)	(5,513,039)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(6,565,168)										
	40%	12,568,441	9,346,138	6,122,874	2,897,796	(329,193)	(3,558,424)	(6,791,271)	(10,028,247)	(13,271,686)	(16,524,370)
	45%	12,536,418	9,314,072	6,090,763	2,865,625	(361,349)	(3,590,665)	(6,823,572)	(10,060,650)	(13,304,197)	(16,557,054)
	50%	12,504,394	9,282,005	6,056,653	2,833,515	(393,505)	(3,622,916)	(6,855,872)	(10,093,053)	(13,336,700)	(16,589,739)
	55%	12,472,371	9,249,939	6,026,542	2,801,404	(425,661)	(3,655,167)	(6,888,173)	(10,125,456)	(13,369,220)	(16,622,421)
	60%	12,440,348	9,217,873	5,994,432	2,769,294	(457,817)	(3,687,418)	(6,920,473)	(10,157,860)	(13,401,732)	(16,655,105)
	65%	12,408,324	9,185,807	5,962,321	2,737,183	(489,973)	(3,719,669)	(6,952,774)	(10,190,263)	(13,434,243)	(16,687,789)
	70%	12,376,301	9,153,740	5,930,211	2,705,073	(522,129)	(3,751,920)	(6,985,074)	(10,222,666)	(13,466,754)	(16,720,473)
	75%	12,344,278	9,121,674	5,898,100	2,672,962	(554,285)	(3,784,171)	(7,017,375)	(10,255,070)	(13,499,266)	(16,753,156)
	80%	12,312,254	9,089,608	5,866,990	2,640,850	(586,448)	(3,816,422)	(7,049,675)	(10,287,473)	(13,531,777)	(16,785,840)
% Cat M4(2)	5%										
	40%	12,568,441	9,346,138	6,122,874	2,897,796	(329,193)	(3,558,424)	(6,791,271)	(10,028,247)	(13,271,686)	(16,524,370)
	45%	12,536,418	9,314,072	6,090,763	2,865,625	(361,349)	(3,590,665)	(6,823,572)	(10,060,650)	(13,304,197)	(16,557,054)
	50%	12,504,394	9,282,005	6,056,653	2,833,515	(393,505)	(3,622,916)	(6,855,872)	(10,093,053)	(13,336,700)	(16,589,739)
	55%	12,472,371	9,249,939	6,026,542	2,801,404	(425,661)	(3,655,167)	(6,888,173)	(10,125,456)	(13,369,220)	(16,622,421)
	60%	12,440,348	9,217,873	5,994,432	2,769,294	(457,817)	(3,687,418)	(6,920,473)	(10,157,860)	(13,401,732)	(16,655,105)
	65%	12,408,324	9,185,807	5,962,321	2,737,183	(489,973)	(3,719,669)	(6,952,774)	(10,190,263)	(13,434,243)	(16,687,789)
	70%	12,376,301	9,153,740	5,930,211	2,705,073	(522,129)	(3,751,920)	(6,985,074)	(10,222,666)	(13,466,754)	(16,720,473)
	75%	12,344,278	9,121,674	5,898,100	2,672,962	(554,285)	(3,784,171)	(7,017,375)	(10,255,070)	(13,499,266)	(16,753,156)
	80%	12,312,254	9,089,608	5,866,990	2,640,850	(586,448)	(3,816,422)	(7,049,675)	(10,287,473)	(13,531,777)	(16,785,840)

Appendix 6

Scheme Ref:		HMV				
Title:		1 No. Units at Higher Mid Value Zone				
Notes:		Brownfield				
PS updates						
ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme		1 Units				
AH Policy requirement (% Target)		0%				
AH tenure split %		Affordable Rent: 70%				
		Shared Ownership: 15%				
		Starter Homes: 15%				
Open Market Sale (OMS) housing		100%				
CIL Rate (£ psm)		100%				
		0.00 £ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	100.0%	1.0	0.0%	0.0	0%	1.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	1.0	0.0%	0.0	100%	1.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	85.0	915	100.0%		85.0	915
3 bed House	115.0	1,238	100.0%		115.0	1,238
4 bed House	135.0	1,453	100.0%		135.0	1,453
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	%	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	85	915	0	0	85	915
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	85	915	0	0	85	915
<i>AH % by floor area:</i>				<i>0.00% AH % by floor area due to mix</i>		
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	£psf		total MV £ (no AH)	
1 bed House	185,000	3,190	296	3,190	0	
2 bed House	240,000	2,824	262	3,067	240,000	
3 bed House	320,000	2,783	259	3,294	0	
4 bed House	370,000	2,741	255	2,750	0	
5 bed House	410,000	2,733	254	2,483	0	
1 bed Flat	185,000	3,700	344	3,700	0	
2 bed Flat	225,000	3,689	343	3,689	0	
					240,000	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	30%	156,000	2,229	65%
3 bed House	90,000	1,071	28%	208,000	2,476	65%
4 bed House	107,000	1,103	29%	240,500	2,479	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	36%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,388	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	192,000	2,743	80%			
3 bed House	256,000	3,048	80%			
4 bed House	296,000	3,052	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 6

Scheme Ref: **HMV**
 Title: **1 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**
 F3 up to 2018

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	1.0	@	240,000	240,000
3 bed House	0.0	@	320,000	-
4 bed House	0.0	@	370,000	-
5 bed House	0.0	@	410,000	-
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	1.0			240,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	156,000	-
3 bed House	0.0	@	208,000	-
4 bed House	0.0	@	240,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	0.0	@	192,000	-
3 bed House	0.0	@	256,000	-
4 bed House	0.0	@	296,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	0.0	@	148,000	-
2 bed Flat	0.0	@	180,000	-
	0.0			-
Sub-total GDV Residential	1.0			240,000
<i>AH on-site cost analysis:</i>				
			<i>0 £ psm (total GIA sqm)</i>	<i>EMV less EGDV</i>
				<i>0 £ per unit (total units)</i>
Grant	1	@	0	-
Total GDV				240,000

Appendix 6

Scheme Ref: **HMV**
 Title: **1 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**
 F3 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				
Statutory Planning Fees (Residential)				
CIL		85 sqm	0.00 £ psm	(385)
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		
	Year 2	0		
	Year 3	0		
	Year 4	0		
	Year 5	0		
	Year 6	0		
	Year 7	0		
	Year 8	0		
	Year 9	0		
	Year 10	0		
	total	1 units @	0 per unit	
	S106 analysis:	0.00% % of GDV	0 £ per unit (total units)	
AH Computed Sum		85 sqm (total)	0 £ psm	
	Comm. Sum analysis:	0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition		0.10 acres @	110,000 £ per acre (if brownfield)	(10,872)
Infrastructure costs -	Year 1	0		
	Year 2	0		
	Year 3	0		
	Year 4	0		
	Year 5	0		
	Year 6	0		
	Year 7	0		
	Year 8	0		
	Year 9	0		
	Year 10	0		
	total	0.10 acres @	per acre	
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,149 psm	
2 bed House		85 sqm @	1,149 psm	(97,665)
3 bed House		- sqm @	1,149 psm	
4 bed House		- sqm @	1,149 psm	
5 bed House		- sqm @	1,149 psm	
1 bed Flat		- sqm @	1,339 psm	
2 bed Flat		85 - sqm @	1,339 psm	
External works		97,665 @	10.0% 9,767 Eper unit	(9,767)
M4(2) Category 2 Housing		0% of All units	1 units @ 521 £ per dwelling	
M4(3) Category 3 Housing		0% of All units	1 units @ 10,307 £ per dwelling	
Water efficiency			1 units @ 9 £ per dwelling	(9)
Contingency		118,313 @	5.0%	(5,916)
Professional Fees		118,313 @	10.0%	(11,831)
Disposal Costs -				
Marketing and Promotion		240,000 OMS @	1.50%	(3,600)
Residential Sales Agent Costs		240,000 OMS @	1.50%	(3,600)
Residential Sales Legal Costs		240,000 OMS @	0.50%	(1,200)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(3,967)
Developers Profit -				
Margin on AH		0	6.00% on AH values	
Profit on GDV		240,000	20.00%	(48,000)
		148,811	32.26% on costs	(48,000)
		240,000	20.00% blended	(48,000)
TOTAL COSTS				(196,811)

Appendix 6

Scheme Ref: **HMV**
 Title: **1 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**
 F3 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				43,189
SDLT	43,189 @	5.0% (slabbed)		8,341
Acquisition Agent fees	43,189 @	1.0%		(432)
Acquisition Legal fees	43,189 @	0.5%		(216)
Interest on Land	43,189 @	6.5%		(2,807)
Residual Land Value				48,074
RLV analysis:	48,074 £ per plot	1,201,853 £ per ha	486,383 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Res)		0.04 ha	0.10 acres	
Density analysis:		2,125 sqm/ha	9,257 sqft/ac	
Threshold Land Value	11,861 £ per plot	296,520 £ per ha	120,000 £ per acre	11,861

BALANCE				
Surplus/(Deficit)		905,333 £ per ha	366,383 £ per acre	36,213

Appendix 6

Scheme Ref: HMV
 Title: 1 No. Units at Higher Mid Value Zone
 Notes: Brownfield
 F3 update

SENSITIVITY ANALYSIS

		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	36,213											
	0	33,740	31,266	28,793	26,319	23,846	21,372	18,898	16,425	13,952	11,478	
	10	32,988	30,554	28,120	25,686	23,252	20,818	18,384	15,950	13,516	11,082	
	20	32,236	29,841	27,447	25,052	22,658	20,264	17,869	15,475	13,081	10,686	
	30	31,483	29,129	26,774	24,419	22,064	19,710	17,355	15,000	12,645	10,290	
	40	30,731	28,416	26,101	23,786	21,471	19,155	16,840	14,525	12,210	9,895	
	50	29,979	27,704	25,428	23,152	20,877	18,601	16,326	14,050	11,774	9,499	
	CIL Epsm 0.00	60	29,227	26,991	24,755	22,519	20,283	18,047	15,811	13,575	11,339	9,103
		70	28,475	26,278	24,052	21,866	19,669	17,493	15,296	13,100	10,903	8,707
		80	27,723	25,566	23,409	21,252	19,095	16,939	14,782	12,625	10,468	8,311
		90	26,971	24,853	22,736	20,619	18,502	16,384	14,267	12,150	10,033	7,915
		100	26,219	24,141	22,063	19,986	17,908	15,830	13,753	11,675	9,597	7,519
		110	25,466	23,428	21,390	19,352	17,314	15,276	13,238	11,200	9,162	7,124
		120	24,714	22,716	20,717	18,719	16,720	14,722	12,723	10,725	8,726	6,728
		130	23,962	22,003	20,044	18,085	16,127	14,168	12,209	10,250	8,291	6,332
		140	23,210	21,291	19,371	17,452	15,533	13,613	11,694	9,775	7,855	5,936
		150	22,458	20,578	18,698	16,819	14,939	13,059	11,179	9,300	7,420	5,540
	160	21,706	19,866	18,025	16,185	14,345	12,505	10,665	8,825	6,985	5,144	
	170	20,954	19,153	17,353	15,552	13,751	11,951	10,150	8,350	6,549	4,749	
	180	20,202	18,441	16,680	14,919	13,158	11,397	9,636	7,875	6,114	4,353	
190	19,449	17,728	16,007	14,285	12,564	10,842	9,121	7,400	5,678	3,957		
200	18,697	17,015	15,334	13,652	11,970	10,288	8,606	6,925	5,243	3,561		
Balance (RLV - TLV)	36,213											
	0	33,740	31,266	28,793	26,319	23,846	21,372	18,899	16,425	13,952	11,478	
	500	33,287	30,814	28,340	25,867	23,393	20,920	18,446	15,973	13,499	11,026	
	1,000	32,835	30,361	27,888	25,414	22,941	20,467	17,994	15,520	13,047	10,573	
	1,500	32,382	29,909	27,435	24,962	22,488	20,015	17,541	15,067	12,594	10,120	
	2,000	31,930	29,456	26,983	24,509	22,036	19,562	17,088	14,615	12,141	9,668	
	2,500	31,477	29,004	26,530	24,057	21,583	19,109	16,636	14,162	11,689	9,215	
	3,000	31,025	28,551	26,079	23,604	21,130	18,657	16,183	13,710	11,236	8,763	
	3,500	30,572	28,099	25,625	23,151	20,678	18,204	15,731	13,257	10,784	8,310	
	4,000	30,120	27,646	25,172	22,699	20,225	17,752	15,278	12,805	10,331	7,858	
	4,500	29,667	27,193	24,720	22,246	19,773	17,299	14,826	12,352	9,879	7,405	
	5,000	29,214	26,741	24,267	21,794	19,320	16,847	14,373	11,900	9,426	6,953	
	5,500	28,762	26,288	23,815	21,341	18,868	16,394	13,921	11,447	8,974	6,500	
	6,000	28,309	25,836	23,362	20,889	18,415	15,942	13,468	10,995	8,521	6,048	
	6,500	27,857	25,383	22,910	20,436	17,963	15,489	13,016	10,542	8,069	5,595	
	7,000	27,404	24,931	22,457	19,984	17,510	15,037	12,563	10,090	7,616	5,143	
	7,500	26,952	24,478	22,005	19,531	17,058	14,584	12,111	9,637	7,164	4,690	
	8,000	26,499	24,026	21,552	19,079	16,605	14,132	11,658	9,185	6,711	4,237	
	8,500	26,047	23,573	21,100	18,626	16,153	13,679	11,206	8,732	6,258	3,785	
	9,000	25,594	23,121	20,647	18,174	15,700	13,226	10,753	8,279	5,806	3,332	
9,500	25,142	22,668	20,195	17,721	15,247	12,774	10,300	7,827	5,353	2,880		
10,000	24,689	22,216	19,742	17,268	14,795	12,321	9,848	7,374	4,901	2,427		
Balance (RLV - TLV)	36,213											
	14%	45,641	42,541	39,442	36,342	33,242	30,142	27,042	23,942	20,842	17,742	
	15%	43,658	40,662	37,667	34,671	31,676	28,680	25,685	22,689	19,694	16,698	
	16%	41,674	38,783	35,892	33,001	30,110	27,219	24,327	21,436	18,545	15,654	
	17.5%	38,699	35,864	33,230	30,495	27,761	25,026	22,292	19,557	16,823	14,088	
	19%	35,723	33,145	30,568	27,990	25,412	22,834	20,256	17,678	15,100	12,522	
	20%	33,740	31,266	28,793	26,319	23,846	21,372	18,899	16,425	13,952	11,478	
	21%	31,756	29,387	27,018	24,649	22,280	19,911	17,541	15,172	12,803	10,434	
	22%	29,773	27,508	25,243	22,978	20,714	18,449	16,184	13,920	11,655	9,390	
	23%	27,789	25,629	23,468	21,308	19,148	16,987	14,827	12,667	10,506	8,346	
24%	25,805	23,749	21,694	19,638	17,582	15,526	13,470	11,414	9,358	7,302		
25%	23,822	21,870	19,919	17,967	16,016	14,064	12,113	10,161	8,210	6,258		
Profit 20.00%	36,213											
	14%	45,641	42,541	39,442	36,342	33,242	30,142	27,042	23,942	20,842	17,742	
	15%	43,658	40,662	37,667	34,671	31,676	28,680	25,685	22,689	19,694	16,698	
	16%	41,674	38,783	35,892	33,001	30,110	27,219	24,327	21,436	18,545	15,654	
	17.5%	38,699	35,864	33,230	30,495	27,761	25,026	22,292	19,557	16,823	14,088	
	19%	35,723	33,145	30,568	27,990	25,412	22,834	20,256	17,678	15,100	12,522	
	20%	33,740	31,266	28,793	26,319	23,846	21,372	18,899	16,425	13,952	11,478	
	21%	31,756	29,387	27,018	24,649	22,280	19,911	17,541	15,172	12,803	10,434	
	22%	29,773	27,508	25,243	22,978	20,714	18,449	16,184	13,920	11,655	9,390	
	23%	27,789	25,629	23,468	21,308	19,148	16,987	14,827	12,667	10,506	8,346	
24%	25,805	23,749	21,694	19,638	17,582	15,526	13,470	11,414	9,358	7,302		
25%	23,822	21,870	19,919	17,967	16,016	14,064	12,113	10,161	8,210	6,258		

Appendix 6

Scheme Ref: **HMV**
 Title: **1 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**

FR update

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	36,213										
	100,000	35,717	33,243	30,770	28,296	25,822	23,349	20,875	18,402	15,928	13,455
	150,000	30,775	28,301	25,828	23,354	20,880	18,407	15,933	13,460	10,986	8,513
	200,000	25,833	23,359	20,886	18,412	15,938	13,465	10,991	8,518	6,044	3,571
	250,000	20,891	18,417	15,944	13,470	10,996	8,523	6,049	3,576	1,102	(1,371)
	300,000	15,949	13,475	11,002	8,528	6,054	3,581	1,107	(1,366)	(3,840)	(6,313)
	350,000	11,007	8,533	6,060	3,586	1,112	(1,361)	(3,835)	(6,308)	(8,782)	(11,255)
	400,000	6,065	3,591	1,118	(1,356)	(3,830)	(6,303)	(8,777)	(11,250)	(13,724)	(16,197)
	450,000	1,123	(1,351)	(3,824)	(6,298)	(8,772)	(11,245)	(13,719)	(16,192)	(18,666)	(21,139)
	500,000	(3,819)	(6,293)	(8,766)	(11,240)	(13,714)	(16,187)	(18,661)	(21,134)	(23,608)	(26,081)
550,000	(8,761)	(11,235)	(13,708)	(16,182)	(18,656)	(21,129)	(23,603)	(26,076)	(28,550)	(31,023)	
		AH - % on site 0%									
Balance (RLV - TLV)	36,213										
	5	(61,455)	(64,298)	(67,141)	(69,984)	(72,827)	(75,671)	(78,514)	#####	#####	(166,494)
	10	(1,341)	(3,815)	(6,289)	(8,762)	(11,236)	(13,709)	(16,183)	(18,656)	(21,129)	(24,268)
	15	18,148	15,675	13,201	10,728	8,254	5,780	3,307	833	(1,640)	(4,114)
	20	27,993	25,419	22,946	20,472	17,999	15,525	13,052	10,578	8,105	5,631
	25	33,740	31,266	28,793	26,319	23,846	21,372	18,899	16,425	13,952	11,478
	30	37,638	35,164	32,691	30,217	27,744	25,270	22,797	20,323	17,849	15,376
	35	40,422	37,948	35,475	33,001	30,528	28,054	25,581	23,107	20,634	18,160
	40	42,510	40,037	37,563	35,090	32,616	30,142	27,669	25,195	22,722	20,248
	45	44,134	41,661	39,187	36,714	34,240	31,767	29,293	26,820	24,346	21,873
50	45,434	42,960	40,487	38,013	35,539	33,066	30,592	28,119	25,645	23,172	
55	46,497	44,023	41,550	39,076	36,603	34,129	31,655	29,182	26,708	24,235	
		AH - % on site 0%									
Balance (RLV - TLV)	36,213										
	40%	33,526	31,053	28,579	26,106	23,632	21,159	18,685	16,212	13,738	11,265
	45%	33,500	31,026	28,553	26,079	23,606	21,132	18,658	16,185	13,711	11,238
	50%	33,473	30,999	28,526	26,052	23,579	21,105	18,632	16,158	13,685	11,211
	55%	33,446	30,973	28,499	26,026	23,552	21,079	18,605	16,132	13,658	11,184
	60%	33,420	30,946	28,473	25,999	23,525	21,052	18,578	16,105	13,631	11,158
	65%	33,393	30,919	28,446	25,972	23,499	21,025	18,552	16,078	13,605	11,131
	70%	33,366	30,893	28,419	25,946	23,472	20,999	18,525	16,051	13,578	11,104
75%	33,339	30,866	28,392	25,919	23,445	20,972	18,498	16,025	13,551	11,078	
80%	33,313	30,839	28,366	25,892	23,419	20,945	18,472	15,998	13,525	11,051	
% Cat M4(2)	0%										
	40%	33,526	31,053	28,579	26,106	23,632	21,159	18,685	16,212	13,738	11,265
	45%	33,500	31,026	28,553	26,079	23,606	21,132	18,658	16,185	13,711	11,238
	50%	33,473	30,999	28,526	26,052	23,579	21,105	18,632	16,158	13,685	11,211
	55%	33,446	30,973	28,499	26,026	23,552	21,079	18,605	16,132	13,658	11,184
	60%	33,420	30,946	28,473	25,999	23,525	21,052	18,578	16,105	13,631	11,158
	65%	33,393	30,919	28,446	25,972	23,499	21,025	18,552	16,078	13,605	11,131
	70%	33,366	30,893	28,419	25,946	23,472	20,999	18,525	16,051	13,578	11,104
75%	33,339	30,866	28,392	25,919	23,445	20,972	18,498	16,025	13,551	11,078	
80%	33,313	30,839	28,366	25,892	23,419	20,945	18,472	15,998	13,525	11,051	

Appendix 6

Scheme Ref:		HMV	
Title:		5 No. Units at Higher Mid Value Zone	
Notes:		Brownfield	
F9 update			
ASSUMPTIONS - RESIDENTIAL USES			
Total number of units in scheme		5 Units	
AH Policy requirement (% Target)		0%	
AH tenure split %		Affordable Rent: 70%	
		Shared Ownership: 15%	
		Starter Homes: 15%	
Open Market Sale (OMS) housing		100%	
CIL Rate (£ psm)		100%	
		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%
1 bed House	0.0%	0.0	0.0%
2 bed House	100.0%	5.0	0.0%
3 bed House	0.0%	0.0	0.0%
4 bed House	0.0%	0.0	0.0%
5 bed House	0.0%	0.0	0.0%
1 bed Flat	0.0%	0.0	0.0%
2 bed Flat	0.0%	0.0	0.0%
Total number of units	100.0%	5.0	0.0%
			0.0%
			100%
			5.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %
1 bed House	58.0	624	100.0%
2 bed House	85.0	915	100.0%
3 bed House	115.0	1,238	100.0%
4 bed House	135.0	1,453	100.0%
5 bed House	150.0	1,615	100.0%
1 bed Flat	50.0	538	90.0%
2 bed Flat	61.0	657	90.0%
			Gross (GIA) per unit (sqm)
			(sqft)
			58.0
			624
			85.0
			915
			115.0
			1,238
			135.0
			1,453
			150.0
			1,615
			55.6
			598
			67.8
			730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %
1 bed House	58.0	624	100.0%
2 bed House	70.0	753	100.0%
3 bed House	84.0	904	100.0%
4 bed House	97.0	1,044	100.0%
5 bed House	110.0	1,184	100.0%
1 bed Flat	50.0	538	90.0%
2 bed Flat	61.0	657	90.0%
			Gross (GIA) per unit (sqm)
			(sqft)
			58.0
			624
			70.0
			753
			84.0
			904
			97.0
			1,044
			110.0
			1,184
			55.6
			598
			67.8
			730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)
1 bed House	0	0	0
2 bed House	425	4,575	0
3 bed House	0	0	0
4 bed House	0	0	0
5 bed House	0	0	0
1 bed Flat	0	0	0
2 bed Flat	0	0	0
	425	4,575	0
			0
			425
			4,575
AH % by floor area:		0.00% AH % by floor area due to mix:	
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf
1 bed House	185,000	3,190	296
2 bed House	240,000	2,824	262
3 bed House	320,000	2,783	259
4 bed House	370,000	2,741	255
5 bed House	410,000	2,733	254
1 bed Flat	185,000	3,700	344
2 bed Flat	225,000	3,689	343
			SO £
			120,250
			156,000
			208,000
			240,500
			266,500
			120,250
			146,250
			1,200,000
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV
1 bed House	66,000	1,138	36%
2 bed House	72,000	1,029	30%
3 bed House	90,000	1,071	28%
4 bed House	107,000	1,103	29%
5 bed House	120,000	1,091	29%
1 bed Flat	66,000	1,320	36%
2 bed Flat	72,000	1,180	32%
			SO £
			120,250
			156,000
			208,000
			240,500
			266,500
			120,250
			146,250
			1,200,000
Affordable Housing values (£) -	SH £	£psm	% of MV
1 bed House	148,000	2,552	80%
2 bed House	192,000	2,743	80%
3 bed House	256,000	3,048	80%
4 bed House	296,000	3,052	80%
5 bed House	328,000	2,982	80%
1 bed Flat	148,000	2,960	80%
2 bed Flat	180,000	2,951	80%

Appendix 6

Scheme Ref: **HMV**
 Title: **5 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	185,000	-
2 bed House	5.0	@	240,000	1,200,000
3 bed House	0.0	@	320,000	-
4 bed House	0.0	@	370,000	-
5 bed House	0.0	@	410,000	-
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	5.0			1,200,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	123,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	156,000	-
3 bed House	0.0	@	208,000	-
4 bed House	0.0	@	240,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	0.0	@	192,000	-
3 bed House	0.0	@	256,000	-
4 bed House	0.0	@	296,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	0.0	@	148,000	-
2 bed Flat	0.0	@	180,000	-
	0.0			-
Sub-total GDV Residential				
	5.0			1,200,000
<i>AH on-site cost analysis:</i>				
			EMV less EGDV	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	5	@	0	-
Total GDV				1,200,000

Appendix 6

Scheme Ref: **HMV**
 Title: **5 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,925)
CIL	425 sqm	0.00 £ psm		-
	0.00% of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	5 units @	0 per unit	-
		0.00% of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Computed Sum	425 sqm (total)	0 £ psm		-
	0.00% of GDV			
Comm. Sum analysis:				
	0.00% of GDV			
Construction Costs -				
Site Clearance and Demolition	0.49 acres @	110,000 £ per acre (if brownfield)		(54,362)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.49 acres @	0 per acre	-
		0.00% of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	sqm @	1,148 psm	-
2 bed House	425	sqm @	1,148 psm	(488,325)
3 bed House	-	sqm @	1,148 psm	-
4 bed House	-	sqm @	1,148 psm	-
5 bed House	-	sqm @	1,148 psm	-
1 bed Flat	-	sqm @	1,338 psm	-
2 bed Flat	425	sqm @	1,338 psm	-
External works	488,325 @	10.0%	9,767 £ per unit	(48,833)
M4(2) Category 2 Housing	0% of All units	5 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	5 units @	10,307 £ per dwelling	-
Water efficiency		5 units @	9 £ per dwelling	(45)
Contingency	591,565 @	5.0%		(29,578)
Professional Fees	591,565 @	10.0%		(59,156)
Disposal Costs -				
Marketing and Promotion	1,200,000 OMS @	1.50%		(18,000)
Residential Sales Agent Costs	1,200,000 OMS @	1.50%		(18,000)
Residential Sales Legal Costs	1,200,000 OMS @	0.50%		(6,000)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(26,596)
Developers Profit -				
Margin on AH	0	6.00% on AH values		-
Profit on GDV	1,200,000	20.00%		(240,000)
	760,820	31.54% on costs	(240,000)	
	1,200,000	20.00% blended	(240,000)	
TOTAL COSTS				(1,000,820)

Appendix 6

Scheme Ref: **HMV**
 Title: **5 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**
 F9 update

RESIDUAL LAND VALUE			
Residual Land Value (gross)			199,180
SDLT	199,180 @	5.0% (slabbed)	541
Acquisition Agent fees	199,180 @	1.0%	(1,992)
Acquisition Legal fees	199,180 @	0.5%	(996)
Interest on Land	199,180 @	6.5%	(12,947)
Residual Land Value			183,787
RLV analysis: 36,757 £ per plot 918,934 £ per ha 371,887 £ per acre			

THRESHOLD LAND VALUE			
Residential Density	25.0 dph		
Site Area (Resi)	0.20 ha	0.49 acres	
Density analysis:	2,125 sqm/ha	9,257 sqf/ac	
Threshold Land Value	11,861 £ per plot	296,520 £ per ha	59,304

BALANCE			
Surplus/(Deficit)		622,414 £ per ha	251,887 £ per acre
			124,483

Appendix 6

Scheme Ref: **HMV**
 Title: **5 No. Units at Higher Mid Value Zone**
 Notes: **Brownfield**
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	124,483											
	0	112,298	100,114	87,930	75,745	63,561	51,377	39,192	27,008	14,824	2,640	
	10	108,458	96,476	84,494	72,511	60,529	48,547	36,565	24,583	12,600	618	
	20	104,618	92,838	81,057	69,277	57,497	45,717	33,937	22,157	10,377	(1,403)	
	30	100,777	89,199	77,621	66,043	54,465	42,887	31,310	19,732	8,154	(3,424)	
	40	96,937	85,561	74,185	62,809	51,434	40,058	28,682	17,306	5,930	(5,446)	
	50	93,096	81,323	70,749	59,575	48,402	37,228	26,054	14,881	3,707	(7,467)	
	CIL Epem	0.00										
		60	89,256	78,284	67,313	56,341	45,370	34,398	23,427	12,455	1,483	(9,488)
		70	85,416	74,646	63,877	53,107	42,338	31,568	20,799	10,030	(740)	(11,509)
		80	81,575	71,008	60,441	49,873	39,306	28,739	18,171	7,604	(2,963)	(13,531)
		90	77,735	67,370	57,004	46,639	36,274	25,909	15,544	5,178	(5,187)	(15,552)
		100	73,894	63,731	53,568	43,405	33,242	23,079	12,916	2,753	(7,410)	(17,573)
		110	70,054	60,093	50,132	40,171	30,210	20,249	10,288	327	(9,633)	(19,594)
		120	66,214	56,455	46,696	36,337	27,178	17,420	7,661	(2,098)	(11,857)	(21,616)
		130	62,373	52,816	43,260	33,703	24,146	14,590	5,033	(4,524)	(14,080)	(23,642)
		140	58,533	49,178	39,824	30,469	21,115	11,760	2,405	(6,949)	(16,304)	(25,674)
	150	54,692	45,540	36,388	27,235	18,083	8,930	(222)	(9,375)	(18,527)	(27,706)	
	160	50,852	41,902	32,951	24,001	15,051	6,100	(2,850)	(11,800)	(20,754)	(29,738)	
	170	47,012	38,263	29,515	20,767	12,019	3,271	(5,477)	(14,226)	(22,989)	(31,769)	
	180	43,171	34,625	26,079	17,533	8,987	441	(8,105)	(16,651)	(25,224)	(33,801)	
190	39,331	30,987	22,643	14,299	5,855	(2,389)	(10,733)	(19,085)	(27,459)	(35,833)		
200	35,490	27,349	19,207	11,065	2,923	(5,219)	(13,360)	(21,523)	(29,694)	(37,865)		
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	124,483											
	0	112,298	100,114	87,930	75,745	63,561	51,377	39,192	27,008	14,824	2,640	
	500	110,006	97,821	85,637	73,453	61,268	49,084	36,900	24,715	12,531	347	
	1,000	107,713	95,529	83,344	71,160	58,976	46,791	34,607	22,423	10,238	(1,946)	
	1,500	105,420	93,236	81,051	68,867	56,883	44,698	32,314	20,130	7,946	(4,239)	
	2,000	103,127	90,943	78,759	66,574	54,900	42,206	30,021	17,837	5,653	(6,532)	
	2,500	100,835	88,650	76,466	64,282	52,097	39,913	27,729	15,544	3,360	(8,824)	
	3,000	98,542	86,357	74,173	61,989	49,804	37,620	25,436	13,251	1,067	(11,117)	
	3,500	96,249	84,065	71,880	59,696	47,512	35,327	23,143	10,959	(1,226)	(13,410)	
	4,000	93,956	81,772	69,588	57,403	45,219	33,035	20,850	8,666	(3,518)	(15,703)	
	4,500	91,663	79,479	67,295	55,110	42,926	30,742	18,557	6,373	(5,811)	(17,995)	
	5,000	89,371	77,186	65,002	52,818	40,633	28,449	16,265	4,080	(8,104)	(20,288)	
	5,500	87,078	74,894	62,709	50,525	38,341	26,156	13,972	1,788	(10,397)	(22,581)	
	6,000	84,785	72,601	60,416	48,232	36,048	23,863	11,679	(505)	(12,690)	(24,885)	
	6,500	82,492	70,308	58,124	45,939	33,755	21,571	9,386	(2,798)	(14,982)	(27,190)	
	7,000	80,200	68,015	55,831	43,647	31,462	19,278	7,094	(5,091)	(17,275)	(29,495)	
7,500	77,907	65,722	53,538	41,354	29,169	16,985	4,801	(7,384)	(19,568)	(31,800)		
8,000	75,614	63,430	51,245	39,061	26,877	14,692	2,508	(9,676)	(21,870)	(34,105)		
8,500	73,321	61,137	48,953	36,768	24,584	12,400	215	(11,969)	(24,175)	(36,409)		
9,000	71,028	58,844	46,660	34,475	22,291	10,107	(2,078)	(14,262)	(26,480)	(38,714)		
9,500	68,736	56,551	44,367	32,183	19,998	7,814	(4,370)	(16,555)	(28,784)	(41,019)		
10,000	66,443	54,259	42,074	29,890	17,706	5,521	(6,663)	(18,855)	(31,089)	(43,324)		
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	124,483											
	14%	171,806	156,490	141,174	125,857	110,541	95,225	79,908	64,592	49,276	33,960	
	15%	161,806	147,894	132,300	117,505	102,711	87,817	73,122	58,326	43,534	28,740	
	16%	151,970	137,698	123,426	109,153	94,881	80,609	66,336	52,064	37,792	23,520	
	17.5%	137,093	123,604	110,115	96,625	83,136	69,647	56,157	42,668	29,179	15,690	
	19%	122,216	109,510	96,804	84,097	71,391	58,685	45,978	33,272	20,566	7,860	
	20%	112,298	100,114	87,930	75,745	63,561	51,377	39,192	27,008	14,824	2,640	
	21%	102,380	90,718	79,056	67,393	55,731	44,069	32,406	20,744	9,082	(2,580)	
	22%	92,462	81,322	70,182	59,041	47,901	36,761	25,620	14,480	3,340	(7,800)	
	23%	82,544	71,926	61,308	50,899	40,071	29,453	18,834	8,216	(2,402)	(13,020)	
24%	72,626	62,530	52,434	42,337	32,241	22,145	12,048	1,952	(8,144)	(18,240)		
25%	62,708	53,134	43,560	33,985	24,411	14,837	5,262	(4,312)	(13,886)	(23,460)		
Profit	20.00%											

Appendix 6

Scheme Ref: HMV
 Title: 5 No. Units at Higher Mid Value Zone
 Notes: Brownfield
 F9 update

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	124,483										
	100,000	122,182	109,998	97,814	85,629	73,445	61,261	49,076	36,892	24,708	12,524
	150,000	97,472	85,288	73,104	60,919	48,735	36,551	24,366	12,182	(2)	(12,186)
	200,000	72,762	60,578	48,394	36,209	24,025	11,841	(344)	(12,528)	(24,712)	(36,896)
	250,000	48,052	35,868	23,684	11,499	(685)	(12,869)	(25,054)	(37,238)	(49,422)	(61,606)
	300,000	23,342	11,158	(1,026)	(13,211)	(25,395)	(37,579)	(49,764)	(61,948)	(74,132)	(86,316)
	350,000	(1,368)	(13,552)	(25,736)	(37,921)	(50,105)	(62,289)	(74,474)	(86,658)	(98,842)	(111,026)
	400,000	(26,078)	(38,262)	(50,446)	(62,631)	(74,815)	(86,999)	(99,184)	(111,368)	(123,552)	(135,736)
	450,000	(50,788)	(62,972)	(75,156)	(87,341)	(99,525)	(111,709)	(123,894)	(136,078)	(148,262)	(160,446)
	500,000	(75,498)	(87,682)	(99,866)	(112,051)	(124,235)	(136,419)	(148,604)	(160,788)	(172,972)	(185,156)
550,000	(100,208)	(112,392)	(124,576)	(136,761)	(148,945)	(161,129)	(173,314)	(185,498)	(197,682)	(209,866)	
Density (dph)	5	(371,931)	(385,993)	(400,056)	(414,119)	(428,182)	(442,245)	(533,595)	(688,641)	(843,687)	(998,733)
	10	(84,855)	(77,040)	(69,224)	(61,407)	(53,591)	(45,774)	(37,958)	(30,142)	(22,326)	(14,510)
	15	33,553	21,379	9,195	(2,990)	(15,174)	(27,358)	(39,542)	(51,727)	(63,912)	(76,096)
	20	82,773	70,588	58,404	46,220	34,036	21,851	9,667	(2,517)	(14,702)	(26,886)
	25	112,298	100,114	87,930	75,745	63,561	51,377	39,192	27,008	14,824	2,640
	30	131,082	119,798	107,614	95,429	83,245	71,061	58,876	46,692	34,508	22,323
	35	146,042	133,858	121,673	109,489	97,305	85,120	72,936	60,752	48,567	36,383
	40	156,587	144,403	132,218	120,034	107,850	95,665	83,481	71,297	59,112	46,928
	45	164,785	152,604	140,420	128,235	116,051	103,867	91,682	79,498	67,314	55,129
	50	171,350	159,165	146,981	134,797	122,612	110,428	98,244	86,059	73,875	61,691
55	176,718	164,534	152,349	140,165	127,981	115,796	103,612	91,428	79,243	67,059	
% Cat M4(2)	40%	111,217	99,032	86,848	74,664	62,480	50,295	38,111	25,927	13,742	1,558
	45%	111,082	98,897	86,713	74,529	62,344	50,160	37,976	25,791	13,607	1,423
	50%	110,946	98,762	86,578	74,393	62,209	50,025	37,840	25,655	13,472	1,287
	55%	110,811	98,627	86,443	74,258	62,074	49,890	37,705	25,521	13,337	1,152
	60%	110,676	98,492	86,307	74,123	61,939	49,754	37,570	25,386	13,201	1,017
	65%	110,541	98,356	86,172	73,988	61,803	49,619	37,435	25,251	13,066	882
	70%	110,406	98,221	86,037	73,853	61,668	49,484	37,300	25,115	12,931	747
	75%	110,270	98,086	85,902	73,717	61,533	49,349	37,164	24,980	12,796	611
80%	110,135	97,951	85,767	73,582	61,398	49,214	37,029	24,845	12,661	476	

Appendix 6

Scheme Ref: **HMV**
 Title: **8 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			8 Units			
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			100%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	38.0%	3.0	0.0%	0.0	38%	3.0
3 bed House	62.0%	5.0	0.0%	0.0	62%	5.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	8.0	0.0%	0.0	100%	8.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	85.0	915	100.0%		85.0	915
3 bed House	115.0	1,238	100.0%		115.0	1,238
4 bed House	135.0	1,453	100.0%		135.0	1,453
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	258	2,781	0	0	258	2,781
3 bed House	570	6,140	0	0	570	6,140
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	829	8,921	0	0	829	8,921
AH % by floor area:			0.00% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf			total MV £ (no AH)
1 bed House	185,000	3,190	296	3,190		0
2 bed House	240,000	2,824	262	3,067		729,600
3 bed House	320,000	2,783	259	3,294		1,587,200
4 bed House	370,000	2,741	255	2,750		0
5 bed House	410,000	2,733	254	2,483		0
1 bed Flat	185,000	3,700	344	3,700		0
2 bed Flat	225,000	3,689	343	3,689		0
						2,316,800
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	30%	156,000	2,229	65%
3 bed House	90,000	1,071	28%	208,000	2,476	65%
4 bed House	107,000	1,103	29%	240,500	2,479	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	36%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	192,000	2,743	80%			
3 bed House	256,000	3,048	80%			
4 bed House	296,000	3,052	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

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GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	185,000	-
2 bed House	3.0	@	240,000	729,600
3 bed House	5.0	@	320,000	1,587,200
4 bed House	0.0	@	370,000	-
5 bed House	0.0	@	410,000	-
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	8.0			2,316,800
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	156,000	-
3 bed House	0.0	@	208,000	-
4 bed House	0.0	@	240,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	0.0	@	192,000	-
3 bed House	0.0	@	256,000	-
4 bed House	0.0	@	296,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	0.0	@	148,000	-
2 bed Flat	0.0	@	180,000	-
	0.0			-
Sub-total GDV Residential				
	8.0			2,316,800
<i>AH on-site cost analysis:</i>				
	<i>0 £ psm (total GIA sqm)</i>		<i>EMV less EGDV</i>	<i>0</i>
			<i>0 £ per unit (total units)</i>	
Grant	8	@	0	-
Total GDV				2,316,800

Appendix 6

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
CIL:	829 sqm	0.00% % of GDV	0.00 £ psm	-
CIL analysis:			0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
total		8 units @	0 per unit	-
S106 analysis:		0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum	829 sqm (total)		0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition	0.79 acres @		£ per acre (if brownfield)	-
Infrastructure costs -	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
total	0.79 acres @		0 per acre	-
Infra. Costs analysis:		0.00% % of GDV	0 £ per unit (total units)	
1 bed House	-	sqm @	1,149 psm	-
2 bed House	259	sqm @	1,149 psm	(296,902)
3 bed House	570	sqm @	1,149 psm	(655,390)
4 bed House	-	sqm @	1,149 psm	-
5 bed House	-	sqm @	1,149 psm	-
1 bed Flat	-	sqm @	1,338 psm	-
2 bed Flat	829	sqm @	1,338 psm	-
External works	962,291 @		15.0% 17,855 £ per unit	(142,844)
M4(2) Category 2 Housing	0% of All units	8 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency		8 units @	9 £ per dwelling	(72)
Contingency	1,095,207 @		5.0%	(54,760)
Professional Fees	1,095,207 @		10.0%	(109,521)
Disposal Costs -				
Marketing and Promotion	2,316,800 OMS @		1.50%	(34,752)
Residential Sales Agent Costs	2,316,800 OMS @		1.50%	(34,752)
Residential Sales Legal Costs	2,316,800 OMS @		0.50%	(11,584)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(58,626)
Developers Profit -				
Margin on AH	0		6.00% on AH values	-
Profit on GDV	2,316,800		20.00%	(463,360)
	1,412,282		32.81% on costs	(463,360)
	2,316,800		20.00% blended	(463,360)
TOTAL COSTS				(1,875,642)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				441,158
SDLT	441,158 @		5.0% (slabbed)	(11,558)
Acquisition Agent fees	441,158 @		1.0%	(4,412)
Acquisition Legal fees	441,158 @		0.5%	(2,206)
Interest on Land	441,158 @		6.5%	(28,675)
Residual Land Value				394,307
<i>RLV analysis:</i>				
	49,288 £ per plot	1,232.210 £ per ha		498,669 £ per acre

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Resi)		0.32 ha	0.79 acres	
<i>Density analysis:</i>				
		2,590 sqm/ha	11,282 sqft/ac	
Threshold Land Value	28,664 £ per plot	716,590 £ per ha	290,000 £ per acre	229,309

BALANCE				
Surplus/(Deficit)		515,620 £ per ha	208,669 £ per acre	164,998

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		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	164,998											
	0	145,158	125,317	105,477	85,636	65,796	45,955	26,115	6,274	(13,566)	(33,407)	
	10	137,510	118,072	98,634	79,196	59,758	40,320	20,882	1,444	(17,994)	(37,432)	
	20	129,862	110,826	91,791	72,755	53,720	34,684	15,649	(3,386)	(22,422)	(41,457)	
	30	122,214	103,581	84,948	66,315	47,682	29,049	10,416	(8,217)	(26,850)	(45,483)	
	40	114,565	96,335	78,105	59,874	41,644	23,414	5,183	(13,947)	(31,278)	(48,508)	
	50	106,917	89,050	71,262	53,434	35,606	17,778	(50)	(17,878)	(35,708)	(53,533)	
	CIL Epsm 0.00	60	99,269	81,844	64,419	46,993	29,568	12,143	(5,283)	(22,708)	(40,133)	(57,558)
		70	91,621	74,598	57,576	40,553	23,530	6,507	(10,516)	(27,538)	(44,561)	(61,584)
		80	83,973	67,353	50,733	34,112	17,492	872	(15,749)	(32,369)	(48,889)	(65,609)
		90	76,325	60,107	43,889	27,672	11,454	(4,764)	(20,981)	(37,199)	(53,417)	(69,635)
		100	68,677	52,862	37,046	21,231	5,416	(10,399)	(26,214)	(42,030)	(57,845)	(73,660)
		110	61,029	45,616	30,203	14,791	(622)	(16,035)	(31,447)	(46,860)	(62,273)	(77,685)
		120	53,381	38,370	23,360	8,350	(6,660)	(21,670)	(36,880)	(51,890)	(66,701)	(81,711)
		130	45,732	31,125	16,517	1,910	(12,698)	(27,306)	(41,913)	(56,521)	(71,129)	(85,743)
		140	38,084	23,879	9,674	(4,535)	(18,744)	(32,953)	(47,162)	(61,371)	(75,580)	(89,789)
		150	30,404	16,600	2,795	(11,009)	(24,814)	(38,618)	(52,422)	(66,227)	(80,031)	(93,838)
	160	22,716	9,316	(4,084)	(17,483)	(30,883)	(44,283)	(57,883)	(71,083)	(84,483)	(97,882)	
	170	15,028	2,032	(10,963)	(23,958)	(36,953)	(49,948)	(62,943)	(75,939)	(88,934)	(101,929)	
	180	7,339	(5,251)	(17,842)	(30,432)	(43,023)	(55,613)	(68,204)	(80,794)	(93,385)	(105,975)	
	190	(349)	(12,535)	(24,721)	(36,907)	(48,093)	(61,278)	(73,464)	(85,650)	(97,836)	(110,022)	
200	(8,037)	(19,819)	(31,600)	(43,381)	(55,162)	(66,944)	(78,725)	(90,506)	(102,287)	(114,068)		
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	164,998											
	0	145,158	125,317	105,477	85,636	65,796	45,955	26,115	6,274	(13,566)	(33,407)	
	500	141,441	121,600	101,760	81,919	62,079	42,238	22,397	2,557	(17,284)	(37,124)	
	1,000	137,723	117,883	98,042	78,202	58,361	38,521	18,680	(1,160)	(21,001)	(40,841)	
	1,500	134,006	114,165	94,325	74,484	54,644	34,803	14,963	(4,878)	(24,718)	(44,558)	
	2,000	130,289	110,448	90,608	70,767	50,927	31,086	11,246	(8,955)	(28,436)	(48,278)	
	2,500	126,571	106,731	86,890	67,050	47,209	27,369	7,528	(12,312)	(32,153)	(51,993)	
	3,000	122,854	103,014	83,173	63,332	43,492	23,651	3,811	(16,030)	(35,870)	(55,711)	
	3,500	119,137	99,296	79,456	59,615	39,775	19,934	94	(19,747)	(39,587)	(59,428)	
	4,000	115,419	95,579	75,738	55,898	36,057	16,217	(3,624)	(23,464)	(43,305)	(63,145)	
	4,500	111,702	91,862	72,021	52,181	32,340	12,499	(7,341)	(27,182)	(47,022)	(66,863)	
	5,000	107,985	88,144	68,304	48,463	28,623	8,782	(11,358)	(30,899)	(50,739)	(70,588)	
	5,500	104,267	84,427	64,586	44,746	24,905	5,065	(14,775)	(34,616)	(54,457)	(74,297)	
	6,000	100,550	80,710	60,869	41,029	21,188	1,348	(18,493)	(38,333)	(58,174)	(78,015)	
	6,500	96,833	76,992	57,152	37,311	17,471	(2,370)	(22,210)	(42,051)	(61,891)	(81,732)	
	7,000	93,116	73,275	53,434	33,594	13,753	(6,087)	(25,928)	(45,768)	(65,609)	(85,455)	
7,500	89,398	69,558	49,717	29,877	10,036	(9,804)	(29,645)	(49,485)	(69,326)	(89,191)		
8,000	85,681	65,840	46,000	26,159	6,319	(13,522)	(33,362)	(53,203)	(73,054)	(92,928)		
8,500	81,964	62,123	42,283	22,442	2,602	(17,239)	(37,080)	(56,920)	(76,791)	(96,665)		
9,000	78,246	58,406	38,565	18,725	(1,116)	(20,956)	(40,797)	(60,634)	(80,528)	(100,402)		
9,500	74,529	54,688	34,848	15,007	(4,833)	(24,674)	(44,516)	(64,390)	(84,265)	(104,139)		
10,000	70,812	50,971	31,131	11,290	(8,550)	(28,391)	(48,253)	(68,127)	(88,002)	(107,876)		
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	164,998											
	14%	260,048	234,161	208,273	182,386	156,499	130,611	104,724	78,836	52,949	27,062	
	15%	240,900	216,020	191,141	166,261	141,381	116,502	91,622	66,743	41,863	16,984	
	16%	221,751	197,880	174,008	150,136	126,264	102,393	78,521	54,649	30,777	6,906	
	17.5%	193,029	170,669	148,309	125,949	103,589	81,229	58,869	36,509	14,148	(8,212)	
	19%	164,306	143,458	122,610	101,761	80,913	60,065	39,216	18,368	(2,480)	(23,329)	
	20%	145,158	125,317	105,477	85,636	65,796	45,955	26,115	6,274	(13,566)	(33,407)	
	21%	126,010	107,177	88,344	69,511	50,679	31,846	13,013	(5,819)	(24,652)	(43,485)	
	22%	106,861	89,036	71,211	53,387	35,562	17,737	(88)	(17,913)	(35,738)	(53,563)	
	23%	87,713	70,896	54,079	37,262	20,444	3,627	(13,190)	(30,007)	(46,824)	(63,641)	
24%	68,565	52,755	36,946	21,137	5,327	(10,482)	(26,291)	(42,101)	(57,910)	(73,719)		
25%	49,416	34,615	19,813	5,012	(8,790)	(24,591)	(39,393)	(54,194)	(68,996)	(83,797)		

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		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	164,998										
	100,000	295,395	275,554	255,714	235,873	216,033	196,192	176,352	156,511	136,671	116,830
	150,000	255,859	236,018	216,178	196,337	176,497	156,656	136,816	116,975	97,135	77,294
	200,000	216,323	196,482	176,642	156,801	136,961	117,120	97,280	77,439	57,599	37,758
	250,000	176,787	156,946	137,106	117,265	97,425	77,584	57,744	37,903	18,063	(1,778)
	300,000	137,251	117,410	97,570	77,729	57,889	38,048	18,208	(1,633)	(21,473)	(41,314)
	350,000	97,715	77,874	58,034	38,193	18,353	(1,488)	(21,328)	(41,169)	(61,009)	(80,850)
	400,000	58,179	38,338	18,498	(1,343)	(21,183)	(41,024)	(60,884)	(80,765)	(100,545)	(120,386)
	450,000	18,643	(1,198)	(21,038)	(40,879)	(60,719)	(80,560)	(100,400)	(120,241)	(140,081)	(159,922)
	500,000	(20,893)	(40,734)	(60,574)	(80,415)	(100,255)	(120,096)	(139,936)	(159,777)	(179,617)	(199,458)
550,000	(60,429)	(80,270)	(100,110)	(119,951)	(139,791)	(159,632)	(179,472)	(199,313)	(219,153)	(238,994)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	164,998										
	5	(772,077)	(791,818)	(811,758)	(831,599)	(851,439)	(871,280)	(891,120)	(910,961)	(930,801)	(950,642)
	10	(198,305)	(218,046)	(237,786)	(257,527)	(277,267)	(297,008)	(316,748)	(336,489)	(356,229)	(375,970)
	15	(7,715)	(27,555)	(47,396)	(67,236)	(87,077)	(106,917)	(126,758)	(146,598)	(166,439)	(186,279)
	20	87,831	67,990	48,150	28,309	8,469	(11,372)	(31,212)	(51,053)	(70,893)	(90,734)
	25	145,158	125,317	105,477	85,636	65,796	45,955	26,115	6,274	(13,566)	(33,407)
	30	183,376	163,536	143,695	123,855	104,014	84,173	64,333	44,492	24,652	4,811
	35	210,675	190,834	170,994	151,153	131,313	111,472	91,632	71,791	51,951	32,110
	40	231,149	211,308	191,468	171,627	151,787	131,946	112,106	92,265	72,425	52,584
	45	247,073	227,232	207,392	187,551	167,711	147,870	128,030	108,189	88,349	68,508
50	259,812	239,972	220,131	200,291	180,450	160,610	140,769	120,929	101,088	81,248	
55	270,235	250,395	230,554	210,714	190,873	171,033	151,192	131,352	111,511	91,671	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	164,998										
	40%	143,404	123,564	103,723	83,883	64,042	44,202	24,361	4,521	(15,320)	(35,160)
	45%	143,185	123,345	103,504	83,664	63,823	43,963	24,142	4,301	(15,539)	(35,380)
	50%	142,966	123,125	103,285	83,444	63,604	43,763	23,923	4,082	(15,758)	(35,599)
	55%	142,747	122,906	103,066	83,225	63,385	43,544	23,704	3,863	(15,977)	(35,818)
	60%	142,528	122,687	102,847	83,006	63,165	43,325	23,484	3,644	(16,197)	(36,037)
	65%	142,308	122,468	102,627	82,787	62,946	43,106	23,265	3,425	(16,416)	(36,256)
	70%	142,089	122,249	102,408	82,568	62,727	42,887	23,046	3,206	(16,635)	(36,475)
	75%	141,870	122,029	102,189	82,348	62,508	42,667	22,827	2,986	(16,854)	(36,695)
80%	141,651	121,810	101,970	82,129	62,289	42,448	22,608	2,767	(17,073)	(36,914)	

Appendix 6

Scheme Ref: HMV
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ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			15 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	1.0	55.0%	2.9	26%	3.9
3 bed House	52.0%	5.1	12.0%	0.6	38%	5.7
4 bed House	30.0%	2.9	0.0%	0.0	20%	2.9
5 bed House	3.0%	0.8	0.0%	0.0	5%	0.8
1 bed Flat	0.0%	0.0	33.0%	1.7	12%	1.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.8	100.0%	5.3	100%	15.0
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	85.0	915	100.0%		85.0	915
3 bed House	115.0	1,238	100.0%		115.0	1,238
4 bed House	135.0	1,453	100.0%		135.0	1,453
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA	AH units GIA	Total GIA (all units)			
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	83	892	202	2,176	285	3,068
3 bed House	583	6,276	53	570	636	6,846
4 bed House	395	4,250	0	0	395	4,250
5 bed House	117	1,259	0	0	117	1,259
1 bed Flat	0	0	96	1,036	96	1,036
2 bed Flat	0	0	0	0	0	0
	1,178	12,678	351	3,781	1,529	16,459
	AH % by floor area:		22.97% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	185,000	3,190	296	3,190	0	
2 bed House	240,000	2,824	262	3,067	927,000	
3 bed House	320,000	2,783	259	3,294	1,824,000	
4 bed House	370,000	2,741	255	2,750	1,082,250	
5 bed House	410,000	2,733	254	2,483	319,800	
1 bed Flat	185,000	3,700	344	3,700	320,513	
2 bed Flat	225,000	3,689	343	3,689	0	
					4,473,563	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	30%	156,000	2,229	65%
3 bed House	90,000	1,071	28%	208,000	2,476	65%
4 bed House	107,000	1,103	29%	240,500	2,479	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	38%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	192,000	2,743	80%			
3 bed House	256,000	3,048	80%			
4 bed House	296,000	3,052	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	1.0	@	240,000	234,000
3 bed House	5.1	@	320,000	1,622,400
4 bed House	2.9	@	370,000	1,082,250
5 bed House	0.8	@	410,000	319,800
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	9.8			3,258,450
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	2.0	@	72,000	145,530
3 bed House	0.4	@	90,000	39,690
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	1.2	@	66,000	80,042
2 bed Flat	0.0	@	72,000	-
	3.7			265,262
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.4	@	156,000	67,568
3 bed House	0.1	@	208,000	19,656
4 bed House	0.0	@	240,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.3	@	120,250	31,250
2 bed Flat	0.0	@	146,250	-
	0.8			118,473
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	0.4	@	192,000	83,160
3 bed House	0.1	@	256,000	24,192
4 bed House	0.0	@	296,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	0.3	@	148,000	38,462
2 bed Flat	0.0	@	180,000	-
	0.8			145,814
Sub-total GDV Residential				
	15.0			3,787,998
<i>AH on-site cost analysis:</i>				
			EMV less EGDV	685,564
	448 £ psm (total GIA sqm)		45,704 £ per unit (total units)	
Grant	15	@	0	-
Total GDV				3,787,998

Appendix 6

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(20,000)
Statutory Planning Fees (Residential)					(5,775)
CIL		1,178 sqm		0.00 £ psm	-
		0.00% % of GDV		0 £ per unit (total units)	-
CIL analysis:					
Site Specific S106 Contributions					-
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
total		15 units @		0 per unit	-
		0.00% % of GDV		0 £ per unit (total units)	-
S106 analysis:					
AH Commuted Sum		1,529 sqm (total)		0 £ psm	-
		0.00% % of GDV			-
Comm. Sum analysis:					
Construction Costs -					
Site Clearance and Demolition		1.48 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
total		1.48 acres @		0 per acre	-
		0.00% % of GDV		0 £ per unit (total units)	-
Infra. Costs analysis:					
1 bed House		- sqm @		1,149 psm	-
2 bed House		285 sqm @		1,149 psm	(327,465)
3 bed House		636 sqm @		1,149 psm	(730,730)
4 bed House		395 sqm @		1,149 psm	(453,711)
5 bed House		117 sqm @		1,149 psm	(134,433)
1 bed Flat		96 sqm @		1,339 psm	(128,879)
2 bed Flat		1,529 sqm @		1,339 psm	-
External works					
		1,775,218 @		15.0% 17,752 £ per unit	(266,283)
M4(2) Category 2 Housing		0% of All units	15 units @	521 £ per dwelling	-
M4(3) Category 3 Housing		0% of All units	15 units @	10,307 £ per dwelling	-
Water efficiency			15 units @	9 £ per dwelling	(135)
Contingency		2,041,635 @		5.0%	(102,082)
Professional Fees		2,041,635 @		10.0%	(204,164)
Disposal Costs -					
Marketing and Promotion		3,258,450 OMS @		1.50%	(48,877)
Residential Sales Agent Costs		3,258,450 OMS @		1.50%	(48,877)
Residential Sales Legal Costs		3,258,450 OMS @		0.50%	(16,292)
Interest (on Development Costs) -					
		6.50% APR		0.526% pcm	(65,561)
Developers Profit -					
Margin on AH		529,548		6.00% on AH values	(31,773)
Profit on GDV		3,258,450		20.00%	(651,690)
		2,953,263		25.32% on costs	(651,690)
		3,787,998		18.04% blended	(683,463)
TOTAL COSTS					(3,236,725)

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RESIDUAL LAND VALUE			
Residual Land Value (gross)			551,273
SDLT	551,273 @	5.0% (slabbed)	(17,064)
Acquisition Agent fees	551,273 @	1.0%	(5,513)
Acquisition Legal fees	551,273 @	0.5%	(2,756)
Interest on Land	551,273 @	6.5%	(35,833)
Residual Land Value			490,108
RLV analysis: 32,674 £ per plot 816,846 £ per ha 330,573 £ per acre			

THRESHOLD LAND VALUE			
Residential Density	25.0	dph	
Site Area (Resi)	0.60	ha	1.48 acres
	2,548	sqm/ha	11,101 sqft/ac
Density analysis:			
Threshold Land Value	31,629 £ per plot	790,720 £ per ha	320,000 £ per acre
			474,432

BALANCE			
Surplus/(Deficit)		26,126 £ per ha	10,573 £ per acre
			15,676

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SENSITIVITY ANALYSIS													
		AH - % on site 35%											
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%		
Balance (RLV - TLV)	15,676	0	322,963	271,749	220,534	169,320	118,105	66,890	15,676	(35,539)	(86,754)	(137,968)	
	10	0	306,242	255,908	205,573	155,239	104,904	54,569	4,235	(46,100)	(96,434)	(146,769)	
	20	0	289,521	240,067	190,612	141,158	91,703	42,249	(7,206)	(56,660)	(106,115)	(155,569)	
	30	0	272,800	224,226	175,651	127,077	78,502	29,928	(18,647)	(67,221)	(115,796)	(164,370)	
	40	0	256,079	208,385	160,691	112,996	65,362	17,807	(30,087)	(77,762)	(125,476)	(173,171)	
	50	0	239,358	192,544	145,730	98,915	52,101	5,286	(41,528)	(88,342)	(135,157)	(181,971)	
	CIL Espm	0.00	60	222,637	176,703	130,769	84,834	38,900	(7,034)	(52,969)	(98,303)	(144,837)	(190,772)
		70	0	205,916	160,862	115,808	70,753	25,699	(19,355)	(64,409)	(109,464)	(154,518)	(199,572)
		80	0	189,195	145,021	100,847	56,673	12,498	(31,676)	(75,850)	(120,024)	(164,199)	(208,373)
		90	0	172,474	129,180	85,886	42,592	(702)	(43,997)	(87,291)	(130,585)	(173,879)	(217,197)
		100	0	155,753	113,339	70,925	28,511	(13,903)	(56,317)	(98,731)	(141,146)	(183,580)	(226,044)
		110	0	139,032	97,499	55,964	14,430	(27,104)	(68,638)	(110,172)	(151,733)	(193,312)	(234,891)
		120	0	122,311	81,657	41,003	349	(40,305)	(80,961)	(121,655)	(162,349)	(203,043)	(243,738)
		130	0	105,590	65,816	26,042	(13,732)	(53,537)	(93,346)	(133,156)	(172,965)	(212,775)	(252,584)
		140	0	88,869	49,967	11,042	(27,882)	(66,807)	(105,732)	(144,657)	(183,582)	(222,506)	(261,431)
		150	0	72,083	34,043	(3,997)	(42,037)	(80,078)	(118,118)	(156,158)	(194,198)	(232,238)	(270,278)
	160	0	55,274	18,118	(19,037)	(56,192)	(93,348)	(130,503)	(167,659)	(204,814)	(241,969)	(279,125)	
	170	0	38,465	2,194	(34,077)	(70,347)	(106,618)	(142,889)	(179,160)	(215,430)	(251,701)	(287,972)	
	180	0	21,656	(13,730)	(49,116)	(84,502)	(119,888)	(155,274)	(190,660)	(226,046)	(261,433)	(296,819)	
	190	0	4,847	(29,655)	(64,156)	(98,657)	(133,159)	(167,660)	(202,161)	(236,663)	(271,164)	(305,665)	
	200	0	(11,962)	(45,579)	(79,196)	(112,812)	(146,429)	(180,046)	(213,662)	(247,279)	(280,896)	(314,512)	
Site Specific S106	0	500	315,994	264,779	213,564	162,350	111,135	59,920	8,706	(42,509)	(93,724)	(144,938)	
	1,000	0	309,024	257,809	206,594	155,380	104,165	52,950	1,736	(49,479)	(100,694)	(151,908)	
	1,500	0	302,054	250,839	199,624	148,410	97,195	45,380	(5,234)	(56,449)	(107,664)	(158,578)	
	2,000	0	295,084	243,869	192,654	141,440	90,225	39,010	(12,204)	(63,419)	(114,634)	(165,548)	
	2,500	0	288,114	236,899	185,684	134,470	83,255	32,040	(19,174)	(70,389)	(121,604)	(172,818)	
	3,000	0	281,144	229,929	178,714	127,500	76,285	25,070	(26,144)	(77,359)	(128,574)	(179,788)	
	3,500	0	274,174	222,959	171,744	120,530	69,315	18,100	(33,114)	(84,329)	(135,544)	(186,758)	
	4,000	0	267,204	215,989	164,774	113,560	62,345	11,130	(40,084)	(91,299)	(142,513)	(193,728)	
	4,500	0	260,234	209,019	157,804	106,590	55,375	4,161	(47,054)	(98,269)	(149,483)	(200,698)	
	5,000	0	253,264	202,049	150,835	99,620	48,405	(2,809)	(54,024)	(105,239)	(156,453)	(207,668)	
	5,500	0	246,294	195,079	143,865	92,650	41,435	(9,779)	(60,994)	(112,209)	(163,423)	(214,638)	
	6,000	0	239,324	188,109	136,895	85,680	34,465	(16,749)	(67,964)	(119,179)	(170,393)	(221,608)	
	6,500	0	232,354	181,139	129,925	78,710	27,495	(23,719)	(74,934)	(126,149)	(177,363)	(228,578)	
	7,000	0	225,384	174,169	122,955	71,740	20,525	(30,689)	(81,904)	(133,119)	(184,338)	(235,548)	
	7,500	0	218,414	167,199	115,985	64,770	13,555	(37,659)	(88,874)	(140,089)	(191,308)	(242,518)	
	8,000	0	211,444	160,229	109,015	57,800	6,585	(44,629)	(95,844)	(147,061)	(198,278)	(249,488)	
8,500	0	204,474	153,259	102,045	50,830	(385)	(51,599)	(102,814)	(154,036)	(205,248)	(256,458)		
9,000	0	197,504	146,289	95,075	43,860	(1,355)	(58,569)	(109,784)	(161,014)	(212,218)	(263,428)		
9,500	0	190,534	139,319	88,105	36,890	(14,324)	(65,539)	(116,770)	(168,081)	(219,188)	(270,398)		
10,000	0	183,564	132,350	81,135	29,920	(21,294)	(72,509)	(123,777)	(175,087)	(226,398)	(277,368)		
Profit	20.00%	14%	571,558	507,260	442,961	378,662	314,364	250,065	185,767	121,468	57,169	(7,129)	
	15%	0	530,126	468,008	405,890	343,772	281,654	219,536	157,418	95,300	33,182	(29,936)	
	16%	0	489,693	428,756	368,819	308,881	248,944	189,007	129,070	69,132	9,195	(50,742)	
	17.5%	0	426,545	369,878	313,212	256,546	199,879	143,213	86,547	29,881	(26,786)	(83,452)	
	19%	0	364,396	311,001	257,605	204,210	150,815	97,419	44,024	(9,371)	(62,767)	(116,162)	
	20%	0	322,963	271,749	220,534	169,320	118,105	66,890	15,676	(35,539)	(86,754)	(137,968)	
	21%	0	281,531	232,497	183,463	134,429	85,395	36,361	(12,673)	(61,707)	(110,741)	(159,775)	
	22%	0	240,099	193,245	146,392	99,539	52,685	5,832	(41,021)	(87,875)	(134,728)	(181,582)	
	23%	0	198,666	153,993	109,321	64,648	19,975	(24,697)	(69,370)	(114,043)	(158,715)	(203,388)	
	24%	0	157,234	114,742	72,250	29,758	(12,734)	(65,226)	(97,719)	(140,211)	(182,703)	(225,195)	
25%	0	115,801	75,490	35,178	(5,133)	(45,444)	(85,756)	(126,067)	(166,378)	(206,690)	(247,001)		

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HMV
15 No. Units at Higher Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	15,676										
	100,000	849,135	597,921	546,706	495,492	444,277	393,062	341,848	290,633	239,418	188,204
	150,000	575,005	523,791	472,576	421,362	370,147	318,932	267,718	216,503	165,288	114,074
	200,000	500,875	449,661	398,446	347,232	296,017	244,802	193,588	142,373	91,158	39,944
	250,000	426,745	375,531	324,316	273,102	221,887	170,672	119,458	68,243	17,028	(34,186)
	300,000	352,615	301,401	250,186	198,972	147,757	96,542	45,328	(5,887)	(57,102)	(108,316)
	350,000	278,485	227,271	176,056	124,842	73,627	22,412	(28,802)	(80,017)	(131,232)	(182,446)
	400,000	204,355	153,141	101,926	50,712	(503)	(51,718)	(102,932)	(154,147)	(205,362)	(256,576)
	450,000	130,225	79,011	27,796	(23,418)	(74,633)	(125,848)	(177,062)	(228,277)	(279,492)	(330,706)
	500,000	56,095	4,881	(46,334)	(97,548)	(148,763)	(199,978)	(251,192)	(302,407)	(353,622)	(404,836)
550,000	(18,035)	(69,249)	(120,464)	(171,678)	(222,893)	(274,108)	(325,322)	(376,537)	(427,752)	(478,966)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Density (dph)	5	(1,574,765)	(1,625,979)	(1,677,194)	(1,728,408)	(1,779,623)	(1,830,838)	(1,882,052)	(1,933,267)	(1,984,482)	(2,035,696)
	10	(388,885)	(439,899)	(491,114)	(542,328)	(593,543)	(644,758)	(695,972)	(747,187)	(798,402)	(849,616)
	15	6,675	(44,539)	(95,754)	(146,968)	(198,183)	(249,398)	(300,612)	(351,827)	(403,042)	(454,256)
	20	204,355	153,141	101,926	50,712	(503)	(51,718)	(102,932)	(154,147)	(205,362)	(256,576)
	25	322,963	271,749	220,534	169,320	118,105	66,890	15,676	(35,539)	(86,754)	(137,968)
	30	402,035	350,821	299,606	248,392	197,177	145,962	94,748	43,533	(7,882)	(58,896)
	35	458,515	407,301	356,086	304,872	253,657	202,442	151,228	100,013	48,798	(2,416)
	40	500,875	449,661	398,446	347,232	296,017	244,802	193,588	142,373	91,158	39,944
	45	533,822	482,607	431,393	380,178	328,964	277,749	226,534	175,320	124,105	72,890
	50	560,179	508,965	457,750	406,536	355,321	304,106	252,892	201,677	150,462	99,248
55	581,745	530,530	479,315	428,101	376,886	325,671	274,457	223,242	172,027	120,813	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	319,676	268,461	217,246	166,032	114,817	63,602	12,388	(38,827)	(90,042)	(141,256)
	45%	319,265	268,050	216,835	165,621	114,406	63,191	11,977	(39,238)	(90,453)	(141,667)
	50%	318,854	267,638	216,424	165,210	113,995	62,780	11,566	(39,649)	(90,864)	(142,079)
	55%	318,443	267,226	216,013	164,799	113,584	62,369	11,155	(40,060)	(91,275)	(142,489)
	60%	318,032	266,817	215,602	164,388	113,173	61,958	10,744	(40,471)	(91,686)	(142,900)
	65%	317,621	266,406	215,191	163,977	112,762	61,547	10,333	(40,882)	(92,097)	(143,311)
	70%	317,210	265,995	214,780	163,566	112,351	61,136	9,922	(41,293)	(92,508)	(143,722)
	75%	316,799	265,584	214,369	163,155	111,940	60,725	9,511	(41,704)	(92,919)	(144,133)
80%	316,388	265,173	213,958	162,744	111,529	60,314	9,100	(42,115)	(93,330)	(144,544)	

Appendix 6

Scheme Ref: **HMV**
 Title: **30 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	2.0	55.0%	5.8	26%	7.7
3 bed House	52.0%	10.1	12.0%	1.3	38%	11.4
4 bed House	30.0%	5.9	0.0%	0.0	20%	5.9
5 bed House	8.0%	1.6	0.0%	0.0	5%	1.6
1 bed Flat	0.0%	0.0	33.0%	3.5	12%	3.5
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	19.5	100.0%	10.5	100%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	85.0	915	100.0%		85.0	915
3 bed House	115.0	1,238	100.0%		115.0	1,238
4 bed House	135.0	1,453	100.0%		135.0	1,453
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	166	1,784	404	4,351	570	6,135
3 bed House	1,166	12,552	106	1,138	1,272	13,691
4 bed House	790	8,501	0	0	790	8,501
5 bed House	234	2,519	0	0	234	2,519
1 bed Flat	0	0	193	2,072	193	2,072
2 bed Flat	0	0	0	0	0	0
	2,356	25,355	703	7,563	3,058	32,918
	AH % by floor area:		22.97% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	185,000	3,190	296	3,190	0	
2 bed House	240,000	2,824	262	3,067	1,854,000	
3 bed House	320,000	2,783	259	3,294	3,648,000	
4 bed House	370,000	2,741	255	2,750	2,164,500	
5 bed House	410,000	2,733	254	2,483	639,600	
1 bed Flat	185,000	3,700	344	3,700	641,025	
2 bed Flat	225,000	3,689	343	3,689	0	
					8,947,125	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	30%	156,000	2,229	65%
3 bed House	90,000	1,071	28%	208,000	2,476	65%
4 bed House	107,000	1,103	29%	240,500	2,479	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	36%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	192,000	2,743	80%			
3 bed House	256,000	3,048	80%			
4 bed House	296,000	3,052	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 6

Scheme Ref: HMV
 Title: 30 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	2.0	@	240,000	468,000
3 bed House	10.1	@	320,000	3,244,800
4 bed House	5.9	@	370,000	2,164,500
5 bed House	1.6	@	410,000	639,600
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	19.5			6,516,900
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	4.0	@	72,000	291,060
3 bed House	0.9	@	90,000	79,380
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	2.4	@	65,000	160,083
2 bed Flat	0.0	@	72,000	-
	7.4			530,523
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.9	@	156,000	135,135
3 bed House	0.2	@	208,000	39,312
4 bed House	0.0	@	240,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.5	@	120,250	62,500
2 bed Flat	0.0	@	146,250	-
	1.6			236,947
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	0.9	@	192,000	166,320
3 bed House	0.2	@	256,000	48,384
4 bed House	0.0	@	296,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	0.5	@	148,000	76,923
2 bed Flat	0.0	@	180,000	-
	1.6			291,627
Sub-total GDV Residential			30.0	7,575,997
<i>AH on-site cost analysis:</i>				<i>EMV less EGDV</i>
			<i>448 £ psm (total GIA sqm)</i>	<i>1,371,128</i>
				<i>45,704 £ per unit (total units)</i>
Grant	30	@	0	-
Total GDV				7,575,997

Appendix 6

Scheme Ref: **HMV**
 Title: **30 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	2,386 sqm	0.00 £/psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	30 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum	3,058 sqm (total)	0 £/psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	2.97 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	2.97 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	570 sqm @	1,149 psm		(654,830)
3 bed House	1,272 sqm @	1,149 psm		(1,461,459)
4 bed House	790 sqm @	1,149 psm		(907,423)
5 bed House	234 sqm @	1,149 psm		(268,866)
1 bed Flat	193 sqm @	1,339 psm		(257,758)
2 bed Flat	3,058 sqm @	1,339 psm		-
External works	3,550.435 @	15.0% 17,752 £ per unit		(532,565)
M4(2) Category 2 Housing	5% of All units	30 units @	521 £ per dwelling	(782)
M4(3) Category 3 Housing	0% of All units	30 units @	10,307 £ per dwelling	-
Water efficiency		30 units @	9 £ per dwelling	(270)
Contingency	4,084,052 @	5.0%		(204,203)
Professional Fees	4,084,052 @	10.0%		(408,405)
Disposal Costs -				
Marketing and Promotion	6,516,900 OMS @	1.50%		(97,754)
Residential Sales Agent Costs	6,516,900 OMS @	1.50%		(97,754)
Residential Sales Legal Costs	6,516,900 OMS @	0.50%		(32,585)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(105,920)
Developers Profit -				
Margin on AH	1,059,097	6.00% on AH values		(63,546)
Profit on GDV	6,516,900	20.00%		(1,303,380)
	5,072,221	25.70% on costs	(1,303,380)	
	7,575,997	18.04% blended	(1,366,926)	
TOTAL COSTS				(6,439,147)

Appendix 6

Scheme Ref: HMV
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 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,136,850
SDLT	1,136,850 @		5.0% (slabbed)	(46,342)
Acquisition Agent fees	1,136,850 @		1.0%	(11,368)
Acquisition Legal fees	1,136,850 @		0.5%	(5,684)
Interest on Land	1,136,850 @		6.5%	(73,895)
Residual Land Value				999,559
RLV analysis: 33,319 £ per plot 832,966 £ per ha 337,097 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Resi)		1.20 ha	2.97 acres	
	Density analysis:	2.548 sqm/ha	11,101 sqft/ac	
Threshold Land Value	31,629 £ per plot	790,720 £ per ha	320,000 £ per acre	948,864

BALANCE				
Surplus/(Deficit)		42,246 £ per ha	17,097 £ per acre	50,695

Appendix 6

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SENSITIVITY ANALYSIS													
		AH - % on site 35%											
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%		
Balance (RLV - TLV)	50,695	0	675,366	571,277	467,189	363,100	259,012	154,856	50,695	(53,466)	(157,627)	(261,789)	
	10	641,393	539,093	436,784	334,420	232,056	129,692	27,328	(75,035)	(177,399)	(279,763)		
	20	607,360	506,793	406,227	305,661	205,094	104,528	3,962	(96,605)	(197,171)	(297,737)		
	30	573,208	474,439	375,670	276,902	178,133	79,364	(19,405)	(118,174)	(216,943)	(315,712)		
	40	539,057	442,085	345,114	248,142	151,171	54,199	(42,772)	(139,743)	(236,715)	(333,686)		
	50	504,905	409,731	314,557	219,383	124,209	29,035	(86,139)	(161,313)	(256,487)	(351,661)		
	CIL Spenn	0.00	60	470,754	377,377	284,001	190,624	97,248	3,871	(89,506)	(182,882)	(276,259)	(369,635)
		70	436,602	345,023	253,444	161,865	70,286	(21,293)	(112,872)	(204,452)	(296,031)	(387,610)	
		80	402,451	312,669	222,888	133,106	43,324	(46,458)	(136,239)	(226,021)	(315,503)	(405,584)	
		90	368,299	280,315	192,331	104,347	16,362	(71,622)	(159,606)	(247,590)	(335,574)	(423,559)	
		100	334,148	247,961	161,774	75,588	(10,599)	(96,786)	(182,973)	(269,160)	(355,346)	(441,563)	
		110	299,996	215,607	131,218	46,828	(37,561)	(121,950)	(206,340)	(290,729)	(375,146)	(459,632)	
		120	265,845	183,253	100,661	18,069	(64,523)	(147,114)	(229,706)	(312,343)	(395,223)	(477,701)	
		130	231,694	150,899	70,106	(10,690)	(91,484)	(172,282)	(253,154)	(334,026)	(414,898)	(495,770)	
		140	197,542	118,545	39,548	(39,449)	(118,514)	(197,579)	(276,644)	(355,709)	(434,774)	(513,839)	
		150	163,391	86,158	8,899	(68,359)	(145,617)	(222,875)	(300,134)	(377,392)	(454,650)	(531,908)	
	160	129,085	53,633	(21,818)	(97,269)	(172,721)	(248,172)	(323,623)	(399,075)	(474,526)	(549,977)		
	170	94,753	21,109	(52,535)	(126,180)	(199,824)	(273,469)	(347,113)	(420,758)	(494,402)	(568,046)		
	180	60,422	(11,415)	(83,253)	(155,090)	(226,928)	(298,765)	(370,603)	(442,440)	(514,278)	(586,115)		
	190	26,091	(43,939)	(113,970)	(184,001)	(254,031)	(324,062)	(394,093)	(464,123)	(534,154)	(604,184)		
	200	(8,240)	(76,464)	(144,687)	(212,911)	(281,135)	(349,359)	(417,682)	(485,806)	(554,030)	(622,253)		
Site Specific S106	0	675,366	571,277	467,189	363,100	259,012	154,856	50,695	(53,466)	(157,627)	(261,789)		
	500	661,422	557,333	453,245	349,156	245,000	140,839	36,678	(67,483)	(171,645)	(275,806)		
	1,000	647,478	543,389	439,301	335,144	230,963	126,822	22,661	(81,501)	(185,662)	(289,823)		
	1,500	633,534	529,445	425,288	321,127	216,966	112,804	8,643	(95,516)	(199,679)	(303,841)		
	2,000	619,590	515,432	411,271	307,110	202,948	98,787	(5,374)	(109,535)	(213,697)	(317,858)		
	2,500	605,576	501,415	397,254	293,092	188,931	84,770	(19,391)	(123,553)	(227,714)	(331,875)		
	3,000	591,559	487,397	383,236	279,075	174,914	70,752	(33,409)	(137,570)	(241,731)	(345,893)		
	3,500	577,541	473,380	369,219	265,058	160,896	56,735	(47,426)	(151,587)	(255,749)	(359,910)		
	4,000	563,524	459,363	355,202	251,040	146,879	42,718	(61,443)	(165,605)	(269,766)	(373,927)		
	4,500	549,507	445,345	341,184	237,023	132,862	28,700	(75,461)	(179,622)	(283,783)	(387,945)		
	5,000	535,489	431,328	327,167	223,006	118,844	14,683	(89,478)	(193,639)	(297,801)	(401,962)		
	5,500	521,472	417,311	313,150	208,988	104,827	666	(103,495)	(207,657)	(311,818)	(415,979)		
	6,000	507,455	403,293	299,132	194,971	90,810	(13,352)	(117,513)	(221,674)	(325,835)	(429,997)		
	6,500	493,437	389,276	285,115	180,954	76,792	(27,369)	(131,530)	(235,691)	(339,853)	(444,075)		
	7,000	479,420	375,259	271,098	166,936	62,775	(41,386)	(145,547)	(249,709)	(353,870)	(458,148)		
	7,500	465,403	361,241	257,080	152,919	48,758	(55,404)	(159,565)	(263,726)	(367,887)	(472,239)		
	8,000	451,385	347,224	243,063	138,902	34,740	(69,421)	(173,582)	(277,743)	(381,906)	(486,330)		
	8,500	437,368	333,207	229,046	124,884	20,723	(83,438)	(187,599)	(291,761)	(395,929)	(500,421)		
	9,000	423,351	319,189	215,028	110,867	6,706	(97,456)	(201,617)	(305,789)	(410,151)	(514,512)		
	9,500	409,333	305,172	201,011	96,850	(7,312)	(111,473)	(215,634)	(319,880)	(424,242)	(528,603)		
	10,000	395,316	291,155	186,994	82,832	(21,329)	(125,490)	(229,651)	(333,971)	(438,333)	(542,695)		
Profit	20.00%	14%	1,172,555	1,042,299	912,042	781,786	651,529	521,206	390,877	260,548	130,219	(110)	
	15%	1,089,690	963,795	837,900	712,005	586,110	460,148	334,180	208,213	92,245	(43,729)		
	16%	1,006,825	885,292	763,758	642,224	520,690	399,090	277,483	155,877	34,270	(87,336)		
	17.5%	882,528	767,536	652,544	537,553	422,561	307,502	192,438	77,373	(37,691)	(152,756)		
	19%	758,231	649,781	541,331	432,881	324,431	215,915	107,392	(1,130)	(109,653)	(218,175)		
	20%	675,366	571,277	467,189	363,100	259,012	154,856	50,695	(53,466)	(157,627)	(261,789)		
	21%	592,501	492,774	393,046	293,319	193,592	93,798	(6,002)	(105,802)	(205,602)	(305,402)		
	22%	509,636	414,270	318,904	223,538	128,172	32,740	(62,699)	(158,136)	(253,576)	(349,015)		
	23%	426,771	335,767	244,762	153,757	62,753	(28,319)	(119,396)	(210,473)	(301,551)	(392,628)		
	24%	343,906	257,263	170,520	83,978	(2,667)	(89,377)	(176,093)	(252,809)	(349,625)	(436,241)		
25%	261,041	178,759	96,477	14,195	(68,087)	(150,435)	(232,790)	(315,145)	(397,499)	(479,854)			
Balance (RLV - TLV)	50,695	14%	1,172,555	1,042,299	912,042	781,786	651,529	521,206	390,877	260,548	130,219	(110)	
	15%	1,089,690	963,795	837,900	712,005	586,110	460,148	334,180	208,213	92,245	(43,729)		
	16%	1,006,825	885,292	763,758	642,224	520,690	399,090	277,483	155,877	34,270	(87,336)		
	17.5%	882,528	767,536	652,544	537,553	422,561	307,502	192,438	77,373	(37,691)	(152,756)		
	19%	758,231	649,781	541,331	432,881	324,431	215,915	107,392	(1,130)	(109,653)	(218,175)		
	20%	675,366	571,277	467,189	363,100	259,012	154,856	50,695	(53,466)	(157,627)	(261,789)		
	21%	592,501	492,774	393,046	293,319	193,592	93,798	(6,002)	(105,802)	(205,602)	(305,402)		
	22%	509,636	414,270	318,904	223,538	128,172	32,740	(62,699)	(158,136)	(253,576)	(349,015)		
	23%	426,771	335,767	244,762	153,757	62,753	(28,319)	(119,396)	(210,473)	(301,551)	(392,628)		
	24%	343,906	257,263	170,520	83,978	(2,667)	(89,377)	(176,093)	(252,809)	(349,625)	(436,241)		
25%	261,041	178,759	96,477	14,195	(68,087)	(150,435)	(232,790)	(315,145)	(397,499)	(479,854)			

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HMV
30 No. Units at Higher Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	50,695										
	100,000	1,327,710	1,223,621	1,119,533	1,015,444	911,356	807,200	703,039	598,878	494,717	390,555
	150,000	1,179,450	1,075,361	971,273	867,184	763,096	658,940	554,779	450,618	346,457	242,295
	200,000	1,031,190	927,101	823,013	718,924	614,836	510,680	406,519	302,358	198,197	94,035
	250,000	882,930	778,841	674,753	570,664	466,576	362,420	258,259	154,098	49,937	(54,225)
	300,000	734,670	630,581	526,493	422,404	318,316	214,160	109,999	5,838	(98,323)	(202,485)
	350,000	586,410	482,321	378,233	274,144	170,056	65,900	(38,261)	(142,422)	(246,583)	(350,745)
	400,000	438,150	334,061	229,973	125,884	21,796	(82,360)	(186,521)	(290,652)	(394,843)	(499,005)
	450,000	289,890	185,801	81,713	(22,376)	(126,464)	(230,620)	(334,781)	(438,942)	(543,103)	(647,259)
	500,000	141,630	37,541	(66,547)	(170,636)	(274,724)	(378,880)	(483,041)	(587,202)	(691,363)	(795,525)
550,000	(6,630)	(110,719)	(214,807)	(318,896)	(422,984)	(527,140)	(631,301)	(735,462)	(839,623)	(943,785)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	50,695										
	5	(3,120,090)	(3,224,179)	(3,328,267)	(3,432,356)	(3,536,444)	(3,640,532)	(3,744,621)	(3,848,710)	(3,952,800)	(4,056,889)
	10	(747,330)	(852,019)	(956,707)	(1,061,396)	(1,166,084)	(1,270,773)	(1,375,461)	(1,480,150)	(1,584,839)	(1,689,528)
	15	42,790	(61,299)	(165,387)	(269,475)	(373,564)	(477,652)	(581,741)	(685,829)	(790,918)	(895,007)
	20	438,150	334,061	229,973	125,884	21,796	(82,360)	(186,521)	(290,682)	(394,843)	(499,005)
	25	675,366	571,277	467,189	363,100	259,012	154,924	50,835	(53,466)	(157,627)	(261,789)
	30	833,510	729,421	625,333	521,244	417,156	313,068	208,979	104,891	517	(103,645)
	35	946,470	842,381	738,293	634,204	530,116	426,028	321,939	217,851	113,763	9,315
	40	1,031,190	927,101	823,013	718,924	614,836	510,748	406,659	302,571	198,483	94,395
	45	1,087,083	982,995	878,906	774,817	670,729	566,641	462,552	358,464	254,376	150,288
50	1,149,798	1,045,709	941,621	837,532	733,444	629,356	525,267	421,179	317,091	212,903	
55	1,192,928	1,088,839	984,751	880,662	776,574	672,486	568,397	464,309	359,221	255,133	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	669,611	565,522	461,434	357,345	253,256	149,167	44,910	(59,252)	(163,413)	(267,574)
	45%	668,769	564,700	460,611	356,523	252,406	148,244	44,063	(60,078)	(164,239)	(268,400)
	50%	667,926	563,878	459,789	355,701	251,579	147,418	43,257	(60,904)	(165,066)	(269,227)
	55%	667,144	563,056	458,967	354,878	250,753	146,592	42,430	(61,731)	(165,892)	(270,053)
	60%	666,322	562,233	458,145	354,056	249,926	145,765	41,604	(62,557)	(166,719)	(270,880)
	65%	665,500	561,411	457,323	353,234	249,100	144,939	40,777	(63,384)	(167,545)	(271,706)
	70%	664,678	560,589	456,501	352,412	248,273	144,112	39,951	(64,210)	(168,372)	(272,533)
	75%	663,856	559,767	455,678	351,590	247,447	143,286	39,124	(65,037)	(169,198)	(273,359)
80%	663,033	558,945	454,856	350,768	246,620	142,459	38,298	(65,863)	(170,025)	(274,186)	
% Cat M(2)											
5%											

Appendix 6

Scheme Ref: **HMV**
 Title: **75 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			75 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	4.9	55.0%	14.4	26%	19.3
3 bed House	52.0%	25.4	12.0%	3.2	38%	28.5
4 bed House	30.0%	14.6	0.0%	0.0	20%	14.6
5 bed House	8.0%	3.9	0.0%	0.0	5%	3.9
1 bed Flat	0.0%	0.0	33.0%	8.7	12%	8.7
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	48.8	100.0%	26.3	100%	75.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	366	3,936	1,011	10,878	1,376	14,814
3 bed House	2,155	23,194	265	2,848	2,419	26,042
4 bed House	1,755	18,891	0	0	1,755	18,891
5 bed House	585	6,297	0	0	585	6,297
1 bed Flat	0	0	481	5,180	481	5,180
2 bed Flat	0	0	0	0	0	0
	4,860	52,317	1,756	18,907	6,617	71,223
	AH % by floor area:		26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	185,000	3,190	296		0	
2 bed House	230,000	3,067	285		4,441,875	
3 bed House	270,000	3,176	295		7,695,000	
4 bed House	350,000	2,917	271		5,118,750	
5 bed House	410,000	2,733	254		1,599,000	
1 bed Flat	185,000	3,700	344		1,602,563	
2 bed Flat	225,000	3,689	343		0	
					20,457,188	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	31%	149,500	2,136	65%
3 bed House	90,000	1,071	33%	175,500	2,089	65%
4 bed House	107,000	1,103	31%	227,500	2,345	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	36%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	184,000	2,629	80%			
3 bed House	216,000	2,571	80%			
4 bed House	260,000	2,887	80%			
5 bed House	328,000	2,962	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 6

Scheme Ref: **HMV**
 Title: **75 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	4.9	@	230,000	1,121,250
3 bed House	25.4	@	270,000	6,844,500
4 bed House	14.6	@	350,000	5,118,750
5 bed House	3.9	@	410,000	1,599,000
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	48.8			14,683,500
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	10.1	@	72,000	727,650
3 bed House	2.2	@	90,000	198,450
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	6.1	@	66,000	400,208
2 bed Flat	0.0	@	72,000	-
	18.4			1,326,308
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	2.2	@	149,500	323,761
3 bed House	0.5	@	175,500	82,924
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	1.3	@	120,250	156,250
2 bed Flat	0.0	@	146,250	-
	3.9			562,935
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	2.2	@	184,000	398,475
3 bed House	0.5	@	216,000	102,060
4 bed House	0.0	@	280,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	1.3	@	148,000	192,308
2 bed Flat	0.0	@	180,000	-
	3.9			692,843
Sub-total GDV Residential	75.0			17,265,585
<i>AH on-site cost analysis:</i>				
			<i>EMV less EGDV</i>	<i>3,191,603</i>
	<i>482 £ psm (total GIA sqm)</i>		<i>42,555 £ per unit (total units)</i>	
Grant	75	@	0	-
Total GDV				17,265,585

Appendix 6

Scheme Ref: **HMV**
 Title: **75 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(21,924)
CIL	4,860 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	75 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum	6,617 sqm (total)	0 £ psm		-
		0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition	6.18 acres @			-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	6.18 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	1,376 sqm @	1,149 psm		(1,581,311)
3 bed House	2,419 sqm @	1,149 psm		(2,779,833)
4 bed House	1,755 sqm @	1,149 psm		(2,016,495)
5 bed House	585 sqm @	1,149 psm		(672,165)
1 bed Flat	481 sqm @	1,339 psm		(644,394)
2 bed Flat	6,617 sqm @	1,339 psm		-
External works	7,694.198 @	15.0%		(1,154,130)
		15,388 £ per unit		
M4(2) Category 2 Housing	5% of All units	75 units @	521 £ per dwelling	(1,954)
M4(3) Category 3 Housing	0% of All units	75 units @	10,307 £ per dwelling	-
Water efficiency		75 units @	9 £ per dwelling	(675)
Contingency	8,850,957 @	5.0%		(442,548)
Professional Fees	8,850,957 @	10.0%		(885,096)
Disposal Costs -				
Marketing and Promotion	14,683,500 OMS @	1.50%		(220,253)
Residential Sales Agent Costs	14,683,500 OMS @	1.50%		(220,253)
Residential Sales Legal Costs	14,683,500 OMS @	0.50%		(73,418)
Interest (on Development Costs) -				
	6.50% APR	0.526% pcm		(160,069)
Developers Profit -				
Margin on AH	2,582,085	6.00% on AH values		(154,925)
Profit on GDV	14,683,500	20.00%		(2,936,700)
	10,944,515	26.83% on costs	(2,936,700)	
	17,265,985	17.91% blended	(3,091,629)	
TOTAL COSTS				(14,036,141)

Appendix 6

Scheme Ref: **HMV**
 Title: **75 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				3,229,444
SDLT	3,229,444 @		5.0% (slabbed)	(150,972)
Acquisition Agent fees	3,229,444 @		1.0%	(32,294)
Acquisition Legal fees	3,229,444 @		0.5%	(16,147)
Interest on Land	3,229,444 @		6.5%	(209,914)
Residual Land Value				2,820,116
RLV analysis: 37,602 £ per plot 1,128,047 £ per ha 456,514 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		2.50 ha	6.18 acres	
	Density analysis:	2,647 sqm/ha	11,529 sqft/ac	
Threshold Land Value	28,005 £ per plot	840,140 £ per ha	340,000 £ per acre	2,100,350

BALANCE				
Surplus/(Deficit)		287,907 £ per ha	116,514 £ per acre	719,766

Appendix 6

Scheme Ref: HMV
 Title: 75 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	719,766										
	0	2,498,596	2,202,186	1,905,776	1,609,365	1,312,955	1,016,479	719,766	423,053	126,340	(170,724)
	10	2,428,500	2,135,778	1,843,057	1,550,336	1,257,562	964,557	671,553	378,549	85,388	(208,006)
	20	2,358,403	2,069,371	1,780,339	1,491,226	1,201,931	912,635	623,340	334,042	44,377	(245,288)
	30	2,288,306	2,002,963	1,717,474	1,431,887	1,146,300	860,713	575,126	289,303	3,366	(282,571)
	40	2,218,162	1,936,304	1,654,425	1,372,547	1,090,669	808,791	526,773	244,585	(37,844)	(320,024)
	50	2,147,716	1,865,547	1,591,377	1,313,208	1,035,038	756,787	478,306	199,826	(78,855)	(357,502)
	60	2,077,250	1,802,790	1,528,329	1,253,868	979,344	704,592	429,839	155,087	(119,827)	(394,981)
	70	2,006,785	1,736,033	1,465,281	1,194,445	923,420	652,386	381,372	110,348	(161,054)	(432,459)
	80	1,936,319	1,669,276	1,402,089	1,134,793	867,497	600,201	332,905	65,378	(202,280)	(469,938)
	90	1,865,844	1,602,276	1,338,709	1,075,141	811,573	548,006	284,314	20,404	(243,506)	(507,607)
	100	1,795,007	1,535,168	1,275,329	1,015,489	755,650	495,754	235,592	(24,571)	(284,733)	(545,283)
	110	1,724,171	1,468,060	1,211,949	955,938	699,698	443,284	186,869	(69,545)	(325,132)	(582,959)
	120	1,653,335	1,400,952	1,148,569	896,147	643,480	390,314	138,147	(114,519)	(367,575)	(620,635)
	130	1,582,498	1,333,843	1,085,100	836,181	587,262	338,344	89,425	(159,727)	(409,018)	(658,329)
	140	1,511,662	1,266,557	1,021,386	776,215	531,045	285,874	40,587	(204,937)	(450,462)	(696,203)
	150	1,440,518	1,199,095	957,673	716,250	474,827	233,365	(8,392)	(250,148)	(491,905)	(734,077)
	160	1,369,309	1,131,634	893,959	656,284	418,608	180,619	(57,370)	(295,359)	(533,538)	(771,951)
	170	1,298,100	1,064,173	830,246	596,316	362,095	127,873	(106,348)	(340,574)	(575,199)	(809,825)
	180	1,226,891	996,712	766,489	536,035	305,581	75,127	(155,327)	(386,022)	(616,860)	(847,747)
	190	1,155,682	929,127	702,440	475,754	249,068	22,381	(204,420)	(431,471)	(658,522)	(885,820)
200	1,084,229	861,311	638,392	415,473	192,554	(30,393)	(253,656)	(476,920)	(700,183)	(923,894)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	719,766										
	0	2,498,596	2,202,186	1,905,776	1,609,365	1,312,955	1,016,479	719,766	423,053	126,340	(170,724)
	500	2,464,183	2,167,773	1,871,363	1,574,952	1,278,542	981,914	685,201	388,488	91,674	(205,448)
	1,000	2,429,771	2,133,360	1,836,950	1,540,539	1,244,062	947,349	650,635	353,822	56,949	(240,172)
	1,500	2,395,359	2,098,947	1,802,537	1,506,126	1,209,496	912,783	616,070	319,347	22,225	(274,897)
	2,000	2,360,945	2,064,534	1,768,124	1,471,644	1,174,931	878,218	581,505	284,622	(12,499)	(309,669)
	2,500	2,326,532	2,030,121	1,733,711	1,437,078	1,140,365	843,652	546,939	249,898	(47,224)	(344,559)
	3,000	2,292,119	1,995,708	1,699,226	1,402,513	1,105,800	809,087	512,295	215,174	(81,948)	(379,449)
	3,500	2,257,706	1,961,296	1,664,661	1,367,948	1,071,235	774,522	477,571	180,449	(116,698)	(414,339)
	4,000	2,223,293	1,926,808	1,630,095	1,333,382	1,036,669	739,956	442,847	145,725	(151,588)	(449,229)
	4,500	2,188,880	1,892,243	1,595,530	1,298,817	1,002,104	705,244	408,122	111,001	(186,478)	(484,119)
	5,000	2,154,391	1,857,678	1,560,965	1,264,251	967,538	670,520	373,398	75,272	(221,368)	(519,147)
	5,500	2,119,825	1,823,112	1,526,399	1,229,686	932,917	635,795	338,674	41,382	(256,258)	(554,209)
	6,000	2,085,260	1,788,547	1,491,834	1,195,121	898,133	601,071	303,949	6,493	(291,148)	(589,271)
	6,500	2,050,694	1,753,981	1,457,268	1,160,555	863,468	566,346	269,225	(28,387)	(326,062)	(624,333)
	7,000	2,016,129	1,719,416	1,422,703	1,125,866	828,744	531,622	234,353	(63,287)	(361,124)	(659,395)
7,500	1,981,564	1,684,851	1,388,138	1,091,141	794,019	496,898	199,463	(98,177)	(396,187)	(694,580)	
8,000	1,946,998	1,650,285	1,353,539	1,056,417	759,295	462,173	164,574	(133,067)	(431,249)	(729,821)	
8,500	1,912,433	1,615,720	1,318,814	1,021,692	724,571	427,324	129,684	(168,040)	(466,311)	(765,061)	
9,000	1,877,867	1,581,154	1,284,090	986,968	689,846	392,434	94,794	(203,102)	(501,373)	(800,302)	
9,500	1,843,302	1,546,487	1,249,365	952,244	655,122	357,544	59,904	(238,164)	(536,532)	(835,543)	
10,000	1,808,737	1,511,763	1,214,641	917,519	620,295	322,655	25,014	(273,226)	(571,773)	(870,954)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	719,766										
	14%	3,618,835	3,263,464	2,908,094	2,552,724	2,197,353	1,841,918	1,486,245	1,130,572	774,899	418,876
	15%	3,432,128	3,086,594	2,741,041	2,386,497	2,049,853	1,704,345	1,358,499	1,012,652	666,306	320,609
	16%	3,245,422	2,909,705	2,573,988	2,238,271	1,902,554	1,566,772	1,230,752	894,732	558,713	222,342
	17.5%	2,965,362	2,644,385	2,323,408	2,002,431	1,681,454	1,360,412	1,039,132	717,853	396,573	74,943
	19%	2,685,303	2,379,066	2,072,829	1,766,592	1,460,354	1,154,052	847,513	540,973	234,433	(72,457)
	20%	2,498,596	2,202,186	1,905,776	1,609,365	1,312,955	1,016,479	719,766	423,053	126,340	(170,724)
	21%	2,311,890	2,025,306	1,738,723	1,452,139	1,165,555	878,906	592,020	305,133	18,247	(268,990)
	22%	2,125,184	1,848,427	1,571,669	1,294,912	1,018,155	741,333	464,273	187,214	(89,846)	(367,257)
	23%	1,938,477	1,671,547	1,404,616	1,137,686	870,755	603,780	336,527	89,294	(197,839)	(465,523)
24%	1,751,771	1,494,657	1,237,353	980,460	723,356	468,187	208,780	(46,635)	(306,032)	(563,789)	
25%	1,565,065	1,317,787	1,070,510	823,233	575,956	328,614	81,034	(166,546)	(414,126)	(662,056)	
Profit											
20.00%											

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HMV
75 No. Units at Higher Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	719,766										
	100,000	3,961,196	3,684,796	3,388,376	3,091,965	2,795,555	2,499,079	2,202,366	1,905,653	1,608,940	1,311,876
	150,000	3,672,321	3,375,911	3,079,501	2,783,090	2,486,680	2,190,204	1,893,491	1,596,778	1,300,065	1,003,001
TLV (per acre)	200,000	3,363,446	3,067,036	2,770,626	2,474,215	2,177,805	1,881,329	1,584,616	1,287,903	991,190	694,126
	250,000	3,054,571	2,758,161	2,461,751	2,165,340	1,868,930	1,572,454	1,275,741	979,028	682,315	385,251
340,000	300,000	2,745,696	2,449,286	2,152,876	1,856,465	1,560,055	1,263,579	966,866	670,153	373,440	76,376
	350,000	2,436,821	2,140,411	1,844,001	1,547,590	1,251,180	954,704	657,991	361,278	64,565	(232,499)
	400,000	2,127,946	1,831,536	1,535,126	1,238,715	942,305	645,829	349,116	52,403	(244,310)	(541,374)
	450,000	1,819,071	1,522,661	1,226,251	929,840	633,430	336,954	40,241	(256,472)	(653,185)	(850,249)
	500,000	1,510,196	1,213,786	917,376	620,965	324,555	28,079	(268,634)	(565,347)	(862,060)	(1,159,124)
	550,000	1,201,321	904,911	608,501	312,090	15,680	(280,796)	(577,509)	(874,222)	(1,170,935)	(1,467,999)
		AH - % on site 35%									
Balance (RLV - TLV)	719,766										
	5	(8,003,154)	(8,299,564)	(8,595,974)	(8,892,385)	(9,188,795)	(9,485,211)	(9,781,624)	(10,078,037)	(10,374,450)	(10,670,864)
	10	(1,702,104)	(1,998,514)	(2,294,924)	(2,591,335)	(2,887,745)	(3,184,155)	(3,480,565)	(3,776,975)	(4,073,385)	(4,369,795)
Density (dph)	15	398,246	101,836	(194,574)	(490,985)	(787,395)	(1,083,811)	(1,380,221)	(1,676,631)	(1,973,041)	(2,269,451)
	20	1,448,421	1,152,011	855,601	559,190	262,780	(33,696)	(330,409)	(627,122)	(923,835)	(1,220,548)
30	25	2,078,526	1,782,116	1,485,706	1,189,295	892,885	596,409	299,696	2,983	(293,730)	(590,794)
	25	2,498,596	2,202,186	1,905,776	1,609,365	1,312,955	1,016,479	719,766	423,053	126,340	(170,724)
	30	2,798,646	2,502,236	2,205,826	1,909,415	1,613,005	1,316,529	1,019,816	723,103	426,390	129,326
	40	3,023,684	2,727,273	2,430,863	2,134,453	1,838,042	1,541,567	1,244,854	948,141	651,428	354,384
	45	3,198,713	2,902,303	2,605,892	2,309,482	2,013,071	1,716,596	1,419,883	1,123,170	826,457	529,393
	50	3,338,736	3,042,326	2,745,916	2,449,505	2,153,095	1,856,619	1,559,906	1,263,193	966,480	669,416
	55	3,453,301	3,156,891	2,860,480	2,564,070	2,267,659	1,971,184	1,674,471	1,377,758	1,081,045	783,881
		AH - % on site 35%									
Balance (RLV - TLV)	719,766										
	40%	2,484,385	2,187,974	1,891,564	1,595,153	1,298,743	1,002,208	705,495	408,782	112,064	(185,058)
	45%	2,482,354	2,185,944	1,889,534	1,593,123	1,296,713	1,000,169	703,456	406,743	110,016	(187,106)
% Cat M4(2)	50%	2,480,324	2,183,914	1,887,503	1,591,093	1,294,683	998,130	701,417	404,704	107,968	(189,156)
	55%	2,478,294	2,181,884	1,885,473	1,589,063	1,292,652	996,091	699,378	402,665	105,920	(191,202)
	60%	2,476,264	2,179,853	1,883,443	1,587,032	1,290,622	994,053	697,340	400,627	103,872	(193,249)
	65%	2,474,234	2,177,823	1,881,413	1,585,002	1,288,592	992,014	695,301	398,588	101,825	(195,297)
	70%	2,472,203	2,175,793	1,879,382	1,582,972	1,286,562	989,975	693,262	396,549	99,777	(197,345)
	75%	2,470,173	2,173,763	1,877,352	1,580,942	1,284,531	987,936	691,223	394,510	97,729	(199,393)
	80%	2,468,143	2,171,732	1,875,322	1,578,912	1,282,501	985,898	689,185	392,472	95,681	(201,441)

Appendix 6

Scheme Ref: **HMV**
 Title: **100 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	6.5	55.0%	19.3	26%	25.8
3 bed House	52.0%	33.8	12.0%	4.2	38%	38.0
4 bed House	30.0%	19.5	0.0%	0.0	20%	19.5
5 bed House	8.0%	5.2	0.0%	0.0	5%	5.2
1 bed Flat	0.0%	0.0	33.0%	11.6	12%	11.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	65.0	100.0%	35.0	100%	100.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	488	5,247	1,348	14,504	1,835	19,752
3 bed House	2,873	30,925	353	3,798	3,226	34,722
4 bed House	2,340	25,188	0	0	2,340	25,188
5 bed House	780	8,396	0	0	780	8,396
1 bed Flat	0	0	642	6,907	642	6,907
2 bed Flat	0	0	0	0	0	0
	6,481	69,756	2,342	25,209	8,822	94,964
	AH % by floor area:		26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	185,000	3,190	296		0	
2 bed House	230,000	3,067	285		5,922,500	
3 bed House	270,000	3,176	295		10,260,000	
4 bed House	350,000	2,917	271		6,825,000	
5 bed House	410,000	2,733	254		2,132,000	
1 bed Flat	185,000	3,700	344		2,136,750	
2 bed Flat	225,000	3,689	343		0	
					27,276,250	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	31%	149,500	2,136	65%
3 bed House	90,000	1,071	33%	175,500	2,089	65%
4 bed House	107,000	1,103	31%	227,500	2,345	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	36%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	184,000	2,629	80%			
3 bed House	216,000	2,571	80%			
4 bed House	280,000	2,887	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 6

Scheme Ref: HMV
 Title: 100 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	6.5	@	230,000	1,495,000
3 bed House	33.8	@	270,000	9,126,000
4 bed House	19.5	@	350,000	6,825,000
5 bed House	5.2	@	410,000	2,132,000
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	65.0			19,578,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	13.5	@	72,000	970,200
3 bed House	2.9	@	90,000	264,600
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	8.1	@	66,000	533,610
2 bed Flat	0.0	@	72,000	-
	24.5			1,768,410
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	2.9	@	149,500	431,681
3 bed House	0.6	@	175,500	110,565
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	1.7	@	120,250	208,333
2 bed Flat	0.0	@	146,250	-
	5.3			750,579
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	2.9	@	184,000	531,300
3 bed House	0.6	@	216,000	136,080
4 bed House	0.0	@	280,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	1.7	@	148,000	256,410
2 bed Flat	0.0	@	180,000	-
	5.3			923,790
Sub-total GDV Residential	100.0			23,020,779
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	<i>4,255,471</i>
	<i>482 £ psm (total GIA sqm)</i>		<i>42,555 £ per unit (total units)</i>	
Grant	100	@	0	-
Total GDV				23,020,779

Appendix 6

Scheme Ref: **HMV**
 Title: **100 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,799)
CIL	6,481 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	100 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	8,822 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	8.24 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	8.24 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	1,149 psm		-
2 bed House	1,835 sqm @	1,149 psm		(2,108,415)
3 bed House	3,226 sqm @	1,149 psm		(3,706,444)
4 bed House	2,340 sqm @	1,149 psm		(2,688,660)
5 bed House	780 sqm @	1,149 psm		(896,220)
1 bed Flat	642 sqm @	1,339 psm		(859,192)
2 bed Flat	8,822 - sqm @	1,339 psm		-
External works	10,258,931 @	15.0% 15,389 Eper unit		(1,538,840)
M4(2) Category 2 Housing	5% of All units	100 units @	521 £ per dwelling	(2,605)
M4(3) Category 3 Housing	0% of All units	100 units @	10,307 £ per dwelling	-
Water efficiency		100 units @	9 £ per dwelling	(900)
Contingency	11,801,275 @	5.0%		(590,064)
Professional Fees	11,801,275 @	10.0%		(1,180,128)
Disposal Costs -				
Marketing and Promotion	19,578,000 OMS @	1.50%		(293,670)
Residential Sales Agent Costs	19,578,000 OMS @	1.50%		(293,670)
Residential Sales Legal Costs	19,578,000 OMS @	0.50%		(97,890)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(169,729)
Developers Profit -				
Margin on AH	3,442,779	6.00% on AH values		(206,567)
Profit on GDV	19,578,000	20.00%		(3,915,600)
	14,821,225	26.96% on costs	(3,915,600)	
	23,020,779	17.91% blended	(4,122,167)	
TOTAL COSTS				(18,643,391)

Appendix 6

Scheme Ref: **HMV**
 Title: **100 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				4,377,388
SDLT	4,377,388 @		5.0% (slabbed)	(208,369)
Acquisition Agent fees	4,377,388 @		1.0%	(43,774)
Acquisition Legal fees	4,377,388 @		0.5%	(21,887)
Interest on Land	4,377,388 @		6.5%	(284,530)
Residual Land Value				3,818,828
<i>RLV analysis:</i>				
	38,188 £ per plot	1,145,648 £ per ha	463,637 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		3.33 ha	8.24 acres	
	<i>Density analysis:</i>	2,647 sgm/ha	11,529 sqft/ac	
Threshold Land Value	29,652 £ per plot	889,560 £ per ha	360,000 £ per acre	2,965,200

BALANCE				
Surplus/(Deficit)		256,088 £ per ha	103,637 £ per acre	853,628

Appendix 6

Scheme Ref: HMV
 Title: 100 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	853,628										
	0	3,235,257	2,838,374	2,441,492	2,044,609	1,647,727	1,250,836	853,628	456,419	59,211	(338,321)
	10	3,141,794	2,749,831	2,357,867	1,965,904	1,573,870	1,181,606	789,343	397,080	4,645	(388,031)
	20	3,048,332	2,661,287	2,274,243	1,887,013	1,499,695	1,112,377	725,059	337,670	(50,036)	(437,741)
	30	2,954,869	2,572,641	2,190,267	1,807,894	1,425,521	1,043,147	660,753	278,018	(104,716)	(487,566)
	40	2,861,360	2,483,632	2,106,203	1,728,775	1,351,346	973,863	596,130	218,366	(159,397)	(537,538)
	50	2,767,106	2,394,622	2,022,139	1,649,655	1,277,082	904,300	531,507	158,715	(214,294)	(587,509)
	60	2,673,151	2,305,613	1,938,075	1,570,349	1,202,528	834,706	466,885	98,955	(269,263)	(637,480)
	70	2,579,197	2,216,515	1,853,664	1,490,814	1,127,963	765,112	402,210	38,989	(324,231)	(687,625)
	80	2,484,917	2,127,037	1,769,157	1,411,278	1,053,398	695,471	337,247	(20,976)	(379,200)	(737,859)
	90	2,390,468	2,037,559	1,684,651	1,331,742	978,737	625,511	272,285	(80,942)	(434,436)	(788,094)
	100	2,296,019	1,948,082	1,600,144	1,252,009	903,790	555,551	207,322	(141,060)	(489,694)	(838,328)
	110	2,201,571	1,858,519	1,515,287	1,172,055	828,823	485,591	142,270	(201,341)	(544,952)	(888,798)
	120	2,108,096	1,768,571	1,430,336	1,092,101	753,866	415,552	76,965	(261,622)	(600,244)	(939,237)
	130	2,011,880	1,678,623	1,345,385	1,012,147	678,788	345,224	11,660	(321,903)	(655,733)	(989,796)
	140	1,916,915	1,588,674	1,260,434	931,977	603,436	274,896	(53,644)	(382,388)	(711,341)	(1,040,334)
	150	1,821,969	1,498,636	1,175,119	851,602	528,085	204,568	(119,083)	(442,986)	(766,890)	(1,091,098)
	160	1,726,707	1,408,214	1,089,720	771,227	452,734	134,122	(184,731)	(503,585)	(822,536)	(1,141,863)
	170	1,631,262	1,317,792	1,004,322	690,852	377,227	63,424	(250,380)	(564,183)	(878,377)	(1,192,627)
	180	1,535,817	1,227,370	918,924	610,233	301,480	(7,274)	(316,028)	(626,043)	(934,217)	(1,243,505)
190	1,440,372	1,136,843	833,139	529,435	225,732	(77,972)	(381,863)	(686,961)	(990,058)	(1,294,536)	
200	1,344,599	1,045,945	747,292	448,638	149,984	(148,836)	(447,857)	(746,878)	(1,046,066)	(1,345,589)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	853,628										
	0	3,235,257	2,838,374	2,441,492	2,044,609	1,647,727	1,250,836	853,628	456,419	59,211	(338,321)
	500	3,189,770	2,792,888	2,396,005	1,999,123	1,602,240	1,205,180	807,972	410,763	13,493	(384,154)
	1,000	3,144,283	2,747,401	2,350,519	1,953,636	1,556,732	1,159,524	762,316	365,107	(32,339)	(429,987)
	1,500	3,098,797	2,701,914	2,305,032	1,908,150	1,511,076	1,113,868	717,650	319,451	(78,172)	(475,819)
	2,000	3,053,310	2,656,428	2,259,545	1,862,628	1,465,420	1,068,212	671,004	273,643	(124,005)	(521,719)
	2,500	3,007,824	2,610,941	2,214,059	1,816,972	1,419,764	1,022,556	625,348	227,810	(169,837)	(567,735)
	3,000	2,962,337	2,565,455	2,168,525	1,771,316	1,374,108	976,900	579,625	181,978	(215,707)	(613,752)
	3,500	2,916,850	2,519,968	2,122,869	1,725,660	1,328,452	931,244	533,792	136,145	(261,568)	(659,768)
	4,000	2,871,364	2,474,421	2,077,213	1,680,004	1,282,796	885,588	487,960	90,312	(307,584)	(705,785)
	4,500	2,825,877	2,428,765	2,031,557	1,634,348	1,237,140	839,775	442,127	44,480	(353,601)	(751,855)
	5,000	2,780,317	2,383,109	1,985,901	1,588,692	1,191,484	793,942	396,295	(1,417)	(399,518)	(798,063)
	5,500	2,734,661	2,337,453	1,940,245	1,543,036	1,145,757	748,109	350,462	(47,434)	(445,634)	(844,271)
	6,000	2,689,005	2,291,797	1,894,589	1,497,380	1,099,924	702,277	304,629	(93,450)	(491,651)	(890,479)
	6,500	2,643,349	2,246,141	1,848,933	1,451,724	1,054,091	656,444	258,734	(139,467)	(537,819)	(936,687)
	7,000	2,597,693	2,200,485	1,803,277	1,405,906	1,008,259	610,611	212,717	(185,483)	(584,026)	(983,004)
	7,500	2,552,037	2,154,829	1,757,621	1,360,074	962,426	564,779	166,701	(231,500)	(630,234)	(1,029,411)
	8,000	2,506,381	2,109,173	1,711,888	1,314,241	916,594	518,885	120,684	(277,574)	(676,442)	(1,075,817)
	8,500	2,460,725	2,063,517	1,666,056	1,268,408	870,761	472,868	74,668	(323,782)	(722,650)	(1,122,224)
	9,000	2,415,069	2,017,861	1,620,223	1,222,576	824,928	426,852	28,851	(369,989)	(768,979)	(1,168,559)
9,500	2,369,413	1,972,038	1,574,391	1,176,743	779,036	380,835	(17,365)	(416,197)	(815,385)	(1,215,271)	
10,000	2,323,757	1,926,205	1,528,558	1,130,910	733,019	334,818	(63,537)	(462,405)	(861,792)	(1,261,884)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Profit	20.00%	4,728,907	4,253,412	3,777,916	3,302,421	2,826,925	2,351,421	1,875,999	1,399,778	923,956	447,811
	19%	4,479,966	4,017,572	3,555,179	3,082,795	2,630,392	2,167,990	1,705,271	1,242,551	779,832	316,788
	18%	4,231,024	3,781,733	3,332,441	2,863,150	2,433,859	1,984,559	1,534,942	1,085,325	636,708	185,767
	17.5%	3,857,611	3,427,973	2,998,335	2,568,697	2,139,060	1,709,413	1,279,449	849,485	419,522	(10,766)
	19%	3,484,198	3,074,214	2,664,229	2,254,245	1,844,260	1,434,267	1,023,956	613,646	203,335	(207,299)
	20%	3,235,257	2,838,374	2,441,492	2,044,609	1,647,727	1,250,836	853,628	456,419	59,211	(338,321)
	21%	2,986,315	2,602,535	2,218,754	1,834,974	1,451,194	1,067,405	683,299	299,193	(84,913)	(469,343)
	22%	2,737,373	2,366,695	1,996,017	1,625,339	1,254,661	883,974	512,970	141,967	(229,937)	(600,365)
	23%	2,488,431	2,130,855	1,773,280	1,415,704	1,058,128	700,543	342,642	(15,260)	(373,162)	(731,387)
	24%	2,239,489	1,895,016	1,550,542	1,206,069	861,585	517,113	172,313	(172,486)	(517,286)	(662,409)
25%	1,990,548	1,659,176	1,327,805	996,433	665,062	333,682	1,985	(329,713)	(661,410)	(993,431)	

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HMV
100 No. Units at Higher Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	853,628										
	100,000	5,376,790	4,979,908	4,583,025	4,186,143	3,789,260	3,392,369	2,995,161	2,597,953	2,200,744	1,803,212
	150,000	4,964,957	4,568,074	4,171,192	3,774,309	3,377,427	2,980,536	2,583,328	2,186,119	1,788,911	1,391,379
	200,000	4,553,123	4,156,241	3,759,358	3,362,476	2,965,594	2,568,702	2,171,494	1,774,286	1,377,078	979,545
	250,000	4,141,290	3,744,408	3,347,525	2,950,643	2,553,760	2,156,869	1,759,661	1,362,453	965,244	567,712
	300,000	3,729,457	3,332,574	2,935,692	2,538,809	2,141,927	1,745,036	1,347,828	950,619	553,411	155,879
	350,000	3,317,623	2,920,741	2,523,858	2,126,976	1,730,094	1,333,202	935,994	538,796	141,578	(255,955)
	400,000	2,905,790	2,508,908	2,112,025	1,715,143	1,318,260	921,369	524,161	126,353	(270,256)	(867,788)
	450,000	2,493,957	2,097,074	1,700,192	1,303,309	906,427	509,536	112,328	(284,881)	(682,089)	(1,079,621)
	500,000	2,082,123	1,685,241	1,288,358	891,476	494,594	97,702	(299,505)	(696,714)	(1,093,922)	(1,491,455)
550,000	1,670,290	1,273,408	876,525	479,643	82,760	(314,131)	(711,339)	(1,108,547)	(1,505,756)	(1,903,288)	
Density (dph)	5	(11,599,743)	(11,997,626)	(12,384,508)	(12,781,391)	(13,178,273)	(13,575,164)	(13,972,372)	(14,369,581)	(14,766,789)	(15,164,321)
	10	(2,895,143)	(3,092,025)	(3,488,908)	(3,885,791)	(4,282,673)	(4,679,564)	(5,076,772)	(5,473,981)	(5,871,189)	(6,268,721)
	15	270,057	(126,826)	(523,708)	(920,591)	(1,317,473)	(1,714,364)	(2,111,572)	(2,508,781)	(2,905,989)	(3,303,521)
	20	1,742,657	1,355,774	958,892	562,009	165,127	(231,764)	(628,972)	(1,026,181)	(1,423,389)	(1,820,921)
	25	2,642,217	2,245,334	1,848,452	1,451,569	1,054,687	657,796	260,588	(136,621)	(533,829)	(931,361)
	30	3,235,257	2,838,374	2,441,492	2,044,609	1,647,727	1,250,836	853,628	456,419	59,211	(338,321)
	35	3,658,857	3,261,974	2,865,092	2,468,209	2,071,327	1,674,436	1,277,228	880,019	482,811	85,279
	40	3,976,557	3,579,674	3,182,792	2,785,909	2,389,027	1,992,136	1,594,928	1,197,719	800,511	402,979
	45	4,223,657	3,826,774	3,429,892	3,033,009	2,636,127	2,239,236	1,842,028	1,444,819	1,047,611	650,079
	50	4,421,337	4,024,454	3,627,572	3,230,689	2,833,807	2,436,916	2,039,708	1,642,499	1,245,291	847,759
55	4,583,075	4,186,192	3,789,310	3,392,428	2,995,545	2,598,654	2,201,446	1,804,237	1,407,029	1,009,497	
% Cat.M4(2)	40%	3,216,449	2,819,566	2,422,684	2,025,801	1,628,919	1,231,964	834,756	437,548	40,339	(357,260)
	45%	3,213,762	2,816,879	2,419,997	2,023,115	1,626,232	1,229,269	832,060	434,852	37,643	(359,966)
	50%	3,211,075	2,814,193	2,417,310	2,020,428	1,623,545	1,226,572	829,364	432,156	34,947	(362,672)
	55%	3,208,388	2,811,506	2,414,623	2,017,741	1,620,859	1,223,876	826,668	429,460	32,251	(365,377)
	60%	3,205,701	2,808,819	2,411,936	2,015,054	1,618,172	1,221,180	823,972	426,764	29,556	(368,083)
	65%	3,203,014	2,806,132	2,409,250	2,012,367	1,615,485	1,218,484	821,276	424,068	26,859	(370,788)
	70%	3,200,328	2,803,445	2,406,563	2,009,680	1,612,798	1,215,798	818,580	421,372	24,154	(373,494)
	75%	3,197,641	2,800,758	2,403,876	2,006,994	1,610,111	1,213,092	815,884	418,676	21,448	(376,199)
	80%	3,194,954	2,798,071	2,401,189	2,004,307	1,607,424	1,210,396	813,188	415,980	18,742	(378,905)

Appendix 6

Scheme Ref: **HMV**
 Title: **200 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		£ psm	
			0.00			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	13.0	55.0%	38.5	26%	51.5
3 bed House	52.0%	67.6	12.0%	8.4	38%	76.0
4 bed House	30.0%	39.0	0.0%	0.0	20%	39.0
5 bed House	8.0%	10.4	0.0%	0.0	5%	10.4
1 bed Flat	0.0%	0.0	33.0%	23.1	12%	23.1
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	130.0	100.0%	70.0	100%	200.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	975	10,495	2,695	29,009	3,670	39,504
3 bed House	5,746	61,849	706	7,595	6,452	69,444
4 bed House	4,880	50,375	0	0	4,880	50,375
5 bed House	1,560	16,792	0	0	1,560	16,792
1 bed Flat	0	0	1,283	13,814	1,283	13,814
2 bed Flat	0	0	0	0	0	0
	12,961	139,511	4,684	50,417	17,645	189,928
	AH % by floor area:		26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	185,000	3,190	296		0	
2 bed House	230,000	3,067	285		11,845,000	
3 bed House	270,000	3,176	295		20,520,000	
4 bed House	350,000	2,917	271		13,650,000	
5 bed House	410,000	2,733	254		4,264,000	
1 bed Flat	185,000	3,700	344		4,273,500	
2 bed Flat	225,000	3,689	343		0	
					54,552,500	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	31%	149,500	2,136	65%
3 bed House	90,000	1,071	33%	175,500	2,089	65%
4 bed House	107,000	1,103	31%	227,500	2,345	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	66,000	1,320	36%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,398	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	184,000	2,629	80%			
3 bed House	216,000	2,571	80%			
4 bed House	280,000	2,867	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 6

Scheme Ref: HMV
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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	13.0	@	230,000	2,990,000
3 bed House	67.6	@	270,000	18,252,000
4 bed House	39.0	@	350,000	13,650,000
5 bed House	10.4	@	410,000	4,264,000
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	130.0			38,156,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	27.0	@	72,000	1,940,400
3 bed House	5.9	@	90,000	529,200
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	16.2	@	66,000	1,067,220
2 bed Flat	0.0	@	72,000	-
	49.0			3,536,820
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	5.8	@	149,500	863,363
3 bed House	1.3	@	175,500	221,130
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	3.5	@	120,250	416,666
2 bed Flat	0.0	@	146,250	-
	10.5			1,501,159
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	5.8	@	184,000	1,062,600
3 bed House	1.3	@	216,000	272,160
4 bed House	0.0	@	280,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	3.5	@	148,000	512,820
2 bed Flat	0.0	@	180,000	-
	10.5			1,847,580
Sub-total GDV Residential	200.0			46,041,559
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	<i>8,510,941</i>
	<i>482 £ psm (total GIA sqm)</i>		<i>42,555 £ per unit (total units)</i>	
Grant	200	@	0	-
Total GDV				46,041,559

Appendix 6

Scheme Ref: **HMV**
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 Notes: **Greenfield**
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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(110,000)
Statutory Planning Fees (Residential)				(36,299)
CIL	12,961 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	200 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
S106 analysis:				
AH Commuted Sum	17,645 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	16.47 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	16.47 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	3,670 sqm @	1,149 psm		(4,218,830)
3 bed House	6,452 sqm @	1,149 psm		(7,412,888)
4 bed House	4,680 sqm @	1,149 psm		(5,377,320)
5 bed House	1,560 sqm @	1,149 psm		(1,792,440)
1 bed Flat	1,283 sqm @	1,339 psm		(1,718,383)
2 bed Flat	17,645 sqm @	1,339 psm		-
External works				
	20,517,862 @	15.0%		(3,077,679)
		15,389 £ per unit		
M4(2) Category 2 Housing	5% of All units	200 units @	521 £ per dwelling	(5,210)
M4(3) Category 3 Housing	0% of All units	200 units @	10,307 £ per dwelling	-
Water efficiency		200 units @	9 £ per dwelling	(1,800)
Contingency	23,602,551 @	5.0%		(1,180,128)
Professional Fees	23,602,551 @	10.0%		(2,360,255)
Disposal Costs -				
Marketing and Promotion	39,156,000 OMS @	1.50%		(587,340)
Residential Sales Agent Costs	39,156,000 OMS @	1.50%		(587,340)
Residential Sales Legal Costs	39,156,000 OMS @	0.50%		(195,780)
Interest (on Development Costs) -				
	6.50% APR	0.526% pcm		(254,632)
Developers Profit -				
Margin on AH	6,885,559	6.00% on AH values		(413,134)
Profit on GDV	39,156,000	20.00%		(7,831,200)
	28,914,324	27.08% on costs	(7,831,200)	
	46,041,559	17.91% blended	(8,244,334)	
TOTAL COSTS				(37,158,658)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				8,882,901
SDLT	8,882,901 @		5.0% (slabbed)	(433,645)
Acquisition Agent fees	8,882,901 @		1.0%	(88,829)
Acquisition Legal fees	8,882,901 @		0.5%	(44,415)
Interest on Land	8,882,901 @		6.5%	(577,389)
Residual Land Value				7,738,624
<i>RLV analysis:</i>				
	38,693 £ per plot	1,160,794 £ per ha	469,767 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Res)		6.67 ha	16.47 acres	
<i>Density analysis:</i>				
	29,652 £ per plot	2,647 sqm/ha	11,529 sqft/ac	
Threshold Land Value		889,560 £ per ha	360,000 £ per acre	5,930,400

BALANCE				
Surplus/(Deficit)		271,234 £ per ha	109,767 £ per acre	1,808,224

Appendix 6

Scheme Ref: **HMV**
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SENSITIVITY ANALYSIS											
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	1,808,224										
	0	6,591,129	5,794,056	4,996,983	4,199,910	3,402,836	2,605,763	1,808,224	1,010,657	213,091	(584,937)
	10	6,404,204	5,616,969	4,829,734	4,042,499	3,255,008	2,467,331	1,679,655	891,978	103,932	(684,356)
	20	6,217,279	5,439,883	4,662,232	3,884,446	3,106,659	2,328,873	1,551,086	772,916	(5,430)	(783,791)
	30	6,029,897	5,262,000	4,494,104	3,726,207	2,958,310	2,190,414	1,422,017	653,613	(114,791)	(883,734)
	40	5,841,989	5,083,962	4,325,975	3,567,968	2,809,696	2,051,233	1,292,771	534,209	(224,589)	(983,678)
	50	5,654,080	4,905,963	4,157,906	3,409,986	2,660,566	1,912,046	1,163,526	414,567	(334,526)	(1,083,718)
	60	5,465,749	4,727,171	3,988,593	3,250,015	2,511,437	1,772,834	1,033,735	294,636	(444,463)	(1,184,188)
	70	5,276,852	4,548,216	3,819,580	3,090,944	2,362,019	1,632,914	903,810	174,705	(554,911)	(1,284,655)
	80	5,087,955	4,369,261	3,650,326	2,931,215	2,212,105	1,492,995	773,884	54,270	(665,427)	(1,385,313)
	90	4,898,656	4,189,539	3,480,423	2,771,307	2,062,191	1,353,007	643,357	(66,292)	(775,957)	(1,486,130)
	100	4,708,764	4,009,643	3,310,521	2,611,399	1,911,954	1,212,351	512,748	(186,855)	(887,054)	(1,587,308)
	110	4,518,873	3,829,746	3,140,363	2,450,807	1,761,251	1,071,695	382,139	(307,997)	(998,151)	(1,688,596)
	120	4,328,584	3,649,075	2,969,565	2,290,057	1,610,548	930,916	250,861	(428,193)	(1,109,354)	(1,790,128)
	130	4,137,694	3,468,232	2,798,770	2,129,307	1,459,474	789,520	119,565	(550,418)	(1,221,035)	(1,891,653)
	140	3,946,804	3,287,388	2,627,688	1,967,834	1,307,979	648,124	(11,788)	(672,252)	(1,332,717)	(1,993,582)
	150	3,755,504	3,105,749	2,455,993	1,806,238	1,156,483	506,537	(143,775)	(794,086)	(1,444,606)	(2,095,644)
	160	3,563,609	2,923,954	2,284,298	1,644,642	1,004,556	364,397	(275,762)	(916,042)	(1,556,875)	(2,197,707)
	170	3,371,714	2,742,159	2,112,275	1,482,269	852,263	222,257	(407,891)	(1,038,517)	(1,669,144)	(2,300,289)
	180	3,179,383	2,559,530	1,939,676	1,319,823	699,970	79,847	(540,573)	(1,160,993)	(1,781,731)	(2,402,889)
	190	2,986,478	2,376,778	1,767,078	1,157,377	547,173	(57,173)	(673,255)	(1,283,693)	(1,894,591)	(2,505,595)
200	2,793,574	2,194,027	1,594,094	994,086	394,079	(205,929)	(806,176)	(1,406,819)	(2,007,451)	(2,608,739)	
AH - % on site 35%											
Balance (RLV - TLV)	1,808,224										
	0	6,591,129	5,794,056	4,996,983	4,199,910	3,402,836	2,605,763	1,808,224	1,010,657	213,091	(584,937)
	500	6,501,020	5,703,947	4,906,873	4,109,800	3,312,727	2,515,416	1,717,849	920,283	122,642	(675,588)
	1,000	6,410,910	5,613,837	4,816,764	4,019,691	3,222,608	2,425,041	1,627,475	829,808	31,991	(766,239)
	1,500	6,320,801	5,523,728	4,726,655	3,929,581	3,132,233	2,334,667	1,537,100	739,534	(84,860)	(856,890)
	2,000	6,230,692	5,433,618	4,636,545	3,839,425	3,041,858	2,244,292	1,446,726	648,919	(149,311)	(947,662)
	2,500	6,140,582	5,343,509	4,546,436	3,749,050	2,951,484	2,153,917	1,356,351	558,268	(239,962)	(1,038,601)
	3,000	6,050,473	5,253,399	4,456,242	3,658,676	2,861,109	2,063,543	1,265,847	467,617	(330,613)	(1,129,540)
	3,500	5,960,363	5,163,290	4,365,868	3,568,301	2,770,735	1,973,168	1,175,196	376,966	(421,414)	(1,220,479)
	4,000	5,870,254	5,073,059	4,275,493	3,477,927	2,680,360	1,882,774	1,084,544	286,315	(512,353)	(1,311,418)
	4,500	5,780,144	4,982,685	4,185,118	3,387,552	2,589,986	1,792,123	993,893	195,663	(603,292)	(1,402,520)
	5,000	5,689,877	4,892,310	4,094,744	3,297,177	2,499,611	1,701,472	903,242	104,934	(694,231)	(1,493,758)
	5,500	5,599,502	4,801,936	4,004,369	3,206,803	2,409,051	1,610,821	812,591	13,895	(785,170)	(1,584,997)
	6,000	5,509,128	4,711,561	3,913,995	3,116,428	2,318,400	1,520,170	721,940	(77,044)	(876,164)	(1,676,235)
	6,500	5,418,753	4,621,186	3,823,620	3,025,979	2,227,749	1,429,519	631,081	(167,983)	(967,402)	(1,767,478)
	7,000	5,328,378	4,530,812	3,733,245	2,935,328	2,137,098	1,338,868	540,142	(258,922)	(1,058,640)	(1,859,025)
	7,500	5,238,004	4,440,437	3,642,871	2,844,677	2,046,447	1,248,217	449,203	(349,861)	(1,149,879)	(1,950,574)
	8,000	5,147,629	4,350,063	3,552,256	2,754,026	1,955,796	1,157,329	358,264	(441,046)	(1,241,117)	(2,042,124)
	8,500	5,057,255	4,259,688	3,461,604	2,663,375	1,865,145	1,066,390	267,325	(532,294)	(1,332,422)	(2,133,679)
	9,000	4,966,880	4,169,313	3,370,953	2,572,723	1,774,494	975,451	176,386	(623,522)	(1,423,971)	(2,225,472)
	9,500	4,876,505	4,078,938	3,280,302	2,482,072	1,683,577	884,512	85,311	(714,761)	(1,515,520)	(2,317,344)
10,000	4,786,131	3,987,881	3,189,651	2,391,421	1,592,638	793,573	(17,928)	(805,999)	(1,607,069)	(2,409,215)	
AH - % on site 35%											
Balance (RLV - TLV)	1,808,224										
	14%	9,578,431	8,624,131	7,669,832	6,715,532	5,761,232	4,806,933	3,852,167	2,897,374	1,942,581	987,327
	15%	9,080,547	8,152,452	7,224,367	6,296,262	5,369,166	4,440,071	3,511,510	2,562,821	1,664,333	725,283
	16%	8,582,664	7,680,773	6,778,882	5,876,991	4,975,100	4,073,210	3,170,853	2,268,469	1,366,085	463,239
	17.5%	7,838,838	6,973,254	6,110,670	5,248,086	4,385,501	3,522,917	2,659,867	1,796,789	933,712	70,173
	19%	7,089,013	6,265,735	5,442,458	4,619,180	3,795,902	2,972,625	2,148,881	1,325,110	501,339	(322,893)
	20%	6,591,129	5,794,056	4,996,983	4,199,910	3,402,836	2,605,763	1,808,224	1,010,657	213,091	(584,937)
	21%	6,093,246	5,322,377	4,551,508	3,780,639	3,009,770	2,238,902	1,467,567	696,205	(75,157)	(846,981)
	22%	5,595,362	4,850,698	4,106,033	3,361,369	2,616,704	1,872,040	1,126,910	381,752	(363,406)	(1,109,025)
	23%	5,097,478	4,379,018	3,660,558	2,942,098	2,223,638	1,505,178	786,252	67,299	(651,654)	(1,371,069)
24%	4,599,595	3,907,339	3,215,084	2,522,828	1,830,572	1,138,317	445,595	(247,154)	(939,803)	(1,633,113)	
25%	4,101,711	3,435,660	2,769,609	2,103,558	1,437,506	771,455	104,938	(561,607)	(1,228,151)	(1,895,157)	
Profit	20.00%										
	14%	9,578,431	8,624,131	7,669,832	6,715,532	5,761,232	4,806,933	3,852,167	2,897,374	1,942,581	987,327
	15%	9,080,547	8,152,452	7,224,367	6,296,262	5,369,166	4,440,071	3,511,510	2,562,821	1,664,333	725,283
	16%	8,582,664	7,680,773	6,778,882	5,876,991	4,975,100	4,073,210	3,170,853	2,268,469	1,366,085	463,239
	17.5%	7,838,838	6,973,254	6,110,670	5,248,086	4,385,501	3,522,917	2,659,867	1,796,789	933,712	70,173
	19%	7,089,013	6,265,735	5,442,458	4,619,180	3,795,902	2,972,625	2,148,881	1,325,110	501,339	(322,893)
	20%	6,591,129	5,794,056	4,996,983	4,199,910	3,402,836	2,605,763	1,808,224	1,010,657	213,091	(584,937)
	21%	6,093,246	5,322,377	4,551,508	3,780,639	3,009,770	2,238,902	1,467,567	696,205	(75,157)	(846,981)
	22%	5,595,362	4,850,698	4,106,033	3,361,369	2,616,704	1,872,040	1,126,910	381,752	(363,406)	(1,109,025)
	23%	5,097,478	4,379,018	3,660,558	2,942,098	2,223,638	1,505,178	786,252	67,299	(651,654)	(1,371,069)
24%	4,599,595	3,907,339	3,215,084	2,522,828	1,830,572	1,138,317	445,595	(247,154)	(939,803)	(1,633,113)	
25%	4,101,711	3,435,660	2,769,609	2,103,558	1,437,506	771,455	104,938	(561,607)	(1,228,151)	(1,895,157)	



Appendix 6

Scheme Ref: HMV
 Title: 200 No. Units at Higher Mid Value Zone
 Notes: Greenfield
 F9 update

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	1,808,224										
	100,000	10,874,196	10,077,123	9,280,050	8,482,976	7,685,903	6,888,830	6,091,757	5,293,724	4,496,158	3,698,130
	150,000	10,050,529	9,253,456	8,456,383	7,659,310	6,862,236	6,065,163	5,267,624	4,470,057	3,672,491	2,874,463
	200,000	9,226,863	8,429,789	7,632,716	6,835,643	6,038,570	5,241,497	4,443,957	3,646,391	2,848,824	2,050,797
	250,000	8,403,196	7,606,123	6,809,050	6,011,976	5,214,903	4,417,830	3,620,291	2,822,724	2,025,158	1,227,130
	300,000	7,579,529	6,782,456	5,985,383	5,188,310	4,391,236	3,594,163	2,796,624	1,999,057	1,201,491	403,463
	350,000	6,755,863	5,958,789	5,161,716	4,364,643	3,567,570	2,770,497	1,972,957	1,175,391	377,824	(420,203)
	400,000	5,932,196	5,135,123	4,338,050	3,540,976	2,743,903	1,946,830	1,149,291	351,224	(445,842)	(1,243,970)
	450,000	5,108,529	4,311,456	3,514,383	2,717,310	1,920,236	1,123,163	325,624	(471,943)	(1,269,509)	(2,067,537)
	500,000	4,284,863	3,487,789	2,690,716	1,893,643	1,096,570	299,497	(498,043)	(1,295,609)	(2,093,176)	(2,891,203)
550,000	3,461,196	2,664,123	1,867,050	1,069,976	272,903	(524,170)	(1,321,709)	(2,119,276)	(2,916,842)	(3,714,870)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	1,808,224										
	5	(23,060,871)	(23,857,944)	(24,655,017)	(25,452,090)	(26,249,164)	(27,046,237)	(27,843,310)	(28,640,383)	(29,437,456)	(30,234,529)
	10	(5,269,671)	(6,066,744)	(6,863,817)	(7,660,890)	(8,457,964)	(9,255,037)	(10,052,110)	(10,849,183)	(11,646,256)	(12,443,329)
	15	660,729	(136,344)	(933,417)	(1,730,490)	(2,527,564)	(3,324,637)	(4,121,710)	(4,918,783)	(5,715,856)	(6,512,929)
	20	3,625,829	2,828,856	2,031,783	1,234,710	437,636	(359,437)	(1,156,976)	(1,954,515)	(2,752,054)	(3,549,593)
	25	5,405,049	4,607,976	3,810,903	3,013,830	2,216,756	1,419,683	622,144	(175,423)	(972,989)	(1,771,017)
	30	6,591,129	5,794,056	4,996,983	4,199,910	3,402,836	2,605,763	1,808,224	1,010,657	213,091	(584,937)
	35	7,438,329	6,641,256	5,844,183	5,047,110	4,250,036	3,452,963	2,655,424	1,857,857	1,060,291	262,263
	40	8,073,729	7,276,656	6,479,583	5,682,510	4,885,436	4,088,363	3,290,824	2,493,257	1,695,691	897,663
	45	8,567,829	7,770,756	6,973,683	6,176,610	5,379,536	4,582,463	3,785,024	2,987,457	2,189,891	1,391,863
50	8,963,299	8,166,216	7,369,143	6,572,070	5,774,996	4,977,923	4,180,384	3,382,817	2,585,251	1,787,223	
55	9,298,766	8,489,692	7,682,619	6,895,546	6,098,473	5,301,400	4,503,860	3,706,294	2,908,727	2,110,700	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	1,808,224										
	40%	6,553,795	5,756,722	4,959,649	4,162,576	3,365,502	2,568,381	1,770,794	973,228	175,661	(622,467)
	45%	6,548,462	5,751,389	4,954,315	4,157,242	3,360,169	2,563,014	1,765,447	967,881	170,314	(627,829)
	50%	6,543,128	5,746,055	4,948,982	4,151,909	3,354,836	2,557,667	1,760,100	962,534	164,967	(633,190)
	55%	6,537,795	5,740,722	4,943,649	4,146,575	3,349,502	2,552,319	1,754,753	957,187	159,620	(638,552)
	60%	6,532,462	5,735,388	4,938,315	4,141,242	3,344,169	2,546,972	1,749,406	951,839	154,273	(643,913)
	65%	6,527,128	5,730,055	4,932,982	4,135,909	3,338,835	2,541,625	1,744,059	946,492	148,926	(649,275)
	70%	6,521,795	5,724,722	4,927,648	4,130,575	3,333,502	2,536,278	1,738,712	941,145	143,579	(654,638)
	75%	6,516,461	5,719,388	4,922,315	4,125,242	3,328,168	2,530,931	1,733,365	935,798	138,232	(659,999)
	80%	6,511,128	5,714,055	4,916,981	4,119,908	3,322,835	2,525,584	1,728,018	930,451	132,871	(665,359)
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
% Cat M(2)	1,808,224										
	5%	6,537,795	5,740,722	4,943,649	4,146,575	3,349,502	2,552,319	1,754,753	957,187	159,620	(638,552)
	60%	6,532,462	5,735,388	4,938,315	4,141,242	3,344,169	2,546,972	1,749,406	951,839	154,273	(643,913)
	65%	6,527,128	5,730,055	4,932,982	4,135,909	3,338,835	2,541,625	1,744,059	946,492	148,926	(649,275)
	70%	6,521,795	5,724,722	4,927,648	4,130,575	3,333,502	2,536,278	1,738,712	941,145	143,579	(654,638)
	75%	6,516,461	5,719,388	4,922,315	4,125,242	3,328,168	2,530,931	1,733,365	935,798	138,232	(659,999)
	80%	6,511,128	5,714,055	4,916,981	4,119,908	3,322,835	2,525,584	1,728,018	930,451	132,871	(665,359)

Appendix 6

Scheme Ref: **HMV**
 Title: **1200 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			1,200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%			
			0.00 £ psm			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	78.0	55.0%	231.0	26%	309.0
3 bed House	52.0%	405.6	12.0%	50.4	38%	456.0
4 bed House	30.0%	234.0	0.0%	0.0	20%	234.0
5 bed House	8.0%	62.4	0.0%	0.0	5%	62.4
1 bed Flat	0.0%	0.0	33.0%	138.6	12%	138.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	780.0	100.0%	420.0	100%	1,200.0
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA		AH units GIA		Total GIA (all units)	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	5,850	62,969	16,170	174,052	22,020	237,021
3 bed House	34,476	371,097	4,234	45,570	38,710	416,667
4 bed House	28,080	302,251	0	0	28,080	302,251
5 bed House	9,360	100,750	0	0	9,360	100,750
1 bed Flat	0	0	7,700	82,882	7,700	82,882
2 bed Flat	0	0	0	0	0	0
	77,766	837,066	28,104	302,505	105,870	1,139,571
	AH % by floor area:		26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	185,000	3,190	296	0		
2 bed House	230,000	3,067	285	71,070,000		
3 bed House	270,000	3,176	295	123,120,000		
4 bed House	350,000	2,917	271	81,900,000		
5 bed House	410,000	2,733	254	25,584,000		
1 bed Flat	185,000	3,700	344	25,641,000		
2 bed Flat	225,000	3,689	343	0		
				327,315,000		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	36%	120,250	2,073	65%
2 bed House	72,000	1,029	31%	149,500	2,136	65%
3 bed House	90,000	1,071	33%	175,500	2,089	65%
4 bed House	107,000	1,103	31%	227,500	2,345	65%
5 bed House	120,000	1,091	29%	266,500	2,423	65%
1 bed Flat	68,000	1,320	38%	120,250	2,405	65%
2 bed Flat	72,000	1,180	32%	146,250	2,388	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	148,000	2,552	80%			
2 bed House	184,000	2,629	80%			
3 bed House	216,000	2,571	80%			
4 bed House	280,000	2,887	80%			
5 bed House	328,000	2,982	80%			
1 bed Flat	148,000	2,960	80%			
2 bed Flat	180,000	2,951	80%			

Appendix 6

Scheme Ref: **HMV**
 Title: **1200 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	78.0	@	230,000	17,940,000
3 bed House	405.6	@	270,000	109,512,000
4 bed House	234.0	@	350,000	81,900,000
5 bed House	62.4	@	410,000	25,584,000
1 bed Flat	0.0	@	185,000	-
2 bed Flat	0.0	@	225,000	-
	780.0			234,936,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	161.7	@	72,000	11,642,400
3 bed House	35.3	@	90,000	3,175,200
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	97.0	@	66,000	6,403,320
2 bed Flat	0.0	@	72,000	-
	294.0			21,220,920
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	34.7	@	149,500	5,180,175
3 bed House	7.6	@	175,500	1,326,780
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	20.8	@	120,250	2,499,998
2 bed Flat	0.0	@	146,250	-
	63.0			9,006,953
Starter Homes GDV -				
1 bed House	0.0	@	148,000	-
2 bed House	34.7	@	184,000	6,375,600
3 bed House	7.6	@	216,000	1,632,960
4 bed House	0.0	@	280,000	-
5 bed House	0.0	@	328,000	-
1 bed Flat	20.8	@	148,000	3,076,920
2 bed Flat	0.0	@	180,000	-
	63.0			11,085,480
Sub-total GDV Residential	1,200.0			276,249,353
<i>AH on-site cost analysis:</i>				
	482	£ psqm (total GIA sqm)	£MV less EGDV	51,065,648
			42,555	£ per unit (total units)
Grant	1,200	@	0	-
Total GDV				276,249,353

Appendix 6

Scheme Ref: **HMV**
 Title: **1200 No. Units at Higher Mid Value Zone**
 Notes: **Greenfield**
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(450,000)
Statutory Planning Fees (Residential)				(151,299)
CIL	77,766 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	0			-
S106 analysis:	1,200 units @	0 per unit		-
	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum	105,870 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	98.84 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	0			-
Infra. Costs analysis:	98.84 acres @	0 per acre		-
	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	- sqm @	1,149 psm		-
2 bed House	22,020 sqm @	1,149 psm		(25,300,989)
3 bed House	38,710 sqm @	1,149 psm		(44,477,330)
4 bed House	28,080 sqm @	1,149 psm		(32,263,920)
5 bed House	9,360 sqm @	1,149 psm		(10,754,640)
1 bed Flat	7,700 sqm @	1,338 psm		(10,310,300)
2 bed Flat	105,870 sqm @	1,338 psm		-
External works	123,107,170 @	15.0% Eper unit		(18,466,076)
M4(2) Category 2 Housing	5% of All units	1,200 units @	521 £ per dwelling	(31,260)
M4(3) Category 3 Housing	0% of All units	1,200 units @	10,307 £ per dwelling	-
Water efficiency		1,200 units @	9 £ per dwelling	(10,800)
Contingency	141,615,306 @	5.0%		(7,080,765)
Professional Fees	141,615,306 @	10.0%		(14,161,531)
Disposal Costs -				
Marketing and Promotion	234,936,000 OMS @	1.50%		(3,524,040)
Residential Sales Agent Costs	234,936,000 OMS @	1.50%		(3,524,040)
Residential Sales Legal Costs	234,936,000 OMS @	0.50%		(1,174,680)
Interest (on Development Costs) -	6.50% APR	0.526% pom		(941,041)
Developers Profit -				
Margin on AH	41,313,353	6.00% on AH values		(2,478,801)
Profit on GDV	234,936,000	20.00%		(46,987,200)
	172,622,702	27.22% on costs	(46,987,200)	
	276,249,353	17.91% blended	(49,466,001)	
TOTAL COSTS				(222,088,703)

Appendix 6

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				54,160,650
SDLT	54,160,650 @	5.0%	(slabbed)	(2,697,532)
Acquisition Agent fees	54,160,650 @	1.0%		(541,606)
Acquisition Legal fees	54,160,650 @	0.5%		(270,803)
Interest on Land	54,160,650 @	6.5%		(3,520,442)
Residual Land Value				47,130,265
RLV analysis:	39,275 £ per plot	1,178,257 £ per ha	476,834 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0	dph	
Site Area (Resi)		40.00	ha	98.84 acres
Density analysis:		2,647	sqm/ha	11,529 sqft/ac
Threshold Land Value	39,948 £ per plot	1,198,435 £ per ha	485,000 £ per acre	47,937,400

BALANCE				
Surplus/(Deficit)		(20,178) £ per ha	(8,166) £ per acre	(807,135)

Appendix 6

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		SENSITIVITY ANALYSIS										
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(807,135)											
	0	28,022,360	23,218,200	18,413,437	13,608,673	8,803,909	3,998,755	(807,135)	(5,613,025)	(10,420,140)	(15,227,744)	
	10	26,840,008	22,096,655	17,353,301	12,609,948	7,865,999	3,121,583	(1,622,832)	(6,368,225)	(11,113,967)	(15,861,052)	
	20	25,649,211	20,967,662	16,286,112	11,603,598	6,921,052	2,238,507	(2,444,928)	(7,128,733)	(11,813,399)	(16,498,202)	
	30	24,450,499	19,830,574	15,210,298	10,590,022	5,969,746	1,348,505	(3,272,962)	(7,894,969)	(12,517,892)	(17,141,978)	
	40	23,242,435	18,694,851	14,127,228	9,569,530	5,010,807	452,884	(4,107,027)	(8,667,135)	(13,227,850)	(17,789,608)	
	50	22,026,911	17,551,387	13,036,270	8,540,700	4,045,129	(450,852)	(4,947,733)	(9,444,838)	(13,943,295)	(18,442,840)	
	CIL Exem 0.00	60	20,800,894	16,368,890	11,936,886	7,504,882	3,072,262	(1,360,977)	(5,794,235)	(10,228,975)	(14,664,183)	(19,100,689)
		70	19,566,073	15,198,052	10,830,031	6,461,002	2,091,824	(2,277,354)	(6,647,953)	(11,018,586)	(15,390,873)	(19,764,281)
		80	18,322,871	14,018,733	9,714,040	5,409,346	1,104,482	(3,201,553)	(7,507,587)	(11,815,014)	(16,123,105)	(20,429,650)
		90	17,069,813	12,830,031	8,590,250	4,349,926	108,886	(4,132,154)	(8,374,451)	(12,617,015)	(16,861,340)	(21,106,958)
		100	15,807,615	11,633,177	7,457,619	3,282,007	(893,605)	(5,070,538)	(9,247,588)	(13,426,034)	(17,605,340)	(21,786,296)
		110	14,535,928	10,426,183	6,316,437	2,206,447	(1,904,649)	(6,015,744)	(10,128,075)	(14,240,829)	(18,355,424)	(22,471,542)
		120	13,254,223	9,210,786	5,166,526	1,121,828	(2,922,869)	(6,968,852)	(11,015,075)	(15,062,333)	(19,111,627)	(23,162,250)
		130	11,963,187	7,985,337	4,007,486	29,514	(3,948,769)	(7,929,052)	(11,909,695)	(15,890,927)	(19,873,875)	(23,858,722)
		140	10,661,452	6,750,901	2,839,637	(1,072,251)	(4,984,138)	(8,897,434)	(12,810,925)	(16,726,228)	(20,642,726)	(24,561,211)
		150	9,350,330	5,506,293	1,662,264	(2,181,950)	(6,027,488)	(9,873,026)	(13,720,200)	(17,568,110)	(21,417,546)	(25,269,305)
	160	8,028,030	4,252,315	475,803	(3,301,316)	(7,078,458)	(10,857,246)	(14,636,332)	(18,417,058)	(22,199,413)	(25,983,893)	
	170	6,696,066	2,987,837	(720,392)	(4,429,047)	(8,138,842)	(11,848,872)	(15,560,500)	(19,273,225)	(22,987,605)	(26,704,436)	
	180	5,352,654	1,713,790	(1,926,155)	(5,566,479)	(9,207,224)	(12,849,274)	(16,492,135)	(20,136,190)	(23,782,482)	(27,431,028)	
	190	3,999,074	428,702	(3,141,669)	(6,712,903)	(10,284,391)	(13,857,656)	(17,431,528)	(21,007,145)	(24,584,522)	(28,164,457)	
200	2,633,991	(866,006)	(4,367,442)	(7,868,879)	(11,371,319)	(14,874,527)	(18,379,229)	(21,885,192)	(25,393,230)	(28,904,136)		
Site Specific S106 0	(807,135)											
	0	28,022,360	23,218,200	18,413,437	13,608,673	8,803,909	3,998,755	(807,135)	(5,613,025)	(10,420,140)	(15,227,744)	
	500	27,490,267	22,685,503	17,880,740	13,075,976	8,271,212	3,465,409	(1,340,482)	(6,146,875)	(10,954,156)	(15,762,451)	
	1,000	26,957,570	22,152,806	17,345,042	12,543,279	7,737,952	2,932,062	(1,873,828)	(6,680,892)	(11,488,220)	(16,297,189)	
	1,500	26,424,873	21,620,109	16,811,345	12,010,496	7,204,805	2,398,715	(2,407,527)	(7,214,909)	(12,022,927)	(16,832,017)	
	2,000	25,892,175	21,087,412	16,282,648	11,477,149	6,671,259	1,865,368	(2,941,644)	(7,748,926)	(12,557,635)	(17,367,455)	
	2,500	25,359,478	20,554,715	15,749,692	10,943,802	6,137,912	1,331,620	(3,475,661)	(8,283,403)	(13,092,342)	(17,902,854)	
	3,000	24,826,781	20,022,018	15,216,345	10,410,455	5,604,565	797,604	(4,009,678)	(8,818,111)	(13,627,409)	(18,438,364)	
	3,500	24,294,084	19,488,889	14,682,999	9,877,108	5,070,868	263,587	(4,543,879)	(9,352,818)	(14,162,827)	(18,974,514)	
	4,000	23,761,387	18,955,542	14,149,652	9,343,762	4,536,851	(270,430)	(5,078,587)	(9,887,525)	(14,698,246)	(19,510,664)	
	4,500	23,228,085	18,422,195	13,616,305	8,810,116	4,002,835	(804,447)	(5,613,294)	(10,422,801)	(15,233,758)	(20,046,959)	
	5,000	22,694,739	17,888,948	13,080,958	8,276,999	3,469,818	(1,330,063)	(6,148,001)	(10,959,220)	(15,769,908)	(20,583,362)	
	5,500	22,161,392	17,355,502	12,549,364	7,742,082	2,934,801	(1,873,770)	(6,682,775)	(11,493,638)	(16,306,058)	(21,120,765)	
	6,000	21,628,045	16,822,155	12,015,347	7,208,065	2,400,461	(2,408,478)	(7,218,193)	(12,029,152)	(16,842,200)	(21,657,980)	
	6,500	21,094,698	16,288,611	11,481,330	6,674,049	1,865,754	(2,943,185)	(7,753,612)	(12,565,302)	(17,379,050)	(22,195,656)	
7,000	20,561,351	15,754,595	10,947,313	6,139,985	1,331,046	(3,478,167)	(8,289,030)	(13,101,452)	(17,915,953)	(22,733,333)		
7,500	20,027,859	15,220,578	10,413,296	5,605,278	796,339	(4,013,585)	(8,824,546)	(13,637,603)	(18,452,856)	(23,271,603)		
8,000	19,493,842	14,686,561	9,879,279	5,070,570	261,632	(4,549,004)	(9,360,696)	(14,174,238)	(18,990,429)	(23,810,074)		
8,500	18,959,826	14,152,544	9,344,802	4,535,863	(273,559)	(5,084,422)	(9,896,846)	(14,711,141)	(19,528,126)	(24,348,721)		
9,000	18,425,809	13,618,527	8,810,094	4,001,156	(808,977)	(5,619,940)	(10,432,997)	(15,248,044)	(20,055,783)	(24,886,007)		
9,500	17,891,792	13,084,326	8,275,387	3,466,448	(1,344,396)	(6,156,090)	(10,969,427)	(15,785,203)	(20,604,222)	(25,427,294)		
10,000	17,357,775	12,549,618	7,740,680	2,931,049	(1,879,815)	(6,692,240)	(11,506,329)	(16,322,879)	(21,142,693)	(25,967,250)		
Profit 20.00%	(807,135)											
	14%	45,946,169	40,198,651	34,450,529	28,702,407	22,954,285	17,205,773	11,456,524	5,707,276	(43,197)	(5,794,160)	
	15%	42,959,868	37,368,576	31,777,681	26,196,785	20,596,889	15,004,603	9,412,581	3,820,559	(1,772,886)	(7,366,424)	
	16%	39,971,566	34,538,501	29,104,832	23,671,163	18,237,493	12,803,434	7,368,638	1,933,842	(3,502,178)	(8,938,688)	
	17.5%	35,490,614	30,293,388	25,095,559	19,897,729	14,699,899	9,501,679	4,302,723	(896,233)	(6,096,414)	(11,297,084)	
	19%	31,009,661	26,048,275	21,086,285	16,124,295	11,162,305	6,199,925	1,236,808	(3,726,308)	(6,690,649)	(13,655,480)	
	20%	28,022,360	23,218,200	18,413,437	13,608,673	8,803,909	3,998,755	(807,135)	(5,613,025)	(10,420,140)	(15,227,744)	
	21%	25,035,058	20,388,125	15,740,588	11,093,051	6,445,513	1,797,586	(2,851,078)	(7,499,742)	(12,149,630)	(16,800,008)	
	22%	22,047,756	17,558,050	13,067,739	8,577,428	4,087,117	(403,584)	(4,895,021)	(9,386,459)	(13,879,120)	(18,372,272)	
	23%	19,060,455	14,727,975	10,394,890	6,061,806	1,726,721	(2,604,753)	(6,838,964)	(11,273,175)	(15,608,611)	(19,344,536)	
24%	16,073,153	11,897,899	7,722,041	3,546,183	(629,575)	(4,805,925)	(8,882,908)	(13,159,852)	(17,338,101)	(21,516,500)		
25%	13,085,852	9,067,824	5,049,193	1,030,561	(2,988,071)	(7,007,093)	(11,026,851)	(15,046,609)	(19,067,592)	(23,089,064)		

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HMV
1200 No. Units at Higher Mid Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(807,135)										
	100,000	66,075,760	61,271,600	56,466,837	51,662,073	46,857,309	42,052,155	37,246,265	32,440,375	27,633,260	22,825,656
	150,000	61,133,760	56,329,600	51,524,837	46,720,073	41,915,309	37,110,155	32,304,265	27,498,375	22,691,260	17,883,656
	200,000	56,191,760	51,387,600	46,582,837	41,778,073	36,973,309	32,168,155	27,362,265	22,556,375	17,749,260	12,941,656
	250,000	51,249,760	46,445,600	41,640,837	36,836,073	32,031,309	27,226,155	22,420,265	17,614,375	12,807,260	7,999,656
	300,000	46,307,760	41,503,600	36,698,837	31,894,073	27,089,309	22,284,155	17,478,265	12,672,375	7,865,260	3,057,656
	350,000	41,365,760	36,561,600	31,756,837	26,952,073	22,147,309	17,342,155	12,536,265	7,730,375	2,923,260	(1,884,344)
	400,000	36,423,760	31,619,600	26,814,837	22,010,073	17,205,309	12,400,155	7,594,265	2,798,375	(2,018,740)	(6,925,344)
	450,000	31,481,760	26,677,600	21,672,837	17,068,073	12,263,309	7,458,155	2,652,265	(2,153,625)	(6,960,740)	(11,768,344)
	500,000	26,539,760	21,735,600	16,930,837	12,126,073	7,321,309	2,516,155	(2,288,735)	(7,095,625)	(11,902,740)	(16,710,344)
550,000	21,597,760	16,793,600	11,988,837	7,184,073	2,379,309	(2,425,845)	(7,231,735)	(12,037,625)	(16,844,740)	(21,652,344)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Density (dph)	5	(211,664,640)	(216,468,800)	(221,273,563)	(226,078,327)	(230,883,091)	(235,688,245)	(240,494,135)	(245,300,025)	#####	(254,914,744)
	10	(87,852,440)	(72,656,600)	(77,461,363)	(82,266,127)	(87,070,891)	(91,875,045)	(96,681,335)	(101,487,325)	#####	(111,102,544)
	15	(19,915,040)	(24,719,200)	(29,523,963)	(34,328,727)	(39,133,491)	(43,938,645)	(48,744,535)	(53,550,425)	(58,357,540)	(63,165,144)
	20	4,053,660	(750,500)	(5,555,263)	(10,360,027)	(15,164,791)	(19,969,945)	(24,775,835)	(29,581,725)	(34,388,840)	(39,196,444)
	25	18,434,880	13,630,720	8,825,957	4,021,193	(783,571)	(5,588,725)	(10,394,615)	(15,200,505)	(20,007,620)	(24,815,224)
	30	28,022,360	23,218,200	18,413,437	13,608,673	8,803,909	3,998,755	(807,135)	(5,613,025)	(10,420,140)	(15,227,744)
	35	34,870,560	30,066,400	25,261,637	20,456,873	15,652,109	10,846,955	6,041,065	1,235,175	(3,571,940)	(8,379,544)
	40	40,006,710	35,202,550	30,397,787	25,593,023	20,788,259	15,983,105	11,177,215	6,371,325	1,564,210	(3,243,394)
	45	44,001,493	39,197,334	34,392,570	29,587,806	24,783,043	19,977,899	15,171,999	10,366,106	5,555,994	75,130
	55	47,197,320	42,393,160	37,588,397	32,783,633	27,979,869	23,173,715	18,367,825	13,561,935	8,754,820	3,947,216
55	49,812,087	45,007,928	40,203,164	35,398,400	30,593,637	25,788,483	20,982,593	16,176,702	11,369,588	6,561,984	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(807,135)										
	40%	27,800,507	22,996,126	18,191,362	13,386,599	8,581,835	3,776,450	(1,029,440)	(5,835,403)	(10,642,684)	(15,450,536)
	45%	27,768,814	22,964,401	18,159,637	13,354,874	8,550,110	3,744,693	(1,061,198)	(5,867,195)	(10,674,476)	(15,482,368)
	50%	27,737,121	22,932,676	18,127,912	13,323,149	8,518,385	3,712,935	(1,092,956)	(5,898,987)	(10,706,268)	(15,514,191)
	55%	27,705,428	22,900,951	18,096,188	13,291,424	8,486,660	3,681,177	(1,124,713)	(5,930,779)	(10,738,060)	(15,546,018)
	60%	27,673,735	22,869,226	18,064,463	13,259,699	8,454,935	3,649,419	(1,156,471)	(5,962,571)	(10,769,852)	(15,577,846)
	65%	27,642,042	22,837,501	18,032,738	13,227,974	8,423,211	3,617,661	(1,188,229)	(5,994,363)	(10,801,644)	(15,609,679)
	70%	27,610,348	22,805,776	18,001,013	13,196,249	8,391,486	3,585,903	(1,219,987)	(6,026,155)	(10,833,436)	(15,641,501)
75%	27,578,655	22,774,052	17,969,288	13,164,524	8,359,761	3,554,145	(1,251,745)	(6,057,947)	(10,865,228)	(15,673,328)	
80%	27,546,962	22,742,327	17,937,563	13,132,799	8,328,036	3,522,387	(1,283,503)	(6,089,739)	(10,897,020)	(15,705,156)	
% Cat M4(2)											
5%											

Appendix 6

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield

PS update

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme				1 Units									
AH Policy requirement (% Target)				0%									
AH tenure split %		Affordable Rent:		70%									
		Shared Ownership:		15%									
		Starter Homes:		15%									
Open Market Sale (OMS) housing				100%									
CIL Rate (£ psm)				0.00		£ psm							
Unit mix -		Mkt Units mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units	
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed House		100.0%		1.0		0.0%		0.0		100%		1.0	
3 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
4 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
1 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
Total number of units		100.0%		1.0		0.0%		0.0		100%		1.0	
OMS Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)							
1 bed House		58.0		624		100.0%		58.0		624			
2 bed House		85.0		915		100.0%		85.0		915			
3 bed House		115.0		1,238		100.0%		115.0		1,238			
4 bed House		135.0		1,453		100.0%		135.0		1,453			
5 bed House		150.0		1,615		100.0%		150.0		1,615			
1 bed Flat		50.0		538		90.0%		55.6		598			
2 bed Flat		61.0		657		90.0%		67.8		730			
AH Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)							
1 bed House		58.0		624		100.0%		58.0		624			
2 bed House		70.0		753		100.0%		70.0		753			
3 bed House		84.0		904		100.0%		84.0		904			
4 bed House		97.0		1,044		100.0%		97.0		1,044			
5 bed House		110.0		1,184		100.0%		110.0		1,184			
1 bed Flat		50.0		538		90.0%		55.6		598			
2 bed Flat		61.0		657		90.0%		67.8		730			
Total Gross Floor areas -		Mkt Units GIA (sqm)		AH units GIA (sqm)		Total GIA (all units) (sqm)							
1 bed House		0		0		0		0		0		0	
2 bed House		85		915		0		85		915		0	
3 bed House		0		0		0		0		0		0	
4 bed House		0		0		0		0		0		0	
5 bed House		0		0		0		0		0		0	
1 bed Flat		0		0		0		0		0		0	
2 bed Flat		0		0		0		0		0		0	
AH % by floor area:		85		915		0		0		85		915	
0.00% AH % by floor area due to mix													
Open Market Sales values (£) -		£ OMS (per unit)		Epsm		Epsf		total MV £ (no AH)					
1 bed House		235,000		4,052		376		0		0			
2 bed House		280,000		3,294		306		280,000		0			
3 bed House		350,000		3,043		283		0		0			
4 bed House		400,000		2,963		275		0		0			
5 bed House		450,000		3,000		279		0		0			
1 bed Flat		235,000		4,700		437		0		0			
2 bed Flat		255,000		4,180		388		0		0			
Affordable Housing values (£) -		Aff. Rent £		Epsm		% of MV		SO £		Epsm		% of MV	
1 bed House		66,000		1,138		28%		120,250		2,073		51%	
2 bed House		72,000		1,029		26%		149,500		2,136		53%	
3 bed House		90,000		1,071		26%		175,500		2,089		50%	
4 bed House		107,000		1,103		27%		227,500		2,345		57%	
5 bed House		120,000		1,091		27%		266,500		2,423		59%	
1 bed Flat		66,000		1,320		28%		120,250		2,405		51%	
2 bed Flat		72,000		1,180		28%		146,250		2,398		57%	
Affordable Housing values (£) -		SH £		Epsm		% of MV							
1 bed House		188,000		3,241		80%							
2 bed House		224,000		3,200		80%							
3 bed House		250,000		2,976		80%							
4 bed House		320,000		3,299		80%							
5 bed House		360,000		3,273		80%							
1 bed Flat		188,000		3,760		80%							
2 bed Flat		204,000		3,344		80%							

Appendix 6

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield
 PS update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
		(part houses due to % mix)		
1 bed House	0.0	@	235,000	-
2 bed House	1.0	@	280,000	280,000
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	400,000	-
5 bed House	0.0	@	450,000	-
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	1.0			280,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	149,500	-
3 bed House	0.0	@	175,500	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	0.0	@	224,000	-
3 bed House	0.0	@	250,000	-
4 bed House	0.0	@	320,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	0.0	@	188,000	-
2 bed Flat	0.0	@	204,000	-
	0.0			-
Sub-total GDV Residential	1.0			280,000
<i>AH on-site cost analysis:</i>				
		0 £ psm (total GIA sqm)		EMV less £GDV 0 £ per unit (total units)
Grant	1	@	0	-
Total GDV				280,000

Appendix 6

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield
 P9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				
Statutory Planning Fees (Residential)				
CIL	85 sqm	0.00 £ psm		(385)
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
total	1 units @	0 per unit		-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum	85 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	0.10 acres @	110,000 £ per acre (if brownfield)		(10,872)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
total	0.10 acres @	per acre		-
Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	- sqm @	1,149 psm		-
2 bed House	85 sqm @	1,149 psm		(97,665)
3 bed House	- sqm @	1,149 psm		-
4 bed House	- sqm @	1,149 psm		-
5 bed House	- sqm @	1,149 psm		-
1 bed Flat	- sqm @	1,338 psm		-
2 bed Flat	85 sqm @	1,338 psm		-
External works	97,665 @	15.0% 14,650 £ per unit		(14,650)
M4(2) Category 2 Housing	0% of All units	1 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	1 units @	10,307 £ per dwelling	-
Water efficiency		1 units @	9 £ per dwelling	(9)
Contingency	123,196 @	5.0%		(6,160)
Professional Fees	123,196 @	10.0%		(12,320)
Disposal Costs -				
Marketing and Promotion	280,000 OMS @	1.50%		(4,200)
Residential Sales Agent Costs	280,000 OMS @	1.50%		(4,200)
Residential Sales Legal Costs	280,000 OMS @	0.50%		(1,400)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(4,140)
Developers Profit -				
Margin on AH	0	6.00% on AH values		-
Profit on GDV	280,000	20.00%		(56,000)
	156,000	35.90% on costs	(56,000)	
	280,000	20.00% blended	(56,000)	
TOTAL COSTS				(212,000)

Appendix 6

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield
 P3 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				68,000
SDLT	68,000 @	5.0% (slabbed)		7,100
Acquisition Agent fees	68,000 @	1.0%		(680)
Acquisition Legal fees	68,000 @	0.5%		(340)
Interest on Land	68,000 @	6.5%		(4,420)
Residual Land Value				69,660
RLV analysis:	69,660 £ per plot	1,741,490 £ per ha	704,771 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Res)		0.04 ha	0.10 acres	
Density analysis:		2,125 sqm/ha	9,257 sqft/ac	
Threshold Land Value	12,849 £ per plot	321,230 £ per ha	130,000 £ per acre	12,849

BALANCE			
Surplus/(Deficit)	1,420,260 £ per ha	574,771 £ per acre	56,810

Appendix 6

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield
 P3 update

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	56,810										
	0	53,258	48,705	46,152	42,599	39,046	35,494	31,941	28,388	24,835	21,282
	10	52,505	48,992	45,479	41,966	38,453	34,939	31,426	27,913	24,400	20,887
	20	51,753	48,280	44,806	41,332	37,859	34,385	30,912	27,438	23,964	20,491
	30	51,001	47,567	44,133	40,699	37,265	33,831	30,397	26,963	23,529	20,096
	40	50,249	46,855	43,460	40,066	36,671	33,277	29,882	26,488	23,093	19,699
	50	49,497	46,142	42,787	39,432	36,077	32,723	29,368	26,013	22,658	19,303
	60	48,745	45,430	42,114	38,799	35,484	32,168	28,853	25,538	22,223	18,907
	70	47,993	44,717	41,441	38,166	34,890	31,614	28,339	25,063	21,787	18,511
	80	47,241	44,004	40,765	37,532	34,296	31,060	27,824	24,588	21,352	18,116
	90	46,488	43,292	40,095	36,899	33,702	30,506	27,309	24,113	20,916	17,720
	100	45,736	42,579	39,422	36,266	33,109	29,952	26,795	23,638	20,481	17,324
	110	44,984	41,867	38,749	35,632	32,515	29,397	26,280	23,163	20,045	16,928
	120	44,232	41,154	38,077	34,999	31,921	28,843	25,765	22,688	19,610	16,532
	130	43,480	40,442	37,404	34,365	31,327	28,289	25,251	22,213	19,174	16,136
	140	42,728	39,729	36,731	33,732	30,733	27,735	24,736	21,738	18,739	15,740
	150	41,976	39,017	36,058	33,099	30,140	27,181	24,222	21,263	18,304	15,345
	160	41,224	38,304	35,385	32,465	29,546	26,626	23,707	20,788	17,868	14,949
	170	40,471	37,592	34,712	31,832	28,952	26,072	23,192	20,313	17,433	14,553
	180	39,719	36,879	34,039	31,199	28,358	25,518	22,678	19,838	16,997	14,157
	190	38,967	36,167	33,366	30,565	27,765	24,964	22,163	19,362	16,562	13,761
200	38,215	35,454	32,693	29,932	27,171	24,410	21,649	18,887	16,126	13,365	
		AH - % on site 0%									
Balance (RLV - TLV)	56,810										
	0	53,258	49,705	46,152	42,599	39,046	35,494	31,941	28,388	24,835	21,282
	500	52,805	49,252	45,699	42,147	38,594	35,041	31,488	27,935	24,383	20,830
	1,000	52,353	48,800	45,247	41,694	38,141	34,589	31,036	27,483	23,930	20,377
	1,500	51,900	48,347	44,794	41,242	37,689	34,136	30,583	27,030	23,478	19,925
	2,000	51,447	47,895	44,342	40,789	37,236	33,683	30,131	26,578	23,025	19,472
	2,500	50,995	47,442	43,889	40,337	36,784	33,231	29,678	26,125	22,573	19,020
	3,000	50,542	46,990	43,437	39,884	36,331	32,778	29,226	25,673	22,120	18,567
	3,500	50,090	46,537	42,984	39,431	35,879	32,326	28,773	25,220	21,667	18,115
	4,000	49,637	46,085	42,532	38,979	35,426	31,873	28,320	24,768	21,215	17,662
	4,500	49,185	45,632	42,079	38,526	34,974	31,421	27,868	24,315	20,762	17,210
	5,000	48,732	45,179	41,627	38,074	34,521	30,968	27,415	23,863	20,310	16,757
	5,500	48,280	44,727	41,174	37,621	34,068	30,516	26,963	23,410	19,857	16,304
	6,000	47,827	44,274	40,722	37,169	33,616	30,063	26,510	22,958	19,405	15,852
	6,500	47,375	43,822	40,269	36,716	33,163	29,611	26,058	22,505	18,952	15,399
	7,000	46,922	43,369	39,815	36,264	32,711	29,158	25,605	22,052	18,500	14,947
	7,500	46,470	42,917	39,364	35,811	32,258	28,706	25,153	21,600	18,047	14,494
	8,000	46,017	42,464	38,911	35,359	31,806	28,253	24,700	21,147	17,595	14,042
	8,500	45,564	42,012	38,459	34,906	31,353	27,800	24,248	20,695	17,142	13,589
	9,000	45,112	41,559	38,006	34,454	30,901	27,348	23,795	20,242	16,690	13,137
	9,500	44,659	41,107	37,554	34,001	30,448	26,895	23,343	19,790	16,237	12,684
10,000	44,207	40,654	37,101	33,548	29,996	26,443	22,890	19,337	15,784	12,232	
		AH - % on site 0%									
Balance (RLV - TLV)	56,810										
	14%	67,143	62,889	58,576	54,292	50,008	45,725	41,441	37,158	32,874	28,590
	15%	64,829	60,667	56,505	52,343	48,181	44,020	39,858	35,696	31,534	27,372
	16%	62,514	58,474	54,434	50,394	46,354	42,314	38,274	34,234	30,194	26,154
	17.5%	59,043	55,186	51,328	47,471	43,614	39,757	35,899	32,042	28,185	24,327
	19%	55,572	51,897	48,223	44,548	40,873	37,199	33,524	29,860	26,175	22,500
	20%	53,258	49,705	46,152	42,599	39,046	35,494	31,941	28,388	24,835	21,282
	21%	50,943	47,512	44,081	40,650	37,219	33,788	30,357	26,926	23,495	20,064
	22%	48,629	45,320	42,011	38,702	35,392	32,083	28,774	25,465	22,156	18,846
23%	46,315	43,128	39,940	36,753	33,565	30,378	27,191	24,003	20,816	17,628	
24%	44,001	40,935	37,870	34,804	31,738	28,673	25,607	22,542	19,476	16,410	
25%	41,687	38,743	35,799	32,855	29,911	26,968	24,024	21,080	18,136	15,192	
Profit 20.00%											

Appendix 6

Scheme Ref: HV
 Title: 1 No. Units at Higher Value Zone
 Notes: Brownfield
 PS update

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	56,810										
	100,000	56,223	52,670	49,117	45,564	42,012	38,459	34,906	31,353	27,800	24,248
	150,000	51,281	47,728	44,175	40,622	37,070	33,517	29,964	26,411	22,858	19,306
	200,000	46,339	42,786	39,233	35,680	32,128	28,575	25,022	21,469	17,916	14,364
	250,000	41,397	37,844	34,291	30,738	27,186	23,633	20,080	16,527	12,974	9,422
	300,000	36,455	32,902	29,349	25,796	22,244	18,691	15,138	11,585	8,032	4,480
	350,000	31,513	27,960	24,407	20,854	17,302	13,749	10,196	6,643	3,090	(462)
	400,000	26,571	23,018	19,465	15,912	12,360	8,807	5,254	1,701	(1,852)	(5,404)
	450,000	21,629	18,076	14,523	10,970	7,418	3,865	312	(3,241)	(6,794)	(10,348)
	500,000	16,687	13,134	9,581	6,028	2,476	(1,077)	(4,630)	(8,183)	(11,736)	(15,288)
550,000	11,745	8,192	4,639	1,086	(2,466)	(6,019)	(9,572)	(13,125)	(16,678)	(20,230)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	56,810										
	5	(44,246)	(47,799)	(51,352)	(55,078)	(59,161)	(63,245)	(67,329)	(71,412)	(75,496)	(79,580)
	10	16,694	13,141	9,588	6,035	2,483	(1,070)	(4,623)	(8,176)	(11,729)	(15,282)
	15	37,007	33,454	29,901	26,349	22,796	19,243	15,690	12,137	8,585	5,032
	20	47,164	43,611	40,058	36,505	32,952	29,400	25,847	22,294	18,741	15,188
	25	53,258	49,705	46,152	42,599	39,046	35,494	31,941	28,388	24,835	21,282
	30	57,320	53,767	50,215	46,662	43,109	39,556	36,003	32,451	28,898	25,346
	35	60,222	56,669	53,117	49,564	46,011	42,458	38,905	35,353	31,800	28,247
	40	62,399	58,846	55,293	51,740	48,187	44,635	41,082	37,529	33,976	30,423
	45	64,091	60,539	56,986	53,433	49,880	46,327	42,775	39,222	35,669	32,116
50	65,446	61,893	58,340	54,787	51,234	47,682	44,129	40,576	37,023	33,470	
55	66,554	63,001	59,448	55,895	52,342	48,790	45,237	41,684	38,131	34,578	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	56,810										
	40%	53,044	49,491	45,939	42,386	38,833	35,280	31,727	28,174	24,622	21,069
	45%	53,017	49,465	45,912	42,359	38,806	35,253	31,701	28,148	24,595	21,042
	50%	52,991	49,438	45,885	42,332	38,780	35,227	31,674	28,121	24,568	21,016
	55%	52,964	49,411	45,858	42,306	38,753	35,200	31,647	28,094	24,542	20,989
	60%	52,937	49,385	45,832	42,279	38,726	35,173	31,621	28,068	24,515	20,962
	65%	52,911	49,358	45,805	42,252	38,699	35,147	31,594	28,041	24,489	20,935
	70%	52,884	49,331	45,778	42,226	38,673	35,120	31,567	28,014	24,462	20,909
	75%	52,857	49,304	45,752	42,199	38,646	35,093	31,540	27,988	24,435	20,882
	80%	52,831	49,278	45,725	42,172	38,619	35,067	31,514	27,961	24,408	20,855
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	56,810										
	40%	53,044	49,491	45,939	42,386	38,833	35,280	31,727	28,174	24,622	21,069
	45%	53,017	49,465	45,912	42,359	38,806	35,253	31,701	28,148	24,595	21,042
	50%	52,991	49,438	45,885	42,332	38,780	35,227	31,674	28,121	24,568	21,016
	55%	52,964	49,411	45,858	42,306	38,753	35,200	31,647	28,094	24,542	20,989
	60%	52,937	49,385	45,832	42,279	38,726	35,173	31,621	28,068	24,515	20,962
	65%	52,911	49,358	45,805	42,252	38,699	35,147	31,594	28,041	24,489	20,935
	70%	52,884	49,331	45,778	42,226	38,673	35,120	31,567	28,014	24,462	20,909
	75%	52,857	49,304	45,752	42,199	38,646	35,093	31,540	27,988	24,435	20,882
	80%	52,831	49,278	45,725	42,172	38,619	35,067	31,514	27,961	24,408	20,855

Appendix 6

Scheme Ref: HV
 Title: 5 No. Units at Higher Value Zone
 Notes: Brownfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	5.0	@	280,000	1,400,000
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	400,000	-
5 bed House	0.0	@	450,000	-
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	5.0			1,400,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	149,500	-
3 bed House	0.0	@	175,500	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	0.0	@	224,000	-
3 bed House	0.0	@	250,000	-
4 bed House	0.0	@	320,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	0.0	@	188,000	-
2 bed Flat	0.0	@	204,000	-
	0.0			-
Sub-total GDV Residential				
	5.0			1,400,000
<i>AH on-site cost analysis:</i>				
			<i>EMV less EGDV</i>	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	5	@	0	-
Total GDV				1,400,000

Appendix 6

Scheme Ref: HV
 Title: 5 No. Units at Higher Value Zone
 Notes: Brownfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,925)
CIL	425 sqm	0.00% £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	5 units @	0 per unit		-
	0.00% % of GDV	0 £ per unit (total units)		
S106 analysis:				
AH Commuted Sum	425 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	0.49 acres @	110,000 £ per acre (if brownfield)		(54,362)
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	0.49 acres @	0 per acre		-
	0.00% % of GDV	0 £ per unit (total units)		
Infra. Costs analysis:				
1 bed House	- sqm @	1,149 psm		-
2 bed House	425 sqm @	1,149 psm		(488,325)
3 bed House	- sqm @	1,149 psm		-
4 bed House	- sqm @	1,149 psm		-
5 bed House	- sqm @	1,149 psm		-
1 bed Flat	- sqm @	1,339 psm		-
2 bed Flat	425 sqm @	1,339 psm		-
External works	488,325 @	15.0% 14,650 Eper unit		(73,249)
M4(2) Category 2 Housing	0% of All units	5 units @ 521 £ per dwelling		-
M4(3) Category 3 Housing	0% of All units	5 units @ 10,307 £ per dwelling		-
Water efficiency		5 units @ 9 £ per dwelling		(45)
Contingency	615,981 @	5.0%		(30,799)
Professional Fees	615,981 @	10.0%		(61,598)
Disposal Costs -				
Marketing and Promotion	1,400,000 OMS @	1.50%		(21,000)
Residential Sales Agent Costs	1,400,000 OMS @	1.50%		(21,000)
Residential Sales Legal Costs	1,400,000 OMS @	0.50%		(7,000)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(27,148)
Developers Profit -				
Margin on AH	0	6.00% on AH values		-
Profit on GDV	1,400,000	20.00%		(280,000)
	796,451	35.16% on costs	(280,000)	
	1,400,000	20.00% blended	(280,000)	
TOTAL COSTS				(1,076,451)

Appendix 6

Scheme Ref: HV
 Title: 5 No. Units at Higher Value Zone
 Notes: Brownfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				323,549
SDLT	323,549 @		5.0% (slabbed)	(5,677)
Acquisition Agent fees	323,549 @		1.0%	(3,235)
Acquisition Legal fees	323,549 @		0.5%	(1,618)
Interest on Land	323,549 @		6.5%	(21,031)
Residual Land Value				291,987
RLV analysis: 58,397 £ per plot 1,459,937 £ per ha 590,829 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Resi)		0.20 ha	0.49 acres	
Density analysis: 2,125 sqm/ha 9,257 sqft/ac				
Threshold Land Value	12,849 £ per plot	321,230 £ per ha	130,000 £ per acre	64,246

BALANCE				
Surplus/(Deficit)		1,138,707 £ per ha	460,829 £ per acre	227,741

Appendix 6

Scheme Ref: HV
 Title: 5 No. Units at Higher Value Zone
 Notes: Brownfield
 F9 update

SENSITIVITY ANALYSIS											
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	227,741										
	0	210,147	192,553	174,958	157,364	139,770	122,175	104,581	86,987	69,392	51,798
	10	206,307	188,914	171,522	154,130	136,738	119,346	101,953	84,561	67,169	49,777
	20	202,466	185,276	168,086	150,896	133,706	116,516	99,326	82,136	64,945	47,755
	30	198,626	181,638	164,650	147,662	130,674	113,686	96,698	79,710	62,722	45,734
	40	194,785	178,000	161,214	144,428	127,642	110,856	94,070	77,285	60,499	43,715
	50	190,945	174,261	157,778	141,104	124,810	108,026	91,443	74,859	58,275	41,892
	60	187,105	170,723	154,341	137,960	121,578	105,197	88,815	72,433	56,052	39,670
	70	183,264	167,085	150,905	134,726	118,546	102,367	86,187	70,008	53,828	37,649
	80	179,424	163,447	147,469	131,492	115,514	99,537	83,560	67,582	51,605	35,628
	90	175,583	159,808	144,033	128,258	112,483	96,707	80,932	65,157	49,382	33,606
	100	171,743	156,170	140,597	125,024	109,451	93,878	78,304	62,731	47,158	31,585
	110	167,903	152,532	137,161	121,790	106,419	91,048	75,677	60,306	44,935	29,564
	120	164,062	148,893	133,725	118,556	103,387	88,218	73,049	57,880	42,712	27,543
	130	160,222	145,255	130,288	115,322	100,355	85,388	70,422	55,455	40,488	25,521
	140	156,381	141,617	126,852	112,088	97,323	82,558	67,794	53,029	38,265	23,500
	150	152,541	137,979	123,416	108,854	94,291	79,729	65,166	50,604	36,041	21,479
	160	148,701	134,340	119,980	105,620	91,259	76,899	62,539	48,178	33,818	19,458
	170	144,860	130,702	116,544	102,386	88,227	74,069	59,911	45,753	31,595	17,436
	180	141,020	127,064	113,108	99,152	85,195	71,239	57,283	43,327	29,371	15,415
190	137,179	123,425	109,671	95,916	82,164	68,410	54,856	40,902	27,148	13,394	
200	133,339	119,787	106,235	92,884	79,132	65,580	52,028	38,476	24,924	11,373	
Site Specific S106	227,741										
	0	210,147	192,553	174,958	157,364	139,770	122,175	104,581	86,987	69,392	51,798
	500	207,854	190,260	172,666	155,071	137,477	119,883	102,288	84,694	67,099	49,505
	1,000	205,562	187,967	170,373	152,778	135,184	117,590	99,995	82,401	64,807	47,212
	1,500	203,269	185,674	168,080	150,486	132,891	115,297	97,703	80,108	62,514	44,923
	2,000	200,976	183,382	165,787	148,193	130,598	113,004	95,410	77,815	60,221	42,627
	2,500	198,683	181,089	163,494	145,900	128,306	110,711	93,117	75,523	57,928	40,334
	3,000	196,390	178,796	161,202	143,607	126,013	108,419	90,824	73,230	55,636	38,041
	3,500	194,098	176,503	158,909	141,315	123,720	106,126	88,531	70,937	53,343	35,748
	4,000	191,805	174,211	156,616	139,022	121,427	103,833	86,239	68,644	51,050	33,456
	4,500	189,512	171,918	154,323	136,729	119,135	101,540	83,946	66,352	48,757	31,163
	5,000	187,219	169,625	152,031	134,436	116,842	99,248	81,653	64,059	46,464	28,870
	5,500	184,927	167,332	149,738	132,143	114,549	96,955	79,360	61,766	44,172	26,577
	6,000	182,634	165,039	147,445	129,851	112,256	94,662	77,068	59,473	41,879	24,285
	6,500	180,341	162,747	145,152	127,558	109,964	92,369	74,775	57,180	39,586	21,992
	7,000	178,048	160,454	142,859	125,265	107,671	90,076	72,482	54,888	37,293	19,699
	7,500	175,755	158,161	140,567	122,972	105,378	87,784	70,189	52,595	35,001	17,406
	8,000	173,463	155,868	138,274	120,680	103,085	85,491	67,896	50,302	32,708	15,113
	8,500	171,170	153,575	135,981	118,387	100,792	83,198	65,604	48,009	30,415	12,821
	9,000	168,877	151,283	133,688	116,094	98,500	80,905	63,311	45,717	28,122	10,528
9,500	166,584	148,990	131,396	113,801	96,207	78,612	61,018	43,424	25,829	8,235	
10,000	164,292	146,697	129,103	111,508	93,914	76,320	58,725	41,131	23,537	5,942	
Profit	227,741										
	14%	279,573	258,325	237,076	215,828	194,580	173,331	152,083	130,835	109,586	88,338
	15%	289,002	247,363	226,723	206,984	185,445	164,805	144,166	123,527	102,897	82,248
	16%	256,431	236,401	216,370	196,340	176,310	156,279	136,249	116,219	96,188	76,158
	17.5%	239,075	219,958	200,841	181,724	162,607	143,490	124,373	105,257	86,140	67,023
	19%	221,718	203,515	185,311	167,108	148,905	130,701	112,498	94,295	76,091	57,888
	20%	210,147	192,553	174,958	157,364	139,770	122,175	104,581	86,987	69,392	51,798
	21%	198,576	181,591	164,605	147,620	130,635	113,649	96,664	79,679	62,693	45,708
	22%	187,005	170,629	154,252	137,876	121,500	105,123	88,747	72,371	55,994	39,618
	23%	175,434	159,667	143,899	128,132	112,365	96,597	80,830	65,063	49,295	33,528
24%	163,863	148,705	133,546	118,388	103,230	88,071	72,913	57,755	42,596	27,438	
25%	152,292	137,743	123,193	108,644	94,095	79,545	64,996	50,447	35,897	21,348	

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HV
5 No. Units at Higher Value Zone
Brownfield

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	227,741										
	100,000	224,973	207,378	189,784	172,190	154,596	137,001	119,407	101,813	84,218	66,624
	150,000	200,263	182,669	165,074	147,480	129,886	112,291	94,697	77,103	59,508	41,914
	200,000	175,553	157,959	140,364	122,770	105,176	87,581	69,987	52,393	34,798	17,204
	250,000	150,843	133,249	115,654	98,060	80,466	62,871	45,277	27,683	10,088	(7,506)
	300,000	126,133	108,539	90,944	73,350	55,756	38,161	20,567	2,973	(14,622)	(32,216)
	350,000	101,423	83,829	66,234	48,640	31,046	13,451	(4,143)	(21,737)	(39,332)	(56,926)
	400,000	76,713	59,119	41,524	23,930	6,336	(11,259)	(28,853)	(46,447)	(64,042)	(81,636)
	450,000	52,003	34,409	16,814	(780)	(18,374)	(35,969)	(53,563)	(71,157)	(88,752)	(106,346)
	500,000	27,293	8,699	(7,896)	(25,490)	(43,084)	(60,679)	(78,273)	(95,867)	(113,462)	(131,056)
550,000	2,583	(15,011)	(32,606)	(50,200)	(67,794)	(85,389)	(102,983)	(120,577)	(138,172)	(155,766)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	227,741										
	5	(282,184)	(299,856)	(318,541)	(338,853)	(359,164)	(379,476)	(399,787)	(420,098)	(440,410)	(514,767)
	10	25,580	7,986	(9,008)	(27,203)	(44,797)	(62,391)	(79,986)	(97,580)	(115,174)	(132,768)
	15	128,117	110,523	92,929	75,334	57,740	40,146	22,551	4,957	(12,637)	(30,232)
	20	179,386	161,792	144,197	126,603	109,009	91,414	73,820	56,225	38,631	21,037
	25	210,147	192,553	174,958	157,364	139,770	122,175	104,581	86,987	69,392	51,798
	30	230,655	213,060	195,466	177,871	160,277	142,683	125,088	107,494	89,900	72,305
	35	245,303	227,708	210,114	192,520	174,925	157,331	139,737	122,142	104,548	86,953
	40	256,289	238,694	221,100	203,506	185,911	168,317	150,723	133,128	115,534	97,940
	45	264,634	247,239	229,645	212,050	194,456	176,862	159,267	141,673	124,079	106,484
50	271,669	254,075	236,481	218,886	201,292	183,698	166,103	148,509	130,914	113,320	
55	277,262	259,668	242,074	224,479	206,885	189,290	171,696	154,102	136,507	118,913	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	227,741										
	40%	209,065	191,471	173,877	156,282	138,688	121,094	103,499	85,905	68,311	50,716
	45%	208,930	191,336	173,742	156,147	138,553	120,958	103,364	85,770	68,175	50,581
	50%	208,795	191,201	173,606	156,012	138,418	120,823	103,229	85,635	68,040	50,446
	55%	208,660	191,065	173,471	155,877	138,282	120,688	103,094	85,499	67,905	50,311
	60%	208,525	190,930	173,336	155,742	138,147	120,553	102,959	85,364	67,770	50,175
	65%	208,389	190,795	173,201	155,606	138,012	120,418	102,823	85,229	67,635	50,040
	70%	208,254	190,660	173,066	155,471	137,877	120,282	102,688	85,094	67,499	49,905
% Cat M4(2)	0%	208,119	190,525	172,930	155,336	137,742	120,147	102,553	84,959	67,364	49,770
	80%	207,984	190,389	172,795	155,201	137,606	120,012	102,418	84,823	67,229	49,635

Appendix 6

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme				8 Units									
AH Policy requirement (% Target)				0%									
AH tenure split %		Affordable Rent:		70%									
		Shared Ownership:		15%									
		Starter Homes:		15%									
Open Market Sale (OMS) housing				100%									
CIL Rate (£ psm)				100%									
				0.00		£ psm							
Unit mix -		Mkt Units mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units	
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed House		38.0%		3.0		0.0%		0.0		38%		3.0	
3 bed House		62.0%		5.0		0.0%		0.0		62%		5.0	
4 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
1 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
Total number of units		100.0%		8.0		0.0%		0.0		100%		8.0	
OMS Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit							
		(sqm)		(sqft)		%		(sqm)		(sqft)			
1 bed House		58.0		624		100.0%		58.0		624			
2 bed House		85.0		915		100.0%		85.0		915			
3 bed House		115.0		1,238		100.0%		115.0		1,238			
4 bed House		135.0		1,453		100.0%		135.0		1,453			
5 bed House		150.0		1,615		100.0%		150.0		1,615			
1 bed Flat		50.0		538		90.0%		55.6		598			
2 bed Flat		61.0		657		90.0%		67.8		730			
AH Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit							
		(sqm)		(sqft)		%		(sqm)		(sqft)			
1 bed House		58.0		624		100.0%		58.0		624			
2 bed House		70.0		753		100.0%		70.0		753			
3 bed House		84.0		904		100.0%		84.0		904			
4 bed House		97.0		1,044		100.0%		97.0		1,044			
5 bed House		110.0		1,184		100.0%		110.0		1,184			
1 bed Flat		50.0		538		90.0%		55.6		598			
2 bed Flat		61.0		657		90.0%		67.8		730			
Total Gross Floor areas -		Mkt Units GIA		AH units GIA		Total GIA (all units)							
		(sqm)		(sqft)		(sqm)		(sqft)		(sqm)		(sqft)	
1 bed House		0		0		0		0		0		0	
2 bed House		258		2,781		0		0		258		2,781	
3 bed House		570		6,140		0		0		570		6,140	
4 bed House		0		0		0		0		0		0	
5 bed House		0		0		0		0		0		0	
1 bed Flat		0		0		0		0		0		0	
2 bed Flat		0		0		0		0		0		0	
		829		8,921		0		0		829		8,921	
AH % by floor area:						0.00%		AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)		Epsm		Epsf		total MV £ (no AH)					
1 bed House		235,000		4,052		376		0					
2 bed House		280,000		3,294		306		851,200					
3 bed House		350,000		3,043		283		1,736,000					
4 bed House		400,000		2,963		275		0					
5 bed House		450,000		3,000		279		0					
1 bed Flat		235,000		4,700		437		0					
2 bed Flat		255,000		4,180		388		0					
								2,587,200					
Affordable Housing values (£) -		Aff. Rent £		Epsm		% of MV		SO £		Epsm		% of MV	
1 bed House		66,000		1,138		28%		120,250		2,073		51%	
2 bed House		72,000		1,029		26%		149,500		2,136		53%	
3 bed House		90,000		1,071		26%		175,500		2,089		50%	
4 bed House		107,000		1,103		27%		227,500		2,345		57%	
5 bed House		120,000		1,091		27%		266,500		2,423		59%	
1 bed Flat		86,000		1,320		28%		120,250		2,405		51%	
2 bed Flat		72,000		1,180		28%		146,250		2,398		57%	
Affordable Housing values (£) -		SH £		Epsm		% of MV							
1 bed House		188,000		3,241		80%							
2 bed House		224,000		3,200		80%							
3 bed House		250,000		2,976		80%							
4 bed House		320,000		3,299		80%							
5 bed House		360,000		3,273		80%							
1 bed Flat		188,000		3,760		80%							
2 bed Flat		204,000		3,344		80%							

Appendix 6

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	3.0	@	280,000	851,200
3 bed House	5.0	@	350,000	1,736,000
4 bed House	0.0	@	400,000	-
5 bed House	0.0	@	450,000	-
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	8.0			2,587,200
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	149,500	-
3 bed House	0.0	@	175,500	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	0.0	@	224,000	-
3 bed House	0.0	@	250,000	-
4 bed House	0.0	@	320,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	0.0	@	188,000	-
2 bed Flat	0.0	@	204,000	-
	0.0			-
Sub-total GDV Residential	8.0			2,587,200
<i>AH on-site cost analysis:</i>				
	0 £ psm (total GIA sqm)		EMV less EGDV	0
			0 £ per unit (total units)	
Grant	8	@	0	-
Total GDV				2,587,200

Appendix 6

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
CIL	829 sqm	0.00% of GDV	0.00 £ psm	-
CIL analysis:			0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0		-
S106 analysis:	8 units @		0 per unit	
		0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum	829 sqm (total)		0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition	0.79 acres @		£ per acre (if brownfield)	-
Infrastructure costs -	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0		-
Infra. Costs analysis:	0.79 acres @		0 per acre	
		0.00% % of GDV	0 £ per unit (total units)	
1 bed House	-	sqm @	1,149 psm	-
2 bed House	259	sqm @	1,149 psm	(296,902)
3 bed House	570	sqm @	1,149 psm	(655,390)
4 bed House	-	sqm @	1,149 psm	-
5 bed House	-	sqm @	1,149 psm	-
1 bed Flat	-	sqm @	1,338 psm	-
2 bed Flat	829	sqm @	1,338 psm	-
External works	952,291 @		15.0% 17,855 Eper unit	(142,844)
M4(2) Category 2 Housing	0% of All units	8 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency		8 units @	9 £ per dwelling	(72)
Contingency	1,095,207 @		5.0%	(54,760)
Professional Fees	1,095,207 @		10.0%	(109,521)
Disposal Costs -				
Marketing and Promotion	2,587,200 OMS @		1.50%	(38,808)
Residential Sales Agent Costs	2,587,200 OMS @		1.50%	(38,808)
Residential Sales Legal Costs	2,587,200 OMS @		0.50%	(12,936)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(57,721)
Developers Profit -				
Margin on AH	0		6.00% on AH values	-
Profit on GDV	2,587,200		20.00%	(517,440)
	1,420,841		36.42% on costs	(517,440)
	2,587,200		20.00% blended	(517,440)
TOTAL COSTS				(1,938,281)

Appendix 6

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				648,919
SDLT	648,919 @	5.0%	(slabbed)	(21,946)
Acquisition Agent fees	648,919 @	1.0%		(6,489)
Acquisition Legal fees	648,919 @	0.5%		(3,245)
Interest on Land	648,919 @	6.5%		(42,180)
Residual Land Value				575,059
<i>RLV analysis: 71,882 £ per plot 1,797,060 £ per ha 727,260 £ per acre</i>				

THRESHOLD LAND VALUE				
Residential Density		25.0	dph	
Site Area (Res)		0.32	ha	0.79 acres
<i>Density analysis: 2,590 sqm/ha 11,282 sqft/ac</i>				
Threshold Land Value	32,123 £ per plot	803,075	£ per ha	325,000 £ per acre
256,984				

BALANCE				
Surplus/(Deficit)		993,885	£ per ha	402,260 £ per acre
318,075				

Appendix 6

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	318,075											
	0	289,197	260,319	231,441	202,563	173,685	144,807	115,928	87,050	58,172	29,294	
	10	281,549	253,073	224,598	196,122	167,647	139,171	110,695	82,220	53,744	25,269	
	20	273,901	245,828	217,755	189,682	161,609	133,536	105,463	77,390	49,316	21,243	
	30	266,253	238,582	210,612	183,241	155,571	127,900	100,230	72,559	44,889	17,218	
	40	258,605	231,337	204,069	176,801	149,533	122,265	94,997	67,729	40,461	13,193	
	50	250,957	224,091	197,226	170,360	143,495	116,629	89,764	62,898	36,033	9,167	
	CIL Epsm	0.00										
		60	243,308	216,846	190,383	163,920	137,457	110,994	84,531	58,068	31,605	5,142
		70	235,660	209,600	183,540	157,479	131,419	105,358	79,298	53,238	27,177	1,117
		80	228,012	202,354	176,697	151,039	125,381	99,723	74,065	48,407	22,749	(2,909)
		90	220,364	195,109	169,853	144,598	119,343	94,087	68,832	43,577	18,321	(6,934)
		100	212,716	187,863	163,010	138,158	113,305	88,452	63,599	38,746	13,894	(10,959)
		110	205,068	180,618	156,167	131,717	107,267	82,817	58,366	33,916	9,466	(14,985)
		120	197,420	173,372	149,324	125,277	101,229	77,181	53,133	29,086	5,038	(19,010)
		130	189,772	166,126	142,481	118,836	95,191	71,546	47,900	24,255	610	(23,035)
		140	182,124	158,881	135,638	112,396	89,153	65,910	42,668	19,425	(3,818)	(27,060)
	150	174,475	151,635	128,795	105,955	83,115	60,275	37,435	14,594	(8,246)	(31,088)	
	160	166,827	144,390	121,952	99,515	77,077	54,639	32,202	9,764	(12,674)	(35,111)	
	170	159,179	137,144	115,109	93,074	71,039	49,004	26,969	4,934	(17,101)	(39,136)	
	180	151,531	129,899	108,266	86,633	65,001	43,368	21,736	103	(21,529)	(43,162)	
190	143,883	122,653	101,423	80,193	59,963	37,733	16,503	(4,727)	(25,957)	(47,187)		
200	136,235	115,407	94,580	73,752	52,925	32,097	11,270	(9,557)	(30,395)	(51,212)		
Site Specific S106	0											
	318,075											
	0	289,197	260,319	231,441	202,563	173,685	144,807	115,928	87,050	58,172	29,294	
	500	285,480	256,602	227,724	198,845	169,967	141,089	112,211	83,333	54,455	25,577	
	1,000	281,763	252,884	224,006	195,128	166,250	137,372	108,494	79,616	50,738	21,859	
	1,500	278,045	249,167	220,289	191,411	162,533	133,655	104,776	75,898	47,020	18,142	
	2,000	274,328	245,450	216,572	187,694	158,815	129,937	101,059	72,181	43,303	14,425	
	2,500	270,611	241,732	212,854	183,976	155,098	126,220	97,342	68,464	39,586	10,707	
	3,000	266,893	238,015	209,137	180,259	151,381	122,503	93,625	64,746	35,868	6,990	
	3,500	263,176	234,298	205,420	176,542	147,663	118,785	89,907	61,029	32,151	3,273	
	4,000	259,459	230,581	201,702	172,824	143,946	115,068	86,190	57,312	28,434	(444)	
	4,500	255,741	226,863	197,985	169,107	140,229	111,351	82,473	53,594	24,716	(4,162)	
	5,000	252,024	223,146	194,268	165,390	136,512	107,633	78,755	49,877	20,999	(7,379)	
	5,500	248,307	219,429	190,550	161,672	132,794	103,916	75,038	46,160	17,282	(11,598)	
	6,000	244,589	215,711	186,833	157,955	129,077	100,199	71,321	42,443	13,564	(15,314)	
	6,500	240,872	211,994	183,116	154,238	125,360	96,481	67,603	38,725	9,847	(19,031)	
	7,000	237,155	208,277	179,399	150,520	121,642	92,764	63,886	35,008	6,130	(22,748)	
	7,500	233,437	204,559	175,681	146,803	117,925	89,047	60,169	31,291	2,412	(26,468)	
	8,000	229,720	200,842	171,964	143,086	114,208	85,330	56,451	27,573	(1,305)	(30,183)	
	8,500	226,003	197,125	168,247	139,368	110,490	81,612	52,734	23,856	(5,022)	(33,900)	
	9,000	222,286	193,407	164,529	135,651	106,773	77,895	49,017	20,139	(8,740)	(37,618)	
9,500	218,568	189,690	160,812	131,934	103,056	74,178	45,299	16,421	(12,457)	(41,335)		
10,000	214,851	185,973	157,095	128,216	99,338	70,460	41,582	12,704	(16,174)	(45,052)		
Profit	20.00%											
	14%	417,496	381,866	346,235	310,604	274,974	239,343	203,712	168,081	132,451	96,820	
	15%	398,113	361,808	327,103	292,897	258,092	223,587	189,081	154,576	120,071	85,566	
	16%	374,730	341,350	307,970	274,590	241,211	207,831	174,451	141,071	107,691	74,311	
	17.5%	342,655	310,963	279,272	247,580	215,888	184,197	152,505	120,813	89,122	57,430	
	19%	310,580	280,577	250,573	220,570	190,566	160,563	130,559	100,555	70,552	40,548	
	20%	289,197	260,319	231,441	202,563	173,685	144,807	115,928	87,050	58,172	29,294	
	21%	267,814	240,061	212,309	184,556	156,803	129,050	101,298	73,545	45,792	18,040	
	22%	246,431	219,803	193,176	166,549	139,922	113,294	86,667	60,040	33,413	6,785	
	23%	225,048	198,546	174,044	146,542	123,040	97,538	72,037	46,535	21,033	(4,469)	
24%	203,664	179,288	154,912	130,535	106,159	81,782	57,406	33,030	8,853	(15,723)		
25%	182,281	159,030	135,779	112,528	89,277	66,026	42,775	19,524	(3,727)	(26,878)		
Balance (RLV - TLV)	318,075											
	14%	417,496	381,866	346,235	310,604	274,974	239,343	203,712	168,081	132,451	96,820	
	15%	398,113	361,808	327,103	292,897	258,092	223,587	189,081	154,576	120,071	85,566	
	16%	374,730	341,350	307,970	274,590	241,211	207,831	174,451	141,071	107,691	74,311	
	17.5%	342,655	310,963	279,272	247,580	215,888	184,197	152,505	120,813	89,122	57,430	
	19%	310,580	280,577	250,573	220,570	190,566	160,563	130,559	100,555	70,552	40,548	
	20%	289,197	260,319	231,441	202,563	173,685	144,807	115,928	87,050	58,172	29,294	
	21%	267,814	240,061	212,309	184,556	156,803	129,050	101,298	73,545	45,792	18,040	
	22%	246,431	219,803	193,176	166,549	139,922	113,294	86,667	60,040	33,413	6,785	
	23%	225,048	198,546	174,044	146,542	123,040	97,538	72,037	46,535	21,033	(4,469)	
24%	203,664	179,288	154,912	130,535	106,159	81,782	57,406	33,030	8,853	(15,723)		
25%	182,281	159,030	135,779	112,528	89,277	66,026	42,775	19,524	(3,727)	(26,878)		

Appendix 6

Scheme Ref: HV
 Title: 8 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	318,075										
	100,000	467,106	436,231	409,353	380,475	351,597	322,719	293,840	264,962	236,084	207,206
	150,000	427,573	398,695	369,817	340,939	312,061	283,183	254,304	225,426	196,548	167,670
	200,000	388,037	359,159	330,281	301,403	272,525	243,647	214,768	185,890	157,012	128,134
	250,000	348,501	319,623	290,745	261,867	232,989	204,111	175,232	146,354	117,476	88,598
	300,000	308,965	280,087	251,209	222,331	193,453	164,575	135,696	106,818	77,940	49,062
	350,000	269,429	240,551	211,673	182,795	153,917	125,039	96,160	67,282	38,404	9,526
	400,000	229,893	201,015	172,137	143,259	114,381	85,503	56,624	27,746	(1,132)	(30,010)
	450,000	190,357	161,479	132,601	103,723	74,845	45,967	17,088	(11,790)	(40,668)	(89,546)
	500,000	150,821	121,943	93,065	64,187	35,309	6,431	(22,448)	(51,326)	(80,204)	(109,082)
550,000	111,285	82,407	53,529	24,651	(4,227)	(33,105)	(61,984)	(90,862)	(119,740)	(148,618)	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(738,739)	(767,617)	(796,495)	(825,373)	(854,251)	(883,129)	(912,008)	(940,886)	(969,764)	(998,642)
	10	(86,279)	(125,157)	(154,035)	(182,913)	(211,791)	(240,669)	(269,548)	(298,426)	(327,304)	(356,182)
	15	117,875	88,996	60,118	31,240	2,362	(26,516)	(55,394)	(84,272)	(113,151)	(142,029)
	20	224,951	196,073	167,195	138,317	109,439	80,561	51,682	22,804	(6,074)	(34,952)
	25	289,197	260,319	231,441	202,563	173,685	144,807	115,928	87,050	58,172	29,294
	30	332,028	303,150	274,272	245,393	216,515	187,637	158,759	129,881	101,003	72,125
	35	362,621	333,743	304,865	275,987	247,109	218,231	189,352	160,474	131,596	102,718
	40	385,566	356,688	327,810	298,932	270,054	241,176	212,297	183,419	154,541	125,663
	45	403,412	374,534	345,656	316,778	287,900	259,022	230,144	201,265	172,387	143,509
	50	417,689	388,811	359,933	331,055	302,177	273,299	244,420	215,542	186,664	157,786
55	429,370	400,492	371,614	342,736	313,858	284,980	256,102	227,223	198,345	169,467	
		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	287,444	258,565	229,687	200,809	171,931	143,053	114,175	85,297	56,419	27,540
	45%	287,224	258,346	229,468	200,590	171,712	142,834	113,956	85,078	56,199	27,321
	50%	287,005	258,127	229,249	200,371	171,493	142,615	113,736	84,858	55,980	27,102
	55%	286,786	257,908	229,030	200,152	171,273	142,395	113,517	84,639	55,761	26,883
	60%	286,567	257,689	228,811	199,932	171,054	142,176	113,298	84,420	55,542	26,664
	65%	286,348	257,469	228,591	199,713	170,835	141,957	113,079	84,201	55,323	26,444
	70%	286,128	257,250	228,372	199,494	170,616	141,738	112,860	83,982	55,103	26,225
	75%	285,909	257,031	228,153	199,275	170,397	141,519	112,640	83,762	54,884	26,006
80%	285,690	256,812	227,934	199,056	170,177	141,299	112,421	83,543	54,665	25,787	

Appendix 6

Scheme Ref: HV
 Title: 15 No. Units at Higher Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			15 Units						
AH Policy requirement (% Target)			35%						
AH tenure split %	Affordable Rent:		70%						
	Shared Ownership:		15%						
	Starter Homes:		15%						
Open Market Sale (OMS) housing			85%						
CIL Rate (£ psm)			100%						
			0.00 £ psm						
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed House	10.0%	1.0	55.0%	2.9	26%	3.9			
3 bed House	52.0%	5.1	12.0%	0.6	38%	5.7			
4 bed House	30.0%	2.9	0.0%	0.0	20%	2.9			
5 bed House	8.0%	0.8	0.0%	0.0	5%	0.8			
1 bed Flat	0.0%	0.0	33.0%	1.7	12%	1.7			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	9.8	100.0%	5.3	100%	15.0			
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit				
	(sqm)	(sqft)	%		(sqm)	(sqft)			
1 bed House	58.0	624	100.0%		58.0	624			
2 bed House	85.0	915	100.0%		85.0	915			
3 bed House	115.0	1,238	100.0%		115.0	1,238			
4 bed House	135.0	1,453	100.0%		135.0	1,453			
5 bed House	150.0	1,615	100.0%		150.0	1,615			
1 bed Flat	50.0	538	90.0%		55.6	598			
2 bed Flat	61.0	657	90.0%		67.8	730			
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit				
	(sqm)	(sqft)	%		(sqm)	(sqft)			
1 bed House	58.0	624	100.0%		58.0	624			
2 bed House	70.0	753	100.0%		70.0	753			
3 bed House	84.0	904	100.0%		84.0	904			
4 bed House	97.0	1,044	100.0%		97.0	1,044			
5 bed House	110.0	1,184	100.0%		110.0	1,184			
1 bed Flat	50.0	538	90.0%		55.6	598			
2 bed Flat	61.0	657	90.0%		67.8	730			
Total Gross Floor areas -	Mkt Units GIA		AH units GIA		Total GIA (all units)				
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)			
1 bed House	0	0	0	0	0	0			
2 bed House	83	892	202	2,176	285	3,068			
3 bed House	583	6,276	53	570	636	6,846			
4 bed House	395	4,250	0	0	395	4,250			
5 bed House	117	1,259	0	0	117	1,259			
1 bed Flat	0	0	96	1,036	96	1,036			
2 bed Flat	0	0	0	0	0	0			
	1,178	12,678	351	3,781	1,529	16,459			
AH % by floor area:		22.97% AH % by floor area due to mix							
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf			total MV £ (no AH)			
1 bed House	235,000	4,052	376			0			
2 bed House	280,000	3,294	306			1,081,500			
3 bed House	350,000	3,043	283			1,995,000			
4 bed House	400,000	2,963	275			1,170,000			
5 bed House	450,000	3,000	279			351,000			
1 bed Flat	235,000	4,700	437			407,138			
2 bed Flat	255,000	4,180	388			0			
						5,004,638			
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV			
1 bed House	66,000	1,138	28%	120,250	2,073	51%			
2 bed House	72,000	1,029	26%	149,500	2,136	53%			
3 bed House	90,000	1,071	26%	175,500	2,089	50%			
4 bed House	107,000	1,103	27%	227,500	2,345	57%			
5 bed House	120,000	1,091	27%	266,500	2,423	59%			
1 bed Flat	66,000	1,320	28%	120,250	2,405	51%			
2 bed Flat	72,000	1,180	28%	146,250	2,398	57%			
Affordable Housing values (£) -	SH £	£psm	% of MV						
1 bed House	188,000	3,241	80%						
2 bed House	224,000	3,200	80%						
3 bed House	250,000	2,976	80%						
4 bed House	320,000	3,299	80%						
5 bed House	360,000	3,273	80%						
1 bed Flat	188,000	3,760	80%						
2 bed Flat	204,000	3,344	80%						

Appendix 6

Scheme Ref: HV
 Title: 15 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	1.0	@	280,000	273,000
3 bed House	5.1	@	350,000	1,774,500
4 bed House	2.9	@	400,000	1,170,000
5 bed House	0.8	@	450,000	351,000
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	9.8			3,568,500
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	2.0	@	72,000	145,530
3 bed House	0.4	@	90,000	39,690
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	1.2	@	66,000	80,042
2 bed Flat	0.0	@	72,000	-
	3.7			265,262
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.4	@	149,500	64,752
3 bed House	0.1	@	175,500	16,585
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.3	@	120,250	31,250
2 bed Flat	0.0	@	146,250	-
	0.8			112,587
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	0.4	@	224,000	97,020
3 bed House	0.1	@	250,000	23,625
4 bed House	0.0	@	320,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	0.3	@	188,000	48,857
2 bed Flat	0.0	@	204,000	-
	0.8			169,502
Sub-total GDV Residential				
	15.0			4,115,850
<i>AH on-site cost analysis:</i>				
	581 E psqm (total GIA sqm)		EMV less EGDV	888,788
			59,253 E per unit (total units)	
Grant	15	@	0	-
Total GDV				4,115,850

Appendix 6

Scheme Ref: HV
 Title: 15 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(20,000)
Statutory Planning Fees (Residential)				(5,775)
CIL	1,178 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	15 units @	0 per unit		-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum	1,529 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	1.48 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	1.48 acres @	0 per acre		-
Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	- sqm @	1,149 psm		-
2 bed House	285 sqm @	1,149 psm		(327,465)
3 bed House	636 sqm @	1,149 psm		(730,720)
4 bed House	395 sqm @	1,149 psm		(453,711)
5 bed House	117 sqm @	1,149 psm		(134,433)
1 bed Flat	96 sqm @	1,339 psm		(128,879)
2 bed Flat	1,529 sqm @	1,339 psm		-
External works	1,775,218 @	15.0% 17,752 £ per unit		(266,283)
M4(2) Category 2 Housing	0% of All units	15 units @	521 £ per dwelling	-
M4(3) Category 3 Housing	0% of All units	15 units @	10,307 £ per dwelling	-
Water efficiency		15 units @	9 £ per dwelling	(135)
Contingency	2,041,635 @	5.0%		(102,082)
Professional Fees	2,041,635 @	10.0%		(204,164)
Disposal Costs -				
Marketing and Promotion	3,568,500 OMS @	1.50%		(53,528)
Residential Sales Agent Costs	3,568,500 OMS @	1.50%		(53,528)
Residential Sales Legal Costs	3,568,500 OMS @	0.50%		(17,843)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(61,859)
Developers Profit -				
Margin on AH	547,350	6.00% on AH values		(32,841)
Profit on GDV	3,568,500	20.00%		(713,700)
	2,560,413	27.87% on costs	(713,700)	
	4,115,850	18.14% blended	(746,541)	
TOTAL COSTS				(3,306,953)

Appendix 6

Scheme Ref: HV
 Title: 15 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				808,896
SDLT	808,896 @		5.0% (slabbed)	(29,945)
Acquisition Agent fees	808,896 @		1.0%	(8,089)
Acquisition Legal fees	808,896 @		0.5%	(4,044)
Interest on Land	808,896 @		6.5%	(52,578)
Residual Land Value				714,240
RLV analysis:	47,616 £ per plot	1,190,400 £ per ha	481,748 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		25.0 dph		
Site Area (Res)		0.60 ha	1.48 acres	
Density analysis:		2,548 sqm/ha	11,101 sqft/ac	
Threshold Land Value	35,681 £ per plot	892,031 £ per ha	361,000 £ per acre	535,219

BALANCE				
Surplus/(Deficit)		298,369 £ per ha	120,748 £ per acre	179,021

Appendix 6

Scheme Ref: HV
 Title: 15 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	179,021	0	569,475	504,400	439,324	374,248	309,173	244,097	179,021	113,946	48,870	(16,206)
		10	552,842	488,641	424,441	360,241	296,041	231,841	167,640	103,440	39,240	(24,960)
		20	536,208	472,883	409,559	346,234	282,909	219,584	156,260	92,935	29,610	(33,715)
		30	519,575	457,125	394,676	332,227	269,777	207,328	144,879	82,430	19,980	(42,469)
	CIL Epsn 0.00	40	502,941	441,367	379,793	316,220	256,646	195,072	133,498	71,924	10,350	(51,240)
		50	486,308	425,609	364,911	304,212	243,514	182,816	122,117	61,408	684	(60,941)
		60	469,674	409,851	350,028	290,205	230,379	170,535	110,691	50,847	(8,997)	(68,841)
		70	453,034	394,070	335,106	276,142	217,178	158,214	99,250	40,286	(18,678)	(77,642)
		80	436,313	378,229	320,145	262,061	203,977	145,893	87,810	29,726	(28,358)	(86,442)
		90	419,592	362,388	305,184	247,980	190,777	133,573	76,369	19,165	(38,039)	(95,243)
		100	402,871	346,547	290,223	233,899	177,576	121,252	64,928	8,604	(47,719)	(104,043)
110		386,150	330,706	275,262	219,819	164,375	108,931	53,487	(1,996)	(57,400)	(112,844)	
120		369,429	314,865	260,301	205,738	151,174	96,610	42,047	(12,517)	(67,081)	(121,644)	
130		352,708	299,024	245,341	191,657	137,973	84,290	30,606	(23,078)	(76,761)	(130,445)	
140	335,987	283,183	230,380	177,576	124,772	71,969	19,165	(33,638)	(86,442)	(139,245)		
150	319,266	267,342	215,419	163,495	111,572	59,648	7,725	(44,199)	(96,122)	(148,046)		
160	302,545	251,501	200,458	149,414	98,371	47,327	(3,716)	(54,760)	(105,803)	(156,846)		
170	285,824	235,660	185,497	135,333	85,170	35,007	(15,157)	(65,320)	(115,484)	(165,647)		
180	269,103	219,819	170,536	121,253	71,969	22,686	(26,597)	(75,881)	(125,164)	(174,448)		
190	252,382	203,978	155,575	107,172	58,768	10,365	(38,038)	(86,441)	(134,845)	(183,249)		
200	235,661	189,137	140,614	93,091	45,568	(1,956)	(49,479)	(97,002)	(144,525)	(192,049)		
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	179,021	0	569,475	504,400	439,324	374,248	309,173	244,097	179,021	113,946	48,870	(16,206)
		500	562,542	497,466	432,390	367,315	302,239	237,163	172,088	107,012	41,936	(23,139)
		1,000	555,608	490,533	425,457	360,381	295,306	230,230	165,154	100,079	35,003	(30,073)
		1,500	548,675	483,599	418,523	353,448	288,372	223,286	158,221	93,145	28,070	(37,066)
	Site Specific S106 0	2,000	541,741	476,666	411,590	346,514	281,439	216,363	151,287	86,212	21,136	(43,940)
		2,500	534,808	469,732	404,656	339,581	274,505	209,430	144,354	79,278	14,203	(50,888)
		3,000	527,874	462,799	397,723	332,647	267,572	202,496	137,420	72,345	7,267	(57,858)
		3,500	520,941	455,865	390,790	325,714	260,638	195,563	130,487	65,411	297	(64,828)
		4,000	514,007	448,932	383,856	318,780	253,705	188,629	123,553	58,451	(6,673)	(71,798)
		4,500	507,074	441,998	376,923	311,847	246,771	181,696	116,605	51,481	(13,643)	(78,768)
		5,000	500,140	435,065	369,989	304,913	239,838	174,760	109,635	44,511	(20,613)	(85,738)
5,500		493,207	428,131	363,056	297,980	232,904	167,790	102,666	37,541	(27,589)	(92,707)	
6,000		486,273	421,198	356,122	291,046	225,944	160,820	95,696	30,571	(34,553)	(99,677)	
6,500		479,340	414,264	349,189	284,099	218,974	153,850	88,726	23,601	(41,523)	(106,647)	
7,000	472,406	407,331	342,253	277,129	212,004	146,880	81,756	16,631	(48,493)	(113,617)		
7,500	465,473	400,397	335,283	270,159	205,034	139,910	74,786	9,661	(55,463)	(120,587)		
8,000	458,539	393,437	328,313	263,189	198,064	132,940	67,816	2,691	(62,433)	(127,557)		
8,500	451,592	386,467	321,343	256,219	191,094	125,970	60,846	(4,279)	(69,403)	(134,527)		
9,000	444,622	379,497	314,373	249,249	184,124	119,000	53,876	(11,249)	(76,373)	(141,497)		
9,500	437,652	372,527	307,403	242,279	177,154	112,030	46,906	(18,219)	(83,343)	(148,467)		
10,000	430,682	365,557	300,433	235,309	170,184	105,060	39,936	(25,189)	(90,313)	(155,437)		
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	179,021	14%	841,724	762,320	682,915	603,511	524,106	444,702	365,297	285,892	206,488	127,083
		15%	796,349	719,333	642,317	565,300	488,294	411,287	334,251	257,235	180,218	103,202
		16%	750,975	676,346	601,718	527,090	452,462	377,833	303,205	228,577	153,949	79,320
		17.5%	682,912	611,886	540,820	469,774	398,728	327,682	256,636	185,590	114,544	43,498
	Profit 20.00%	19%	614,850	547,386	479,922	412,459	344,995	277,531	210,067	142,603	78,140	7,676
		20%	569,475	504,400	439,324	374,248	309,173	244,097	179,021	113,946	48,870	(16,206)
		21%	524,100	461,413	398,725	336,038	273,350	210,663	147,975	85,288	22,600	(40,087)
		22%	478,725	416,426	358,127	297,827	237,528	177,229	116,929	56,630	(3,669)	(63,969)
		23%	433,351	375,439	317,528	259,617	201,706	143,795	85,883	27,972	(29,939)	(87,850)
		24%	387,976	332,453	278,930	221,407	165,864	110,361	54,837	(686)	(58,209)	(111,733)
		25%	342,601	289,466	236,331	183,196	130,061	76,926	23,792	(29,343)	(82,478)	(135,613)

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HV
15 No. Units at Higher Value Zone
Greenfield

		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	179,021											
	100,000	956,434	891,358	826,282	761,207	696,131	631,056	565,980	500,904	435,829	370,753	
	150,000	882,304	817,228	752,152	687,077	622,001	556,926	491,850	426,774	361,699	296,623	
	200,000	808,174	743,098	678,022	612,947	547,871	482,796	417,720	352,644	287,569	222,493	
	250,000	734,044	668,968	603,892	538,817	473,741	408,666	343,590	278,514	213,439	148,363	
	300,000	659,914	594,838	529,762	464,687	399,611	334,536	269,460	204,384	139,309	74,233	
	350,000	585,784	520,708	455,632	390,557	325,481	260,406	195,330	130,254	65,179	1,03	
	400,000	511,654	446,578	381,502	316,427	251,351	186,276	121,200	56,124	(8,351)	(74,027)	
	450,000	437,524	372,448	307,372	242,297	177,221	112,146	47,070	(18,006)	(83,081)	(148,157)	
	500,000	363,394	298,318	233,242	168,167	103,091	38,016	(27,060)	(92,136)	(157,211)	(222,287)	
550,000	289,264	224,188	159,112	94,037	28,961	(36,114)	(101,190)	(166,266)	(231,341)	(296,417)		
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	179,021											
	5	(1,571,399)	(1,636,475)	(1,701,551)	(1,766,626)	(1,831,702)	(1,896,777)	(1,961,853)	(2,026,929)	(2,092,004)	(2,157,080)	
	10	(233,353)	(288,428)	(343,504)	(408,580)	(483,655)	(558,731)	(633,807)	(708,882)	(783,958)	(859,034)	
	15	212,663	147,587	82,511	17,436	(47,540)	(112,715)	(177,791)	(242,867)	(307,942)	(373,018)	
	Density (dph)	20	435,671	370,595	305,519	240,444	175,368	110,292	45,217	(19,859)	(84,935)	(150,010)
		25	569,475	504,400	439,324	374,248	309,173	244,097	179,021	113,946	48,870	(16,206)
		30	658,678	593,603	528,527	463,451	398,376	333,300	268,224	203,149	138,073	72,997
		35	722,395	657,319	592,243	527,168	462,092	397,017	331,941	266,865	201,790	136,714
		40	770,182	705,107	640,031	574,955	509,880	444,804	379,728	314,653	249,577	184,501
		45	807,350	742,274	677,199	612,123	547,048	481,972	416,896	351,821	286,745	221,669
50		837,084	772,009	706,933	641,858	576,782	511,706	446,631	381,555	316,479	251,404	
55		861,413	796,337	731,261	666,186	601,110	536,034	470,959	405,883	340,807	275,732	
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	179,021											
	40%	566,204	501,129	436,053	370,977	305,902	240,826	175,751	110,675	45,599	(19,476)	
	45%	565,796	500,720	435,644	370,569	305,493	240,417	175,342	110,266	45,190	(19,865)	
	50%	565,387	500,311	435,235	370,160	305,084	240,008	174,933	109,857	44,782	(20,254)	
	% Cat M4(2)	0%	564,978	499,902	434,827	369,751	304,675	239,600	174,524	109,448	44,373	(20,703)
		60%	564,569	499,493	434,418	369,342	304,266	239,191	174,115	109,039	43,964	(21,112)
		65%	564,160	499,085	434,009	368,933	303,858	238,782	173,706	108,631	43,555	(21,521)
		70%	563,751	498,676	433,600	368,524	303,449	238,373	173,297	108,222	43,146	(21,930)
		75%	563,343	498,267	433,191	368,116	303,040	237,964	172,889	107,813	42,737	(22,338)
80%		562,934	497,858	432,782	367,707	302,631	237,555	172,480	107,404	42,328	(22,747)	

Appendix 6

Scheme Ref: HV
 Title: 30 No. Units at Higher Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	2.0	55.0%	5.8	26%	7.7
3 bed House	52.0%	10.1	12.0%	1.3	38%	11.4
4 bed House	30.0%	5.9	0.0%	0.0	20%	5.9
5 bed House	8.0%	1.6	0.0%	0.0	5%	1.6
1 bed Flat	0.0%	0.0	33.0%	3.5	12%	3.5
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	19.5	100.0%	10.5	100%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	85.0	915	100.0%		85.0	915
3 bed House	115.0	1,238	100.0%		115.0	1,238
4 bed House	135.0	1,453	100.0%		135.0	1,453
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	166	1,784	404	4,351	570	6,135
3 bed House	1,166	12,552	106	1,139	1,272	13,691
4 bed House	790	8,501	0	0	790	8,501
5 bed House	234	2,519	0	0	234	2,519
1 bed Flat	0	0	193	2,072	193	2,072
2 bed Flat	0	0	0	0	0	0
	2,356	25,355	703	7,563	3,058	32,918
	AH % by floor area:		22.97% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£paf		total MV £ (no AH)	
1 bed House	235,000	4,052	376		0	
2 bed House	280,000	3,294	306		2,163,000	
3 bed House	350,000	3,043	283		3,990,000	
4 bed House	400,000	2,963	275		2,340,000	
5 bed House	450,000	3,000	279		702,000	
1 bed Flat	235,000	4,700	437		814,275	
2 bed Flat	255,000	4,180	388		0	
					10,009,275	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	28%	120,250	2,073	51%
2 bed House	72,000	1,029	26%	149,500	2,136	53%
3 bed House	90,000	1,071	26%	175,500	2,089	50%
4 bed House	107,000	1,103	27%	227,500	2,345	57%
5 bed House	120,000	1,091	27%	266,500	2,423	59%
1 bed Flat	66,000	1,320	28%	120,250	2,405	51%
2 bed Flat	72,000	1,180	28%	146,250	2,398	57%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	188,000	3,241	80%			
2 bed House	224,000	3,200	80%			
3 bed House	250,000	2,976	80%			
4 bed House	320,000	3,299	80%			
5 bed House	360,000	3,273	80%			
1 bed Flat	188,000	3,760	80%			
2 bed Flat	204,000	3,344	80%			

Appendix 6

Scheme Ref: HV
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 F9 update

GROSS DEVELOPMENT VALUE				
QMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	2.0	@	280,000	546,000
3 bed House	10.1	@	350,000	3,549,000
4 bed House	5.9	@	400,000	2,340,000
5 bed House	1.6	@	450,000	702,000
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	19.5			7,137,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	4.0	@	72,000	291,060
3 bed House	0.9	@	90,000	79,380
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	2.4	@	66,000	160,083
2 bed Flat	0.0	@	72,000	-
	7.4			530,523
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.9	@	149,500	129,504
3 bed House	0.2	@	175,500	33,170
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.5	@	120,250	62,500
2 bed Flat	0.0	@	146,250	-
	1.6			225,174
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	0.9	@	224,000	194,040
3 bed House	0.2	@	250,000	47,250
4 bed House	0.0	@	320,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	0.5	@	188,000	97,713
2 bed Flat	0.0	@	204,000	-
	1.6			339,003
Sub-total GDV Residential				
	30.0			8,231,700
<i>AH on-site cost analysis:</i>				
	581 £ psm (total GIA sqm)		EMV less £GDV	1,777,575
			59,253 £ per unit (total units)	
Grant	30	@	0	-
Total GDV				8,231,700

Appendix 6

Scheme Ref: HV
 Title: 30 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	2,356 sqm	0.00 £ psm		-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	30 units @ 0 per unit	0 £ per unit (total units)	-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum	3,058 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -				
Site Clearance and Demolition	2.97 acres @	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	2.97 acres @ 0 per acre	0 £ per unit (total units)	-
Infra. Costs analysis:	0.00% % of GDV			
1 bed House	- sqm @	1,149 psm		-
2 bed House	570 sqm @	1,149 psm		(654,830)
3 bed House	1,272 sqm @	1,149 psm		(1,461,459)
4 bed House	780 sqm @	1,149 psm		(907,423)
5 bed House	234 sqm @	1,149 psm		(268,866)
1 bed Flat	193 sqm @	1,339 psm		(257,758)
2 bed Flat	3,058 sqm @	1,339 psm		-
External works	3,550,435 @	15.0% 17,752 £ per unit		(532,565)
M4(2) Category 2 Housing	5% of All units	30 units @ 521 £ per dwelling		(782)
M4(3) Category 3 Housing	0% of All units	30 units @ 10,307 £ per dwelling		-
Water efficiency		30 units @ 9 £ per dwelling		(270)
Contingency	4,084,052 @	5.0%		(204,203)
Professional Fees	4,084,052 @	10.0%		(408,405)
Disposal Costs -				
Marketing and Promotion	7,137,000 OMS @	1.50%		(107,055)
Residential Sales Agent Costs	7,137,000 OMS @	1.50%		(107,055)
Residential Sales Legal Costs	7,137,000 OMS @	0.50%		(35,685)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(95,197)
Developers Profit -				
Margin on AH	1,094,700	6.00% on AH values		(65,682)
Profit on GDV	7,137,000	20.00%		(1,427,400)
	5,063,202	28.06% on costs	(1,427,400)	
	6,231,700	18.14% blended	(1,493,082)	
TOTAL COSTS				(6,576,283)

Appendix 6

Scheme Ref: HV
 Title: 30 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,655,416
SDLT	1,655,416 @	5.0%	(slabbed)	(72,271)
Acquisition Agent fees	1,655,416 @	1.0%		(16,554)
Acquisition Legal fees	1,655,416 @	0.5%		(8,277)
Interest on Land	1,655,416 @	6.5%		(107,602)
Residual Land Value				1,450,712
<i>RLV analysis:</i>				
	48,357 £ per plot	1,208,927 £ per ha	489,246 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		25.0	dph	
Site Area (Res)		1.20	ha	2.97 acres
<i>Density analysis:</i>				
		2.548	sgm/ha	11,101 sqft/ac
Threshold Land Value	35,681 £ per plot	892,031 £ per ha	361,000 £ per acre	1,070,437

BALANCE				
Surplus/(Deficit)		316,896 £ per ha	128,246 £ per acre	380,275

Appendix 6

Scheme Ref: HV
 Title: 30 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	380,275											
	0	1,172,615	1,040,622	908,554	776,484	644,414	512,345	380,275	248,205	116,136	(15,934)	
	10	1,138,720	1,008,439	878,157	747,875	617,594	487,312	357,031	226,749	96,467	(33,814)	
	20	1,104,747	976,254	847,760	719,267	590,773	462,280	333,786	205,292	76,799	(51,695)	
	30	1,070,775	944,069	817,364	690,658	563,953	437,247	310,542	183,636	57,130	(69,575)	
	40	1,036,802	911,984	786,967	662,050	537,132	412,215	287,297	162,380	37,462	(87,455)	
	50	1,002,829	879,700	756,570	633,441	510,311	387,182	264,053	140,923	17,794	(105,336)	
	CIL Expm	0.00	969,857	847,515	726,174	604,832	483,491	362,149	240,808	119,467	(1,875)	(123,216)
		70	934,884	815,330	695,777	576,224	456,670	337,117	217,564	98,010	(21,543)	(141,097)
		80	900,911	783,146	665,380	547,615	429,850	312,084	194,319	76,554	(41,212)	(158,977)
		90	866,938	750,961	634,984	519,006	403,029	287,052	171,075	55,097	(60,880)	(176,857)
		100	832,966	718,776	604,587	490,398	376,209	262,019	147,830	33,641	(80,548)	(194,738)
		110	798,993	686,592	574,191	461,789	349,388	236,987	124,596	12,184	(100,217)	(212,618)
		120	765,020	654,407	543,794	433,181	322,568	211,954	101,341	(9,272)	(119,885)	(230,498)
		130	731,048	622,222	513,397	404,572	296,747	186,922	78,097	(30,729)	(139,554)	(248,426)
		140	697,075	590,038	483,001	375,963	268,926	161,889	54,847	(52,235)	(159,318)	(266,401)
		150	663,102	557,853	452,604	347,336	242,051	136,766	31,481	(73,805)	(179,090)	(284,375)
	160	629,040	525,553	422,065	318,577	215,089	111,602	8,114	(95,374)	(198,862)	(302,350)	
	170	594,889	493,199	391,508	289,818	188,128	86,437	(15,253)	(116,943)	(218,634)	(320,324)	
	180	560,737	460,845	360,952	261,059	161,166	61,273	(38,620)	(138,513)	(238,406)	(338,298)	
	190	526,586	428,490	330,395	232,300	134,204	36,109	(61,987)	(160,082)	(258,177)	(356,279)	
200	492,434	396,136	299,838	203,540	107,243	10,945	(85,353)	(181,851)	(277,949)	(374,247)		
Site Specific S106	0	1,172,615	1,040,622	908,554	776,484	644,414	512,345	380,275	248,205	116,136	(15,934)	
	500	1,158,744	1,026,679	894,610	762,540	630,470	498,401	366,331	234,261	102,192	(29,878)	
	1,000	1,144,865	1,012,735	880,666	748,596	616,526	484,457	352,387	220,317	88,248	(43,822)	
	1,500	1,130,981	998,791	866,722	734,652	602,582	470,513	338,443	206,373	74,304	(57,766)	
	2,000	1,116,917	984,847	852,778	720,708	588,638	456,569	324,499	192,430	60,360	(71,710)	
	2,500	1,102,973	970,903	838,834	706,764	574,694	442,625	310,555	178,486	46,416	(85,654)	
	3,000	1,089,029	956,959	824,890	692,820	560,751	428,681	296,611	164,542	32,472	(99,598)	
	3,500	1,075,085	943,015	810,946	678,876	546,807	414,737	282,667	150,598	18,528	(113,542)	
	4,000	1,061,141	929,072	797,002	664,932	532,863	400,793	268,723	136,654	4,584	(127,486)	
	4,500	1,047,197	915,128	783,058	650,988	518,919	386,849	254,779	122,710	(9,360)	(141,430)	
	5,000	1,033,253	901,184	769,114	637,044	504,975	372,905	240,835	108,765	(23,304)	(155,374)	
	5,500	1,019,309	887,240	755,170	623,100	491,031	358,961	226,891	94,822	(37,248)	(169,318)	
	6,000	1,005,365	873,296	741,226	609,156	477,087	345,017	212,947	80,878	(51,192)	(183,261)	
	6,500	991,421	859,352	727,282	595,212	463,143	331,073	199,003	66,934	(65,136)	(197,205)	
	7,000	977,477	845,408	713,338	581,268	449,199	317,129	185,060	52,990	(79,080)	(211,149)	
	7,500	963,533	831,464	699,394	567,324	435,255	303,185	171,116	39,046	(93,024)	(225,093)	
	8,000	949,589	817,520	685,450	553,381	421,311	289,241	157,172	25,102	(106,968)	(239,037)	
	8,500	935,645	803,576	671,506	539,437	407,367	275,297	143,228	11,158	(120,912)	(253,053)	
	9,000	921,702	789,632	657,562	525,493	393,423	261,353	129,284	(2,786)	(134,856)	(267,070)	
	9,500	907,758	775,688	643,618	511,549	379,479	247,409	115,340	(16,730)	(148,841)	(281,088)	
	10,000	893,814	761,744	629,674	497,605	365,535	233,465	101,396	(30,674)	(162,858)	(295,105)	
Balance (RLV - TLV)	380,275											
	14%	1,717,113	1,556,483	1,395,736	1,235,009	1,074,281	913,554	752,826	592,099	431,372	270,644	
	15%	1,626,363	1,470,489	1,314,539	1,153,598	1,000,637	846,696	690,734	534,783	373,832	222,891	
	16%	1,535,614	1,384,516	1,233,342	1,082,167	930,992	779,817	628,643	477,468	326,293	175,118	
	17.5%	1,399,489	1,255,556	1,111,546	967,536	823,526	679,515	535,505	391,494	247,484	103,474	
	19%	1,263,365	1,126,596	989,751	852,905	716,059	579,213	442,367	305,521	168,675	31,829	
	20%	1,172,615	1,040,622	908,554	776,484	644,414	512,345	380,275	248,205	116,136	(15,934)	
	21%	1,081,865	954,649	827,356	700,063	572,770	445,476	318,183	190,890	63,596	(63,697)	
	22%	991,115	868,675	746,159	623,642	501,125	378,608	256,091	133,574	11,057	(111,460)	
	23%	900,366	782,702	664,962	547,222	429,481	311,740	183,999	76,259	(41,462)	(156,223)	
24%	809,616	698,729	583,765	470,801	357,836	244,872	131,307	18,943	(94,021)	(208,986)		
25%	718,866	610,755	502,568	394,380	286,192	178,004	69,815	(38,373)	(146,561)	(254,749)		

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HV
30 No. Units at Higher Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	380,275										
	100,000	1,946,532	1,814,539	1,682,471	1,550,401	1,418,331	1,286,262	1,154,192	1,022,123	890,053	757,983
	150,000	1,798,272	1,666,279	1,534,211	1,402,141	1,270,071	1,138,002	1,005,932	873,863	741,793	609,723
	200,000	1,650,012	1,518,019	1,385,951	1,253,881	1,121,811	989,742	857,672	725,603	593,533	461,463
	250,000	1,501,752	1,369,759	1,237,691	1,105,621	973,551	841,482	709,412	577,343	445,273	313,203
	300,000	1,353,492	1,221,499	1,089,431	957,361	825,291	693,222	561,152	429,083	297,013	164,943
	350,000	1,205,232	1,073,239	941,171	809,101	677,031	544,962	412,892	280,823	148,753	16,683
	400,000	1,056,972	924,979	792,911	660,841	528,771	396,702	264,632	132,563	493	(131,577)
	450,000	908,712	776,719	644,651	512,581	380,511	248,442	116,372	(15,697)	(147,767)	(279,837)
	500,000	760,452	628,459	496,391	364,321	232,251	100,182	(31,888)	(163,957)	(296,027)	(428,097)
	550,000	612,192	480,199	348,131	216,061	89,991	(48,078)	(180,148)	(312,217)	(444,287)	(576,357)
Balance (RLV - TLV)	380,275										
	5	(3,108,134)	(3,241,127)	(3,373,195)	(3,505,255)	(3,637,335)	(3,769,404)	(3,901,474)	#####	#####	(4,297,688)
	10	(433,041)	(565,034)	(697,027)	(829,020)	(961,012)	(1,093,005)	(1,225,001)	#####	#####	(1,621,590)
	15	458,990	326,987	194,929	62,859	(69,211)	(201,280)	(333,350)	(465,419)	(597,489)	(729,559)
	20	905,006	773,013	640,944	508,875	376,805	244,735	112,666	(19,404)	(151,474)	(283,543)
	25	1,172,615	1,040,622	908,554	776,484	644,414	512,345	380,275	248,205	116,136	(15,934)
	30	1,351,021	1,219,028	1,086,960	954,890	822,820	690,751	558,681	426,612	294,542	162,472
	35	1,478,454	1,346,461	1,214,393	1,082,323	950,253	818,184	686,114	554,045	421,975	289,905
	40	1,574,029	1,442,036	1,309,968	1,177,898	1,045,828	913,759	781,689	649,619	517,550	385,480
	45	1,648,385	1,516,372	1,384,303	1,252,234	1,120,164	988,095	856,025	723,955	591,886	459,816
	50	1,707,833	1,575,841	1,443,772	1,311,703	1,179,633	1,047,563	915,494	783,424	651,354	519,285
55	1,756,490	1,624,497	1,492,428	1,360,359	1,228,289	1,096,219	964,150	832,080	700,011	567,941	
Balance (RLV - TLV)	380,275										
	40%	1,166,890	1,034,868	902,798	770,729	638,659	506,589	374,520	242,450	110,381	(21,889)
	45%	1,166,072	1,034,046	901,976	769,807	637,837	505,767	373,698	241,628	109,558	(22,511)
	50%	1,165,254	1,033,224	901,154	768,984	637,015	504,945	372,876	240,806	108,736	(23,133)
	55%	1,164,436	1,032,402	900,332	768,262	636,193	504,123	372,053	239,984	107,914	(24,156)
	60%	1,163,618	1,031,579	899,510	767,440	635,370	503,301	371,231	239,162	107,092	(24,978)
	65%	1,162,800	1,030,757	898,688	766,618	634,548	502,479	370,409	238,339	106,270	(25,800)
	70%	1,161,983	1,029,935	897,865	765,796	633,726	501,656	369,587	237,517	105,448	(26,622)
75%	1,161,165	1,029,113	897,043	764,974	632,904	500,834	368,765	236,695	104,625	(27,444)	
80%	1,160,347	1,028,291	896,221	764,151	632,082	500,012	367,943	235,873	103,803	(28,266)	
% Cat M4(2)	5%										
	40%	1,166,890	1,034,868	902,798	770,729	638,659	506,589	374,520	242,450	110,381	(21,889)
	45%	1,166,072	1,034,046	901,976	769,807	637,837	505,767	373,698	241,628	109,558	(22,511)
	50%	1,165,254	1,033,224	901,154	768,984	637,015	504,945	372,876	240,806	108,736	(23,133)
	55%	1,164,436	1,032,402	900,332	768,262	636,193	504,123	372,053	239,984	107,914	(24,156)
	60%	1,163,618	1,031,579	899,510	767,440	635,370	503,301	371,231	239,162	107,092	(24,978)
	65%	1,162,800	1,030,757	898,688	766,618	634,548	502,479	370,409	238,339	106,270	(25,800)
	70%	1,161,983	1,029,935	897,865	765,796	633,726	501,656	369,587	237,517	105,448	(26,622)
75%	1,161,165	1,029,113	897,043	764,974	632,904	500,834	368,765	236,695	104,625	(27,444)	
80%	1,160,347	1,028,291	896,221	764,151	632,082	500,012	367,943	235,873	103,803	(28,266)	

Appendix 6

Scheme Ref: HV
 Title: 75 No. Units at Higher Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		75 Units					
AH Policy requirement (% Target)		35%					
AH tenure split %		Affordable Rent: 70%					
		Shared Ownership: 15%					
		Starter Homes: 15%					
Open Market Sale (OMS) housing		65%					
CIL Rate (£ psm)		100%		0.00 £ psm			
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		10.0%	4.9	55.0%	14.4	26%	19.3
3 bed House		52.0%	25.4	12.0%	3.2	38%	28.5
4 bed House		30.0%	14.6	0.0%	0.0	20%	14.6
5 bed House		8.0%	3.9	0.0%	0.0	5%	3.9
1 bed Flat		0.0%	0.0	33.0%	8.7	12%	8.7
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	48.8	100.0%	26.3	100%	75.0
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		58.0	624	100.0%		58.0	624
2 bed House		75.0	807	100.0%		75.0	807
3 bed House		85.0	915	100.0%		85.0	915
4 bed House		120.0	1,292	100.0%		120.0	1,292
5 bed House		150.0	1,615	100.0%		150.0	1,615
1 bed Flat		50.0	538	90.0%		55.6	598
2 bed Flat		61.0	657	90.0%		67.8	730
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		58.0	624	100.0%		58.0	624
2 bed House		70.0	753	100.0%		70.0	753
3 bed House		84.0	904	100.0%		84.0	904
4 bed House		97.0	1,044	100.0%		97.0	1,044
5 bed House		110.0	1,184	100.0%		110.0	1,184
1 bed Flat		50.0	538	90.0%		55.6	598
2 bed Flat		61.0	657	90.0%		67.8	730
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House		0	0	0	0	0	0
2 bed House		366	3,936	1,011	10,878	1,376	14,814
3 bed House		2,155	23,194	265	2,848	2,419	26,042
4 bed House		1,755	18,891	0	0	1,755	18,891
5 bed House		585	6,297	0	0	585	6,297
1 bed Flat		0	0	481	5,180	481	5,180
2 bed Flat		0	0	0	0	0	0
		4,860	52,317	1,756	18,907	6,617	71,223
AH % by floor area:				26.55% AH % by floor area due to mix			
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£paf		total MV £ (no AH)	
1 bed House		235,000	4,052	376		0	
2 bed House		270,000	3,600	334		5,214,375	
3 bed House		320,000	3,765	350		9,120,000	
4 bed House		380,000	3,167	294		5,557,500	
5 bed House		450,000	3,000	279		1,755,000	
1 bed Flat		235,000	4,700	437		2,035,688	
2 bed Flat		255,000	4,180	388		0	
						23,682,563	
Affordable Housing values (£) -		Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House		66,000	1,138	28%	120,250	2,073	51%
2 bed House		72,000	1,029	27%	149,500	2,136	55%
3 bed House		90,000	1,071	28%	175,500	2,089	55%
4 bed House		107,000	1,103	28%	227,500	2,345	60%
5 bed House		120,000	1,091	27%	266,500	2,423	59%
1 bed Flat		66,000	1,320	28%	120,250	2,405	51%
2 bed Flat		72,000	1,180	28%	146,250	2,398	57%
Affordable Housing values (£) -		SH £	£psm	% of MV			
1 bed House		188,000	3,241	80%			
2 bed House		216,000	3,086	80%			
3 bed House		250,000	2,976	78%			
4 bed House		304,000	3,134	80%			
5 bed House		360,000	3,273	80%			
1 bed Flat		188,000	3,760	80%			
2 bed Flat		204,000	3,344	80%			

Appendix 6

Scheme Ref: HV
 Title: 75 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
QMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	4.9	@	270,000	1,316,250
3 bed House	25.4	@	320,000	8,112,000
4 bed House	14.6	@	380,000	5,557,500
5 bed House	3.9	@	450,000	1,755,000
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	48.8			16,740,750
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	10.1	@	72,000	727,650
3 bed House	2.2	@	90,000	198,450
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	6.1	@	66,000	400,208
2 bed Flat	0.0	@	72,000	-
	18.4			1,326,308
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	2.2	@	149,500	323,761
3 bed House	0.5	@	175,500	82,924
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	1.3	@	120,250	156,250
2 bed Flat	0.0	@	146,250	-
	3.9			562,935
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	2.2	@	216,000	467,775
3 bed House	0.5	@	250,000	118,125
4 bed House	0.0	@	304,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	1.3	@	188,000	244,283
2 bed Flat	0.0	@	204,000	-
	3.9			830,183
Sub-total GDV Residential				
	75.0			19,460,175
<i>AH on-site cost analysis:</i>				
	638	£ psm (total GIA sqm)	EMV less £GDV	4,222,388
			56,299	£ per unit (total units)
Grant	75	@	0	-
Total GDV				19,460,175

Appendix 6

Scheme Ref: HV
 Title: 75 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(21,924)
CIL	4,860 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	75 units @	0 per unit		-
	0.00% % of GDV	0 £ per unit (total units)		
S106 analysis:				
AH Commuted Sum	6,617 sqm (total)	0 £ psm		-
	0.00% % of GDV			
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	6.18 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	6.18 acres @	0 per acre		-
	0.00% % of GDV	0 £ per unit (total units)		
Infra. Costs analysis:				
1 bed House	sqm @	1,149 psm		-
2 bed House	1,376 sqm @	1,149 psm		(1,581,311)
3 bed House	2,419 sqm @	1,149 psm		(2,779,833)
4 bed House	1,756 sqm @	1,149 psm		(2,016,495)
5 bed House	585 sqm @	1,149 psm		(672,165)
1 bed Flat	481 sqm @	1,339 psm		(644,394)
2 bed Flat	6,617 sqm @	1,339 psm		-
External works	7,694,198 @	15.0%		(1,154,130)
		15,389 £ per unit		
M4(2) Category 2 Housing	5% of All units	75 units @	521 £ per dwelling	(1,954)
M4(3) Category 3 Housing	0% of All units	75 units @	10,307 £ per dwelling	-
Water efficiency		75 units @	9 £ per dwelling	(675)
Contingency	8,850,957 @	5.0%		(442,548)
Professional Fees	8,850,957 @	10.0%		(885,096)
Disposal Costs -				
Marketing and Promotion	16,740,750 OMS @	1.50%		(251,111)
Residential Sales Agent Costs	16,740,750 OMS @	1.50%		(251,111)
Residential Sales Legal Costs	16,740,750 OMS @	0.50%		(83,704)
Interest (on Development Costs) -				
	6.50% APR	0.526% pcm		(136,762)
Developers Profit -				
Margin on AH	2,719,425	6.00% on AH values		(163,165)
Profit on GDV	16,740,750	20.00%		(3,348,150)
	10,993,212	30.46% on costs	(3,348,150)	
	19,462,175	18.04% blended	(3,511,315)	
TOTAL COSTS				(14,504,528)

Appendix 6

Scheme Ref: HV
 Title: 75 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				4,955,647
SDLT	4,955,647	@	5.0% (slabbed)	(237,282)
Acquisition Agent fees	4,955,647	@	1.0%	(49,556)
Acquisition Legal fees	4,955,647	@	0.5%	(24,778)
Interest on Land	4,955,647	@	6.5%	(322,117)
Residual Land Value				4,321,913
<i>RLV analysis:</i>				
	57,626	£ per plot	1,728,765	£ per ha
			699,622	£ per acre

THRESHOLD LAND VALUE				
Residential Density		30.0	dph	
Site Area (Res)		2.50	ha	6.18 acres
<i>Density analysis:</i>				
		2,647	sgm/ha	11,529 sqft/ac
Threshold Land Value	31,464	£ per plot	943,922	£ per ha
			382,000	£ per acre
				2,359,805

BALANCE				
Surplus/(Deficit)			784,843	£ per ha
			317,622	£ per acre
				1,962,108

Appendix 6

Scheme Ref: HV
 Title: 75 No. Units at Higher Value Zone
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	1,962,108											
	0	4,277,154	3,891,429	3,505,633	3,119,752	2,733,871	2,347,989	1,962,108	1,576,226	1,190,345	804,464	
	10	4,208,031	3,825,801	3,443,570	3,061,339	2,679,109	2,296,878	1,914,648	1,532,417	1,150,186	767,850	
	20	4,138,666	3,760,086	3,381,507	3,002,927	2,624,347	2,245,767	1,867,187	1,488,607	1,109,979	731,150	
	30	4,069,301	3,694,372	3,319,443	2,944,514	2,569,585	2,194,656	1,819,727	1,444,767	1,069,609	694,450	
	40	3,999,936	3,628,658	3,257,380	2,886,102	2,514,823	2,143,545	1,772,216	1,400,727	1,029,239	657,750	
	50	3,930,571	3,562,944	3,195,316	2,827,689	2,460,061	2,092,324	1,724,506	1,356,887	989,869	621,050	
	CIL Expm 0.00	60	3,861,206	3,497,230	3,133,253	2,769,241	2,405,093	2,040,944	1,676,796	1,312,647	948,499	584,350
		70	3,791,841	3,431,478	3,071,000	2,710,521	2,350,043	1,989,564	1,629,086	1,268,607	908,129	547,645
		80	3,722,227	3,365,418	3,008,610	2,651,801	2,294,993	1,938,184	1,581,376	1,224,567	867,759	510,751
		90	3,652,497	3,299,358	2,946,220	2,593,081	2,239,943	1,886,804	1,533,666	1,180,527	827,242	473,858
		100	3,582,767	3,233,299	2,883,830	2,534,361	2,184,893	1,835,424	1,485,956	1,136,353	786,659	436,965
		110	3,513,037	3,167,239	2,821,440	2,475,642	2,129,843	1,784,044	1,438,086	1,092,081	746,077	400,072
		120	3,443,307	3,101,179	2,759,050	2,416,922	2,074,735	1,732,440	1,390,125	1,047,810	705,494	363,179
		130	3,373,577	3,035,119	2,696,660	2,358,041	2,019,416	1,680,790	1,342,164	1,003,638	664,912	326,286
		140	3,303,822	2,968,886	2,633,949	2,299,013	1,964,076	1,629,139	1,294,203	959,266	624,330	289,287
		150	3,233,726	2,902,478	2,571,231	2,239,984	1,908,736	1,577,489	1,246,242	914,994	583,707	252,200
	160	3,163,629	2,836,071	2,508,513	2,180,955	1,853,397	1,525,839	1,198,281	870,709	542,911	215,113	
	170	3,093,532	2,769,663	2,445,794	2,121,926	1,798,057	1,474,188	1,150,293	826,204	502,115	178,026	
	180	3,023,435	2,703,256	2,383,076	2,062,897	1,742,717	1,422,460	1,102,080	781,699	461,319	140,939	
190	2,953,338	2,636,848	2,320,358	2,003,868	1,687,210	1,370,538	1,053,966	737,195	420,523	103,851		
200	2,883,241	2,570,441	2,257,640	1,944,842	1,631,579	1,318,616	1,005,853	692,690	379,727	66,746		
Balance (RLV - TLV)	1,962,108											
	0	4,277,154	3,891,429	3,505,633	3,119,752	2,733,871	2,347,989	1,962,108	1,576,226	1,190,345	804,464	
	500	4,243,160	3,857,387	3,471,506	3,085,625	2,699,743	2,313,862	1,927,980	1,542,099	1,156,218	770,293	
	1,000	4,209,141	3,823,260	3,437,378	3,051,497	2,665,616	2,279,734	1,893,953	1,507,971	1,122,090	736,016	
	1,500	4,175,014	3,789,132	3,403,251	3,017,370	2,631,488	2,245,607	1,859,725	1,473,844	1,087,918	701,749	
	2,000	4,140,886	3,755,005	3,369,124	2,983,242	2,597,361	2,211,479	1,825,598	1,439,717	1,053,651	667,482	
	2,500	4,106,759	3,720,878	3,334,996	2,949,115	2,563,233	2,177,352	1,791,471	1,405,552	1,019,384	633,215	
	3,000	4,072,631	3,686,750	3,300,869	2,914,987	2,529,106	2,143,225	1,757,343	1,371,285	985,117	598,948	
	3,500	4,038,504	3,652,623	3,266,741	2,880,860	2,494,978	2,109,097	1,723,187	1,337,018	950,850	564,681	
	4,000	4,004,377	3,618,495	3,232,614	2,846,732	2,460,851	2,074,970	1,688,920	1,302,751	916,583	530,414	
	4,500	3,970,249	3,584,368	3,198,486	2,812,605	2,426,724	2,040,821	1,654,653	1,268,484	882,316	496,147	
	5,000	3,936,122	3,550,240	3,164,359	2,778,478	2,392,596	2,006,555	1,620,386	1,234,216	848,049	461,787	
	5,500	3,901,994	3,516,113	3,130,231	2,744,350	2,358,468	1,972,288	1,586,119	1,199,051	813,782	427,354	
	6,000	3,867,867	3,481,985	3,096,104	2,710,222	2,324,189	1,938,021	1,551,852	1,165,684	779,515	392,941	
	6,500	3,833,739	3,447,858	3,061,977	2,676,091	2,289,922	1,903,754	1,517,585	1,131,417	745,115	358,528	
	7,000	3,799,612	3,413,731	3,027,849	2,641,824	2,255,655	1,869,487	1,483,318	1,097,150	710,702	324,115	
	7,500	3,765,485	3,379,603	2,993,722	2,607,657	2,221,388	1,835,220	1,449,051	1,062,876	676,289	289,702	
	8,000	3,731,357	3,345,476	2,959,595	2,573,490	2,187,121	1,800,953	1,414,784	1,028,463	641,876	255,289	
	8,500	3,697,229	3,311,348	2,925,467	2,539,323	2,152,854	1,766,686	1,380,517	994,050	607,463	220,876	
	9,000	3,663,102	3,277,220	2,891,339	2,505,156	2,118,587	1,732,419	1,346,224	959,637	573,050	186,331	
9,500	3,628,975	3,243,092	2,857,211	2,471,029	2,084,320	1,698,152	1,311,811	925,224	538,637	151,766		
10,000	3,594,847	3,208,965	2,823,083	2,436,861	2,050,153	1,663,885	1,277,398	890,811	504,224	117,200		
Balance (RLV - TLV)	1,962,108											
	14%	5,554,345	5,101,399	4,648,383	4,195,281	3,742,179	3,289,077	2,835,975	2,382,873	1,929,771	1,476,669	
	15%	5,341,480	4,899,736	4,457,824	4,016,026	3,574,127	3,132,229	2,680,330	2,248,432	1,806,533	1,364,635	
	16%	5,128,615	4,698,076	4,267,466	3,836,771	3,406,076	2,975,381	2,544,886	2,113,991	1,683,296	1,252,601	
	17.5%	4,809,317	4,395,583	3,981,779	3,567,889	3,153,999	2,740,109	2,326,219	1,912,329	1,498,439	1,084,549	
	19%	4,490,019	4,093,091	3,696,092	3,299,007	2,901,922	2,504,837	2,107,752	1,710,667	1,313,583	916,498	
	20%	4,277,154	3,891,429	3,505,633	3,119,752	2,733,871	2,347,989	1,962,108	1,576,226	1,190,345	804,464	
	21%	4,064,289	3,689,768	3,315,175	2,940,497	2,565,819	2,191,141	1,816,463	1,441,785	1,067,107	692,429	
22%	3,851,424	3,488,106	3,124,717	2,761,242	2,397,768	2,034,293	1,670,819	1,307,344	943,870	580,395		
23%	3,638,559	3,286,444	2,934,259	2,581,988	2,229,716	1,877,445	1,525,174	1,172,803	820,632	468,361		
24%	3,425,694	3,084,783	2,743,800	2,402,733	2,061,665	1,720,597	1,379,530	1,038,462	697,384	356,327		
25%	3,212,829	2,883,121	2,553,342	2,223,478	1,893,614	1,563,749	1,233,885	904,021	574,157	244,292		
Profit 20.00%	1,962,108											
	14%	5,554,345	5,101,399	4,648,383	4,195,281	3,742,179	3,289,077	2,835,975	2,382,873	1,929,771	1,476,669	
	15%	5,341,480	4,899,736	4,457,824	4,016,026	3,574,127	3,132,229	2,680,330	2,248,432	1,806,533	1,364,635	
	16%	5,128,615	4,698,076	4,267,466	3,836,771	3,406,076	2,975,381	2,544,886	2,113,991	1,683,296	1,252,601	
	17.5%	4,809,317	4,395,583	3,981,779	3,567,889	3,153,999	2,740,109	2,326,219	1,912,329	1,498,439	1,084,549	
	19%	4,490,019	4,093,091	3,696,092	3,299,007	2,901,922	2,504,837	2,107,752	1,710,667	1,313,583	916,498	
	20%	4,277,154	3,891,429	3,505,633	3,119,752	2,733,871	2,347,989	1,962,108	1,576,226	1,190,345	804,464	
	21%	4,064,289	3,689,768	3,315,175	2,940,497	2,565,819	2,191,141	1,816,463	1,441,785	1,067,107	692,429	

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HV
75 No. Units at Higher Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	1,962,108										
	100,000	6,019,209	5,833,484	5,247,688	4,861,807	4,475,926	4,090,044	3,704,163	3,318,281	2,932,400	2,546,519
	150,000	5,710,334	5,324,609	4,938,813	4,552,932	4,167,051	3,781,169	3,395,288	3,009,406	2,623,525	2,237,644
	200,000	5,401,459	5,015,734	4,629,938	4,244,057	3,858,176	3,472,294	3,086,413	2,700,531	2,314,650	1,928,769
	250,000	5,092,584	4,706,859	4,321,063	3,935,182	3,549,301	3,163,419	2,777,538	2,391,656	2,005,775	1,619,894
	300,000	4,783,709	4,397,984	4,012,188	3,626,307	3,240,426	2,854,544	2,468,663	2,082,781	1,696,900	1,311,019
	350,000	4,474,834	4,089,109	3,703,313	3,317,432	2,931,551	2,545,669	2,159,788	1,773,906	1,388,025	1,002,144
	400,000	4,165,959	3,780,234	3,394,438	3,008,557	2,622,676	2,236,794	1,850,913	1,465,031	1,079,150	693,269
	450,000	3,857,084	3,471,359	3,085,563	2,699,682	2,313,801	1,927,919	1,542,038	1,156,156	770,275	384,394
	500,000	3,548,209	3,162,484	2,776,688	2,390,807	2,004,926	1,619,044	1,233,163	847,281	461,400	75,519
550,000	3,239,334	2,853,609	2,467,813	2,081,932	1,696,051	1,310,169	924,288	538,406	152,525	(233,356)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(7,521,871)	(7,907,696)	(8,293,392)	(8,679,273)	(9,065,154)	(9,451,036)	(9,836,917)	#####	#####	#####
	10	(442,456)	(828,181)	(1,213,977)	(1,599,858)	(1,985,739)	(2,371,621)	(2,757,502)	#####	#####	(3,915,146)
	15	1,917,349	1,531,624	1,145,828	759,947	374,066	(11,816)	(597,697)	(783,579)	#####	(1,555,341)
	20	3,097,252	2,711,527	2,325,731	1,939,849	1,553,968	1,168,087	782,205	396,324	10,442	(375,439)
	25	3,805,193	3,419,468	3,033,672	2,647,791	2,261,910	1,876,028	1,490,147	1,104,265	718,384	332,503
	30	4,277,154	3,891,429	3,505,633	3,119,752	2,733,871	2,347,989	1,962,108	1,576,226	1,190,345	804,464
	35	4,614,269	4,228,544	3,842,748	3,456,867	3,070,986	2,685,104	2,299,223	1,913,341	1,527,460	1,141,579
	40	4,887,105	4,481,381	4,095,585	3,709,703	3,323,822	2,937,940	2,552,059	2,166,178	1,780,296	1,394,415
	45	5,063,756	4,678,031	4,292,235	3,906,354	3,520,472	3,134,591	2,748,709	2,362,828	1,976,947	1,591,065
	50	5,221,076	4,835,351	4,449,555	4,063,674	3,677,793	3,291,911	2,906,030	2,520,148	2,134,267	1,748,386
55	5,349,793	4,964,068	4,578,272	4,192,391	3,806,509	3,420,628	3,034,746	2,648,865	2,262,984	1,877,102	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	4,263,102	3,877,377	3,491,531	3,105,650	2,719,769	2,333,887	1,948,006	1,562,124	1,176,243	790,362
	45%	4,261,095	3,875,370	3,489,517	3,103,635	2,717,754	2,331,873	1,945,991	1,560,110	1,174,228	788,347
	50%	4,259,087	3,873,362	3,487,502	3,101,621	2,715,739	2,329,858	1,943,977	1,558,095	1,172,214	786,332
	55%	4,257,080	3,871,355	3,485,488	3,099,606	2,713,725	2,327,843	1,941,962	1,556,081	1,170,199	784,318
	60%	4,255,072	3,869,348	3,483,473	3,097,592	2,711,710	2,325,829	1,939,947	1,554,066	1,168,185	782,303
	65%	4,253,065	3,867,340	3,481,458	3,095,577	2,709,696	2,323,814	1,937,933	1,552,052	1,166,170	780,288
	70%	4,251,058	3,865,325	3,479,444	3,093,563	2,707,681	2,321,800	1,935,918	1,550,037	1,164,156	778,262
	75%	4,249,050	3,863,311	3,477,429	3,091,548	2,705,667	2,319,785	1,933,904	1,548,022	1,162,141	776,240
80%	4,247,043	3,861,296	3,475,415	3,089,533	2,703,652	2,317,771	1,931,889	1,546,008	1,160,126	774,218	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
% Cat M4(2)	5%										

Appendix 6

Scheme Ref: HV
 Title: 100 No. Units at Higher Value Zone
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	6.5	55.0%	19.3	26%	25.8
3 bed House	52.0%	33.8	12.0%	4.2	38%	38.0
4 bed House	30.0%	19.5	0.0%	0.0	20%	19.5
5 bed House	8.0%	5.2	0.0%	0.0	5%	5.2
1 bed Flat	0.0%	0.0	33.0%	11.6	12%	11.6
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	65.0	100.0%	35.0	100%	100.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	488	5,247	1,348	14,504	1,835	19,752
3 bed House	2,873	30,925	353	3,798	3,226	34,722
4 bed House	2,340	25,188	0	0	2,340	25,188
5 bed House	780	8,396	0	0	780	8,396
1 bed Flat	0	0	642	6,907	642	6,907
2 bed Flat	0	0	0	0	0	0
	6,481	69,756	2,342	25,209	8,822	94,964
	AH % by floor area:		26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£paf		total MV £ (no AH)	
1 bed House	235,000	4,052	376		0	
2 bed House	270,000	3,600	334		6,952,500	
3 bed House	320,000	3,765	350		12,160,000	
4 bed House	380,000	3,167	294		7,410,000	
5 bed House	450,000	3,000	279		2,340,000	
1 bed Flat	235,000	4,700	437		2,714,250	
2 bed Flat	255,000	4,180	388		0	
					31,576,750	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	28%	120,250	2,073	51%
2 bed House	72,000	1,029	27%	149,500	2,136	55%
3 bed House	90,000	1,071	28%	175,500	2,089	55%
4 bed House	107,000	1,103	28%	227,500	2,345	60%
5 bed House	120,000	1,091	27%	266,500	2,423	59%
1 bed Flat	66,000	1,320	28%	120,250	2,405	51%
2 bed Flat	72,000	1,180	28%	146,250	2,398	57%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	188,000	3,241	80%			
2 bed House	216,000	3,086	80%			
3 bed House	250,000	2,976	78%			
4 bed House	304,000	3,134	80%			
5 bed House	360,000	3,273	80%			
1 bed Flat	188,000	3,760	80%			
2 bed Flat	204,000	3,344	80%			

Appendix 6

Scheme Ref: HV
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GROSS DEVELOPMENT VALUE				
QMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	235,000	-
2 bed House	6.5	@	270,000	1,755,000
3 bed House	33.8	@	320,000	10,816,000
4 bed House	19.5	@	380,000	7,410,000
5 bed House	5.2	@	450,000	2,340,000
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	65.0			22,321,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	13.5	@	72,000	970,200
3 bed House	2.9	@	90,000	264,600
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	8.1	@	66,000	533,610
2 bed Flat	0.0	@	72,000	-
	24.5			1,768,410
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	2.9	@	149,500	431,681
3 bed House	0.6	@	175,500	110,565
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	1.7	@	120,250	208,333
2 bed Flat	0.0	@	146,250	-
	5.3			750,579
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	2.9	@	216,000	623,700
3 bed House	0.6	@	250,000	157,500
4 bed House	0.0	@	304,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	1.7	@	188,000	325,710
2 bed Flat	0.0	@	204,000	-
	5.3			1,106,910
Sub-total GDV Residential				
	100.0			25,946,899
<i>AH on-site cost analysis:</i>				
	638	£ psm (total GIA sqm)	EMV less £GDV	5,629,651
			56,299	£ per unit (total units)
Grant	100	@	0	-
Total GDV				25,946,899

Appendix 6

Scheme Ref: HV
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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(24,799)
CIL	6,481 sqm	0.00% of GDV	0.00 £ psm		-
CIL analysis:					
Site Specific S106 Contributions			0 £ per unit (total units)		-
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
total	100 units @		0 per unit		-
S106 analysis:					
AH Commuted Sum	8,822 sqm (total)	0.00% of GDV	0 £ per unit (total units)		-
Comm. Sum analysis:			0 £ psm		-
0.00% of GDV					
Construction Costs -					
Site Clearance and Demolition	8.24 acres @		£ per acre (if brownfield)		-
Infrastructure costs -					
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
total	8.24 acres @		0 per acre		-
Infra. Costs analysis:					
1 bed House	-	0.00% of GDV	0 £ per unit (total units)		-
2 bed House	1,835 sqm @		1,149 psm		(2,108,415)
3 bed House	3,226 sqm @		1,149 psm		(3,706,444)
4 bed House	2,340 sqm @		1,149 psm		(2,688,660)
5 bed House	780 sqm @		1,149 psm		(896,220)
1 bed Flat	642 sqm @		1,339 psm		(859,192)
2 bed Flat	8,822 - sqm @		1,339 psm		-
External works	10,258,931 @		15.0%	15,389 £ per unit	(1,538,840)
M4(2) Category 2 Housing	5% of All units	100 units @	521 £ per dwelling		(2,605)
M4(3) Category 3 Housing	0% of All units	100 units @	10,307 £ per dwelling		-
Water efficiency		100 units @	9 £ per dwelling		(900)
Contingency	11,801,275 @		5.0%		(590,064)
Professional Fees	11,801,275 @		10.0%		(1,180,128)
Disposal Costs -					
Marketing and Promotion	22,321,000 OMS @		1.50%		(334,815)
Residential Sales Agent Costs	22,321,000 OMS @		1.50%		(334,815)
Residential Sales Legal Costs	22,321,000 OMS @		0.50%		(111,605)
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(145,013)
Developers Profit -					
Margin on AH	3,625,899		6.00% on AH values		(217,554)
Profit on GDV	22,321,000		20.00%		(4,464,200)
	14,592,514		30.59% on costs	(4,464,200)	
	25,946,899		18.04% blended	(4,631,754)	
TOTAL COSTS					(19,274,268)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				6,672,632
SDLT	6,672,632 @	5.0%	(slabbed)	(323,132)
Acquisition Agent fees	6,672,632 @	1.0%		(66,726)
Acquisition Legal fees	6,672,632 @	0.5%		(33,363)
Interest on Land	6,672,632 @	6.5%		(433,721)
Residual Land Value				5,815,690
<i>RLV analysis:</i>				
	58,157 £ per plot	1,744,707 £ per ha	706,073 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Res)	3.33	ha	8.24	acres
<i>Density analysis:</i>				
	2,647	sgm/ha	11,529	sqft/ac
Threshold Land Value	33,441 £ per plot	1,003,226 £ per ha	406,000 £ per acre	3,344,087

BALANCE				
Surplus/(Deficit)		741,481 £ per ha	300,073 £ per acre	2,471,603

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SENSITIVITY ANALYSIS

		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	2,471,603											
	0	5,568,010	5,052,057	4,536,095	4,019,972	3,503,849	2,987,726	2,471,603	1,955,480	1,439,357	923,234	
	10	5,475,854	4,964,599	4,453,344	3,942,088	3,430,833	2,919,578	2,408,323	1,897,067	1,385,812	874,442	
	20	5,383,367	4,876,980	4,370,592	3,864,205	3,357,817	2,851,430	2,345,042	1,838,655	1,332,154	825,508	
	30	5,290,881	4,789,361	4,287,841	3,786,321	3,284,802	2,783,282	2,281,762	1,780,080	1,278,327	776,575	
	40	5,198,394	4,701,742	4,205,090	3,708,438	3,211,796	2,715,077	2,218,219	1,721,360	1,224,501	727,642	
	50	5,106,907	4,614,123	4,122,339	3,630,502	3,138,536	2,646,571	2,154,805	1,662,640	1,170,674	678,708	
	CIL Expm 0.00	60	5,013,421	4,526,353	4,039,281	3,552,209	3,065,137	2,578,064	2,090,992	1,603,920	1,116,847	629,716
		70	4,920,452	4,438,274	3,956,095	3,473,916	2,991,737	2,509,558	2,027,379	1,545,200	1,062,974	580,525
		80	4,827,479	4,350,194	3,872,908	3,395,622	2,918,337	2,441,051	1,963,765	1,486,393	1,008,864	531,335
		90	4,734,506	4,262,114	3,789,721	3,317,329	2,844,937	2,372,544	1,899,975	1,427,364	954,754	482,144
		100	4,641,533	4,174,034	3,706,535	3,239,036	2,771,409	2,303,718	1,836,027	1,368,335	900,644	432,953
		110	4,548,559	4,085,959	3,623,167	3,160,395	2,697,623	2,234,851	1,772,079	1,309,307	846,534	383,754
		120	4,455,585	3,997,385	3,539,542	3,081,689	2,623,837	2,165,984	1,708,131	1,250,278	792,425	334,304
		130	4,362,611	3,908,812	3,455,918	3,002,984	2,550,050	2,097,116	1,644,183	1,191,231	738,043	284,855
		140	4,269,637	3,820,300	3,372,294	2,924,279	2,476,264	2,028,249	1,580,134	1,131,891	683,648	235,405
		150	4,176,663	3,731,765	3,288,670	2,845,574	2,402,446	1,959,148	1,515,850	1,072,552	629,254	185,956
	160	4,083,689	3,643,222	3,204,978	2,766,825	2,328,272	1,889,919	1,451,565	1,013,212	574,899	136,506	
	170	3,990,715	3,554,322	3,120,914	2,687,506	2,254,097	1,820,689	1,387,281	953,873	520,465	86,311	
	180	3,897,741	3,465,313	3,036,849	2,608,386	2,179,923	1,751,460	1,322,996	894,533	465,849	37,122	
190	3,804,767	3,376,303	2,952,785	2,529,267	2,105,749	1,682,230	1,258,681	834,924	411,168	(12,588)		
200	3,711,793	3,287,294	2,868,721	2,450,148	2,031,574	1,612,843	1,194,058	775,273	356,487	(62,296)		
Balance (RLV - TLV)	2,471,603											
	0	5,568,010	5,052,057	4,536,095	4,019,972	3,503,849	2,987,726	2,471,603	1,955,480	1,439,357	923,234	
	500	5,522,988	5,007,035	4,490,925	3,974,802	3,458,679	2,942,557	2,426,434	1,910,311	1,394,188	878,050	
	1,000	5,477,967	4,961,979	4,445,756	3,929,633	3,413,510	2,897,387	2,381,264	1,865,141	1,349,018	832,726	
	1,500	5,432,945	4,916,710	4,400,587	3,884,464	3,368,341	2,852,218	2,336,095	1,819,972	1,303,834	787,402	
	2,000	5,387,924	4,871,540	4,355,417	3,839,294	3,323,171	2,807,048	2,290,925	1,774,803	1,258,510	742,077	
	2,500	5,342,903	4,826,371	4,310,248	3,794,125	3,278,002	2,761,879	2,245,756	1,729,617	1,213,185	696,753	
	3,000	5,297,882	4,781,201	4,265,078	3,748,956	3,232,833	2,716,710	2,200,587	1,684,293	1,171,861	651,428	
	3,500	5,252,861	4,736,032	4,219,909	3,703,786	3,187,663	2,671,540	2,155,401	1,638,969	1,122,536	606,104	
	4,000	5,207,840	4,690,863	4,174,740	3,658,617	3,142,494	2,626,371	2,110,077	1,593,644	1,077,212	560,780	
	4,500	5,162,819	4,645,693	4,129,570	3,613,447	3,097,324	2,581,194	2,064,752	1,548,320	1,031,888	515,455	
	5,000	5,117,798	4,600,524	4,084,401	3,568,278	3,052,155	2,535,960	2,019,428	1,502,995	986,563	469,995	
	5,500	5,072,777	4,555,354	4,039,232	3,523,109	3,006,986	2,490,536	1,974,103	1,457,671	941,239	424,508	
	6,000	5,027,756	4,510,185	3,994,062	3,477,939	2,961,643	2,445,211	1,928,779	1,412,347	895,904	379,022	
	6,500	4,982,735	4,465,016	3,948,893	3,432,751	2,916,319	2,399,887	1,883,455	1,367,022	850,417	333,535	
	7,000	4,937,714	4,419,846	3,903,723	3,387,427	2,870,995	2,354,562	1,838,130	1,321,696	804,931	288,049	
	7,500	4,892,693	4,374,677	3,858,553	3,342,103	2,825,670	2,309,238	1,792,806	1,276,326	759,444	242,562	
	8,000	4,847,672	4,329,508	3,813,210	3,296,778	2,780,346	2,263,914	1,747,481	1,230,839	713,957	197,076	
	8,500	4,802,651	4,284,338	3,767,886	3,251,454	2,735,022	2,218,589	1,702,157	1,185,353	668,471	151,548	
	9,000	4,757,630	4,239,168	3,722,562	3,206,129	2,689,697	2,173,265	1,656,748	1,139,866	622,984	105,892	
9,500	4,712,609	4,193,970	3,677,237	3,160,805	2,644,373	2,127,940	1,611,262	1,094,380	577,498	60,236		
10,000	4,667,588	4,148,345	3,631,913	3,115,481	2,599,048	2,082,616	1,565,775	1,048,893	532,011	14,580		
Balance (RLV - TLV)	2,471,603											
	14%	7,270,931	6,665,350	6,059,761	5,454,010	4,848,260	4,242,510	3,636,759	3,031,009	2,425,259	1,819,508	
	15%	6,987,110	6,396,468	5,805,816	5,215,004	4,624,191	4,033,379	3,442,566	2,851,754	2,260,942	1,670,129	
	16%	6,703,290	6,127,586	5,551,872	4,975,997	4,400,123	3,824,248	3,248,374	2,672,499	2,096,625	1,520,750	
	17.5%	6,277,560	5,724,262	5,170,955	4,617,488	4,064,020	3,510,552	2,957,085	2,403,617	1,850,149	1,296,682	
	19%	5,851,830	5,320,939	4,790,039	4,258,978	3,727,917	3,196,857	2,665,796	2,134,735	1,603,674	1,072,613	
	20%	5,568,010	5,052,057	4,536,095	4,019,972	3,503,849	2,987,726	2,471,603	1,955,480	1,439,357	923,234	
	21%	5,284,190	4,783,175	4,282,150	3,780,965	3,279,780	2,778,595	2,277,410	1,776,225	1,275,040	773,855	
	22%	5,000,370	4,514,292	4,028,206	3,541,959	3,056,712	2,569,465	2,083,218	1,596,970	1,110,723	624,476	
	23%	4,716,550	4,245,410	3,774,262	3,302,853	2,851,643	2,360,334	1,889,025	1,417,716	946,406	475,097	
24%	4,432,730	3,976,528	3,520,318	3,083,946	2,607,575	2,151,204	1,694,832	1,238,461	892,090	325,718		
25%	4,148,909	3,707,646	3,266,373	2,824,940	2,383,506	1,942,073	1,500,639	1,059,206	617,773	176,339		
Profit 20.00%	2,471,603											
	14%	7,270,931	6,665,350	6,059,761	5,454,010	4,848,260	4,242,510	3,636,759	3,031,009	2,425,259	1,819,508	
	15%	6,987,110	6,396,468	5,805,816	5,215,004	4,624,191	4,033,379	3,442,566	2,851,754	2,260,942	1,670,129	
	16%	6,703,290	6,127,586	5,551,872	4,975,997	4,400,123	3,824,248	3,248,374	2,672,499	2,096,625	1,520,750	
	17.5%	6,277,560	5,724,262	5,170,955	4,617,488	4,064,020	3,510,552	2,957,085	2,403,617	1,850,149	1,296,682	
	19%	5,851,830	5,320,939	4,790,039	4,258,978	3,727,917	3,196,857	2,665,796	2,134,735	1,603,674	1,072,613	
	20%	5,568,010	5,052,057	4,536,095	4,019,972	3,503,849	2,987,726	2,471,603	1,955,480	1,439,357	923,234	
	21%	5,284,190	4,783,175	4,282,150	3,780,965	3,279,780	2,778,595	2,277,410	1,776,225	1,275,040	773,855	
	22%	5,000,370	4,514,292	4,028,206	3,541,959	3,056,712	2,569,465	2,083,218	1,596,970	1,110,723	624,476	
	23%	4,716,550	4,245,410	3,774,262	3,302,853	2,851,643	2,360,334	1,889,025	1,417,716	946,406	475,097	
24%	4,432,730	3,976,528	3,520,318	3,083,946	2,607,575	2,151,204	1,694,832	1,238,461	892,090	325,718		
25%	4,148,909	3,707,646	3,266,373	2,824,940	2,383,506	1,942,073	1,500,639	1,059,206	617,773	176,339		

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HV
100 No. Units at Higher Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	2,471,603										
	100,000	8,086,430	7,572,477	7,056,515	6,540,392	6,024,269	5,508,146	4,992,023	4,475,900	3,959,777	3,443,654
	150,000	7,676,597	7,160,644	6,644,681	6,128,558	5,612,436	5,096,313	4,580,190	4,064,067	3,547,944	3,031,821
	200,000	7,266,763	6,748,810	6,232,848	5,716,725	5,200,602	4,684,479	4,168,356	3,652,233	3,136,110	2,619,988
	250,000	6,856,930	6,336,977	5,821,015	5,304,892	4,788,769	4,272,646	3,756,523	3,240,400	2,724,277	2,208,154
	300,000	6,447,097	5,925,144	5,409,181	4,893,058	4,376,936	3,860,813	3,344,690	2,828,567	2,312,444	1,796,321
	350,000	6,029,263	5,513,310	4,997,348	4,481,225	3,965,102	3,448,979	2,932,856	2,416,733	1,900,610	1,384,488
	400,000	5,611,430	5,101,477	4,585,515	4,069,392	3,553,269	3,037,146	2,521,023	2,004,900	1,488,777	972,654
	450,000	5,206,597	4,689,644	4,173,681	3,657,558	3,141,436	2,625,313	2,109,190	1,593,067	1,076,944	560,821
	500,000	4,793,763	4,277,810	3,761,848	3,245,725	2,729,602	2,213,479	1,697,356	1,181,233	665,110	148,988
550,000	4,381,930	3,865,977	3,350,015	2,833,892	2,317,769	1,801,646	1,285,523	769,400	253,277	(262,846)	
		AH - % on site 35%									
Balance (RLV - TLV)	2,471,603										
	5	(11,152,423)	(11,868,376)	(12,184,339)	(12,700,462)	(13,216,584)	(13,732,707)	(14,248,830)	#####	#####	#####
	10	(1,120,163)	(1,636,116)	(2,152,079)	(2,668,232)	(3,184,324)	(3,700,447)	(4,216,570)	#####	#####	(5,764,338)
	15	2,223,323	1,707,970	1,192,008	675,885	159,762	(356,361)	(872,484)	#####	#####	(2,420,852)
	20	3,895,567	3,380,014	2,864,051	2,347,928	1,831,806	1,315,683	799,560	283,437	(232,686)	(748,809)
	25	4,899,193	4,383,240	3,867,277	3,351,154	2,835,032	2,318,909	1,802,786	1,286,663	770,540	254,417
	30	5,568,010	5,052,057	4,536,095	4,019,972	3,503,849	2,987,726	2,471,603	1,955,480	1,439,357	923,234
	35	6,045,737	5,529,784	5,013,821	4,497,698	3,981,576	3,465,453	2,949,330	2,433,207	1,917,084	1,400,961
	40	6,404,032	5,888,079	5,372,116	4,855,993	4,339,871	3,823,748	3,307,625	2,791,502	2,275,379	1,759,256
	45	6,682,706	6,166,752	5,650,790	5,134,667	4,618,544	4,102,421	3,586,299	3,070,176	2,554,053	2,037,930
50	6,905,645	6,389,692	5,873,729	5,357,606	4,841,484	4,325,361	3,809,238	3,293,115	2,776,992	2,260,869	
55	7,088,049	6,572,096	6,056,134	5,540,011	5,023,888	4,507,765	3,991,642	3,475,519	2,959,397	2,443,274	
		AH - % on site 35%									
Balance (RLV - TLV)	2,471,603										
	40%	5,549,372	5,033,419	4,517,404	4,001,281	3,485,158	2,969,035	2,452,912	1,936,789	1,420,666	904,543
	45%	5,546,710	5,030,757	4,514,734	3,998,611	3,482,488	2,966,365	2,450,242	1,934,119	1,417,996	901,873
	50%	5,544,047	5,028,094	4,512,663	3,996,541	3,479,818	2,963,695	2,447,572	1,931,449	1,415,326	899,203
	55%	5,541,385	5,025,432	4,509,993	3,993,270	3,477,147	2,961,025	2,444,902	1,928,779	1,412,656	896,533
	60%	5,538,722	5,022,769	4,506,723	3,990,000	3,474,477	2,958,354	2,442,231	1,926,109	1,409,986	893,863
	65%	5,536,060	5,020,107	4,504,053	3,987,930	3,471,807	2,955,684	2,439,561	1,923,438	1,407,315	891,193
	70%	5,533,397	5,017,444	4,501,383	3,985,260	3,469,137	2,953,014	2,436,891	1,920,768	1,404,645	888,522
% Cat M4(2)	5%	5,530,735	5,014,781	4,498,713	3,982,590	3,466,467	2,950,344	2,434,221	1,918,098	1,401,975	885,852
	75%	5,528,072	5,012,119	4,496,043	3,979,920	3,463,797	2,947,674	2,431,551	1,915,428	1,399,305	883,182

Appendix 6

Scheme Ref: HV
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ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %	Affordable Rent:		70%			
	Shared Ownership:		15%			
	Starter Homes:		15%			
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%		0.00 £ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	10.0%	13.0	55.0%	38.5	28%	51.5
3 bed House	52.0%	67.6	12.0%	8.4	38%	76.0
4 bed House	30.0%	39.0	0.0%	0.0	20%	39.0
5 bed House	8.0%	10.4	0.0%	0.0	5%	10.4
1 bed Flat	0.0%	0.0	33.0%	23.1	12%	23.1
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	130.0	100.0%	70.0	100%	200.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	75.0	807	100.0%		75.0	807
3 bed House	85.0	915	100.0%		85.0	915
4 bed House	120.0	1,292	100.0%		120.0	1,292
5 bed House	150.0	1,615	100.0%		150.0	1,615
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	975	10,495	2,695	29,009	3,670	39,504
3 bed House	5,746	61,849	706	7,595	6,452	69,444
4 bed House	4,680	50,375	0	0	4,680	50,375
5 bed House	1,560	16,792	0	0	1,560	16,792
1 bed Flat	0	0	1,283	13,814	1,283	13,814
2 bed Flat	0	0	0	0	0	0
	12,961	139,511	4,684	50,417	17,645	189,928
	AH % by floor area:		26.55% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV (£ (no AH)	
1 bed House	235,000	4,052	376		0	
2 bed House	270,000	3,600	334		13,905,000	
3 bed House	320,000	3,765	350		24,320,000	
4 bed House	380,000	3,167	294		14,820,000	
5 bed House	450,000	3,000	279		4,680,000	
1 bed Flat	235,000	4,700	437		5,428,500	
2 bed Flat	255,000	4,180	388		0	
					63,153,500	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	66,000	1,138	28%	120,250	2,073	51%
2 bed House	72,000	1,029	27%	149,500	2,136	55%
3 bed House	90,000	1,071	28%	175,500	2,089	55%
4 bed House	107,000	1,103	28%	227,500	2,345	60%
5 bed House	120,000	1,091	27%	266,500	2,423	59%
1 bed Flat	66,000	1,320	28%	120,250	2,405	51%
2 bed Flat	72,000	1,180	28%	146,250	2,398	57%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	188,000	3,241	80%			
2 bed House	216,000	3,086	80%			
3 bed House	250,000	2,976	78%			
4 bed House	304,000	3,134	80%			
5 bed House	360,000	3,273	80%			
1 bed Flat	188,000	3,760	80%			
2 bed Flat	204,000	3,344	80%			

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	235,000	-
2 bed House	13.0	@	270,000	3,510,000
3 bed House	67.6	@	320,000	21,632,000
4 bed House	39.0	@	380,000	14,820,000
5 bed House	10.4	@	450,000	4,680,000
1 bed Flat	0.0	@	235,000	-
2 bed Flat	0.0	@	255,000	-
	130.0			44,642,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	27.0	@	72,000	1,940,400
3 bed House	5.9	@	90,000	529,200
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	16.2	@	66,000	1,067,220
2 bed Flat	0.0	@	72,000	-
	49.0			3,536,820
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	5.8	@	149,500	863,363
3 bed House	1.3	@	175,500	221,130
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	3.5	@	120,250	416,666
2 bed Flat	0.0	@	146,250	-
	10.5			1,501,159
Starter Homes GDV -				
1 bed House	0.0	@	188,000	-
2 bed House	5.8	@	215,000	1,247,400
3 bed House	1.3	@	250,000	315,000
4 bed House	0.0	@	304,000	-
5 bed House	0.0	@	360,000	-
1 bed Flat	3.5	@	188,000	651,420
2 bed Flat	0.0	@	204,000	-
	10.5			2,213,820
Sub-total GDV Residential				
	200.0			51,893,799
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	<i>11,259,701</i>
	638	£ perm (total GIA sqm)	56,299	£ per unit (total units)
Grant	200	@	0	-
Total GDV				51,893,799

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(110,000)
Statutory Planning Fees (Residential)				(36,299)
CIL	12,961 sqm	0.00 £ psm		-
	0.00% % of GDV	0 £ per unit (total units)		-
CIL analysis:				
Site Specific S106 Contributions				-
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	200 units @	0 per unit		-
	0.00% % of GDV	0 £ per unit (total units)		-
S106 analysis:				
AH Commuted Sum	17,645 sqm (total)	0 £ psm		-
	0.00% % of GDV			-
Comm. Sum analysis:				
Construction Costs -				
Site Clearance and Demolition	16.47 acres @	£ per acre (if brownfield)		-
Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
total	16.47 acres @	0 per acre		-
	0.00% % of GDV	0 £ per unit (total units)		-
Infra. Costs analysis:				
1 bed House	-	1,149 psm		-
2 bed House	3,670 sqm @	1,149 psm		(4,216,830)
3 bed House	6,452 sqm @	1,149 psm		(7,412,888)
4 bed House	4,680 sqm @	1,149 psm		(5,377,320)
5 bed House	1,560 sqm @	1,149 psm		(1,792,440)
1 bed Flat	1,283 sqm @	1,339 psm		(1,718,383)
2 bed Flat	17,645 sqm @	1,339 psm		-
External works	20,517,862 @	15.0%		(3,077,679)
		15,369 £ per unit		
M4(2) Category 2 Housing	5% of All units	200 units @	521 £ per dwelling	(5,210)
M4(3) Category 3 Housing	0% of All units	200 units @	10,307 £ per dwelling	-
Water efficiency		200 units @	9 £ per dwelling	(1,800)
Contingency	23,602,551 @	5.0%		(1,180,128)
Professional Fees	23,602,551 @	10.0%		(2,360,255)
Disposal Costs -				
Marketing and Promotion	44,642,000 OMS @	1.50%		(669,630)
Residential Sales Agent Costs	44,642,000 OMS @	1.50%		(669,630)
Residential Sales Legal Costs	44,642,000 OMS @	0.50%		(223,210)
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(217,606)
Developers Profit -				
Margin on AH	7,251,799	6.00% on AH values		(435,108)
Profit on GDV	44,642,000	20.00%		(8,928,400)
	29,069,309	30.71% on costs	(8,928,400)	
	51,893,799	18.04% blended	(9,363,508)	
TOTAL COSTS				(38,432,817)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				13,460,982
SDLT	13,460,982 @	5.0%	(slabbed)	(662,549)
Acquisition Agent fees	13,460,982 @	1.0%		(134,610)
Acquisition Legal fees	13,460,982 @	0.5%		(67,305)
Interest on Land	13,460,982 @	6.5%		(874,964)
Residual Land Value				11,721,554
RLV analysis:	58,608 £ per plot	1,758,233 £ per ha	711,547 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	6.67	ha	16.47	acres
Density analysis:	2,647	sqm/ha	11,529	sqft/ac
Threshold Land Value	33,441 £ per plot	1,003,226 £ per ha	406,000 £ per acre	6,688,173

BALANCE				
Surplus/(Deficit)		755,007 £ per ha	305,547 £ per acre	5,033,381

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SENSITIVITY ANALYSIS		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5,033,381										
	0	11,245,520	10,210,330	9,175,140	8,139,728	7,104,279	6,068,830	5,033,381	3,997,932	2,962,483	1,927,034
	10	11,061,101	10,035,388	9,009,674	7,983,961	6,958,247	5,932,534	4,906,821	3,881,107	2,855,394	1,829,402
	20	10,876,128	9,860,150	8,844,172	7,828,194	6,812,216	5,796,238	4,780,260	3,764,224	2,747,880	1,731,536
	30	10,691,155	9,684,912	8,678,670	7,672,427	6,666,184	5,659,941	4,653,341	3,646,784	2,640,226	1,633,669
	40	10,506,182	9,509,674	8,513,167	7,516,427	6,519,657	5,522,886	4,526,115	3,529,344	2,532,573	1,535,802
	50	10,320,783	9,333,809	8,346,825	7,359,841	6,372,857	5,385,872	4,389,888	3,411,904	2,424,920	1,437,616
	60	10,134,847	9,157,649	8,180,452	7,203,254	6,226,057	5,248,859	4,271,662	3,294,370	2,316,803	1,339,235
	70	9,948,900	8,981,489	8,014,079	7,046,668	6,079,257	5,111,772	4,144,042	3,176,313	2,208,583	1,240,853
	80	9,762,954	8,805,330	7,847,705	6,889,820	5,931,929	4,974,038	4,016,146	3,058,255	2,100,363	1,142,472
	90	9,576,570	8,628,517	7,680,463	6,732,410	5,784,357	4,836,303	3,888,250	2,940,197	1,992,144	1,043,718
	100	9,389,645	8,451,430	7,513,215	6,575,000	5,636,784	4,698,569	3,760,354	2,821,996	1,883,407	944,819
	110	9,202,720	8,274,343	7,345,966	6,417,599	5,489,212	4,560,714	3,632,016	2,703,317	1,774,618	845,920
	120	9,015,795	8,097,256	7,178,851	6,259,873	5,341,064	4,422,255	3,503,447	2,584,538	1,665,929	747,021
	130	8,828,330	7,919,471	7,010,553	6,101,634	5,192,715	4,283,796	3,374,878	2,465,959	1,557,032	647,686
	140	8,640,481	7,741,453	6,842,424	5,943,395	5,044,366	4,145,337	3,246,309	2,347,074	1,447,670	548,266
	150	8,452,573	7,563,434	6,674,295	5,785,156	4,896,017	4,006,695	3,117,233	2,227,771	1,338,309	448,846
	160	8,264,665	7,385,416	6,506,069	5,626,548	4,747,028	3,867,508	2,987,988	2,108,467	1,228,947	349,427
	170	8,076,212	7,206,634	6,337,055	5,467,477	4,597,899	3,728,321	2,858,742	1,989,164	1,119,503	249,496
	180	7,887,315	7,027,679	6,168,042	5,308,406	4,448,770	3,589,133	2,729,497	1,869,579	1,009,566	149,554
	190	7,698,418	6,848,723	5,999,029	5,149,335	4,299,640	3,440,685	2,599,666	1,749,648	899,629	49,611
200	7,509,521	6,669,768	5,829,837	4,989,813	4,149,789	3,309,765	2,469,741	1,629,717	789,692	(50,409)	
Site Specific S106	5,033,381										
	0	11,245,520	10,210,330	9,175,140	8,139,728	7,104,279	6,068,830	5,033,381	3,997,932	2,962,483	1,927,034
	500	11,156,139	10,120,949	9,085,564	8,050,115	7,014,666	5,979,217	4,943,768	3,908,319	2,872,870	1,837,413
	1,000	11,066,757	10,031,400	8,995,951	7,960,502	6,925,053	5,889,604	4,854,155	3,818,706	2,783,257	1,747,558
	1,500	10,977,236	9,941,757	8,936,338	7,870,889	6,835,440	5,799,991	4,764,542	3,729,093	2,693,820	1,657,702
	2,000	10,887,623	9,852,174	8,816,725	7,781,276	6,745,827	5,710,378	4,674,929	3,639,480	2,603,764	1,567,646
	2,500	10,798,010	9,762,561	8,727,112	7,691,663	6,656,214	5,620,765	4,585,316	3,549,826	2,513,908	1,477,991
	3,000	10,708,397	9,672,948	8,637,499	7,602,050	6,566,601	5,531,152	4,495,704	3,459,970	2,424,053	1,388,135
	3,500	10,618,784	9,583,335	8,547,886	7,512,437	6,476,988	5,441,539	4,406,032	3,370,115	2,334,197	1,298,280
	4,000	10,529,171	9,493,722	8,458,273	7,422,824	6,387,375	5,351,927	4,316,177	3,280,259	2,244,342	1,208,424
	4,500	10,439,558	9,404,109	8,368,660	7,333,211	6,297,763	5,262,314	4,226,321	3,190,404	2,154,486	1,118,539
	5,000	10,349,945	9,314,496	8,279,047	7,243,599	6,208,150	5,172,303	4,136,465	3,100,548	2,064,631	1,028,603
	5,500	10,260,332	9,224,883	8,189,435	7,153,986	6,118,445	5,082,527	4,046,610	3,010,692	1,974,775	938,320
	6,000	10,170,719	9,135,271	8,099,822	7,064,373	6,028,830	4,992,672	3,956,754	2,920,837	1,884,808	848,211
	6,500	10,081,106	9,045,658	8,010,209	6,974,651	5,938,734	4,902,816	3,866,899	2,830,981	1,794,698	758,101
	7,000	9,991,494	8,956,045	7,920,596	6,884,796	5,848,878	4,812,961	3,777,043	2,741,126	1,704,589	667,992
7,500	9,901,881	8,866,432	7,830,857	6,794,940	5,759,023	4,723,105	3,687,188	2,651,076	1,614,479	577,883	
8,000	9,812,268	8,776,819	7,741,002	6,705,084	5,669,167	4,633,249	3,597,332	2,560,967	1,524,370	487,773	
8,500	9,722,655	8,687,064	7,651,146	6,615,229	5,579,311	4,543,394	3,507,454	2,470,857	1,434,260	397,443	
9,000	9,633,042	8,597,208	7,561,291	6,525,373	5,489,456	4,453,538	3,417,544	2,380,748	1,344,151	307,968	
9,500	9,543,270	8,507,353	7,471,435	6,435,518	5,399,600	4,363,683	3,327,235	2,290,638	1,254,042	216,694	
10,000	9,453,415	8,417,497	7,381,580	6,345,662	5,309,745	4,273,722	3,237,125	2,200,529	1,163,807	126,319	
Profit 20.00%	5,033,381										
	14%	14,651,361	13,436,916	12,222,472	11,007,905	9,793,101	8,578,397	7,363,694	6,148,990	4,934,286	3,719,582
	15%	14,083,721	12,899,152	11,714,593	10,529,792	9,344,964	8,160,136	6,975,308	5,790,480	4,605,652	3,420,824
	16%	13,516,061	12,361,386	11,206,694	10,051,779	8,896,827	7,741,875	6,586,923	5,431,971	4,277,019	3,122,666
	17.5%	12,664,620	11,554,741	10,444,862	9,334,760	8,224,622	7,114,483	6,004,345	4,894,206	3,784,068	2,673,929
	19%	11,813,160	10,748,094	9,683,029	8,617,741	7,552,416	6,487,091	5,421,767	4,356,442	3,291,117	2,225,094
	20%	11,245,520	10,210,330	9,175,140	8,139,728	7,104,279	6,068,830	5,033,381	3,997,932	2,962,483	1,927,034
	21%	10,677,880	9,672,566	8,667,251	7,661,715	6,656,142	5,650,569	4,644,996	3,639,423	2,633,850	1,628,276
	22%	10,110,240	9,134,801	8,159,363	7,183,702	6,208,005	5,232,308	4,256,610	3,280,913	2,305,216	1,329,518
	23%	9,542,599	8,597,037	7,651,474	6,705,890	5,759,968	4,814,046	3,868,225	2,922,403	1,976,562	1,030,760
24%	8,974,959	8,059,272	7,143,586	6,227,677	5,311,731	4,395,785	3,479,840	2,553,894	1,647,948	732,002	
25%	8,407,319	7,521,508	6,635,697	5,749,664	4,863,594	3,977,524	3,091,454	2,205,384	1,319,314	433,244	

Appendix 6

Scheme Ref:
Title:
Notes:
F9 update

HV
200 No. Units at Higher Value Zone
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5,033,381										
	100,000	16,286,360	15,251,170	14,215,980	13,180,568	12,145,119	11,109,670	10,074,221	9,038,772	8,003,323	6,967,874
	150,000	15,462,693	14,427,503	13,392,313	12,356,901	11,321,452	10,286,003	9,250,554	8,215,106	7,179,657	6,144,208
	200,000	14,639,027	13,603,837	12,568,647	11,533,235	10,497,786	9,462,337	8,426,888	7,391,439	6,355,990	5,320,541
	250,000	13,815,360	12,780,170	11,744,980	10,709,568	9,674,119	8,638,670	7,603,221	6,567,772	5,532,323	4,496,874
	300,000	12,991,693	11,956,503	10,921,313	9,885,901	8,850,452	7,815,003	6,779,554	5,744,106	4,708,657	3,673,208
	350,000	12,168,027	11,132,837	10,097,647	9,062,235	8,026,786	6,991,337	5,955,888	4,920,439	3,884,990	2,849,541
	400,000	11,344,360	10,309,170	9,273,980	8,238,568	7,203,119	6,167,670	5,132,221	4,096,772	3,061,323	2,025,874
450,000	10,520,693	9,485,503	8,450,313	7,414,901	6,379,452	5,344,003	4,308,554	3,273,106	2,237,657	1,202,208	
500,000	9,697,027	8,661,837	7,626,647	6,591,235	5,555,786	4,520,337	3,484,888	2,449,439	1,413,990	378,541	
550,000	8,873,360	7,838,170	6,802,980	5,767,568	4,732,119	3,696,670	2,661,221	1,625,772	590,323	(445,126)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5,033,381										
	5	(22,195,347)	(23,230,537)	(24,265,727)	(25,301,139)	(26,336,588)	(27,372,037)	(28,407,486)	(29,442,934)	(30,478,383)	(31,513,832)
	10	(2,130,827)	(3,166,017)	(4,201,207)	(5,236,619)	(6,272,068)	(7,307,517)	(8,342,966)	(9,378,414)	(10,413,863)	(11,449,312)
	15	4,557,347	3,522,157	2,486,967	1,451,555	416,106	(619,343)	(1,654,792)	(2,690,241)	(3,725,690)	(4,761,139)
	20	7,907,433	6,866,243	5,831,053	4,795,641	3,760,192	2,724,743	1,689,294	653,846	(381,603)	(1,417,052)
	25	9,907,885	8,872,695	7,837,505	6,802,093	5,766,644	4,731,195	3,695,746	2,660,298	1,624,849	589,400
	30	11,245,520	10,210,330	9,175,140	8,139,728	7,104,279	6,068,830	5,033,381	3,997,932	2,962,483	1,927,034
	35	12,200,973	11,165,783	10,130,593	9,095,181	8,059,732	7,024,283	5,988,834	4,953,386	3,917,937	2,882,488
40	12,917,563	11,882,373	10,847,183	9,811,771	8,776,322	7,740,873	6,705,424	5,669,976	4,634,527	3,599,078	
45	13,474,911	12,439,721	11,404,531	10,369,119	9,333,670	8,298,221	7,262,772	6,227,323	5,191,874	4,156,425	
50	13,920,789	12,885,599	11,850,409	10,814,997	9,779,548	8,744,099	7,708,650	6,673,202	5,637,753	4,602,304	
55	14,285,599	13,250,409	12,215,219	11,179,807	10,144,358	9,108,909	8,073,460	7,038,011	6,002,562	4,967,113	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5,033,381										
	40%	11,208,441	10,173,251	9,138,018	8,102,569	7,067,121	6,031,672	4,996,223	3,960,774	2,925,325	1,889,876
	45%	11,203,144	10,167,954	9,132,710	8,097,261	7,061,812	6,026,363	4,990,914	3,955,465	2,920,016	1,884,568
	50%	11,197,848	10,162,658	9,127,402	8,091,953	7,056,504	6,021,055	4,985,606	3,950,157	2,914,708	1,879,260
	55%	11,192,551	10,157,361	9,122,093	8,086,644	7,051,195	6,015,747	4,980,298	3,944,849	2,909,400	1,873,951
	60%	11,187,254	10,152,064	9,116,785	8,081,336	7,045,887	6,010,438	4,974,989	3,939,500	2,904,091	1,868,642
	65%	11,181,957	10,146,767	9,111,477	8,076,028	7,040,579	6,005,130	4,969,681	3,934,232	2,898,783	1,863,334
	70%	11,176,660	10,141,470	9,106,168	8,070,719	7,035,270	5,999,821	4,964,373	3,928,924	2,893,475	1,858,026
75%	11,171,363	10,136,173	9,100,860	8,065,411	7,029,962	5,994,513	4,959,064	3,923,615	2,888,166	1,852,717	
80%	11,166,066	10,130,876	9,095,552	8,060,103	7,024,654	5,989,205	4,953,756	3,918,307	2,882,858	1,847,409	
% Cat M4(2)	5%										
	40%	11,208,441	10,173,251	9,138,018	8,102,569	7,067,121	6,031,672	4,996,223	3,960,774	2,925,325	1,889,876
	45%	11,203,144	10,167,954	9,132,710	8,097,261	7,061,812	6,026,363	4,990,914	3,955,465	2,920,016	1,884,568
	50%	11,197,848	10,162,658	9,127,402	8,091,953	7,056,504	6,021,055	4,985,606	3,950,157	2,914,708	1,879,260
	55%	11,192,551	10,157,361	9,122,093	8,086,644	7,051,195	6,015,747	4,980,298	3,944,849	2,909,400	1,873,951
	60%	11,187,254	10,152,064	9,116,785	8,081,336	7,045,887	6,010,438	4,974,989	3,939,500	2,904,091	1,868,642
	65%	11,181,957	10,146,767	9,111,477	8,076,028	7,040,579	6,005,130	4,969,681	3,934,232	2,898,783	1,863,334
	70%	11,176,660	10,141,470	9,106,168	8,070,719	7,035,270	5,999,821	4,964,373	3,928,924	2,893,475	1,858,026
75%	11,171,363	10,136,173	9,100,860	8,065,411	7,029,962	5,994,513	4,959,064	3,923,615	2,888,166	1,852,717	
80%	11,166,066	10,130,876	9,095,552	8,060,103	7,024,654	5,989,205	4,953,756	3,918,307	2,882,858	1,847,409	

Appendix 7 - Specialist Residential Viability Results

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at Lower Mid Value Zone - Specialist Elderly
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %			50%			
	Affordable Rent:			30%		
	Shared Ownership:			20%		
	Starter Homes:					
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%			
			0.00 £ psm			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	100.0%	19.5	100.0%	10.5	100.0%	30.0
3 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100%	19.5	100.0%	10.5	100.0%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	0.0	0	100.0%		0.0	0
2 bed House	72.0	775	100.0%		72.0	775
3 bed House	0.0	0	100.0%		0.0	0
4 bed House	0.0	0	100.0%		0.0	0
5 bed House	0.0	0	100.0%		0.0	0
1 bed Flat	0.0	0	90.0%		0.0	0
2 bed Flat	0.0	0	90.0%		0.0	0
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	0.0	0	100.0%		0.0	0
2 bed House	72.0	775	100.0%		72.0	775
3 bed House	0.0	0	100.0%		0.0	0
4 bed House	0.0	0	100.0%		0.0	0
5 bed House	0.0	0	100.0%		0.0	0
1 bed Flat	0.0	0	90.0%		0.0	0
2 bed Flat	0.0	0	90.0%		0.0	0
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,404	15,113	756	8,138	2,160	23,250
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,404	15,113	756	8,138	2,160	23,250
	AH % by floor area:		35.00% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	0	#DIV/0!	#DIV/0!		0	
2 bed House	160,000	2,222	206		4,800,000	
3 bed House	0	#DIV/0!	#DIV/0!		0	
4 bed House	0	#DIV/0!	#DIV/0!		0	
5 bed House	0	#DIV/0!	#DIV/0!		0	
1 bed Flat	0	#DIV/0!	#DIV/0!		0	
2 bed Flat	0	#DIV/0!	#DIV/0!		0	
					4,800,000	
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	SO £	£psm	% of MV
1 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
2 bed House	72,000	1,000	45%	104,000	1,444	65%
3 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
4 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
5 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
1 bed Flat	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
2 bed Flat	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
Affordable Housing values (£) -	SH £	£psm	% of MV			
1 bed House	0	#DIV/0!	80%			
2 bed House	128,000	1,778	80%			
3 bed House	0	#DIV/0!	80%			
4 bed House	0	#DIV/0!	80%			
5 bed House	0	#DIV/0!	80%			
1 bed Flat	0	#DIV/0!	80%			
2 bed Flat	0	#DIV/0!	80%			

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at Lower Mid Value Zone - Specialist Elderly
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	19.5	@	160,000	3,120,000
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	19.5			3,120,000
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	5.3	@	72,000	378,000
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	5.3			378,000
Shared Ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	3.2	@	104,000	327,600
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	3.2			327,600
Starter Homes GDV -				
1 bed House	0.0	@	0	-
2 bed House	2.1	@	128,000	268,800
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	2.1			268,800
Sub-total GDV Residential	30.0			4,094,400
<i>AH on-site cost analysis:</i>				<i>EMV less £GDV</i>
	327 £ psm (total GIA sqm)			705,600
				23,520 £ per unit (total units)
Grant	30	@	0	-
Total GDV				4,094,400

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at Lower Mid Value Zone - Specialist Elderly
 Notes: Greenfield
 F9 update

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	1,404 sqm	0.00 £ psm		-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	30 units @	0 per unit	-
	S106 analysis:	0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum	2,160 sqm (total)	0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition	2.47 acres @		£ per acre (if brownfield)	-
Infrastructure costs -	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	2.47 acres @	0 per acre	-
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)	
1 bed House	-	sqm @	1,313 psm	-
2 bed House	2,160	sqm @	1,313 psm	(2,836,080)
3 bed House	-	sqm @	1,313 psm	-
4 bed House	-	sqm @	1,313 psm	-
5 bed House	-	sqm @	1,313 psm	-
1 bed Flat	-	sqm @	1,290 psm	-
2 bed Flat	2,160	sqm @	1,290 psm	-
External works	2,836,080 @		15.0% 14,180 Eper unit	(425,412)
M4(2) Category 2 Housing	5% of All units	30 units @	521 £ per dwelling	(782)
M4(3) Category 3 Housing	0% of All units	30 units @	10,307 £ per dwelling	-
Water efficiency		30 units @	9 £ per dwelling	(270)
Contingency	3,262,544 @		5.0%	(163,127)
Professional Fees	3,262,544 @		10.0%	(326,254)
Disposal Costs -				
Marketing and Promotion	3,120,000 OMS @		3.00%	(93,600)
Residential Sales Agent Costs	3,120,000 OMS @		1.50%	(46,800)
Residential Sales Legal Costs	3,120,000 OMS @		0.50%	(15,600)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(137,964)
Developers Profit -				
Margin on AH	974,400		6.00% on AH values	(58,464)
Profit on GDV	3,120,000		20.90%	(624,000)
	4,087,439		15.27% on costs	(624,000)
	4,094,400		16.67% blended	(682,464)
TOTAL COSTS				(4,769,903)

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at Lower Mid Value Zone - Specialist Elderly
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(675,503)
SDLT	- @	5.0%	(slabbed)	10,500
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	6.5%		-
Residual Land Value				(665,003)
RLV analysis:	(22,167) £ per plot	(665,003) £ per ha	(269,123) £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0	dph	
Site Area (Resi)		1.00	ha	2.47 acres
Density analysis:		2,160	sqm/ha	9,409 sqft/ac
Threshold Land Value	14,929 £ per plot	447,869 £ per ha	181,250 £ per acre	447,869

BALANCE				
Surplus/(Deficit)		(1,112,872) £ per ha	(450,373) £ per acre	(1,112,872)

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at Lower Mid Value Zone - Specialist Elderly
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(1,112,872)										
	0	(831,484)	(878,151)	(924,921)	(971,691)	(1,018,563)	(1,065,718)	(1,112,872)	(1,158,171)	(1,203,181)	(2,518,190)
	10	(855,400)	(900,906)	(946,412)	(991,918)	(1,037,625)	(1,083,509)	(1,129,063)	(1,174,465)	(1,219,867)	(2,594,269)
	20	(879,419)	(923,661)	(967,902)	(1,012,144)	(1,056,687)	(1,101,300)	(1,145,965)	(1,190,759)	(1,235,553)	(2,670,347)
	30	(903,438)	(946,415)	(989,393)	(1,032,407)	(1,075,749)	(1,119,091)	(1,162,867)	(1,206,053)	(1,249,239)	(2,746,425)
	40	(927,456)	(969,170)	(1,010,883)	(1,052,740)	(1,094,811)	(1,136,882)	(1,178,769)	(1,220,348)	(1,261,926)	(2,822,504)
	50	(951,475)	(991,924)	(1,032,374)	(1,073,072)	(1,113,873)	(1,154,673)	(1,195,271)	(1,235,642)	(1,275,926)	(2,898,582)
	60	(975,494)	(1,014,679)	(1,053,875)	(1,093,405)	(1,132,935)	(1,172,511)	(1,211,911)	(1,251,136)	(1,290,298)	(2,974,661)
	70	(999,513)	(1,037,434)	(1,075,479)	(1,113,738)	(1,151,997)	(1,190,256)	(1,228,311)	(1,266,171)	(1,303,926)	(3,050,739)
	80	(1,023,532)	(1,060,188)	(1,097,083)	(1,134,071)	(1,171,059)	(1,208,047)	(1,244,834)	(1,281,521)	(1,318,208)	(3,126,818)
	90	(1,047,550)	(1,082,969)	(1,118,686)	(1,154,403)	(1,190,121)	(1,225,838)	(1,261,555)	(1,297,272)	(1,332,989)	(3,202,896)
	100	(1,071,569)	(1,105,843)	(1,140,290)	(1,174,736)	(1,209,182)	(1,243,628)	(1,278,074)	(1,312,520)	(1,346,966)	(3,278,974)
	110	(1,095,588)	(1,128,718)	(1,161,893)	(1,195,069)	(1,228,245)	(1,261,421)	(1,294,597)	(1,327,773)	(1,360,949)	(3,355,053)
	120	(1,119,607)	(1,151,592)	(1,183,497)	(1,215,402)	(1,247,307)	(1,279,212)	(1,311,117)	(1,343,022)	(1,374,927)	(3,431,131)
	130	(1,143,626)	(1,174,466)	(1,205,100)	(1,235,735)	(1,266,370)	(1,297,005)	(1,327,640)	(1,358,275)	(1,388,910)	(3,507,209)
	140	(1,167,645)	(1,197,341)	(1,226,704)	(1,255,839)	(1,284,974)	(1,314,109)	(1,343,244)	(1,372,379)	(1,401,514)	(3,583,287)
	150	(1,191,664)	(1,220,215)	(1,248,308)	(1,276,143)	(1,303,978)	(1,331,813)	(1,359,648)	(1,387,483)	(1,415,318)	(3,659,365)
	160	(1,215,683)	(1,243,089)	(1,269,911)	(1,296,546)	(1,323,181)	(1,349,816)	(1,376,451)	(1,403,086)	(1,429,721)	(3,735,443)
	170	(1,240,413)	(1,265,964)	(1,290,790)	(1,314,816)	(1,338,842)	(1,362,868)	(1,386,894)	(1,410,920)	(1,434,946)	(3,811,521)
	180	(1,264,888)	(1,288,838)	(1,311,824)	(1,334,810)	(1,357,796)	(1,380,782)	(1,403,768)	(1,426,754)	(1,449,740)	(3,887,600)
190	(1,288,703)	(1,311,713)	(1,334,723)	(1,357,733)	(1,380,743)	(1,403,753)	(1,426,763)	(1,449,773)	(1,472,783)	(3,963,678)	
200	(1,312,848)	(1,345,938)	(1,374,790)	(1,403,642)	(1,432,494)	(1,461,346)	(1,490,198)	(1,519,050)	(1,547,902)	(4,039,756)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(1,112,872)										
	0	(831,484)	(878,151)	(924,921)	(971,691)	(1,018,563)	(1,065,718)	(1,112,872)	(1,158,171)	(1,203,181)	(2,518,190)
	500	(847,938)	(894,691)	(941,461)	(988,231)	(1,035,190)	(1,082,345)	(1,129,500)	(1,176,655)	(1,223,810)	(2,617,732)
	1,000	(864,462)	(911,232)	(958,002)	(1,004,772)	(1,051,817)	(1,098,972)	(1,146,127)	(1,193,282)	(1,240,437)	(2,717,274)
	1,500	(881,002)	(927,772)	(974,542)	(1,021,312)	(1,068,445)	(1,115,579)	(1,162,712)	(1,209,845)	(1,256,978)	(2,816,816)
	2,000	(897,542)	(944,312)	(991,082)	(1,037,917)	(1,085,072)	(1,132,227)	(1,179,382)	(1,226,537)	(1,273,692)	(2,916,357)
	2,500	(914,082)	(960,852)	(1,007,622)	(1,054,455)	(1,101,699)	(1,148,854)	(1,196,009)	(1,243,164)	(1,290,319)	(3,015,899)
	3,000	(930,623)	(977,393)	(1,024,163)	(1,071,172)	(1,118,327)	(1,165,482)	(1,212,637)	(1,259,792)	(1,306,947)	(3,115,441)
	3,500	(947,163)	(993,933)	(1,040,703)	(1,087,799)	(1,134,954)	(1,182,109)	(1,229,264)	(1,276,419)	(1,323,574)	(3,214,983)
	4,000	(963,703)	(1,010,473)	(1,057,272)	(1,104,427)	(1,151,581)	(1,198,736)	(1,245,891)	(1,293,046)	(1,340,201)	(3,314,525)
	4,500	(980,243)	(1,027,013)	(1,073,899)	(1,121,054)	(1,168,208)	(1,215,363)	(1,262,518)	(1,309,673)	(1,356,828)	(3,414,066)
	5,000	(996,784)	(1,043,554)	(1,090,527)	(1,137,681)	(1,184,836)	(1,231,991)	(1,279,146)	(1,326,301)	(1,373,456)	(3,513,608)
	5,500	(1,013,324)	(1,060,094)	(1,107,154)	(1,154,308)	(1,201,463)	(1,248,618)	(1,295,773)	(1,342,928)	(1,390,083)	(3,613,150)
	6,000	(1,029,864)	(1,076,634)	(1,123,781)	(1,170,936)	(1,218,091)	(1,265,246)	(1,312,401)	(1,359,556)	(1,406,711)	(3,712,692)
	6,500	(1,046,404)	(1,093,254)	(1,140,408)	(1,187,563)	(1,234,718)	(1,281,873)	(1,329,028)	(1,376,183)	(1,423,338)	(3,812,234)
	7,000	(1,062,945)	(1,109,881)	(1,157,036)	(1,204,190)	(1,251,345)	(1,298,500)	(1,345,655)	(1,392,810)	(1,439,965)	(3,911,776)
	7,500	(1,079,485)	(1,126,508)	(1,173,663)	(1,220,817)	(1,267,972)	(1,315,127)	(1,362,282)	(1,409,437)	(1,456,592)	(4,011,317)
	8,000	(1,096,025)	(1,143,136)	(1,190,290)	(1,237,445)	(1,284,600)	(1,331,755)	(1,378,910)	(1,426,065)	(1,473,220)	(4,110,859)
	8,500	(1,112,608)	(1,159,763)	(1,206,917)	(1,254,072)	(1,301,227)	(1,348,382)	(1,395,537)	(1,442,692)	(1,489,847)	(4,210,401)
	9,000	(1,129,236)	(1,176,390)	(1,223,545)	(1,270,700)	(1,317,855)	(1,365,010)	(1,412,165)	(1,459,320)	(1,506,475)	(4,309,943)
9,500	(1,145,863)	(1,193,017)	(1,240,172)	(1,287,327)	(1,334,482)	(1,381,637)	(1,428,792)	(1,475,947)	(1,523,102)	(4,409,485)	
10,000	(1,162,490)	(1,209,645)	(1,256,799)	(1,304,054)	(1,351,209)	(1,398,364)	(1,445,519)	(1,492,674)	(1,539,829)	(4,509,027)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Profit 20.00%	(1,112,872)										
	14%	(557,884)	(618,951)	(680,121)	(741,291)	(802,563)	(864,118)	(925,672)	(987,227)	(1,048,782)	(2,374,190)
	15%	(603,484)	(662,151)	(720,921)	(779,691)	(838,563)	(897,718)	(956,872)	(1,016,027)	(1,075,182)	(2,398,190)
	16%	(649,084)	(705,351)	(761,721)	(818,091)	(874,563)	(931,318)	(988,072)	(1,044,971)	(1,101,870)	(2,422,190)
	17.5%	(717,484)	(770,151)	(822,921)	(875,691)	(928,563)	(981,718)	(1,034,872)	(1,088,027)	(1,141,182)	(2,458,190)
	19%	(785,884)	(834,951)	(884,121)	(933,291)	(982,563)	(1,032,118)	(1,081,672)	(1,131,227)	(1,180,782)	(2,494,190)
	20%	(831,484)	(878,151)	(924,921)	(971,691)	(1,018,563)	(1,065,718)	(1,112,872)	(1,158,171)	(1,203,181)	(2,518,190)
	21%	(877,084)	(921,351)	(965,721)	(1,010,091)	(1,054,563)	(1,099,318)	(1,144,072)	(1,188,827)	(1,233,582)	(2,542,190)
	22%	(922,684)	(964,551)	(1,006,521)	(1,048,491)	(1,090,563)	(1,132,637)	(1,174,711)	(1,216,785)	(1,258,859)	(2,566,190)
	23%	(968,284)	(1,007,751)	(1,047,321)	(1,086,891)	(1,126,563)	(1,166,237)	(1,205,911)	(1,245,585)	(1,285,259)	(2,590,190)
24%	(1,013,884)	(1,050,951)	(1,088,121)	(1,125,291)	(1,162,563)	(1,200,118)	(1,237,672)	(1,275,227)	(1,312,782)	(2,614,190)	
25%	(1,059,484)	(1,094,151)	(1,128,921)	(1,163,691)	(1,198,563)	(1,233,718)	(1,268,872)	(1,304,027)	(1,339,182)	(2,638,190)	

Appendix 7

Scheme Ref:
Title:
Notes:
F9 update

MV
30 No. Units at Lower Mid Value Zone - Specialist Elderly
Greenfield

		AH - % on site 35%										
		(1,112,872)	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)		(1,112,872)										
	100,000		(630,715)	(677,382)	(724,152)	(770,922)	(817,794)	(864,549)	(912,103)	(1,357,402)	(1,837,412)	(2,317,421)
	150,000		(754,265)	(800,932)	(847,702)	(894,472)	(941,344)	(988,499)	(1,035,653)	(1,480,952)	(1,960,962)	(2,440,971)
	200,000		(877,815)	(924,482)	(971,252)	(1,018,022)	(1,064,894)	(1,112,049)	(1,159,203)	(1,604,502)	(2,084,512)	(2,564,521)
TLV (per acre)	181,250											
	250,000		(1,001,365)	(1,048,032)	(1,094,802)	(1,141,572)	(1,188,444)	(1,235,599)	(1,282,753)	(1,728,052)	(2,208,062)	(2,688,071)
	300,000		(1,124,915)	(1,171,582)	(1,218,352)	(1,265,122)	(1,311,994)	(1,359,149)	(1,406,303)	(1,851,602)	(2,331,612)	(2,811,621)
	350,000		(1,248,465)	(1,295,132)	(1,341,902)	(1,388,672)	(1,435,544)	(1,482,699)	(1,529,853)	(1,975,152)	(2,455,162)	(2,935,171)
	400,000		(1,372,015)	(1,418,682)	(1,465,452)	(1,512,222)	(1,559,094)	(1,606,249)	(1,653,403)	(2,098,702)	(2,578,712)	(3,058,721)
	450,000		(1,495,565)	(1,542,232)	(1,589,002)	(1,635,772)	(1,682,644)	(1,729,799)	(1,776,953)	(2,222,252)	(2,702,262)	(3,182,271)
	500,000		(1,619,115)	(1,665,782)	(1,712,552)	(1,759,322)	(1,806,194)	(1,853,349)	(1,900,503)	(2,345,802)	(2,825,812)	(3,305,821)
	550,000		(1,742,665)	(1,789,332)	(1,836,102)	(1,882,872)	(1,929,744)	(1,976,899)	(2,024,053)	(2,469,352)	(2,949,362)	(3,429,371)
		AH - % on site 35%										
		(1,112,872)	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(1,112,872)	(3,070,828)	(3,117,495)	(3,164,265)	(3,211,035)	(3,257,907)	(3,305,061)	(3,352,216)	(3,797,515)	(4,277,524)	(4,757,534)
	10		(1,727,222)	(1,773,889)	(1,820,659)	(1,867,429)	(1,914,300)	(1,961,455)	(2,008,610)	(2,453,909)	(2,933,918)	(3,413,928)
Density (dph)	15		(1,279,353)	(1,326,020)	(1,372,790)	(1,419,560)	(1,466,432)	(1,513,586)	(1,560,741)	(2,006,040)	(2,486,049)	(2,966,059)
	20		(1,055,419)	(1,102,086)	(1,148,856)	(1,195,626)	(1,242,497)	(1,289,652)	(1,336,806)	(1,782,105)	(2,262,115)	(2,742,124)
	25		(921,058)	(967,725)	(1,014,495)	(1,061,265)	(1,108,137)	(1,155,291)	(1,202,446)	(1,647,745)	(2,127,754)	(2,607,764)
	30		(831,484)	(878,151)	(924,921)	(971,691)	(1,018,563)	(1,065,718)	(1,112,872)	(1,558,171)	(2,038,181)	(2,518,190)
	35		(767,503)	(814,170)	(860,940)	(907,710)	(954,582)	(1,001,736)	(1,048,891)	(1,494,190)	(1,974,199)	(2,454,209)
	40		(719,517)	(766,184)	(812,954)	(859,724)	(906,596)	(953,750)	(1,000,905)	(1,446,204)	(1,926,213)	(2,406,223)
	45		(682,195)	(728,862)	(775,632)	(822,402)	(869,273)	(916,428)	(963,582)	(1,408,881)	(1,888,891)	(2,368,900)
	50		(652,337)	(699,004)	(745,774)	(792,544)	(839,415)	(886,570)	(933,725)	(1,379,024)	(1,859,033)	(2,339,043)
	55		(627,907)	(674,574)	(721,345)	(768,115)	(814,986)	(862,141)	(909,295)	(1,354,594)	(1,834,604)	(2,314,613)
		AH - % on site 35%										
		(1,112,872)	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	(1,112,872)	(838,275)	(884,978)	(931,748)	(978,518)	(1,025,426)	(1,072,580)	(1,119,735)	(1,599,255)	(2,079,265)	(2,559,274)
	45%		(839,245)	(885,953)	(932,723)	(979,493)	(1,026,406)	(1,073,561)	(1,120,715)	(1,605,125)	(2,085,134)	(2,565,144)
	50%		(840,215)	(886,928)	(933,698)	(980,468)	(1,027,386)	(1,074,541)	(1,130,984)	(1,610,994)	(2,091,003)	(2,571,013)
% Cat M4(2)	5%		(841,186)	(887,904)	(934,674)	(981,444)	(1,028,367)	(1,075,521)	(1,136,853)	(1,616,863)	(2,096,872)	(2,576,882)
	60%		(842,156)	(888,879)	(935,649)	(982,419)	(1,029,347)	(1,076,502)	(1,142,723)	(1,622,732)	(2,102,742)	(2,582,751)
	65%		(843,126)	(889,854)	(936,624)	(983,394)	(1,030,327)	(1,077,482)	(1,148,592)	(1,628,601)	(2,108,611)	(2,588,620)
	70%		(844,096)	(890,829)	(937,599)	(984,369)	(1,031,308)	(1,078,462)	(1,154,461)	(1,634,471)	(2,114,480)	(2,594,490)
	75%		(845,066)	(891,805)	(938,575)	(985,345)	(1,032,288)	(1,079,443)	(1,160,330)	(1,640,340)	(2,120,349)	(2,600,359)
	80%		(846,036)	(892,780)	(939,550)	(986,320)	(1,033,269)	(1,080,423)	(1,166,199)	(1,646,209)	(2,126,218)	(2,606,228)

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at Higher Mid Value Zone - Specialist Elderly
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %			50%			
	Affordable Rent:		30%			
	Shared Ownership:		20%			
	Starter Homes:		65%			
Open Market Sale (OMS) housing			100%			
CIL Rate (£ psm)			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	100.0%	19.5	100.0%	10.5	100.0%	30.0
3 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100.0%	19.5	100.0%	10.5	100.0%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit		
				(sqm)	(sqft)	
1 bed House	0.0	0	100.0%	0.0	0	
2 bed House	72.0	775	100.0%	72.0	775	
3 bed House	0.0	0	100.0%	0.0	0	
4 bed House	0.0	0	100.0%	0.0	0	
5 bed House	0.0	0	100.0%	0.0	0	
1 bed Flat	0.0	0	90.0%	0.0	0	
2 bed Flat	0.0	0	90.0%	0.0	0	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit		
				(sqm)	(sqft)	
1 bed House	0.0	0	100.0%	0.0	0	
2 bed House	72.0	775	100.0%	72.0	775	
3 bed House	0.0	0	100.0%	0.0	0	
4 bed House	0.0	0	100.0%	0.0	0	
5 bed House	0.0	0	100.0%	0.0	0	
1 bed Flat	0.0	0	90.0%	0.0	0	
2 bed Flat	0.0	0	90.0%	0.0	0	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqft)	
1 bed House	0	0	0	0	0	
2 bed House	1,404	15,113	756	8,138	2,160	
3 bed House	0	0	0	0	0	
4 bed House	0	0	0	0	0	
5 bed House	0	0	0	0	0	
1 bed Flat	0	0	0	0	0	
2 bed Flat	0	0	0	0	0	
	1,404	15,113	756	8,138	2,160	
	<i>AH % by floor area:</i>		<i>35.00% AH % by floor area due to mix</i>			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)		
1 bed House	0	#DIV/0!	#DIV/0!	0		
2 bed House	240,000	3,333	310	7,200,000		
3 bed House	0	#DIV/0!	#DIV/0!	0		
4 bed House	0	#DIV/0!	#DIV/0!	0		
5 bed House	0	#DIV/0!	#DIV/0!	0		
1 bed Flat	0	#DIV/0!	#DIV/0!	0		
2 bed Flat	0	#DIV/0!	#DIV/0!	0		
				7,200,000		
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
2 bed House	72,000	1,000	30%	156,000	2,167	65%
3 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
4 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
5 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
1 bed Flat	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
2 bed Flat	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	0	#DIV/0!	80%			
2 bed House	192,000	2,667	80%			
3 bed House	0	#DIV/0!	80%			
4 bed House	0	#DIV/0!	80%			
5 bed House	0	#DIV/0!	80%			
1 bed Flat	0	#DIV/0!	80%			
2 bed Flat	0	#DIV/0!	80%			

Appendix 7

Scheme Ref: MV
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GROSS DEVELOPMENT VALUE				
OMS GDV -				
	<i>(part houses due to % mix)</i>			
1 bed House	0.0	@	0	-
2 bed House	19.5	@	240,000	4,680,000
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	19.5			4,680,000
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	5.3	@	72,000	378,000
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	5.3			378,000
Shared Ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	3.2	@	156,000	491,400
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	3.2			491,400
Starter Homes GDV -				
1 bed House	0.0	@	0	-
2 bed House	2.1	@	192,000	403,200
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	2.1			403,200
Sub-total GDV Residential	30.0			5,952,600
<i>AH on-site cost analysis:</i>				<i>EMV less EGDV</i>
	<i>578 £ psm (total GIA sqm)</i>			<i>1,247,400</i>
				<i>41,580 £ per unit (total units)</i>
Grant	30	@	0	-
Total GDV				5,952,600

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	1,404 sqm	0.00% of GDV	0.00 £ psm	-
			0 £ per unit (total units)	-
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	30 units @	0 per unit	-
		0.00% of GDV	0 £ per unit (total units)	-
S106 analysis:		2,160 sqm (total)	0 £ psm	-
AH Commuted Sum		0.00% of GDV		-
Construction Costs -				
Site Clearance and Demolition	2.47 acres @			-
			£ per acre (if brownfield)	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	2.47 acres @	0 per acre	-
		0.00% of GDV	0 £ per unit (total units)	-
Infra. Costs analysis:				
1 bed House	-	sqm @	1,313 psm	-
2 bed House	2,160	sqm @	1,313 psm	(2,836,080)
3 bed House	-	sqm @	1,313 psm	-
4 bed House	-	sqm @	1,313 psm	-
5 bed House	-	sqm @	1,313 psm	-
1 bed Flat	-	sqm @	1,290 psm	-
2 bed Flat	2,160	sqm @	1,290 psm	-
External works	2,836,080 @		15.0%	(425,412)
			14,180 £ per unit	
M4(2) Category 2 Housing	5% of All units	30 units @	521 £ per dwelling	(782)
M4(3) Category 3 Housing	0% of All units	30 units @	10,307 £ per dwelling	-
Water efficiency		30 units @	9 £ per dwelling	(270)
Contingency	3,262,544 @		5.0%	(163,127)
Professional Fees	3,262,544 @		10.0%	(326,254)
Disposal Costs -				
Marketing and Promotion	4,680,000 OMS @		3.00%	(140,400)
Residential Sales Agent Costs	4,680,000 OMS @		1.50%	(70,200)
Residential Sales Legal Costs	4,680,000 OMS @		0.50%	(23,400)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(78,497)
Developers Profit -				
Margin on AH	1,272,600		6.00% on AH values	(76,356)
Profit on GDV	4,680,000		29.00%	(936,000)
	4,105,972		22.80% on costs	(936,000)
	5,952,600		17.01% blended	(1,012,356)
TOTAL COSTS				(5,118,328)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				834,272
SDLT	834,272 @		5.0% (slabbed)	(31,214)
Acquisition Agent fees	834,272 @		1.0%	(8,343)
Acquisition Legal fees	834,272 @		0.5%	(4,171)
Interest on Land	834,272 @		6.5%	(54,228)
Residual Land Value				736,316
<i>RLV analysis:</i>	24,544 £ per plot	736,316 £ per ha	297,983 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		1.00 ha	2.47 acres	
<i>Density analysis:</i>		2,160 sqm/ha	9,409 sqft/ac	
Threshold Land Value	29,858 £ per plot	895,738 £ per ha	362,500 £ per acre	895,738

BALANCE				
Surplus/(Deficit)		(159,421) £ per ha	(64,517) £ per acre	(159,421)

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SENSITIVITY ANALYSIS

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(159,421)										
	0	339,393	256,257	173,122	89,986	6,850	(76,286)	(159,421)	(242,557)	(325,723)	(408,935)
	10	319,145	237,075	155,004	72,934	(9,136)	(91,206)	(173,276)	(255,367)	(337,508)	(419,648)
	20	298,896	217,892	136,887	55,883	(25,121)	(106,126)	(187,154)	(268,223)	(349,292)	(430,362)
	30	278,647	198,709	118,770	38,832	(41,107)	(121,083)	(201,081)	(281,079)	(361,077)	(441,075)
	40	258,399	179,526	100,653	21,772	(57,155)	(136,082)	(215,008)	(293,935)	(372,862)	(451,788)
	50	238,150	160,341	82,486	4,630	(73,225)	(151,080)	(228,936)	(306,791)	(384,646)	(462,501)
	60	217,841	141,057	64,273	(12,511)	(89,295)	(166,079)	(242,863)	(319,647)	(396,431)	(473,215)
	70	197,486	121,773	46,061	(29,652)	(105,365)	(181,077)	(256,790)	(332,503)	(408,215)	(483,928)
	80	177,131	102,490	27,848	(46,793)	(121,434)	(196,076)	(270,717)	(345,359)	(420,000)	(494,641)
	90	156,776	83,206	9,636	(63,934)	(137,504)	(211,074)	(284,644)	(358,214)	(431,784)	(505,354)
	100	136,421	63,922	(8,577)	(81,076)	(153,574)	(226,073)	(298,572)	(371,070)	(443,569)	(516,068)
	110	116,065	44,638	(26,789)	(98,217)	(169,644)	(241,071)	(312,499)	(383,926)	(455,354)	(526,781)
	120	95,710	25,354	(45,002)	(115,358)	(185,714)	(256,070)	(326,426)	(396,782)	(467,138)	(537,494)
	130	75,355	6,070	(63,214)	(132,499)	(201,784)	(271,069)	(340,353)	(409,638)	(478,923)	(548,208)
	140	55,000	(13,214)	(81,427)	(149,640)	(217,854)	(286,067)	(354,281)	(422,494)	(490,707)	(558,921)
	150	34,645	(32,497)	(99,639)	(166,782)	(233,924)	(301,066)	(368,208)	(435,350)	(502,492)	(569,671)
	160	14,289	(51,781)	(117,852)	(183,923)	(249,994)	(316,064)	(382,135)	(448,206)	(514,292)	(580,441)
	170	(6,066)	(71,065)	(136,065)	(201,064)	(266,063)	(331,063)	(396,062)	(461,067)	(526,133)	(591,211)
	180	(26,421)	(90,349)	(154,277)	(218,205)	(282,133)	(346,061)	(409,996)	(473,991)	(537,985)	(601,980)
190	(46,776)	(109,633)	(172,490)	(235,346)	(298,203)	(361,078)	(423,996)	(486,914)	(549,832)	(612,750)	
200	(67,131)	(128,917)	(190,702)	(252,488)	(314,315)	(376,156)	(437,997)	(499,838)	(561,679)	(623,519)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(159,421)										
	0	339,393	256,257	173,122	89,986	6,850	(76,286)	(159,421)	(242,557)	(325,723)	(408,935)
	500	325,449	242,313	159,178	76,042	(7,094)	(90,229)	(173,365)	(256,529)	(339,741)	(422,953)
	1,000	311,505	228,369	145,234	62,098	(21,038)	(104,173)	(187,334)	(270,546)	(353,758)	(436,970)
	1,500	297,561	214,426	131,290	48,154	(34,982)	(118,139)	(201,351)	(284,563)	(367,775)	(450,987)
	2,000	283,617	200,482	117,346	34,210	(48,945)	(132,157)	(215,369)	(298,581)	(381,793)	(465,005)
	2,500	269,673	186,538	103,402	20,250	(62,962)	(146,174)	(229,386)	(312,598)	(395,810)	(479,022)
	3,000	255,729	172,594	89,444	6,233	(76,979)	(160,191)	(243,403)	(326,615)	(409,827)	(493,039)
	3,500	241,785	158,639	75,427	(7,785)	(90,997)	(174,209)	(257,421)	(340,633)	(423,845)	(507,057)
	4,000	227,834	144,622	61,410	(21,802)	(105,014)	(188,226)	(271,438)	(354,650)	(437,862)	(521,074)
	4,500	213,816	130,604	47,392	(35,819)	(119,031)	(202,243)	(285,455)	(368,667)	(451,879)	(535,091)
	5,000	199,799	116,587	33,375	(49,837)	(133,049)	(216,261)	(299,473)	(382,685)	(465,897)	(549,109)
	5,500	185,782	102,570	19,358	(63,854)	(147,066)	(230,278)	(313,490)	(396,702)	(479,914)	(563,129)
	6,000	171,764	88,552	5,340	(77,871)	(161,083)	(244,295)	(327,507)	(410,719)	(493,931)	(577,220)
	6,500	157,747	74,535	(8,677)	(91,889)	(175,101)	(258,313)	(341,525)	(424,737)	(507,949)	(591,311)
	7,000	143,730	60,518	(22,694)	(105,906)	(189,118)	(272,330)	(355,542)	(438,754)	(522,022)	(605,402)
	7,500	129,712	46,500	(36,712)	(119,923)	(203,135)	(286,347)	(369,559)	(452,771)	(536,113)	(619,493)
	8,000	115,695	32,483	(50,729)	(133,941)	(217,153)	(300,365)	(383,577)	(466,824)	(550,204)	(633,584)
	8,500	101,678	18,466	(64,746)	(147,958)	(231,170)	(314,382)	(397,594)	(480,915)	(564,295)	(647,675)
	9,000	87,660	4,448	(78,764)	(161,975)	(245,187)	(328,399)	(411,626)	(495,006)	(578,386)	(661,767)
9,500	73,643	(9,569)	(92,781)	(175,993)	(259,205)	(342,417)	(425,717)	(509,097)	(592,478)	(675,858)	
10,000	59,626	(23,586)	(106,798)	(190,010)	(273,222)	(356,434)	(439,808)	(523,188)	(606,569)	(689,949)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(159,421)										
	14%	696,441	594,513	492,586	390,658	288,730	186,802	84,875	(17,053)	(119,011)	(221,015)
	15%	636,933	538,137	439,342	340,546	241,750	142,954	44,159	(54,637)	(153,463)	(252,335)
	16%	577,425	481,761	386,098	290,434	194,770	99,106	3,443	(92,221)	(187,915)	(283,655)
	17.5%	488,163	397,197	306,232	215,266	124,300	33,334	(57,631)	(148,597)	(239,593)	(330,635)
	19%	398,901	312,633	226,366	140,098	53,830	(32,438)	(118,705)	(204,973)	(291,271)	(377,615)
	20%	339,393	256,257	173,122	89,986	6,850	(76,286)	(159,421)	(242,557)	(325,723)	(408,935)
	21%	279,885	199,881	119,878	39,874	(40,130)	(120,134)	(200,137)	(280,141)	(360,175)	(440,255)
	22%	220,377	143,505	66,634	(10,238)	(87,110)	(163,982)	(240,853)	(317,725)	(394,627)	(471,575)
	23%	160,869	87,129	13,390	(60,350)	(134,090)	(207,830)	(281,569)	(355,309)	(429,079)	(502,895)
	24%	101,361	30,753	(39,854)	(110,462)	(181,070)	(251,678)	(322,285)	(392,893)	(463,531)	(534,215)
	25%	41,853	(25,623)	(93,098)	(160,574)	(228,050)	(295,526)	(363,001)	(430,477)	(497,983)	(565,535)

Appendix 7

Scheme Ref:
Title:
Notes:
FS update

MV
30 No. Units at Higher Mid Value Zone - Specialist Elderly
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(159,421)										
	100,000	986,031	904,895	821,759	738,623	655,488	572,352	489,216	406,081	322,944	239,702
	150,000	864,481	781,345	698,209	615,073	531,938	448,802	365,666	282,531	199,364	116,152
	200,000	740,931	657,795	574,659	491,523	408,388	325,252	242,116	158,981	75,814	(7,398)
	250,000	617,381	534,245	451,109	367,973	284,838	201,702	118,566	35,431	(47,736)	(130,948)
	300,000	493,831	410,695	327,559	244,423	161,288	78,152	(4,984)	(88,119)	(171,286)	(254,498)
	350,000	370,281	287,145	204,009	120,873	37,738	(45,398)	(128,534)	(211,669)	(294,836)	(378,048)
	400,000	246,731	163,595	80,459	(2,677)	(85,812)	(168,948)	(252,084)	(335,219)	(418,386)	(501,598)
	450,000	123,181	40,045	(43,091)	(126,227)	(209,362)	(292,498)	(375,634)	(458,769)	(541,936)	(625,148)
	500,000	(369)	(83,505)	(166,641)	(249,777)	(332,912)	(416,048)	(499,184)	(582,319)	(665,466)	(748,698)
550,000	(123,919)	(207,055)	(290,191)	(373,327)	(456,462)	(539,598)	(622,734)	(705,869)	(789,036)	(872,248)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(159,421)										
	5	(4,139,294)	(4,222,430)	(4,305,566)	(4,388,702)	(4,471,837)	(4,554,973)	(4,638,109)	(4,721,244)	(4,804,411)	(4,887,623)
	10	(1,452,082)	(1,535,218)	(1,618,353)	(1,701,489)	(1,784,625)	(1,867,761)	(1,950,896)	(2,034,032)	(2,117,198)	(2,200,410)
	15	(556,344)	(639,480)	(722,616)	(805,752)	(888,887)	(972,023)	(1,055,159)	(1,138,294)	(1,221,461)	(1,304,673)
	20	(108,476)	(191,611)	(274,747)	(357,883)	(441,019)	(524,154)	(607,290)	(690,426)	(773,592)	(856,804)
	25	160,246	77,110	(6,026)	(89,162)	(172,297)	(255,433)	(338,569)	(421,704)	(504,871)	(588,083)
	30	339,393	256,257	173,122	89,986	6,850	(76,286)	(159,421)	(242,557)	(325,723)	(408,935)
	35	467,356	384,220	301,084	217,948	134,813	51,677	(31,459)	(114,594)	(197,761)	(280,973)
	40	563,328	480,192	397,056	313,920	230,785	147,649	64,513	(18,623)	(101,789)	(185,001)
	45	637,972	554,837	471,701	388,565	305,429	222,294	139,158	56,022	(27,144)	(110,356)
50	697,688	614,552	531,417	448,281	365,145	282,009	198,874	115,738	32,572	(50,640)	
55	746,547	663,411	580,275	497,139	414,004	330,868	247,732	164,596	81,430	(1,782)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(159,421)										
	40%	333,638	250,502	167,367	84,231	1,095	(82,041)	(165,176)	(248,312)	(331,509)	(414,721)
	45%	332,816	249,680	166,544	83,409	273	(82,863)	(165,999)	(249,134)	(332,335)	(415,547)
	50%	331,994	248,858	165,722	82,586	(549)	(83,685)	(166,821)	(249,956)	(333,162)	(416,374)
	55%	331,172	248,036	164,900	81,764	(1,371)	(84,507)	(167,643)	(250,779)	(333,988)	(417,200)
	60%	330,349	247,214	164,078	80,942	(2,194)	(85,329)	(168,465)	(251,603)	(334,815)	(418,027)
	65%	329,527	246,391	163,256	80,120	(3,016)	(86,151)	(169,287)	(252,429)	(335,641)	(418,853)
	70%	328,705	245,569	162,434	79,298	(3,838)	(86,974)	(170,109)	(253,256)	(336,468)	(419,680)
75%	327,883	244,747	161,611	78,476	(4,660)	(87,796)	(170,932)	(254,082)	(337,294)	(420,506)	
80%	327,061	243,925	160,789	77,653	(5,482)	(88,618)	(171,754)	(254,909)	(338,121)	(421,333)	
% Cat M4(2)	5%										
	40%	333,638	250,502	167,367	84,231	1,095	(82,041)	(165,176)	(248,312)	(331,509)	(414,721)
	45%	332,816	249,680	166,544	83,409	273	(82,863)	(165,999)	(249,134)	(332,335)	(415,547)
	50%	331,994	248,858	165,722	82,586	(549)	(83,685)	(166,821)	(249,956)	(333,162)	(416,374)
	55%	331,172	248,036	164,900	81,764	(1,371)	(84,507)	(167,643)	(250,779)	(333,988)	(417,200)
	60%	330,349	247,214	164,078	80,942	(2,194)	(85,329)	(168,465)	(251,603)	(334,815)	(418,027)
	65%	329,527	246,391	163,256	80,120	(3,016)	(86,151)	(169,287)	(252,429)	(335,641)	(418,853)
	70%	328,705	245,569	162,434	79,298	(3,838)	(86,974)	(170,109)	(253,256)	(336,468)	(419,680)
75%	327,883	244,747	161,611	78,476	(4,660)	(87,796)	(170,932)	(254,082)	(337,294)	(420,506)	
80%	327,061	243,925	160,789	77,653	(5,482)	(88,618)	(171,754)	(254,909)	(338,121)	(421,333)	

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at High Value Zone - Specialist Elderly
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30 Units			
AH Policy requirement (% Target)			35%			
AH tenure split %			50%			
	Affordable Rent:		30%			
	Shared Ownership:		20%			
	Starter Homes:					
Open Market Sale (OMS) housing			65%			
CIL Rate (£ psm)			100%			
			0.00		£ psm	
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	100.0%	19.5	100.0%	10.5	100.0%	30.0
3 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100.0%	19.5	100.0%	10.5	100.0%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit		
				(sqm)	(sqft)	
1 bed House	0.0	0	100.0%	0.0	0	
2 bed House	72.0	775	100.0%	72.0	775	
3 bed House	0.0	0	100.0%	0.0	0	
4 bed House	0.0	0	100.0%	0.0	0	
5 bed House	0.0	0	100.0%	0.0	0	
1 bed Flat	0.0	0	90.0%	0.0	0	
2 bed Flat	0.0	0	90.0%	0.0	0	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit		
				(sqm)	(sqft)	
1 bed House	0.0	0	100.0%	0.0	0	
2 bed House	72.0	775	100.0%	72.0	775	
3 bed House	0.0	0	100.0%	0.0	0	
4 bed House	0.0	0	100.0%	0.0	0	
5 bed House	0.0	0	100.0%	0.0	0	
1 bed Flat	0.0	0	90.0%	0.0	0	
2 bed Flat	0.0	0	90.0%	0.0	0	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	
					(sqft)	
1 bed House	0	0	0	0	0	
2 bed House	1,404	15,113	756	8,138	2,160	
3 bed House	0	0	0	0	0	
4 bed House	0	0	0	0	0	
5 bed House	0	0	0	0	0	
1 bed Flat	0	0	0	0	0	
2 bed Flat	0	0	0	0	0	
	1,404	15,113	756	8,138	2,160	
	<i>AH % by floor area:</i>		<i>35.00% AH % by floor area due to mix</i>			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)		
1 bed House	0	#DIV/0!	#DIV/0!	0		
2 bed House	260,000	3,611	335	7,800,000		
3 bed House	0	#DIV/0!	#DIV/0!	0		
4 bed House	0	#DIV/0!	#DIV/0!	0		
5 bed House	0	#DIV/0!	#DIV/0!	0		
1 bed Flat	0	#DIV/0!	#DIV/0!	0		
2 bed Flat	0	#DIV/0!	#DIV/0!	0		
				7,800,000		
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
2 bed House	72,000	1,000	28%	169,000	2,347	65%
3 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
4 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
5 bed House	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
1 bed Flat	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
2 bed Flat	0	#DIV/0!	#DIV/0!	0	#DIV/0!	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	0	#DIV/0!	80%			
2 bed House	208,000	2,889	80%			
3 bed House	0	#DIV/0!	80%			
4 bed House	0	#DIV/0!	80%			
5 bed House	0	#DIV/0!	80%			
1 bed Flat	0	#DIV/0!	80%			
2 bed Flat	0	#DIV/0!	80%			

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at High Value Zone - Specialist Elderly
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	<i>(part houses due to % mix)</i>			
1 bed House	0.0	@	0	-
2 bed House	19.5	@	260,000	5,070,000
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	19.5			5,070,000
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	5.3	@	72,000	378,000
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	5.3			378,000
Shared Ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	3.2	@	169,000	532,350
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	3.2			532,350
Starter Homes GDV -				
1 bed House	0.0	@	0	-
2 bed House	2.1	@	208,000	436,800
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	2.1			436,800
Sub-total GDV Residential	30.0			6,417,150
<i>AH on-site cost analysis:</i>				<i>EMV less EGDV</i>
				1,382,850
			640 £ psm (total GIA sqm)	46,095 £ per unit (total units)
Grant	30	@	0	-
Total GDV				6,417,150

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at High Value Zone - Specialist Elderly
 Notes: Greenfield
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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL	1,404 sqm	0.00% % of GDV	0.00 £ psm	-
			0 £ per unit (total units)	-
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	30 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	-
AH Commuted Sum	2,160 sqm (total)		0 £ psm	-
		0.00% % of GDV		-
Construction Costs -				
Site Clearance and Demolition	2.47 acres @		£ per acre (if brownfield)	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	2.47 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	-
Infra. Costs analysis:				
1 bed House	-	sqm @	1,313 psm	-
2 bed House	2,160	sqm @	1,313 psm	(2,836,080)
3 bed House	-	sqm @	1,313 psm	-
4 bed House	-	sqm @	1,313 psm	-
5 bed House	-	sqm @	1,313 psm	-
1 bed Flat	-	sqm @	1,290 psm	-
2 bed Flat	2,160	sqm @	1,290 psm	-
External works	2,836,080 @		15.0%	(425,412)
			14,180 £ per unit	
M4(2) Category 2 Housing	5% of All units	30 units @	521 £ per dwelling	(782)
M4(3) Category 3 Housing	0% of All units	30 units @	10,307 £ per dwelling	-
Water efficiency		30 units @	9 £ per dwelling	(270)
Contingency	3,262,544 @		5.0%	(163,127)
Professional Fees	3,262,544 @		10.0%	(326,254)
Disposal Costs -				
Marketing and Promotion	5,070,000 OMS @		3.00%	(152,100)
Residential Sales Agent Costs	5,070,000 OMS @		1.50%	(76,050)
Residential Sales Legal Costs	5,070,000 OMS @		0.50%	(25,350)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(69,853)
Developers Profit -				
Margin on AH	1,347,150		6.00% on AH values	(80,829)
Profit on GDV	5,070,000		29.00%	(1,014,000)
	4,116,828		24.63% on costs	(1,014,000)
	6,417,150		17.06% blended	(1,094,829)
TOTAL COSTS				(5,211,657)

Appendix 7

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,205,493
SDLT	1,205,493 @		5.0% (slabbed)	(49,775)
Acquisition Agent fees	1,205,493 @		1.0%	(12,055)
Acquisition Legal fees	1,205,493 @		0.5%	(6,027)
Interest on Land	1,205,493 @		6.5%	(78,357)
Residual Land Value				1,059,279
RLV analysis:	35,309 £ per plot	1,059,279 £ per ha	428,684 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		1.00 ha	2.47 acres	
Density analysis:		2,160 sqm/ha	9,409 sqft/ac	
Threshold Land Value	33,461 £ per plot	1,003,844 £ per ha	406,250 £ per acre	1,003,844

BALANCE				
Surplus/(Deficit)		55,435 £ per ha	22,434 £ per acre	55,435

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SENSITIVITY ANALYSIS

		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	55,435	0	618,784	524,914	431,044	337,173	243,283	149,359	55,435	(38,488)	(132,412)	(226,336)
	10	598,642	505,831	413,014	320,156	227,298	134,439	41,581	(51,277)	(144,135)	(236,994)	
	20	578,482	486,689	394,897	303,104	211,312	119,519	27,727	(64,066)	(155,858)	(247,651)	
	30	558,233	467,506	376,780	286,053	195,326	104,599	13,872	(76,854)	(167,581)	(258,308)	
	40	537,984	448,323	358,662	269,001	179,340	89,679	18	(89,643)	(179,304)	(268,965)	
	50	517,736	429,140	340,545	251,950	163,354	74,759	(13,836)	(102,432)	(191,027)	(279,622)	
	60	497,487	409,958	322,428	234,898	147,369	59,839	(27,691)	(115,220)	(202,750)	(290,279)	
	70	477,238	390,775	304,311	217,847	131,383	44,919	(41,545)	(128,009)	(214,473)	(300,937)	
	80	456,990	371,592	286,193	200,795	115,397	29,999	(55,399)	(140,797)	(226,196)	(311,594)	
	90	436,741	352,409	268,076	183,744	99,411	15,079	(69,254)	(153,586)	(237,918)	(322,251)	
	100	416,493	333,226	249,959	166,692	83,426	159	(83,108)	(166,375)	(249,641)	(333,908)	
	110	396,244	314,043	231,842	149,641	67,440	(14,761)	(96,962)	(179,163)	(261,364)	(343,565)	
	120	375,995	294,860	213,725	132,589	51,454	(29,681)	(110,817)	(191,952)	(273,087)	(354,222)	
	130	355,747	275,677	195,607	115,538	35,468	(44,601)	(124,671)	(204,740)	(284,810)	(364,880)	
	140	335,498	256,494	177,490	98,486	19,483	(59,521)	(138,525)	(217,529)	(296,533)	(375,537)	
	150	315,249	237,311	159,373	81,435	3,497	(74,441)	(152,380)	(230,318)	(308,256)	(386,194)	
	160	295,001	218,128	141,256	64,383	(12,489)	(89,361)	(166,234)	(243,106)	(319,979)	(396,851)	
	170	274,752	198,945	123,139	47,332	(28,475)	(104,281)	(180,088)	(255,895)	(331,702)	(407,508)	
	180	254,503	179,762	105,021	30,280	(44,461)	(119,202)	(193,943)	(268,684)	(343,425)	(418,166)	
	190	234,255	160,580	86,904	13,229	(60,446)	(134,122)	(207,797)	(281,472)	(355,147)	(428,823)	
200	214,006	141,397	68,787	(3,823)	(76,432)	(149,042)	(221,651)	(294,261)	(366,870)	(439,480)		
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	55,435	0	618,784	524,914	431,044	337,173	243,283	149,359	55,435	(38,488)	(132,412)	(226,336)
	500	604,913	511,043	417,173	323,263	229,339	135,415	41,491	(52,432)	(146,356)	(240,280)	
	1,000	591,042	497,167	403,243	309,319	215,395	121,471	27,548	(66,376)	(160,300)	(254,224)	
	1,500	577,147	483,223	389,299	295,375	201,451	107,527	13,604	(80,320)	(174,244)	(268,168)	
	2,000	563,203	469,279	375,355	281,431	187,507	93,584	(340)	(94,264)	(188,188)	(282,112)	
	2,500	549,259	455,335	361,411	267,487	173,563	79,640	(14,284)	(108,208)	(202,132)	(296,056)	
	3,000	535,315	441,391	347,467	253,543	159,619	65,696	(28,228)	(122,152)	(216,076)	(310,000)	
	3,500	521,371	427,447	333,523	239,599	145,676	51,752	(42,172)	(136,096)	(230,020)	(323,944)	
	4,000	507,427	413,503	319,579	225,655	131,732	37,808	(56,116)	(150,040)	(243,964)	(337,888)	
	4,500	493,483	399,559	305,635	211,712	117,788	23,864	(70,060)	(163,984)	(257,908)	(351,832)	
	5,000	479,539	385,615	291,691	197,768	103,844	9,920	(84,004)	(177,928)	(271,852)	(365,776)	
	5,500	465,595	371,671	277,748	183,824	89,900	(4,024)	(97,948)	(191,872)	(285,796)	(379,720)	
	6,000	451,651	357,727	263,804	169,880	75,956	(17,968)	(111,892)	(205,816)	(299,740)	(393,664)	
	6,500	437,707	343,784	249,860	155,936	62,012	(31,912)	(125,836)	(219,760)	(313,684)	(407,608)	
	7,000	423,763	329,840	235,916	141,992	48,068	(45,856)	(139,780)	(233,704)	(327,628)	(421,552)	
7,500	409,820	315,896	221,972	128,048	34,124	(59,800)	(153,724)	(247,648)	(341,572)	(435,496)		
8,000	395,876	301,952	208,028	114,104	20,180	(73,744)	(167,668)	(261,592)	(355,516)	(449,440)		
8,500	381,932	288,008	194,084	100,160	6,236	(87,688)	(181,612)	(275,536)	(369,460)	(463,439)		
9,000	367,988	274,064	180,140	86,216	(7,708)	(101,632)	(195,556)	(289,480)	(383,428)	(477,456)		
9,500	354,044	260,120	166,196	72,272	(21,652)	(115,576)	(209,500)	(303,424)	(397,445)	(491,474)		
10,000	340,100	246,176	152,252	58,328	(35,596)	(129,520)	(223,444)	(317,435)	(411,463)	(505,491)		
		AH - % on site 35%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	55,435	14%	1,005,586	891,358	777,130	662,901	548,653	434,371	320,089	205,808	91,526	(22,756)
	15%	941,119	830,284	719,449	608,613	497,758	386,869	275,980	165,092	54,203	(56,686)	
	16%	876,652	769,210	661,768	554,325	446,863	339,367	231,871	124,376	16,880	(90,616)	
	17.5%	779,952	677,599	575,246	472,893	370,521	268,114	165,708	63,302	(39,105)	(141,511)	
	19%	683,251	585,988	488,725	391,461	294,178	196,861	99,544	2,228	(95,089)	(192,406)	
	20%	618,784	524,914	431,044	337,173	243,283	149,359	55,435	(38,488)	(132,412)	(226,336)	
	21%	554,317	463,840	373,363	282,885	192,388	101,857	11,326	(79,204)	(169,735)	(260,266)	
	22%	489,850	402,766	315,682	228,597	141,493	54,355	(32,783)	(119,920)	(207,058)	(294,196)	
	23%	425,383	341,692	258,001	174,309	90,598	6,853	(76,892)	(160,636)	(244,381)	(328,126)	
	24%	360,916	280,618	200,320	120,021	39,703	(40,649)	(121,001)	(201,352)	(281,704)	(362,056)	
	25%	296,449	219,544	142,639	65,733	(11,192)	(88,151)	(165,110)	(242,068)	(319,027)	(395,986)	
Profit												
20.00%												

Appendix 7

Scheme Ref:
Title:
Notes:
FS update

MV
30 No. Units at High Value Zone - Specialist Elderly
Greenfield

		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	55,435										
	100,000	1,375,528	1,281,658	1,187,787	1,093,917	1,000,027	906,103	812,179	718,255	624,331	530,407
	150,000	1,251,978	1,158,108	1,064,237	970,367	876,477	782,553	688,629	594,705	500,781	406,857
	200,000	1,128,428	1,034,558	940,687	846,817	752,927	659,003	565,079	471,155	377,231	283,307
	250,000	1,004,878	911,008	817,137	723,267	629,377	535,453	441,529	347,605	253,681	159,757
	300,000	881,328	787,458	693,587	599,717	505,827	411,903	317,979	224,055	130,131	36,207
	350,000	757,778	663,908	570,037	476,167	382,277	288,353	194,429	100,505	6,581	(87,343)
	400,000	634,228	540,358	446,487	352,617	258,727	164,803	70,879	(23,045)	(116,969)	(210,893)
	450,000	510,678	416,808	322,937	229,067	135,177	41,253	(52,671)	(146,595)	(240,519)	(334,443)
	500,000	387,128	293,258	199,387	105,517	11,627	(82,297)	(176,221)	(270,145)	(364,069)	(457,993)
550,000	263,578	169,708	75,837	(18,033)	(111,923)	(205,847)	(299,771)	(393,695)	(487,619)	(581,543)	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(4,400,435)	(4,494,305)	(4,588,175)	(4,682,046)	(4,775,935)	(4,869,859)	(4,963,783)	(5,057,707)	(5,151,631)	(5,245,555)
	10	(1,388,903)	(1,482,774)	(1,576,644)	(1,670,514)	(1,764,404)	(1,858,328)	(1,952,252)	(2,046,176)	(2,140,100)	(2,234,024)
	15	(385,060)	(478,930)	(572,800)	(666,671)	(760,560)	(854,484)	(948,408)	(1,042,332)	(1,136,256)	(1,230,180)
	20	116,862	22,992	(70,878)	(164,749)	(258,639)	(352,563)	(446,486)	(540,410)	(634,334)	(728,258)
	25	418,015	324,145	230,275	136,404	42,515	(51,409)	(145,333)	(239,257)	(333,181)	(427,105)
	30	618,784	524,914	431,044	337,173	243,283	149,359	55,435	(38,488)	(132,412)	(226,336)
	35	762,190	668,320	574,450	480,579	386,690	292,766	198,842	104,918	10,994	(82,930)
	40	869,745	775,875	682,004	588,134	494,244	400,320	306,396	212,472	118,549	24,625
	45	953,399	859,528	765,658	671,788	577,898	483,974	390,050	296,126	202,202	108,278
	50	1,020,322	926,451	832,581	738,711	644,821	550,897	456,973	363,049	269,125	175,201
55	1,075,077	981,206	887,336	793,466	699,576	605,652	511,728	417,804	323,880	229,956	
		AH - % on site 35%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	40%	613,059	519,189	425,319	331,448	237,528	143,604	49,680	(44,244)	(138,168)	(232,091)
	45%	612,241	518,371	424,501	330,630	236,706	142,782	48,858	(45,066)	(138,990)	(232,914)
	50%	611,423	517,553	423,683	329,808	235,884	141,960	48,036	(45,888)	(139,812)	(233,736)
	55%	610,606	516,735	422,865	328,986	235,062	141,138	47,214	(46,710)	(140,634)	(234,558)
	60%	609,788	515,917	422,047	328,163	234,239	140,316	46,392	(47,532)	(141,456)	(235,380)
	65%	608,970	515,100	421,229	327,341	233,417	139,493	45,569	(48,354)	(142,278)	(236,202)
	70%	608,152	514,282	420,411	326,519	232,595	138,671	44,747	(49,177)	(143,101)	(237,024)
	75%	607,334	513,464	419,594	325,697	231,773	137,849	43,925	(49,999)	(143,923)	(237,847)
	80%	606,516	512,646	418,776	324,875	230,951	137,027	43,103	(50,821)	(144,745)	(238,669)
	% Cat M4(2)	5%									

Appendix 7

Scheme Ref: MV
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ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme						30 Units
AH Policy requirement (% Target)						0%
AH tenure split %						50%
	Affordable Rent:					30%
	Shared Ownership:					20%
	Starter Homes:					
Open Market Sale (OMS) housing						100%
CIL Rate (£ psm)						100%
						0.00 £ psm
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	0.0%	0.0	100.0%	0.0	0.0%	0.0
3 bed House	100.0%	30.0	0.0%	0.0	100.0%	30.0
4 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100%	30.0	100.0%	0.0	100.0%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	0.0	0	100.0%		0.0	0
2 bed House	0.0	0	100.0%		0.0	0
3 bed House	111.0	1,195	100.0%		111.0	1,195
4 bed House	0.0	0	100.0%		0.0	0
5 bed House	0.0	0	100.0%		0.0	0
1 bed Flat	0.0	0	90.0%		0.0	0
2 bed Flat	0.0	0	90.0%		0.0	0
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	3,330	35,844	0	0	3,330	35,844
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	3,330	35,844	0	0	3,330	35,844
AH % by floor area:		0.00% AH % by floor area due to mix				
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	0	#DIV/0!	#DIV/0!		0	
2 bed House	0	#DIV/0!	#DIV/0!		0	
3 bed House	155,000	1,396	130		4,650,000	
4 bed House	0	#DIV/0!	#DIV/0!		0	
5 bed House	0	#DIV/0!	#DIV/0!		0	
1 bed Flat	0	#DIV/0!	#DIV/0!		0	
2 bed Flat	0	#DIV/0!	#DIV/0!		0	
					4,650,000	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,136	#DIV/0!	0	0	65%
2 bed House	72,000	1,029	#DIV/0!	0	0	65%
3 bed House	90,000	1,071	58%	100,750	1,199	65%
4 bed House	107,000	1,103	#DIV/0!	0	0	65%
5 bed House	120,000	1,091	#DIV/0!	0	0	65%
1 bed Flat	66,000	1,320	#DIV/0!	0	0	65%
2 bed Flat	72,000	1,180	#DIV/0!	0	0	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	0	0	80%			
2 bed House	0	0	80%			
3 bed House	124,000	1,476	80%			
4 bed House	0	0	80%			
5 bed House	0	0	80%			
1 bed Flat	0	0	80%			
2 bed Flat	0	0	80%			

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	30.0	@	155,000	4,650,000
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	30.0			4,650,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	100,750	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	124,000	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Sub-total GDV Residential	30.0			4,650,000
<i>AH on-site cost analysis:</i>				
			<i>EMV less EGDV</i>	0
		<i>0 £ psm (total GIA sqm)</i>	<i>0 £ per unit (total units)</i>	
Grant	30	@	0	-
Total GDV				4,650,000

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(30,000)
Statutory Planning Fees (Residential)				(11,550)
CIL		3,330 sqm	0.00 £ psm	-
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	30 units @	0 per unit	-
		0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum		3,330 sqm (total)	0 £ psm	-
		0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition		2.47 acres @	£ per acre (if brownfield)	-
Infrastructure costs -	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	2.47 acres @	0 per acre	-
		0.00% % of GDV	0 £ per unit (total units)	
<i>Infra. Costs analysis:</i>				
1 bed House		- sqm @	828 psm	-
2 bed House		- sqm @	828 psm	-
3 bed House		3,330 sqm @	828 psm	(2,757,240)
4 bed House		- sqm @	828 psm	-
5 bed House		- sqm @	828 psm	-
1 bed Flat		- sqm @	1,290 psm	-
2 bed Flat		3,330 - sqm @	1,290 psm	-
External works		2,757,240 @	15.0% 13,786 £ per unit	(413,586)
M4(2) Category 2 Housing		5% of All units	30 units @ 521 £ per dwelling	(782)
M4(3) Category 3 Housing		0% of All units	30 units @ 10,307 £ per dwelling	-
Water efficiency			30 units @ 9 £ per dwelling	(270)
Contingency		3,171,878 @	5.0%	(158,594)
Professional Fees		3,171,878 @	10.0%	(317,188)
Disposal Costs -				
Marketing and Promotion		4,650,000 OMS @	3.00%	(139,500)
Residential Sales Agent Costs		4,650,000 OMS @	1.50%	(69,750)
Residential Sales Legal Costs		4,650,000 OMS @	0.50%	(23,250)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(150,635)
Developers Profit -				
Margin on AH		0	6.00% on AH values	-
Profit on GDV		4,650,000	20.00%	(930,000)
		4,072,344	22.84% on costs	(930,000)
		4,650,000	20.00% blended	(930,000)
TOTAL COSTS				(5,002,344)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				(352,344)
SDLT	- @	5.0%	(slabbed)	10,500
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	6.5%		-
Residual Land Value				(341,844)
RLV analysis:	(11,395) £ per plot	(341,844) £ per ha	(138,343) £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0	dph	
Site Area (Resi)		1.00	ha	2.47 acres
Density analysis:		3,330	sqm/ha	14,506 sqft/ac
Threshold Land Value	22,999 £ per plot	689,972	£ per ha	279,228 £ per acre
				689,972

BALANCE				
Surplus/(Deficit)		(1,031,817)	£ per ha	(417,571) £ per acre
				(1,031,817)

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SENSITIVITY ANALYSIS

		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(1,031,817)											
	0	(941,818)	(1,050,805)	(1,105,459)	(1,160,220)	(1,215,321)	(1,272,821)	(1,332,821)	(1,395,416)	(1,460,604)	(1,528,498)	
	10	(980,592)	(1,085,885)	(1,138,590)	(1,191,566)	(1,244,708)	(1,299,204)	(1,355,154)	(1,412,554)	(1,471,404)	(1,531,708)	
	20	(1,019,453)	(1,120,965)	(1,171,730)	(1,222,912)	(1,274,495)	(1,327,471)	(1,381,841)	(1,437,604)	(1,494,768)	(1,553,332)	
	30	(1,058,431)	(1,156,045)	(1,205,035)	(1,254,259)	(1,303,721)	(1,353,421)	(1,403,346)	(1,453,484)	(1,503,834)	(1,554,396)	
	40	(1,097,409)	(1,191,125)	(1,238,341)	(1,285,605)	(1,333,021)	(1,380,589)	(1,428,311)	(1,476,187)	(1,524,217)	(1,572,401)	
	CIL Epsm	0.00	(1,136,387)	(1,226,341)	(1,271,646)	(1,316,951)	(1,362,256)	(1,407,561)	(1,452,866)	(1,498,171)	(1,543,476)	(1,588,781)
		50	(1,175,364)	(1,261,605)	(1,304,952)	(1,357,594)	(1,410,436)	(1,463,478)	(1,516,620)	(1,569,861)	(1,623,202)	(1,676,644)
		60	(1,214,342)	(1,296,870)	(1,338,257)	(1,379,504)	(1,420,611)	(1,461,578)	(1,502,404)	(1,543,089)	(1,583,624)	(1,624,009)
		70	(1,253,320)	(1,332,135)	(1,371,563)	(1,410,494)	(1,448,921)	(1,486,848)	(1,524,275)	(1,561,202)	(1,597,629)	(1,634,056)
		80	(1,292,298)	(1,367,399)	(1,405,539)	(1,442,611)	(1,478,614)	(1,513,648)	(1,548,712)	(1,583,805)	(1,618,927)	(1,654,078)
		90	(1,331,276)	(1,402,664)	(1,437,928)	(1,472,071)	(1,505,094)	(1,537,007)	(1,567,810)	(1,597,513)	(1,626,116)	(1,654,619)
		100	(1,370,254)	(1,437,928)	(1,471,317)	(1,503,521)	(1,534,541)	(1,564,376)	(1,593,026)	(1,620,491)	(1,646,771)	(1,672,876)
		110	(1,409,232)	(1,473,356)	(1,506,509)	(1,538,591)	(1,569,504)	(1,599,248)	(1,627,822)	(1,655,226)	(1,681,460)	(1,707,524)
		120	(1,448,210)	(1,508,684)	(1,540,509)	(1,570,681)	(1,600,191)	(1,628,940)	(1,656,928)	(1,684,156)	(1,710,624)	(1,736,332)
		130	(1,487,188)	(1,544,112)	(1,575,509)	(1,604,541)	(1,632,201)	(1,658,480)	(1,684,288)	(1,709,526)	(1,734,094)	(1,758,892)
	140	(1,526,166)	(1,579,540)	(1,610,509)	(1,639,071)	(1,666,221)	(1,691,960)	(1,717,288)	(1,742,106)	(1,766,514)	(1,790,512)	
	150	(1,565,144)	(1,615,918)	(1,645,509)	(1,672,871)	(1,698,911)	(1,723,530)	(1,747,738)	(1,771,536)	(1,794,924)	(1,817,902)	
	160	(1,604,122)	(1,651,396)	(1,680,509)	(1,706,541)	(1,730,391)	(1,752,960)	(1,775,158)	(1,796,886)	(1,818,144)	(1,838,932)	
	170	(1,643,100)	(1,687,874)	(1,716,509)	(1,741,071)	(1,763,441)	(1,784,530)	(1,804,338)	(1,822,866)	(1,841,114)	(1,858,992)	
180	(1,682,078)	(1,724,352)	(1,752,509)	(1,777,541)	(1,799,391)	(1,818,960)	(1,837,258)	(1,854,286)	(1,870,034)	(1,885,402)		
190	(1,721,056)	(1,761,330)	(1,789,509)	(1,814,541)	(1,836,391)	(1,855,960)	(1,874,258)	(1,891,286)	(1,907,034)	(1,922,402)		
200	(1,760,034)	(1,800,308)	(1,828,509)	(1,853,541)	(1,875,391)	(1,893,960)	(1,911,258)	(1,927,286)	(1,942,034)	(1,956,402)		
		(2,740,759)	(3,362,798)	(3,673,817)	(3,984,836)	(4,295,855)	(4,606,874)	(4,917,893)	(5,228,912)	(5,539,931)	(5,850,950)	
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(1,031,817)											
	0	(996,151)	(1,050,805)	(1,105,459)	(1,160,220)	(1,215,321)	(1,272,821)	(1,332,821)	(1,395,416)	(1,460,604)	(1,528,498)	
	500	(1,012,691)	(1,067,345)	(1,121,999)	(1,176,847)	(1,231,948)	(1,288,404)	(1,345,216)	(1,402,384)	(1,460,008)	(1,518,088)	
	1,000	(1,029,231)	(1,083,885)	(1,138,539)	(1,193,474)	(1,248,675)	(1,304,131)	(1,359,842)	(1,415,808)	(1,472,030)	(1,528,508)	
	1,500	(1,045,772)	(1,100,426)	(1,155,079)	(1,210,101)	(1,265,202)	(1,320,471)	(1,375,898)	(1,431,484)	(1,487,230)	(1,543,136)	
	2,000	(1,062,312)	(1,116,966)	(1,171,620)	(1,226,729)	(1,281,830)	(1,337,021)	(1,392,302)	(1,447,684)	(1,503,166)	(1,558,748)	
	Site Specific S106	0	(1,078,852)	(1,133,506)	(1,188,255)	(1,243,356)	(1,298,457)	(1,353,558)	(1,408,659)	(1,463,760)	(1,518,861)	(1,573,962)
		2,500	(1,095,392)	(1,150,046)	(1,204,882)	(1,259,983)	(1,314,884)	(1,369,785)	(1,424,686)	(1,479,587)	(1,534,488)	(1,589,389)
		3,000	(1,111,933)	(1,166,586)	(1,221,509)	(1,276,610)	(1,331,711)	(1,386,812)	(1,441,913)	(1,497,014)	(1,552,115)	(1,607,216)
		3,500	(1,128,473)	(1,183,127)	(1,238,137)	(1,293,238)	(1,348,339)	(1,403,440)	(1,458,541)	(1,513,642)	(1,568,743)	(1,623,844)
		4,000	(1,145,013)	(1,199,667)	(1,254,764)	(1,309,865)	(1,364,966)	(1,419,967)	(1,474,968)	(1,529,969)	(1,584,970)	(1,639,971)
		4,500	(1,161,553)	(1,216,290)	(1,271,391)	(1,326,492)	(1,381,593)	(1,436,694)	(1,491,695)	(1,546,696)	(1,601,697)	(1,656,698)
		5,000	(1,178,094)	(1,232,917)	(1,288,018)	(1,343,119)	(1,398,220)	(1,453,321)	(1,508,422)	(1,563,523)	(1,618,624)	(1,673,725)
		5,500	(1,194,634)	(1,249,545)	(1,304,646)	(1,359,747)	(1,414,848)	(1,469,949)	(1,525,050)	(1,580,151)	(1,635,252)	(1,690,353)
		6,000	(1,211,174)	(1,266,172)	(1,321,273)	(1,376,374)	(1,431,475)	(1,486,576)	(1,541,677)	(1,596,778)	(1,651,879)	(1,706,980)
		6,500	(1,227,714)	(1,282,799)	(1,337,900)	(1,393,001)	(1,448,102)	(1,503,203)	(1,558,304)	(1,613,405)	(1,668,506)	(1,723,607)
	7,000	(1,244,254)	(1,299,426)	(1,354,627)	(1,409,828)	(1,465,029)	(1,520,230)	(1,575,431)	(1,630,632)	(1,685,833)	(1,741,034)	
	7,500	(1,260,794)	(1,316,054)	(1,371,355)	(1,426,656)	(1,481,957)	(1,537,258)	(1,592,559)	(1,647,860)	(1,703,161)	(1,758,462)	
	8,000	(1,277,334)	(1,332,681)	(1,388,072)	(1,443,473)	(1,498,874)	(1,554,275)	(1,609,676)	(1,665,077)	(1,720,478)	(1,775,879)	
	8,500	(1,293,874)	(1,349,308)	(1,404,791)	(1,460,312)	(1,515,833)	(1,571,354)	(1,626,875)	(1,682,396)	(1,737,917)	(1,793,438)	
9,000	(1,310,414)	(1,365,935)	(1,421,509)	(1,477,130)	(1,532,751)	(1,588,372)	(1,643,993)	(1,699,614)	(1,755,235)	(1,810,856)		
9,500	(1,326,954)	(1,382,563)	(1,438,214)	(1,493,915)	(1,549,616)	(1,605,317)	(1,661,018)	(1,716,719)	(1,772,420)	(1,828,121)		
10,000	(1,343,494)	(1,399,187)	(1,454,988)	(1,510,889)	(1,566,790)	(1,622,691)	(1,678,592)	(1,734,493)	(1,790,394)	(1,846,295)		
		(1,327,462)	(1,382,563)	(1,437,664)	(1,492,765)	(1,547,866)	(1,602,967)	(1,658,068)	(1,713,169)	(1,768,270)	(1,823,371)	
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(1,031,817)											
	14%	(731,101)	(799,705)	(868,309)	(937,020)	(1,006,071)	(1,127,521)	(1,249,071)	(1,370,621)	(1,492,171)	(1,613,721)	
	15%	(775,276)	(841,555)	(907,834)	(974,220)	(1,040,946)	(1,160,071)	(1,279,121)	(1,398,171)	(1,517,221)	(1,636,271)	
	16%	(819,451)	(883,405)	(947,359)	(1,011,420)	(1,075,821)	(1,192,621)	(1,309,421)	(1,426,221)	(1,543,021)	(1,659,821)	
	Profit	20.00%	(863,626)	(925,355)	(987,084)	(1,048,813)	(1,110,542)	(1,226,342)	(1,342,142)	(1,457,942)	(1,573,742)	(1,689,542)
		17.5%	(885,713)	(946,180)	(1,006,646)	(1,067,220)	(1,127,794)	(1,241,446)	(1,355,098)	(1,468,750)	(1,582,402)	(1,696,054)
		19%	(951,976)	(1,008,955)	(1,065,934)	(1,123,020)	(1,180,446)	(1,290,271)	(1,399,096)	(1,507,921)	(1,616,746)	(1,725,571)
		20%	(996,151)	(1,050,805)	(1,105,459)	(1,160,220)	(1,215,321)	(1,322,821)	(1,430,321)	(1,537,821)	(1,645,321)	(1,752,821)
		21%	(1,040,326)	(1,092,655)	(1,144,984)	(1,197,420)	(1,250,196)	(1,355,371)	(1,460,546)	(1,565,721)	(1,670,896)	(1,776,071)
		22%	(1,084,501)	(1,134,505)	(1,184,509)	(1,234,513)	(1,284,517)	(1,387,921)	(1,491,325)	(1,594,729)	(1,698,133)	(1,801,537)
23%	(1,128,676)	(1,176,355)	(1,224,034)	(1,271,820)	(1,319,606)	(1,420,471)	(1,521,336)	(1,622,201)	(1,723,066)	(1,823,931)		
24%	(1,172,851)	(1,218,205)	(1,263,559)	(1,309,020)	(1,354,481)	(1,453,021)	(1,551,561)	(1,650,101)	(1,748,641)	(1,847,181)		
25%	(1,217,026)	(1,260,055)	(1,303,084)	(1,346,220)	(1,389,356)	(1,485,571)	(1,581,786)	(1,678,001)	(1,774,216)	(1,870,431)		

Appendix 7

Scheme Ref:
Title:
Notes:
F9 update

MV
30 No. Units at Lower Mid Value Zone - Holiday Lets
Greenfield

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(1,031,817)										
	100,000	(643,277)	(697,931)	(752,585)	(807,346)	(862,447)	(969,948)	(1,515,542)	(2,061,136)	(2,606,731)	(3,152,325)
	150,000	(766,827)	(821,481)	(876,135)	(930,896)	(985,997)	(1,093,498)	(1,639,092)	(2,184,686)	(2,730,281)	(3,275,875)
TLV (per acre)	200,000	(890,377)	(945,031)	(999,685)	(1,054,446)	(1,109,547)	(1,217,048)	(1,762,642)	(2,308,236)	(2,853,831)	(3,399,425)
	250,000	(1,013,927)	(1,068,581)	(1,123,235)	(1,177,996)	(1,233,097)	(1,340,598)	(1,886,192)	(2,431,786)	(2,977,381)	(3,522,975)
	300,000	(1,137,477)	(1,192,131)	(1,246,785)	(1,301,546)	(1,356,647)	(1,464,148)	(2,009,742)	(2,555,336)	(3,100,931)	(3,646,525)
	350,000	(1,261,027)	(1,315,681)	(1,370,335)	(1,425,096)	(1,480,197)	(1,587,698)	(2,133,292)	(2,678,886)	(3,224,481)	(3,770,075)
	400,000	(1,384,577)	(1,439,231)	(1,493,885)	(1,548,646)	(1,603,747)	(1,711,248)	(2,256,842)	(2,802,436)	(3,348,031)	(3,893,625)
	450,000	(1,508,127)	(1,562,781)	(1,617,435)	(1,672,196)	(1,727,297)	(1,834,798)	(2,380,392)	(2,925,986)	(3,471,581)	(4,017,175)
	500,000	(1,631,677)	(1,686,331)	(1,740,985)	(1,795,746)	(1,850,847)	(1,958,348)	(2,503,942)	(3,049,536)	(3,595,131)	(4,142,725)
	550,000	(1,755,227)	(1,809,881)	(1,864,535)	(1,919,296)	(1,974,397)	(2,081,898)	(2,627,492)	(3,173,086)	(3,718,681)	(4,264,275)
		AH - % on site 0%									
Balance (RLV - TLV)	(1,031,817)										
	5	(3,996,019)	(4,050,673)	(4,105,327)	(4,160,088)	(4,215,189)	(4,322,689)	(4,868,284)	(5,413,878)	(5,959,472)	(6,505,067)
	10	(2,196,098)	(2,250,752)	(2,305,406)	(2,360,167)	(2,415,268)	(2,522,769)	(3,068,363)	(3,613,957)	(4,159,551)	(4,705,146)
Density (dph)	15	(1,596,125)	(1,650,778)	(1,705,432)	(1,760,193)	(1,815,294)	(1,922,795)	(2,468,389)	(3,013,984)	(3,559,578)	(4,105,172)
	20	(1,296,138)	(1,350,792)	(1,405,445)	(1,460,206)	(1,515,307)	(1,622,808)	(2,168,402)	(2,713,997)	(3,259,591)	(3,805,185)
	25	(1,116,146)	(1,170,800)	(1,225,453)	(1,280,214)	(1,335,315)	(1,442,816)	(1,988,410)	(2,534,005)	(3,079,599)	(3,625,193)
	30	(996,151)	(1,050,805)	(1,105,458)	(1,160,220)	(1,215,321)	(1,322,821)	(1,868,416)	(2,414,010)	(2,959,604)	(3,505,198)
	35	(910,440)	(965,094)	(1,019,748)	(1,074,509)	(1,129,610)	(1,237,111)	(1,782,705)	(2,328,299)	(2,873,894)	(3,419,488)
	40	(846,158)	(900,811)	(955,465)	(1,010,226)	(1,065,327)	(1,172,828)	(1,718,422)	(2,264,017)	(2,809,611)	(3,355,205)
	45	(796,160)	(850,814)	(905,467)	(960,228)	(1,015,329)	(1,122,830)	(1,668,424)	(2,214,019)	(2,759,613)	(3,305,207)
	50	(756,162)	(810,815)	(865,469)	(920,230)	(975,331)	(1,082,832)	(1,628,426)	(2,174,020)	(2,719,615)	(3,265,209)
	55	(723,436)	(778,090)	(832,743)	(887,504)	(942,605)	(1,050,106)	(1,595,700)	(2,141,295)	(2,686,889)	(3,232,483)
		AH - % on site 0%									
Balance (RLV - TLV)	(1,031,817)										
	40%	(1,002,978)	(1,057,632)	(1,112,285)	(1,167,082)	(1,222,183)	(1,363,906)	(1,909,500)	(2,455,094)	(3,000,689)	(3,546,283)
	45%	(1,003,953)	(1,058,607)	(1,113,261)	(1,168,063)	(1,223,164)	(1,369,775)	(1,915,369)	(2,460,963)	(3,006,558)	(3,552,152)
% Cat M4(2)	50%	(1,004,928)	(1,059,582)	(1,114,236)	(1,169,043)	(1,224,144)	(1,375,644)	(1,921,238)	(2,466,833)	(3,012,427)	(3,558,021)
	55%	(1,005,903)	(1,060,557)	(1,115,211)	(1,170,023)	(1,225,124)	(1,381,513)	(1,927,108)	(2,472,702)	(3,018,296)	(3,563,890)
	60%	(1,006,879)	(1,061,533)	(1,116,186)	(1,171,004)	(1,226,105)	(1,387,382)	(1,932,977)	(2,478,571)	(3,024,165)	(3,569,760)
	65%	(1,007,854)	(1,062,508)	(1,117,162)	(1,171,984)	(1,227,085)	(1,393,252)	(1,938,846)	(2,484,440)	(3,030,034)	(3,575,629)
	70%	(1,008,829)	(1,063,483)	(1,118,137)	(1,172,964)	(1,228,065)	(1,399,121)	(1,944,715)	(2,490,309)	(3,035,904)	(3,581,498)
	75%	(1,009,804)	(1,064,458)	(1,119,112)	(1,173,945)	(1,229,046)	(1,404,990)	(1,950,584)	(2,496,179)	(3,041,773)	(3,587,367)
	80%	(1,010,780)	(1,065,434)	(1,120,087)	(1,174,925)	(1,230,026)	(1,410,859)	(1,956,453)	(2,502,048)	(3,047,642)	(3,593,236)

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at Lower Mid Value Zone - Holiday Lets
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme						30 Units
AH Policy requirement (% Target)						0%
AH tenure split %						50%
	Affordable Rent:					30%
	Shared Ownership:					20%
Open Market Sale (OMS) housing						100%
CIL Rate (£ psm)						100%
						0.00 £ psm
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	0.0%	0.0	100.0%	0.0	0.0%	0.0
3 bed House	100.0%	30.0	0.0%	0.0	100.0%	30.0
4 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100%	30.0	100.0%	0.0	100.0%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	0.0	0	100.0%		0.0	0
2 bed House	0.0	0	100.0%		0.0	0
3 bed House	111.0	1,195	100.0%		111.0	1,195
4 bed House	0.0	0	100.0%		0.0	0
5 bed House	0.0	0	100.0%		0.0	0
1 bed Flat	0.0	0	90.0%		0.0	0
2 bed Flat	0.0	0	90.0%		0.0	0
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	3,330	35,844	0	0	3,330	35,844
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	3,330	35,844	0	0	3,330	35,844
AH % by floor area:		0.00%		AH % by floor area due to mix		
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	0	#DIV/0!	#DIV/0!		0	
2 bed House	0	#DIV/0!	#DIV/0!		0	
3 bed House	185,000	1,667	155		5,550,000	
4 bed House	0	#DIV/0!	#DIV/0!		0	
5 bed House	0	#DIV/0!	#DIV/0!		0	
1 bed Flat	0	#DIV/0!	#DIV/0!		0	
2 bed Flat	0	#DIV/0!	#DIV/0!		0	
					5,550,000	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,136	#DIV/0!	0	0	65%
2 bed House	72,000	1,029	#DIV/0!	0	0	65%
3 bed House	90,000	1,071	49%	120,250	1,432	65%
4 bed House	107,000	1,103	#DIV/0!	0	0	65%
5 bed House	120,000	1,091	#DIV/0!	0	0	65%
1 bed Flat	66,000	1,320	#DIV/0!	0	0	65%
2 bed Flat	72,000	1,180	#DIV/0!	0	0	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	0	0	80%			
2 bed House	0	0	80%			
3 bed House	148,000	1,762	80%			
4 bed House	0	0	80%			
5 bed House	0	0	80%			
1 bed Flat	0	0	80%			
2 bed Flat	0	0	80%			

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at Lower Mid Value Zone - Holiday Lets
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	30.0	@	185,000	5,550,000
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	30.0			5,550,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	120,250	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	148,000	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Sub-total GDV Residential	30.0			5,550,000
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	0
		0 £ psm (total GIA sqm)	0 £ per unit (total units)	
Grant	30	@	0	-
Total GDV				5,550,000

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at Lower Mid Value Zone - Holiday Lets
 Notes: Greenfield
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RESIDUAL LAND VALUE				
Residual Land Value (gross)				347,098
SDLT	347,098 @	5.0% (slabbed)		(6,855)
Acquisition Agent fees	347,098 @	1.0%		(3,471)
Acquisition Legal fees	347,098 @	0.5%		(1,735)
Interest on Land	347,098 @	6.5%		(22,561)
Residual Land Value				312,475
RLV analysis:	10,416 £ per plot	312,475 £ per ha	126,457 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		1.00 ha	2.47 acres	
Density analysis:		3,330 sqm/ha	14,506 sqft/ac	
Threshold Land Value	22,499 £ per plot	674,973 £ per ha	273,158 £ per acre	674,973

BALANCE				
Surplus/(Deficit)		(362,498) £ per ha	(146,701) £ per acre	(362,498)

Appendix 7

Scheme Ref: MV
 Title: 30 No. Units at Lower Mid Value Zone - Holiday Lets
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS												
		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(362,498)											
	0	(362,498)	(516,543)	(593,629)	(671,991)	(760,939)	(850,079)	(939,527)	(1,029,199)	(1,119,230)	(1,209,848)	
	10	(395,879)	(546,586)	(622,152)	(702,847)	(789,867)	(877,221)	(964,730)	(1,052,585)	(1,140,700)	(1,229,440)	
	20	(429,260)	(576,646)	(650,675)	(733,704)	(818,795)	(904,362)	(989,933)	(1,075,972)	(1,162,251)	(1,249,031)	
	30	(462,641)	(606,847)	(681,398)	(764,561)	(847,872)	(931,504)	(1,015,174)	(1,099,359)	(1,183,801)	(1,268,145)	
	40	(496,022)	(637,048)	(714,184)	(795,418)	(876,953)	(958,646)	(1,040,510)	(1,122,746)	(1,205,352)	(1,288,432)	
	CIL Epsm 0.00	50	(529,403)	(667,663)	(746,969)	(826,279)	(906,033)	(985,788)	(1,065,846)	(1,146,132)	(1,226,902)	(1,308,720)
		60	(562,814)	(702,377)	(779,754)	(857,298)	(935,114)	(1,012,929)	(1,091,181)	(1,169,519)	(1,248,453)	(1,328,008)
		70	(596,371)	(737,091)	(812,539)	(888,317)	(964,194)	(1,040,128)	(1,116,517)	(1,193,019)	(1,270,004)	(1,347,295)
		80	(629,927)	(771,805)	(845,398)	(919,336)	(993,274)	(1,067,412)	(1,141,852)	(1,216,529)	(1,291,554)	(1,368,583)
		90	(663,484)	(806,519)	(878,356)	(950,355)	(1,022,355)	(1,094,697)	(1,167,188)	(1,240,039)	(1,313,843)	(1,388,870)
		100	(701,907)	(841,252)	(911,313)	(981,374)	(1,051,439)	(1,121,981)	(1,192,524)	(1,263,548)	(1,334,860)	(1,406,884)
		110	(740,478)	(876,149)	(944,271)	(1,012,393)	(1,080,673)	(1,149,266)	(1,217,910)	(1,287,058)	(1,356,176)	(1,425,446)
		120	(779,049)	(911,045)	(977,229)	(1,043,412)	(1,109,906)	(1,176,550)	(1,243,379)	(1,310,568)	(1,378,492)	(1,446,733)
		130	(817,620)	(945,942)	(1,010,187)	(1,074,444)	(1,139,139)	(1,203,835)	(1,268,848)	(1,334,078)	(1,399,909)	(1,465,021)
		140	(856,226)	(980,838)	(1,043,144)	(1,105,626)	(1,168,373)	(1,231,120)	(1,294,317)	(1,357,548)	(1,421,252)	(1,485,000)
	150	(895,000)	(1,015,735)	(1,076,102)	(1,136,808)	(1,197,606)	(1,258,474)	(1,319,786)	(1,381,527)	(1,443,942)	(1,506,596)	
	160	(933,774)	(1,050,631)	(1,109,142)	(1,167,991)	(1,226,840)	(1,285,902)	(1,345,255)	(1,404,932)	(1,464,962)	(1,525,284)	
	170	(972,548)	(1,085,528)	(1,142,273)	(1,199,173)	(1,256,073)	(1,313,330)	(1,370,724)	(1,428,577)	(1,486,974)	(1,545,974)	
	180	(1,011,322)	(1,120,453)	(1,175,404)	(1,230,355)	(1,285,324)	(1,340,758)	(1,396,133)	(1,452,522)	(1,509,491)	(1,566,991)	
190	(1,050,095)	(1,155,533)	(1,208,535)	(1,261,538)	(1,314,711)	(1,368,186)	(1,422,528)	(1,477,267)	(1,532,507)	(1,588,284)		
200	(1,088,869)	(1,190,613)	(1,241,667)	(1,292,720)	(1,344,099)	(1,395,615)	(1,447,502)	(1,500,013)	(1,553,284)	(1,607,334)		
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(362,498)											
	0	(439,521)	(516,543)	(593,629)	(671,991)	(760,939)	(850,079)	(939,527)	(1,029,199)	(1,119,230)	(1,209,848)	
	500	(453,686)	(530,709)	(607,868)	(688,358)	(777,306)	(866,533)	(955,980)	(1,045,739)	(1,135,777)	(1,226,475)	
	1,000	(467,851)	(544,874)	(622,108)	(704,726)	(793,674)	(882,986)	(972,434)	(1,062,279)	(1,152,404)	(1,243,103)	
	1,500	(482,016)	(559,039)	(636,348)	(721,093)	(810,041)	(899,440)	(988,888)	(1,078,819)	(1,169,031)	(1,259,908)	
	2,000	(496,182)	(573,204)	(650,588)	(737,461)	(826,446)	(915,894)	(1,005,341)	(1,095,360)	(1,185,658)	(1,276,449)	
	Site Specific S106 0	2,500	(510,347)	(587,442)	(664,880)	(753,828)	(842,899)	(932,347)	(1,021,869)	(1,111,900)	(1,202,286)	(1,293,991)
		3,000	(524,512)	(601,682)	(681,248)	(770,196)	(859,353)	(948,801)	(1,038,409)	(1,128,440)	(1,218,913)	(1,309,533)
		3,500	(538,677)	(615,922)	(697,615)	(786,563)	(875,807)	(965,255)	(1,054,949)	(1,144,980)	(1,235,540)	(1,326,705)
		4,000	(552,843)	(630,162)	(713,983)	(802,931)	(892,260)	(981,708)	(1,071,489)	(1,161,521)	(1,252,167)	(1,343,417)
		4,500	(567,017)	(644,401)	(730,350)	(819,299)	(908,714)	(998,162)	(1,088,030)	(1,178,096)	(1,268,795)	(1,359,159)
		5,000	(581,256)	(658,641)	(746,718)	(835,720)	(925,168)	(1,014,616)	(1,104,570)	(1,194,723)	(1,285,422)	(1,376,700)
		5,500	(595,496)	(674,137)	(763,085)	(852,174)	(941,621)	(1,031,079)	(1,121,110)	(1,211,350)	(1,302,049)	(1,393,242)
		6,000	(609,736)	(690,505)	(779,453)	(868,627)	(958,075)	(1,047,619)	(1,137,650)	(1,227,978)	(1,319,198)	(1,411,784)
		6,500	(623,976)	(706,872)	(795,821)	(885,081)	(974,529)	(1,064,159)	(1,154,191)	(1,244,605)	(1,335,740)	(1,427,326)
		7,000	(638,215)	(723,240)	(812,188)	(901,535)	(990,982)	(1,080,700)	(1,170,731)	(1,261,232)	(1,352,282)	(1,443,868)
	7,500	(652,455)	(739,607)	(828,556)	(917,988)	(1,007,436)	(1,097,240)	(1,187,271)	(1,277,860)	(1,368,824)	(1,460,409)	
	8,000	(666,695)	(755,975)	(844,994)	(934,442)	(1,023,890)	(1,113,780)	(1,203,811)	(1,294,487)	(1,385,865)	(1,477,951)	
	8,500	(683,394)	(772,343)	(861,448)	(950,896)	(1,040,343)	(1,130,320)	(1,220,415)	(1,311,114)	(1,402,497)	(1,494,493)	
	9,000	(699,762)	(788,710)	(877,901)	(967,349)	(1,056,829)	(1,146,861)	(1,237,043)	(1,327,741)	(1,418,449)	(1,509,035)	
9,500	(716,129)	(805,078)	(894,355)	(983,803)	(1,073,370)	(1,163,401)	(1,253,670)	(1,344,369)	(1,435,991)	(1,527,577)		
10,000	(732,497)	(821,445)	(910,809)	(1,000,257)	(1,089,910)	(1,179,941)	(1,270,297)	(1,361,047)	(1,452,533)	(1,544,119)		
		AH - % on site 0%										
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	(362,498)											
	14%	(164,296)	(255,804)	(347,375)	(439,245)	(531,116)	(623,153)	(723,077)	(829,399)	(936,080)	(1,043,348)	
	15%	(210,167)	(299,261)	(388,417)	(477,873)	(567,330)	(656,953)	(759,152)	(862,699)	(966,605)	(1,071,098)	
	16%	(256,038)	(342,717)	(429,460)	(516,501)	(603,543)	(694,679)	(795,227)	(895,999)	(997,130)	(1,098,848)	
	Profit 20.00%	17.5%	(324,844)	(407,902)	(491,023)	(574,443)	(657,864)	(752,954)	(849,339)	(945,949)	(1,042,917)	(1,140,473)
		19%	(393,650)	(473,087)	(552,586)	(632,385)	(719,314)	(811,229)	(903,452)	(995,899)	(1,088,705)	(1,182,098)
		20%	(439,521)	(516,543)	(593,629)	(671,991)	(760,939)	(850,079)	(939,527)	(1,029,199)	(1,119,230)	(1,209,848)
		21%	(485,392)	(560,000)	(634,671)	(716,391)	(802,564)	(888,929)	(975,602)	(1,062,499)	(1,149,755)	(1,237,598)
		22%	(531,262)	(603,456)	(677,392)	(760,791)	(844,189)	(927,779)	(1,011,677)	(1,095,799)	(1,180,280)	(1,265,348)
		23%	(577,133)	(646,913)	(724,567)	(805,191)	(885,814)	(966,629)	(1,047,752)	(1,129,099)	(1,210,805)	(1,293,098)
24%		(623,004)	(694,239)	(771,742)	(849,591)	(927,439)	(1,005,479)	(1,083,827)	(1,162,399)	(1,241,330)	(1,320,848)	
25%		(669,532)	(744,189)	(818,917)	(893,991)	(969,064)	(1,044,329)	(1,119,902)	(1,195,699)	(1,271,855)	(1,348,598)	

Appendix 7

Scheme Ref:
Title:
Notes:
F9 update

MV
30 No. Units at Lower Mid Value Zone - Holiday Lets
Greenfield

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(362,498)										
100,000	(11,647)	(88,670)	(165,755)	(244,117)	(333,065)	(422,206)	(511,653)	(601,325)	(691,357)	(781,975)	
150,000	(135,197)	(212,220)	(289,305)	(367,667)	(456,615)	(545,756)	(635,203)	(724,875)	(814,907)	(905,525)	
200,000	(258,747)	(335,770)	(412,855)	(491,217)	(580,165)	(669,306)	(758,753)	(848,425)	(938,457)	(1,029,075)	
273,158	(382,297)	(459,320)	(536,405)	(614,767)	(703,715)	(792,856)	(882,303)	(971,975)	(1,062,007)	(1,152,625)	
300,000	(505,847)	(582,870)	(659,955)	(738,317)	(827,265)	(916,406)	(1,005,853)	(1,095,525)	(1,185,557)	(1,276,175)	
350,000	(629,397)	(706,420)	(783,505)	(861,867)	(950,815)	(1,039,956)	(1,129,403)	(1,219,075)	(1,309,107)	(1,399,725)	
400,000	(752,947)	(829,970)	(907,055)	(985,417)	(1,074,365)	(1,163,506)	(1,252,953)	(1,342,625)	(1,432,657)	(1,523,275)	
450,000	(876,497)	(953,520)	(1,030,605)	(1,108,967)	(1,197,915)	(1,287,056)	(1,376,503)	(1,466,175)	(1,556,207)	(1,646,825)	
500,000	(1,000,047)	(1,077,070)	(1,154,155)	(1,232,517)	(1,321,465)	(1,410,606)	(1,500,053)	(1,589,725)	(1,679,757)	(1,770,375)	
550,000	(1,123,597)	(1,200,620)	(1,277,705)	(1,356,067)	(1,445,015)	(1,534,156)	(1,623,603)	(1,713,275)	(1,803,307)	(1,893,925)	

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(362,498)										
5	(3,814,388)	(3,891,411)	(3,968,496)	(4,046,858)	(4,135,806)	(4,224,946)	(4,314,394)	(4,404,066)	(4,494,097)	(4,584,715)	
10	(1,789,468)	(1,866,490)	(1,943,575)	(2,021,938)	(2,110,886)	(2,200,026)	(2,289,474)	(2,379,146)	(2,469,177)	(2,559,795)	
Density (dph)											
30	(1,114,494)	(1,191,517)	(1,268,602)	(1,346,964)	(1,435,912)	(1,525,052)	(1,614,500)	(1,704,172)	(1,794,203)	(1,884,822)	
20	(777,007)	(854,030)	(931,115)	(1,009,477)	(1,098,426)	(1,187,566)	(1,277,014)	(1,366,685)	(1,456,717)	(1,547,335)	
25	(574,515)	(651,538)	(728,623)	(806,985)	(895,934)	(985,074)	(1,074,521)	(1,164,193)	(1,254,225)	(1,344,843)	
30	(439,521)	(516,543)	(593,629)	(671,991)	(760,939)	(850,079)	(939,527)	(1,029,199)	(1,119,230)	(1,209,848)	
35	(343,096)	(420,119)	(497,204)	(575,566)	(664,514)	(753,654)	(843,102)	(932,774)	(1,022,805)	(1,113,423)	
40	(270,777)	(347,800)	(424,885)	(503,247)	(592,196)	(681,336)	(770,783)	(860,455)	(950,487)	(1,041,105)	
45	(214,530)	(291,552)	(368,637)	(447,000)	(535,948)	(625,088)	(714,536)	(804,208)	(894,239)	(984,857)	
50	(169,531)	(246,554)	(323,639)	(402,001)	(490,950)	(580,090)	(669,537)	(759,209)	(849,241)	(939,859)	
55	(132,715)	(209,737)	(286,822)	(365,185)	(454,133)	(543,273)	(632,721)	(722,393)	(812,424)	(903,042)	

		AH - % on site 0%									
		5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	(362,498)										
40%	(445,367)	(522,390)	(599,506)	(678,746)	(767,694)	(856,870)	(946,318)	(1,036,025)	(1,126,057)	(1,216,711)	
45%	(446,202)	(523,225)	(600,345)	(679,711)	(768,659)	(857,840)	(947,288)	(1,037,001)	(1,127,032)	(1,217,691)	
% Cat M4(2)											
5%	(447,038)	(524,060)	(601,185)	(680,676)	(769,624)	(858,810)	(948,258)	(1,037,976)	(1,128,007)	(1,218,672)	
55%	(447,873)	(524,896)	(602,025)	(681,641)	(770,590)	(859,780)	(949,228)	(1,038,951)	(1,129,982)	(1,219,652)	
60%	(448,708)	(525,731)	(602,864)	(682,606)	(771,555)	(860,751)	(950,198)	(1,039,926)	(1,129,958)	(1,220,632)	
65%	(449,543)	(526,566)	(603,704)	(683,571)	(772,520)	(861,721)	(951,169)	(1,040,902)	(1,130,933)	(1,221,613)	
70%	(450,379)	(527,401)	(604,543)	(684,537)	(773,485)	(862,691)	(952,139)	(1,041,877)	(1,131,908)	(1,222,593)	
75%	(451,214)	(528,236)	(605,383)	(685,502)	(774,450)	(863,661)	(953,109)	(1,042,852)	(1,132,883)	(1,223,573)	
80%	(452,049)	(529,072)	(606,223)	(686,467)	(775,415)	(864,631)	(954,079)	(1,043,827)	(1,133,859)	(1,224,554)	

Appendix 7

Scheme Ref: HV
 Title: 30 No. Units at High Value Zone - Holiday Lets
 Notes: Greenfield

F9 update

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme						30 Units
AH Policy requirement (% Target)						0%
AH tenure split %						50%
	Affordable Rent:					30%
	Shared Ownership:					20%
	Starter Homes:					
Open Market Sale (OMS) housing						100%
CIL Rate (£ psm)						100%
						0.00 £ psm
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed House	0.0%	0.0	100.0%	0.0	0.0%	0.0
3 bed House	100.0%	30.0	0.0%	0.0	100.0%	30.0
4 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0.0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0.0%	0.0
Total number of units	100%	30.0	100.0%	0.0	100.0%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	0.0	0	100.0%		0.0	0
2 bed House	0.0	0	100.0%		0.0	0
3 bed House	111.0	1,195	100.0%		111.0	1,195
4 bed House	0.0	0	100.0%		0.0	0
5 bed House	0.0	0	100.0%		0.0	0
1 bed Flat	0.0	0	90.0%		0.0	0
2 bed Flat	0.0	0	90.0%		0.0	0
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624	100.0%		58.0	624
2 bed House	70.0	753	100.0%		70.0	753
3 bed House	84.0	904	100.0%		84.0	904
4 bed House	97.0	1,044	100.0%		97.0	1,044
5 bed House	110.0	1,184	100.0%		110.0	1,184
1 bed Flat	50.0	538	90.0%		55.6	598
2 bed Flat	61.0	657	90.0%		67.8	730
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	3,330	35,844	0	0	3,330	35,844
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	3,330	35,844	0	0	3,330	35,844
AH % by floor area:		0.00% AH % by floor area due to mix				
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf		total MV £ (no AH)	
1 bed House	0	#DIV/0!	#DIV/0!		0	
2 bed House	0	#DIV/0!	#DIV/0!		0	
3 bed House	220,000	1,982	184		6,600,000	
4 bed House	0	#DIV/0!	#DIV/0!		0	
5 bed House	0	#DIV/0!	#DIV/0!		0	
1 bed Flat	0	#DIV/0!	#DIV/0!		0	
2 bed Flat	0	#DIV/0!	#DIV/0!		0	
					6,600,000	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	SO £	Epsm	% of MV
1 bed House	66,000	1,136	#DIV/0!	120,250	2,073	65%
2 bed House	72,000	1,029	#DIV/0!	149,500	2,136	65%
3 bed House	90,000	1,071	41%	175,500	2,089	65%
4 bed House	107,000	1,103	#DIV/0!	227,500	2,345	65%
5 bed House	120,000	1,091	#DIV/0!	266,500	2,423	65%
1 bed Flat	66,000	1,320	#DIV/0!	120,250	2,405	65%
2 bed Flat	72,000	1,180	#DIV/0!	146,250	2,398	65%
Affordable Housing values (£) -	SH £	Epsm	% of MV			
1 bed House	0	0	80%			
2 bed House	0	0	80%			
3 bed House	176,000	2,095	80%			
4 bed House	0	0	80%			
5 bed House	0	0	80%			
1 bed Flat	0	0	80%			
2 bed Flat	0	0	80%			

Appendix 7

Scheme Ref: HV
 Title: 30 No. Units at High Value Zone - Holiday Lets
 Notes: Greenfield
 F9 update

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	30.0	@	220,000	6,600,000
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	30.0			6,600,000
Affordable Rent GDV -				
1 bed House	0.0	@	66,000	-
2 bed House	0.0	@	72,000	-
3 bed House	0.0	@	90,000	-
4 bed House	0.0	@	107,000	-
5 bed House	0.0	@	120,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	72,000	-
	0.0			-
Shared Ownership GDV -				
1 bed House	0.0	@	120,250	-
2 bed House	0.0	@	149,500	-
3 bed House	0.0	@	175,500	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	266,500	-
1 bed Flat	0.0	@	120,250	-
2 bed Flat	0.0	@	146,250	-
	0.0			-
Starter Homes GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	176,000	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Sub-total GDV Residential	30.0			6,600,000
<i>AH on-site cost analysis:</i>				
			<i>EMV less EGDV</i>	0
		<i>0 £ psm (total GIA sqm)</i>	<i>0 £ per unit (total units)</i>	
Grant	30	@	0	-
Total GDV				6,600,000

Appendix 7

Scheme Ref: HV
 Title: 30 No. Units at High Value Zone - Holiday Lets
 Notes: Greenfield
 F9 update

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,154,310
SDLT	1,154,310 @		5.0% (slabbed)	(47,215)
Acquisition Agent fees	1,154,310 @		1.0%	(11,543)
Acquisition Legal fees	1,154,310 @		0.5%	(5,772)
Interest on Land	1,154,310 @		6.5%	(75,030)
Residual Land Value				1,014,749
RLV analysis:	33,825 £ per plot	1,014,749 £ per ha	410,663 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		1.00 ha	2.47 acres	
Density analysis:		3,330 sqm/ha	14,506 sqft/ac	
Threshold Land Value	24,999 £ per plot	749,968 £ per ha	303,508 £ per acre	749,968

BALANCE				
Surplus/(Deficit)		264,781 £ per ha	107,155 £ per acre	264,781

Appendix 7

Scheme Ref: HV
 Title: 30 No. Units at High Value Zone - Holiday Lets
 Notes: Greenfield
 F9 update

SENSITIVITY ANALYSIS

		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	264,781	264,781	157,807	104,320	50,833	(2,654)	(56,141)	(109,628)	(163,115)	(216,603)	(270,090)	
	0	231,749	128,078	76,242	24,407	(27,429)	(79,264)	(131,100)	(182,935)	(234,770)	(286,606)	
	10	198,716	98,348	48,165	(2,019)	(52,203)	(102,387)	(152,571)	(202,754)	(252,938)	(303,122)	
	20	165,683	68,619	20,087	(28,445)	(76,977)	(125,510)	(174,042)	(222,574)	(271,106)	(319,638)	
	30	132,651	38,890	(7,991)	(54,871)	(101,752)	(148,632)	(195,513)	(242,394)	(289,274)	(336,155)	
	CIL Epsm	0.00	99,618	9,161	(36,068)	(81,297)	(126,526)	(171,755)	(216,984)	(262,213)	(307,442)	(352,671)
		50	66,586	(20,569)	(64,146)	(107,723)	(151,301)	(194,878)	(238,455)	(282,033)	(325,610)	(369,187)
		60	386	(80,116)	(120,368)	(160,619)	(200,870)	(241,123)	(281,398)	(321,672)	(361,946)	(402,220)
		70	(32,820)	(110,002)	(148,593)	(187,184)	(225,775)	(264,366)	(302,957)	(341,548)	(380,139)	(418,736)
		80	(66,027)	(139,888)	(176,818)	(213,749)	(250,680)	(287,610)	(324,541)	(361,471)	(398,402)	(435,333)
		90	(99,233)	(169,774)	(205,044)	(240,314)	(275,584)	(310,855)	(346,125)	(381,395)	(416,666)	(451,936)
		100	(132,439)	(199,659)	(233,269)	(266,879)	(300,489)	(334,099)	(367,709)	(401,319)	(434,929)	(468,539)
		110	(165,646)	(229,545)	(261,495)	(293,444)	(325,394)	(357,344)	(389,293)	(421,243)	(453,192)	(485,142)
		120	(198,852)	(259,431)	(289,720)	(320,009)	(350,299)	(380,588)	(410,877)	(441,167)	(471,456)	(501,745)
		130	(232,058)	(289,316)	(317,945)	(346,574)	(375,203)	(403,832)	(432,461)	(461,090)	(489,719)	(518,348)
	140	(265,265)	(319,202)	(346,171)	(373,139)	(400,108)	(427,077)	(454,046)	(481,014)	(507,983)	(534,952)	
	150	(298,500)	(349,088)	(374,396)	(399,705)	(425,013)	(450,321)	(475,630)	(500,938)	(526,246)	(551,555)	
	160	(331,882)	(379,125)	(402,747)	(426,368)	(449,990)	(473,612)	(497,233)	(520,854)	(544,475)	(568,096)	
	170	(365,263)	(409,168)	(431,120)	(453,073)	(475,026)	(496,978)	(518,931)	(540,884)	(562,836)	(584,789)	
	180	(398,644)	(439,211)	(459,494)	(479,778)	(500,062)	(520,345)	(540,629)	(560,912)	(581,196)	(601,479)	
	190											
200												
		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	264,781	264,781	157,807	104,320	50,833	(2,654)	(56,141)	(109,628)	(163,115)	(216,603)	(270,090)	
	500	250,764	143,790	90,303	36,815	(16,672)	(70,159)	(123,646)	(177,133)	(230,620)	(284,107)	
	1,000	236,746	129,772	76,285	22,798	(30,689)	(84,176)	(137,663)	(191,150)	(244,637)	(298,124)	
	1,500	222,729	115,755	62,268	8,781	(44,706)	(98,193)	(151,680)	(205,167)	(258,655)	(312,142)	
	2,000	208,712	101,738	48,251	(5,237)	(58,724)	(112,211)	(165,698)	(219,185)	(272,672)	(326,159)	
	Site Specific S106	0	194,694	87,720	34,233	(19,254)	(72,741)	(126,228)	(179,715)	(233,202)	(286,689)	(340,176)
		3,000	180,677	73,703	20,216	(33,271)	(86,758)	(140,245)	(193,732)	(247,219)	(300,707)	(354,194)
		3,500	166,660	59,686	6,199	(47,289)	(100,776)	(154,263)	(207,750)	(261,237)	(314,724)	(368,211)
		4,000	152,642	45,668	(7,819)	(61,306)	(114,793)	(168,280)	(221,767)	(275,254)	(328,741)	(382,228)
		4,500	138,625	31,651	(21,836)	(75,323)	(128,810)	(182,297)	(235,784)	(289,271)	(342,759)	(396,246)
		5,000	124,608	17,634	(35,853)	(89,341)	(142,828)	(196,315)	(249,802)	(303,289)	(356,776)	(410,263)
		5,500	110,590	3,616	(49,871)	(103,358)	(156,845)	(210,332)	(263,819)	(317,306)	(370,793)	(424,303)
		6,000	96,573	(10,401)	(63,888)	(117,375)	(170,862)	(224,349)	(277,836)	(331,326)	(384,860)	(438,394)
		6,500	82,556	(24,418)	(77,905)	(131,393)	(184,880)	(238,367)	(291,884)	(345,418)	(398,951)	(452,485)
		7,000	68,538	(38,436)	(91,923)	(145,410)	(198,907)	(252,441)	(305,975)	(359,509)	(413,042)	(466,576)
	7,500	54,521	(52,453)	(105,940)	(159,465)	(212,998)	(266,532)	(320,066)	(373,600)	(427,133)	(480,667)	
	8,000	40,504	(66,488)	(120,022)	(173,556)	(227,089)	(280,623)	(334,157)	(387,691)	(441,225)	(494,758)	
	8,500	26,486	(80,579)	(134,113)	(187,647)	(241,181)	(294,714)	(348,248)	(401,782)	(455,316)	(508,849)	
	9,000	12,397	(94,670)	(148,204)	(201,738)	(255,272)	(308,805)	(362,339)	(415,873)	(469,407)	(522,940)	
	9,500	(1,694)	(108,761)	(162,295)	(215,829)	(269,363)	(322,897)	(376,430)	(429,964)	(483,498)	(537,032)	
	10,000	(15,785)	(122,853)	(176,386)	(229,920)	(283,454)	(336,988)	(390,521)	(444,055)	(497,589)	(551,123)	
		AH - % on site 0%										
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	264,781	264,781	157,807	104,320	50,833	(2,654)	(56,141)	(109,628)	(163,115)	(216,603)	(270,090)	
	14%	609,301	467,875	397,162	326,449	255,736	185,023	114,310	43,597	(27,117)	(97,830)	
	15%	551,881	416,197	348,355	280,513	212,671	144,829	76,987	9,145	(58,698)	(126,540)	
	16%	494,461	364,519	299,548	234,577	169,606	104,635	39,664	(25,307)	(90,279)	(155,250)	
	17.5%	408,331	287,002	226,337	165,673	105,008	44,344	(16,321)	(76,985)	(137,650)	(198,315)	
	19%	322,201	209,485	153,127	96,769	40,411	(15,947)	(72,305)	(128,663)	(185,022)	(241,380)	
	20%	264,781	157,807	104,320	50,833	(2,654)	(56,141)	(109,628)	(163,115)	(216,603)	(270,090)	
	21%	207,361	106,129	55,513	4,897	(45,719)	(96,335)	(146,951)	(197,567)	(248,184)	(298,800)	
	22%	149,941	54,451	6,706	(41,039)	(88,784)	(136,529)	(184,274)	(232,019)	(279,765)	(327,510)	
	23%	92,521	2,773	(42,101)	(86,975)	(131,849)	(176,723)	(221,597)	(266,471)	(311,346)	(356,220)	
	24%	35,101	(48,905)	(90,908)	(132,911)	(174,914)	(216,917)	(258,920)	(300,923)	(342,927)	(384,930)	
25%	(22,319)	(100,583)	(139,715)	(178,847)	(217,979)	(257,111)	(296,243)	(335,375)	(374,508)	(413,640)		
Profit												
20.00%												

Appendix 7

Scheme Ref:
Title:
Notes:
F9 update

HV
30 No. Units at High Value Zone - Holiday Lets
Greenfield

		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	264,781										
	100,000	767,649	660,675	607,188	553,701	500,214	446,727	393,240	339,753	286,266	232,779
	150,000	644,099	537,125	483,638	430,151	376,664	323,177	269,690	216,203	162,716	109,229
TLV (per acre)	200,000	520,549	413,575	360,088	306,601	253,114	199,627	146,140	92,653	39,166	(14,321)
	250,000	396,999	290,025	236,538	183,051	129,564	76,077	22,590	(30,897)	(84,384)	(137,871)
303,508	300,000	273,449	166,475	112,988	59,501	6,014	(47,473)	(100,960)	(154,447)	(207,934)	(261,421)
	350,000	149,899	42,925	(10,562)	(64,049)	(117,536)	(171,023)	(224,510)	(277,997)	(331,484)	(384,971)
	400,000	26,349	(80,625)	(134,112)	(187,599)	(241,086)	(294,573)	(348,060)	(401,547)	(455,034)	(508,521)
	450,000	(97,201)	(204,175)	(257,662)	(311,149)	(364,636)	(418,123)	(471,610)	(525,097)	(578,584)	(632,071)
	500,000	(220,751)	(327,725)	(381,212)	(434,699)	(488,186)	(541,673)	(595,160)	(648,647)	(702,134)	(755,621)
	550,000	(344,301)	(451,275)	(504,762)	(558,249)	(611,736)	(665,223)	(718,710)	(772,197)	(825,684)	(879,171)
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	264,781										
	5	(3,485,060)	(3,592,034)	(3,645,521)	(3,699,009)	(3,752,496)	(3,805,983)	(3,859,470)	(3,912,957)	(3,966,444)	(4,019,931)
	10	(1,235,155)	(1,342,130)	(1,395,617)	(1,449,104)	(1,502,591)	(1,556,078)	(1,609,565)	(1,663,052)	(1,716,539)	(1,770,026)
Density (dph)	15	(485,187)	(592,161)	(645,648)	(699,135)	(752,623)	(806,110)	(859,597)	(913,084)	(966,571)	(1,020,058)
	20	(110,203)	(217,177)	(270,664)	(324,151)	(377,638)	(431,125)	(484,613)	(538,100)	(591,587)	(645,074)
30	25	114,787	7,813	(45,674)	(99,161)	(152,648)	(206,135)	(259,622)	(313,109)	(366,596)	(420,083)
	30	264,781	157,807	104,320	50,833	(2,654)	(56,141)	(109,628)	(163,115)	(216,602)	(270,090)
	35	371,919	264,945	211,458	157,971	104,484	50,997	(2,490)	(55,977)	(109,464)	(162,951)
	40	452,273	345,299	291,812	238,325	184,838	131,351	77,864	24,377	(29,110)	(82,598)
	45	514,770	407,796	354,309	300,822	247,335	193,848	140,361	86,874	33,387	(20,100)
	50	564,768	457,794	404,307	350,820	297,333	243,846	190,359	136,872	83,385	29,898
	55	605,676	498,702	445,215	391,727	338,240	284,753	231,266	177,779	124,292	70,805
		AH - % on site 0%									
		0%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	264,781										
	40%	258,996	152,021	98,534	45,047	(8,440)	(61,927)	(115,414)	(168,901)	(222,388)	(275,875)
	45%	258,169	151,195	97,708	44,221	(9,266)	(62,753)	(116,240)	(169,727)	(223,214)	(276,702)
% Cat M4(2)	50%	257,343	150,369	96,881	43,394	(10,093)	(63,580)	(117,067)	(170,554)	(224,041)	(277,528)
	55%	256,516	149,542	96,055	42,568	(10,919)	(64,406)	(117,893)	(171,380)	(224,867)	(278,354)
	60%	255,690	148,716	95,228	41,741	(11,746)	(65,233)	(118,720)	(172,207)	(225,694)	(279,181)
	65%	254,863	147,889	94,402	40,915	(12,572)	(66,059)	(119,546)	(173,033)	(226,520)	(280,007)
	70%	254,037	147,063	93,575	40,088	(13,399)	(66,886)	(120,373)	(173,860)	(227,347)	(280,834)
	75%	253,210	146,236	92,749	39,262	(14,225)	(67,712)	(121,199)	(174,686)	(228,173)	(281,660)
	80%	252,384	145,410	91,922	38,435	(15,052)	(68,539)	(122,026)	(175,513)	(229,000)	(282,487)

Appendix 8 - Retail Viability Results

1802 Waveney Commercial appraisal Commerical Appraisals v8

Other Centre

SCHEME DETAILS - ASSUMPTIONS					
Comparison retail: Other centres					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	200	2,153	100.0%	200.0	2,153
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	200	2,153	100.0%	200	2,153

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	2,153	@	20.00	43,056	
area 2	0	@	20.00	-	
area 3	0	@	20.00	-	
area 4	0	@	20.00	-	
area 5	0	@	20.00	-	
area 6	0	@	20.00	-	
Estimated Gross Rental Value per annum				43,056	
Yield capitalised rent		@	10.0%	430,556	
less					
Rent Free / Void allowance	12 months rent			(43,056)	
Purchasers costs		@	5.76%	(21,104)	366,396
GDV					366,396

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(1,027)
Combined CIL	200 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.12 acres @		100,000 per acre		(12,355)
area 1	200.00 sqm @		1,003.00 psm		(200,600)
area 2	- sqm @		1,003.00 psm		-
area 3	- sqm @		1,003.00 psm		-
area 4	- sqm @		1,003.00 psm		-
area 5	- sqm @		1,003.00 psm		-
area 6	- sqm @		1,003.00 psm		-
External works	200,600 @		10%		(20,060)
Contingency	233,015 @		5%		(11,651)
Professional Fees	244,666 @		8%		(19,573)
Disposal Costs -					
Letting Agents Costs	43,056 ERV @		10.00%		(4,306)
Letting Legal Costs	43,056 ERV @		5.00%		(2,153)
Investment Sale Agents Costs	366,396 GDV @		1.00%		(3,664)
Investment Sale Legal Costs	366,396 GDV @		0.50%		(1,832)
Marketing and Promotion	366,396 GDV @		1.00%		(3,664)
Finance Costs -					
Finance Fees	280,884 @		1.00%		(2,809)
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(59)
Developers Profit	305,318 @		20.00%	on costs	
	366,396 @		16.67%	on GDV	(61,078)
TOTAL COSTS					(344,830)

1802 Waveney Commercial appraisal Commerical Appraisals v8

Other Centre

RESIDUAL LAND VALUE			
Residual Land Value (gross)			21,566
SDLT (HMRC % rates)	21,566 @		(216)
Acquisition Agent fees	21,566 @	1%	(216)
Acquisition Legal fees	21,566 @	0.5%	(108)
Interest on Land	21,566 @	6.5%	(1,402)
Residual Land Value (net)			19,625

THRESHOLD LAND VALUE			
Site density	4,000 sqm per hectare		
Site Area	0.050 ha	0.12 acres	
	4,000 sqm/ha	17,424 sqft/ac	
Threshold Land Value	494,220 £ per ha	200,000 £ per acre	
	500.00	40.00%	24,710

BALANCE	
Surplus/(Deficit)	(5,085)

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
Balance	(5,085)								
	0	(47,552)	(32,750)	(18,555)	(5,085)	8,386	21,856	35,327	
	10	(49,583)	(34,780)	(20,403)	(6,933)	6,538	20,008	33,479	
	20	(51,613)	(36,811)	(22,251)	(8,780)	4,690	18,161	31,631	
	30	(53,644)	(38,841)	(24,099)	(10,628)	2,842	16,313	29,783	
	CIL £psm	40	(55,674)	(40,872)	(26,069)	(12,476)	995	14,465	27,936
		50	(57,705)	(42,902)	(28,099)	(14,324)	(853)	12,617	26,088
		60	(59,735)	(44,933)	(30,130)	(16,171)	(2,701)	10,770	24,240
		70	(61,766)	(46,963)	(32,160)	(18,019)	(4,549)	8,922	22,392
		80	(63,796)	(48,994)	(34,191)	(19,867)	(6,396)	7,074	20,545
		90	(65,827)	(51,024)	(36,221)	(21,715)	(8,244)	5,226	18,697
		100	(67,858)	(53,055)	(38,252)	(23,563)	(10,092)	3,379	16,849
		110	(69,888)	(55,085)	(40,282)	(25,480)	(11,940)	1,531	15,001
120		(71,919)	(57,116)	(42,313)	(27,510)	(13,788)	(317)	13,154	
		Build Costs							
Balance	(5,085)								
	0	29,413	17,914	6,414	(5,085)	(16,584)	(28,417)	(41,053)	
	10	27,565	16,066	4,567	(6,933)	(18,432)	(30,447)	(43,084)	
	20	25,717	14,218	2,719	(8,780)	(20,280)	(32,478)	(45,115)	
	30	23,870	12,370	871	(10,628)	(22,127)	(34,509)	(47,145)	
	CIL £psm	40	22,022	10,523	(977)	(12,476)	(23,975)	(36,539)	(49,176)
		50	20,174	8,675	(2,824)	(14,324)	(25,933)	(38,570)	(51,206)
		60	18,326	6,827	(4,672)	(16,171)	(27,964)	(40,600)	(53,237)
		70	16,478	4,979	(6,520)	(18,019)	(29,994)	(42,631)	(55,267)
		80	14,631	3,131	(8,368)	(19,867)	(32,025)	(44,661)	(57,298)
		90	12,783	1,284	(10,216)	(21,715)	(34,055)	(46,692)	(59,328)
		100	10,935	(564)	(12,063)	(23,563)	(36,086)	(48,722)	(61,359)
		110	9,087	(2,412)	(13,911)	(25,480)	(38,116)	(50,753)	(63,389)
120		7,240	(4,260)	(15,759)	(27,510)	(40,147)	(52,783)	(65,420)	

1802 Waveney Commercial appraisal Commerical Appraisals v8 town sml

SCHEME DETAILS - ASSUMPTIONS					
Comparison retail: town centre smaller format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	500	5,382	100.0%	500.0	5,382
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	500	5,382	100.0%	500	5,382

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	5,382	@	20.00	107,639	
area 2	0	@	20.00	-	
area 3	0	@	20.00	-	
area 4	0	@	20.00	-	
area 5	0	@	20.00	-	
area 6	0	@	20.00	-	
Estimated Gross Rental Value per annum				107,639	
Yield capitalised rent		@	9.0%	1,195,990	
less					
Rent Free / Void allowance	24 months rent			(215,278)	
Purchasers costs		@	5.76%	(53,412)	927,299
GDV					927,299

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(2,567)
Combined CIL	500 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.21 acres @		100,000 per acre		(20,592)
area 1	500.00 sqm @		1,003.00 psm		(501,500)
area 2	- sqm @		1,003.00 psm		-
area 3	- sqm @		1,003.00 psm		-
area 4	- sqm @		1,003.00 psm		-
area 5	- sqm @		1,003.00 psm		-
area 6	- sqm @		1,003.00 psm		-
External works	501,500 @		10%		(50,150)
Contingency	572,242 @		5%		(28,612)
Professional Fees	600,854 @		8%		(48,068)
Disposal Costs -					
Letting Agents Costs	107,639 ERV @		10.00%		(10,764)
Letting Legal Costs	107,639 ERV @		5.00%		(5,382)
Investment Sale Agents Costs	927,299 GDV @		1.00%		(9,273)
Investment Sale Legal Costs	927,299 GDV @		0.50%		(4,636)
Marketing and Promotion	927,299 GDV @		1.00%		(9,273)
Finance Costs -					
Finance Fees	690,817 @		1.00%		(6,908)
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(112)
Developers Profit	772,719 @		20.00%	on costs	
	927,299 @		16.67%	on GDV	(154,581)
TOTAL COSTS					(852,418)

1802 Waveney Commercial appraisal Commerical Appraisals v8 town sml

RESIDUAL LAND VALUE			
Residual Land Value (gross)			74,881
SDLT (HMRC % rates)	74,881 @		(749)
Acquisition Agent fees	74,881 @	1%	(749)
Acquisition Legal fees	74,881 @	0.5%	(374)
Interest on Land	74,881 @	6.5%	(4,867)
Residual Land Value (net)			68,142

THRESHOLD LAND VALUE			
Site density	6,000 sqm per hectare		
Site Area	0.083 ha	0.21 acres	
	6,000 sqm/ha	26,137 sqft/ac	
Threshold Land Value	988,440 £ per ha	400,000 £ per acre	
	833.33	60.00%	82,367

BALANCE	
Surplus/(Deficit)	(14,225)

SENSITIVITY ANALYSIS									
		GDV							
Balance		(14,225)	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	(119,877)	(82,413)	(48,317)	(14,225)	19,867	53,959	88,052	
	10	(124,953)	(87,490)	(52,936)	(18,844)	15,248	49,340	83,432	
	20	(130,030)	(92,566)	(57,556)	(23,464)	10,628	44,721	78,813	
	30	(135,106)	(97,642)	(62,175)	(28,083)	6,009	40,101	74,193	
	40	(140,182)	(102,719)	(66,795)	(32,703)	1,390	35,482	69,574	
	50	(145,259)	(107,795)	(71,414)	(37,322)	(3,230)	30,862	64,954	
	60	(150,335)	(112,871)	(76,034)	(41,941)	(7,849)	26,243	60,335	
	70	(155,411)	(117,947)	(80,653)	(46,561)	(12,469)	21,623	55,716	
	80	(160,488)	(123,024)	(85,272)	(51,180)	(17,088)	17,004	51,096	
	90	(165,564)	(128,100)	(89,891)	(55,800)	(21,708)	12,384	46,477	
	100	(170,640)	(133,176)	(94,510)	(60,419)	(26,327)	7,765	41,857	
	110	(175,717)	(138,253)	(99,129)	(65,039)	(30,947)	3,146	37,238	
	120	(180,793)	(143,329)	(103,748)	(69,658)	(35,566)	(1,474)	32,618	
Balance		(14,225)	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	72,020	43,271	14,523	(14,225)	(42,973)	(71,721)	(102,260)	
	10	67,400	38,652	9,904	(18,844)	(47,592)	(76,340)	(107,336)	
	20	62,781	34,033	5,284	(23,464)	(52,212)	(80,960)	(112,412)	
	30	58,161	29,413	665	(28,083)	(56,831)	(85,579)	(117,488)	
	40	53,542	24,794	(3,954)	(32,703)	(61,451)	(90,197)	(122,564)	
	50	48,922	20,174	(8,574)	(37,322)	(66,070)	(94,816)	(127,640)	
	60	44,303	15,555	(13,193)	(41,941)	(70,690)	(99,435)	(132,716)	
	70	39,683	10,935	(17,813)	(46,561)	(75,309)	(104,054)	(137,792)	
	80	35,064	6,316	(22,432)	(51,180)	(79,928)	(108,673)	(142,868)	
	90	30,445	1,696	(27,052)	(55,800)	(84,547)	(113,292)	(147,944)	
	100	25,825	(2,923)	(31,671)	(60,419)	(89,166)	(117,911)	(153,020)	
	110	21,206	(7,542)	(36,291)	(65,039)	(93,785)	(122,530)	(158,096)	
	120	16,586	(12,162)	(40,910)	(69,658)	(98,404)	(127,149)	(163,172)	

1802 Waveney Commercial appraisal Commerical Appraisals v8 out town

SCHEME DETAILS - ASSUMPTIONS					
Comparison retail: Out of town					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	1,500	16,146	100.0%	1,500.0	16,146
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	1,500	16,146	100.0%	1,500	16,146

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	16,146	@	18.00	290,626	
area 2	0	@	18.00	-	
area 3	0	@	18.00	-	
area 4	0	@	18.00	-	
area 5	0	@	18.00	-	
area 6	0	@	18.00	-	
Estimated Gross Rental Value per annum				290,626	
Yield capitalised rent		@	9.00%	3,229,173	
less Rent Free / Void allowance	18 months rent			(435,938)	
Purchasers costs		@	5.76%	(152,128)	2,641,107
GDV					2,641,107

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(7,700)
Combined CIL	1,500 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.93 acres @		100,000 per acre		(92,663)
area 1	1,500.00 sqm @		731.00 psm		(1,096,500)
area 2	- sqm @		731.00 psm		-
area 3	- sqm @		731.00 psm		-
area 4	- sqm @		731.00 psm		-
area 5	- sqm @		731.00 psm		-
area 6	- sqm @		731.00 psm		-
External works	1,096,500 @		15%		(164,475)
Contingency	1,353,638 @		5%		(67,682)
Professional Fees	1,421,319 @		8%		(113,706)
Disposal Costs -					
Letting Agents Costs	290,626 ERV @		10.00%		(29,063)
Letting Legal Costs	290,626 ERV @		5.00%		(14,531)
Investment Sale Agents Costs	2,641,107 GDV @		1.00%		(26,411)
Investment Sale Legal Costs	2,641,107 GDV @		0.50%		(13,206)
Marketing and Promotion	2,641,107 GDV @		1.00%		(26,411)
Finance Costs -					
Finance Fees	1,652,346 @		1.00%		(16,523)
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(435)
Developers Profit	2,200,834 @		20.00%	on costs	
	2,641,107 @		16.67%	on GDV	(440,273)
TOTAL COSTS					(2,109,577)

1802 Waveney Commercial appraisal Commerical Appraisals v8 out town

RESIDUAL LAND VALUE			
Residual Land Value (gross)			531,529
SDLT (HMRC % rates)	531,529 @		(21,261)
Acquisition Agent fees	531,529 @	1%	(5,315)
Acquisition Legal fees	531,529 @	0.5%	(2,658)
Interest on Land	531,529 @	6.5%	(34,549)
Residual Land Value (net)			467,746

THRESHOLD LAND VALUE			
Site density	4,000 sqm per hectare		
Site Area	0.375 ha	0.93 acres	
	4,000 sqm/ha	17,424 sqft/ac	
Threshold Land Value	494,220 £ per ha	200,000 £ per acre	
	3,750.00	40.00%	185,325

BALANCE	
Surplus/(Deficit)	282,421

SENSITIVITY ANALYSIS								
		GDV						
		85%	90%	95%	100%	105%	110%	115%
C.i.L. £psm	Balance	282,421						
	0	7,065	97,803	192,770	282,421	376,320	470,220	564,119
	20	(20,651)	70,696	165,662	255,618	349,517	443,417	537,316
	40	(48,368)	43,588	138,555	233,521	322,714	416,614	510,513
	60	(76,085)	21,016	111,447	206,414	295,912	389,811	483,710
	80	(103,801)	(6,701)	84,340	179,306	269,109	363,008	456,907
	100	(131,518)	(34,417)	57,232	152,199	247,165	336,205	430,105
	120	(159,235)	(62,134)	34,966	125,091	220,058	309,402	403,302
	140	(187,112)	(89,851)	7,250	97,984	192,950	282,599	376,499
	160	(217,570)	(117,567)	(20,467)	70,876	165,843	255,796	349,696
	180	(248,028)	(145,284)	(48,184)	43,769	138,735	233,702	322,893
	200	(278,486)	(173,001)	(75,900)	21,200	111,628	206,594	296,090
	210	(293,715)	(187,011)	(89,758)	7,342	98,074	193,040	282,689
220	(308,943)	(202,240)	(103,617)	(6,516)	84,520	179,487	269,287	
		Build Costs						
		85%	90%	95%	100%	105%	110%	115%
C.i.L. £psm	Balance	282,421						
	0	473,061	409,514	345,968	282,421	223,467	159,198	94,929
	20	446,258	382,712	319,165	255,618	196,360	132,091	67,822
	40	419,455	355,909	292,362	233,521	169,252	104,983	40,714
	60	392,653	329,106	265,559	206,414	142,145	77,876	18,077
	80	365,850	302,303	243,575	179,306	115,037	50,768	(9,639)
	100	339,047	275,500	216,468	152,199	87,930	28,357	(37,356)
	120	312,244	253,629	189,360	125,091	60,822	641	(65,073)
	140	285,441	226,522	162,253	97,984	38,637	(27,076)	(92,789)
	160	258,638	199,414	135,145	70,876	10,920	(54,793)	(120,506)
	180	236,576	172,307	108,038	43,769	(16,796)	(82,509)	(148,222)
	200	209,468	145,199	80,930	21,200	(44,513)	(110,226)	(175,939)
	210	195,914	131,645	67,376	7,342	(58,371)	(124,084)	(190,240)
220	182,361	118,092	53,823	(6,516)	(72,229)	(137,943)	(205,469)	

1802 Waveney Commercial appraisal Commerical Appraisals v8

Conv_retail_super

SCHEME DETAILS - ASSUMPTIONS					
Convenience retail - superstore format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	5,000	53,820	100.0%	5,000.0	53,820
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	5,000	53,820	100.0%	5,000	53,820

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	53,820	@	15.00	807,293	
area 2	0	@	15.00	-	
area 3	0	@	15.00	-	
area 4	0	@	15.00	-	
area 5	0	@	15.00	-	
area 6	0	@	15.00	-	
Estimated Gross Rental Value per annum				807,293	
Yield capitalised rent		@	5.0%	16,145,865	
less Rent Free / Void allowance	12 months rent			(807,293)	
Purchasers costs		@	5.76%	(835,384)	14,503,188
GDV					14,503,188

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(17,132)
Combined CIL	5,000 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	4.41 acres @		0 per acre		-
area 1	5,000.00 sqm @		1,424.00 psm		(7,120,000)
area 2	- sqm @		1,424.00 psm		-
area 3	- sqm @		1,424.00 psm		-
area 4	- sqm @		1,424.00 psm		-
area 5	- sqm @		1,424.00 psm		-
area 6	- sqm @		1,424.00 psm		-
External works	7,120,000 @		15%		(1,068,000)
Contingency	8,188,000 @		5%		(409,400)
Professional Fees	8,597,400 @		8%		(687,792)
Disposal Costs -					
Letting Agents Costs	807,293 ERV @		10.00%		(80,729)
Letting Legal Costs	807,293 ERV @		5.00%		(40,365)
Investment Sale Agents Costs	14,503,188 GDV @		1.00%		(145,032)
Investment Sale Legal Costs	14,503,188 GDV @		0.50%		(72,516)
Marketing and Promotion	14,503,188 GDV @		1.00%		(145,032)
Finance Costs -					
Finance Fees	9,785,998 @		1.00%		(97,860)
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(472)
Developers Profit	12,085,507 @		20.00%	on costs	
	14,503,188 @		16.67%	on GDV	(2,417,681)
TOTAL COSTS					(12,302,011)

1802 Waveney Commercial appraisal Commerical Appraisals v8

Conv_retail_super

RESIDUAL LAND VALUE			
Residual Land Value (gross)			2,201,177
SDLT (HMRC % rates)	2,201,177 @		(88,047)
Acquisition Agent fees	2,201,177 @	1%	(22,012)
Acquisition Legal fees	2,201,177 @	0.5%	(11,006)
Interest on Land	2,201,177 @	6.5%	(143,077)
Residual Land Value (net)			1,937,036

THRESHOLD LAND VALUE			
Site density	2,800 sqm per hectare		
Site Area	1.786 ha	4.41 acres	
	2,800 sqm/ha	12,197 sqft/ac	
Threshold Land Value	494,220 £ per ha	200,000 £ per acre	
	17,857.14	28.00%	882,500

BALANCE		
Surplus/(Deficit)		1,054,536

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
Balance	1,054,536								
	0	(487,928)	23,271	538,903	1,054,536	1,570,168	2,085,801	2,601,433	
	80	(850,326)	(335,754)	179,878	695,511	1,211,143	1,726,776	2,242,408	
	100	(948,670)	(425,097)	90,535	606,168	1,121,800	1,637,433	2,153,065	
	120	(1,050,196)	(510,258)	1,192	516,825	1,032,457	1,548,090	2,063,722	
	140	(1,151,722)	(600,616)	(88,151)	427,482	943,114	1,458,747	1,974,379	
	CIL £psm	160	(1,253,249)	(686,670)	(177,494)	338,139	853,771	1,369,404	1,885,036
		180	(1,354,775)	(779,059)	(266,837)	248,796	764,428	1,280,061	1,795,693
		200	(1,456,301)	(871,448)	(356,180)	159,453	675,085	1,190,718	1,706,350
		220	(1,557,827)	(971,881)	(440,557)	70,110	585,742	1,101,374	1,617,007
		240	(1,659,353)	(1,073,407)	(530,916)	(19,233)	496,399	1,012,031	1,527,664
260		(1,760,879)	(1,174,933)	(621,274)	(108,577)	407,056	922,688	1,438,321	
280		(1,862,406)	(1,276,460)	(707,792)	(197,920)	317,713	833,345	1,348,978	
300	(1,963,932)	(1,377,986)	(800,181)	(287,263)	228,370	744,002	1,259,635		
		Build Costs							
		85%	90%	95%	100%	105%	110%	115%	
Balance	1,054,536								
	0	2,292,438	1,879,804	1,467,170	1,054,536	641,902	229,268	(183,366)	
	80	1,933,413	1,520,779	1,108,145	695,511	282,877	(129,757)	(538,526)	
	100	1,844,070	1,431,436	1,018,802	606,168	193,534	(219,100)	(628,884)	
	120	1,754,726	1,342,093	929,459	516,825	104,191	(308,443)	(715,574)	
	140	1,665,383	1,252,750	840,116	427,482	14,848	(397,786)	(807,963)	
	CIL £psm	160	1,576,040	1,163,407	750,773	338,139	(74,495)	(482,636)	(902,117)
		180	1,486,697	1,074,063	661,430	248,796	(163,838)	(572,995)	(1,003,643)
		200	1,397,354	984,720	572,087	159,453	(253,181)	(658,428)	(1,105,170)
		220	1,308,011	895,377	482,743	70,110	(342,524)	(750,817)	(1,206,696)
		240	1,218,668	806,034	393,400	(19,233)	(431,867)	(843,206)	(1,308,222)
260		1,129,325	716,691	304,057	(108,577)	(517,105)	(940,846)	(1,409,748)	
280		1,039,982	627,348	214,714	(197,920)	(607,463)	(1,042,372)	(1,511,274)	
300	950,639	538,005	125,371	(287,263)	(693,671)	(1,143,898)	(1,612,800)		

1802 Waveney Commercial appraisal Commerical Appraisals v8

Conv_retail_Bud

SCHEME DETAILS - ASSUMPTIONS					
Convenience retail - budget format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	1,500	16,146	100.0%	1,500.0	16,146
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	1,500	16,146	100.0%	1,500	16,146

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	16,146	@	18.00	290,626	
area 2	0	@	18.00	-	
area 3	0	@	18.00	-	
area 4	0	@	18.00	-	
area 5	0	@	18.00	-	
area 6	0	@	18.00	-	
Estimated Gross Rental Value per annum				290,626	
Yield capitalised rent		@	5.0%	5,812,511	
less Rent Free / Void allowance	6 months rent			(145,313)	
Purchasers costs		@	5.76%	(308,652)	5,358,546
GDV					5,358,546

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(7,700)
Combined CIL	1,500 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	1.16 acres @		0 per acre		-
area 1	1,500.00 sqm @		1,424.00 psm		(2,136,000)
area 2	- sqm @		1,424.00 psm		-
area 3	- sqm @		1,424.00 psm		-
area 4	- sqm @		1,424.00 psm		-
area 5	- sqm @		1,424.00 psm		-
area 6	- sqm @		1,424.00 psm		-
External works	2,136,000 @		15%		(320,400)
Contingency	2,456,400 @		5%		(122,820)
Professional Fees	2,579,220 @		8%		(206,338)
Disposal Costs -					
Letting Agents Costs	290,626 ERV @		10.00%		(29,063)
Letting Legal Costs	290,626 ERV @		5.00%		(14,531)
Investment Sale Agents Costs	5,358,546 GDV @		1.00%		(53,585)
Investment Sale Legal Costs	5,358,546 GDV @		0.50%		(26,793)
Marketing and Promotion	5,358,546 GDV @		1.00%		(53,585)
Finance Costs -					
Finance Fees	2,970,815 @		1.00%		(29,708)
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(193)
Developers Profit	4,465,277 @		20.00%	on costs	
	5,358,546 @		16.67%	on GDV	(893,270)
TOTAL COSTS					(3,893,986)

1802 Waveney Commercial appraisal Commerical Appraisals v8

Conv_retail_Bud

RESIDUAL LAND VALUE			
Residual Land Value (gross)			1,464,560
SDLT (HMRC % rates)	1,464,560 @		(58,582)
Acquisition Agent fees	1,464,560 @	1%	(14,646)
Acquisition Legal fees	1,464,560 @	0.5%	(7,323)
Interest on Land	1,464,560 @	6.5%	(95,196)
Residual Land Value (net)			1,288,813

THRESHOLD LAND VALUE			
Site density	3,200 sqm per hectare		
Site Area	0.469 ha	1.16 acres	
	3,200 sqm/ha	13,940 sqft/ac	
Threshold Land Value	494,220 £ per ha	200,000 £ per acre	
	4,687.50	32.00%	231,656

BALANCE	
Surplus/(Deficit)	1,057,157

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
Balance	1,057,157								
	0	485,620	676,132	866,645	1,057,157	1,247,669	1,438,181	1,628,693	
	80	377,913	568,425	758,937	949,449	1,139,961	1,330,473	1,520,986	
	100	351,110	541,622	732,134	922,646	1,113,158	1,303,671	1,494,183	
	120	324,307	514,819	705,331	895,843	1,086,356	1,276,868	1,467,380	
	140	297,504	488,016	678,528	869,040	1,059,553	1,250,065	1,440,577	
	160	270,701	461,213	651,725	842,238	1,032,750	1,223,262	1,413,774	
	180	243,898	434,410	624,923	815,435	1,005,947	1,196,459	1,386,971	
	200	217,095	407,608	598,120	788,632	979,144	1,169,656	1,360,168	
	220	195,087	380,805	571,317	761,829	952,341	1,142,853	1,333,365	
	240	167,980	354,002	544,514	735,026	925,538	1,116,050	1,306,562	
CIL £psm	160	270,701	461,213	651,725	842,238	1,032,750	1,223,262	1,413,774	
	180	243,898	434,410	624,923	815,435	1,005,947	1,196,459	1,386,971	
	200	217,095	407,608	598,120	788,632	979,144	1,169,656	1,360,168	
	220	195,087	380,805	571,317	761,829	952,341	1,142,853	1,333,365	
	240	167,980	354,002	544,514	735,026	925,538	1,116,050	1,306,562	
	260	140,872	327,199	517,711	708,223	898,735	1,089,247	1,279,759	
	280	113,765	300,396	490,908	681,420	871,932	1,062,444	1,252,956	
	300	86,657	273,593	464,105	654,617	845,129	1,035,641	1,226,154	
			Build Costs						
			85%	90%	95%	100%	105%	110%	115%
	Balance	1,057,157							
0		1,428,527	1,304,737	1,180,947	1,057,157	933,367	809,576	685,786	
80		1,320,820	1,197,030	1,073,239	949,449	825,659	701,869	578,079	
100		1,294,017	1,170,227	1,046,436	922,646	798,856	675,066	551,276	
120		1,267,214	1,143,424	1,019,634	895,843	772,053	648,263	524,473	
140		1,240,411	1,116,621	992,831	869,040	745,250	621,460	497,670	
160		1,213,608	1,089,818	966,028	842,238	718,447	594,657	470,867	
180		1,186,805	1,063,015	939,225	815,435	691,645	567,854	444,064	
200		1,160,002	1,036,212	912,422	788,632	664,842	541,051	417,261	
220		1,133,199	1,009,409	885,619	761,829	638,039	514,249	390,458	
240		1,106,396	982,606	858,816	735,026	611,236	487,446	363,655	
260	1,079,594	955,803	832,013	708,223	584,433	460,643	336,853		
280	1,052,791	929,000	805,210	681,420	557,630	433,840	310,050		
300	1,025,988	902,198	778,407	654,617	530,827	407,037	283,247		

1802 Waveney Commercial appraisal Commerical Appraisals v8

Conv_retail_Exp

SCHEME DETAILS - ASSUMPTIONS					
Convenience retail - express format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	350	3,767	100.0%	350.0	3,767
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	350	3,767	100.0%	350	3,767

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	3,767	@	15.00	56,511	
area 2	0	@	15.00	-	
area 3	0	@	15.00	-	
area 4	0	@	15.00	-	
area 5	0	@	15.00	-	
area 6	0	@	15.00	-	
Estimated Gross Rental Value per annum				56,511	
Yield capitalised rent		@	5.0%	1,130,211	
less					
Rent Free / Void allowance	6 months rent			(28,255)	
Purchasers costs		@	5.76%	(60,016)	1,041,940
GDV					1,041,940

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(1,797)
Combined CIL	350 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.43 acres @		0 per acre		-
area 1	350.00 sqm @		1,424.00 psm		(498,400)
area 2	- sqm @		1,424.00 psm		-
area 3	- sqm @		1,424.00 psm		-
area 4	- sqm @		1,424.00 psm		-
area 5	- sqm @		1,424.00 psm		-
area 6	- sqm @		1,424.00 psm		-
External works	498,400 @		15%		(74,760)
Contingency	573,160 @		5%		(28,658)
Professional Fees	601,818 @		8%		(48,145)
Disposal Costs -					
Letting Agents Costs	56,511 ERV @		10.00%		(5,651)
Letting Legal Costs	56,511 ERV @		5.00%		(2,826)
Investment Sale Agents Costs	1,041,940 GDV @		1.00%		(10,419)
Investment Sale Legal Costs	1,041,940 GDV @		0.50%		(5,210)
Marketing and Promotion	1,041,940 GDV @		1.00%		(10,419)
Finance Costs -					
Finance Fees	686,285 @		1.00%		(6,863)
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(39)
Developers Profit	868,248 @		20.00%	on costs	
	1,041,940 @		16.67%	on GDV	(173,691)
TOTAL COSTS					(866,879)

1802 Waveney Commercial appraisal Commerical Appraisals v8

Conv_retail_Exp

RESIDUAL LAND VALUE			
Residual Land Value (gross)			175,061
SDLT (HMRC % rates)	175,061 @		(1,751)
Acquisition Agent fees	175,061 @	1%	(1,751)
Acquisition Legal fees	175,061 @	0.5%	(875)
Interest on Land	175,061 @	6.5%	(11,379)
Residual Land Value (net)			159,306

THRESHOLD LAND VALUE			
Site density	2,000	sqm per hectare	
Site Area	0.175	ha	0.43 acres
	2,000	sqm/ha	8,712 sqft/ac
Threshold Land Value	494,220	£ per ha	200,000 £ per acre
	1,750.00	20.00%	86,485

BALANCE	
Surplus/(Deficit)	72,821

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
Balance	72,821								
	0	(42,100)	(3,793)	34,514	72,821	111,127	144,249	181,714	
	80	(68,089)	(29,782)	8,525	46,832	85,139	123,446	156,297	
	100	(74,556)	(36,249)	2,058	40,365	78,672	116,979	149,972	
	120	(81,023)	(42,716)	(4,409)	33,898	72,205	110,511	143,647	
	140	(87,590)	(49,183)	(10,876)	27,430	65,737	104,044	137,322	
	160	(94,697)	(55,651)	(17,344)	20,963	59,270	97,577	135,884	
	180	(101,803)	(62,118)	(23,811)	14,496	52,803	91,110	129,417	
	200	(108,910)	(68,585)	(30,278)	8,029	46,336	84,643	122,949	
	220	(116,017)	(75,052)	(36,745)	1,562	39,868	78,175	116,482	
	240	(123,124)	(81,519)	(43,213)	(4,906)	33,401	71,708	110,015	
CIL £psm	160	(130,231)	(88,135)	(49,680)	(11,373)	26,934	65,241	103,548	
	260	(137,337)	(95,242)	(56,147)	(17,840)	20,467	58,774	97,081	
	300	(144,444)	(102,349)	(62,614)	(24,307)	14,000	52,306	90,613	
	Build Costs								
	Balance	72,821							
		0	156,957	132,559	102,690	72,821	42,951	13,082	(16,787)
		80	136,439	106,570	76,701	46,832	16,963	(12,906)	(42,775)
100		129,972	100,103	70,234	40,365	10,496	(19,373)	(49,242)	
120		123,505	93,636	63,767	33,898	4,029	(25,841)	(55,710)	
140		117,038	87,169	57,299	27,430	(2,439)	(32,308)	(62,177)	
160		110,570	80,701	50,832	20,963	(8,906)	(38,775)	(68,644)	
180		104,103	74,234	44,365	14,496	(15,373)	(45,242)	(75,111)	
200		97,636	67,767	37,898	8,029	(21,840)	(51,709)	(81,578)	
220		91,169	61,300	31,431	1,562	(28,308)	(58,177)	(88,200)	
240		84,702	54,832	24,963	(4,906)	(34,775)	(64,644)	(95,307)	
260	78,234	48,365	18,496	(11,373)	(41,242)	(71,111)	(102,414)		
280	71,767	41,898	12,029	(17,840)	(47,709)	(77,578)	(109,521)		
300	65,300	35,431	5,562	(24,307)	(54,176)	(84,045)	(116,627)		

Appendix 9 – Employment Viability Results

1802 Waveney Commercial appraisal Commerical Appraisals v8 office

SCHEME DETAILS - ASSUMPTIONS					
Office					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	1,850	19,913	85.0%	2,176.5	23,427
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	1,850	19,913	85.0%	2,176	23,427

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	19,913	@	15.00	298,699	
area 2	0	@	15.00	-	
area 3	0	@	15.00	-	
area 4	0	@	15.00	-	
area 5	0	@	15.00	-	
area 6	0	@	15.00	-	
Estimated Gross Rental Value per annum				298,699	
Yield capitalised rent		@	9.5%	3,144,195	
less					
Rent Free / Void allowance	12 months rent			(298,699)	
Purchasers costs		@	5.76%	(154,974)	2,690,522
GDV					2,690,522

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(11,173)
Combined CIL	2,176 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	1.14 acres @		0 per acre		-
area 1	2,176.47 sqm @		1,577.00 psm		(3,432,294)
area 2	- sqm @		1,577.00 psm		-
area 3	- sqm @		1,577.00 psm		-
area 4	- sqm @		1,577.00 psm		-
area 5	- sqm @		1,577.00 psm		-
area 6	- sqm @		1,577.00 psm		-
External works	3,432,294 @		15%		(514,844)
Contingency	3,947,138 @		5%		(197,357)
Professional Fees	4,144,495 @		8%		(331,560)
Disposal Costs -					
Letting Agents Costs	298,699 ERV @		10.00%		(29,870)
Letting Legal Costs	298,699 ERV @		5.00%		(14,935)
Investment Sale Agents Costs	2,690,522 GDV @		1.00%		(26,905)
Investment Sale Legal Costs	2,690,522 GDV @		0.50%		(13,453)
Marketing and Promotion	2,690,522 GDV @		1.00%		(26,905)
Finance Costs -					
Finance Fees	4,599,295 @		1.00%		(45,993)
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(130)
Developers Profit	2,242,012 @		20.00%	on costs	(448,510)
	2,690,522 @		16.67%	on GDV	(448,510)
TOTAL COSTS					(5,093,928)

1802 Waveney Commercial appraisal Commerical Appraisals v8 office

RESIDUAL LAND VALUE			
Residual Land Value (gross)			(2,403,406)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	6.5%	-
Residual Land Value (net)			(2,403,406)

THRESHOLD LAND VALUE			
Site density	4,700	sqm per hectare	
Site Area	0.463	ha	1.14 acres
	4,700	sqm/ha	20,474 sqft/ac
Threshold Land Value	370,665	£ per ha	150,000 £ per acre
	4,630.79	39.95%	171,640
	0.185	0.463	

BALANCE	
Surplus/(Deficit)	(2,575,046)

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
Balance	(2,575,046)								
	0	(2,897,571)	(2,788,870)	(2,680,170)	(2,571,470)	(2,462,770)	(2,354,069)	(2,245,369)	
	14	(2,929,191)	(2,820,491)	(2,711,791)	(2,603,090)	(2,494,390)	(2,385,690)	(2,276,990)	
	24	(2,951,288)	(2,842,588)	(2,733,888)	(2,625,187)	(2,516,487)	(2,407,787)	(2,299,087)	
	34	(2,973,385)	(2,864,685)	(2,755,985)	(2,647,284)	(2,538,584)	(2,429,884)	(2,321,183)	
	44	(2,995,482)	(2,886,782)	(2,778,081)	(2,669,381)	(2,560,681)	(2,451,981)	(2,343,280)	
	CIL £psm	54	(3,017,579)	(2,908,879)	(2,800,178)	(2,691,478)	(2,582,778)	(2,474,077)	(2,365,377)
		64	(3,039,676)	(2,930,975)	(2,822,275)	(2,713,575)	(2,604,875)	(2,496,174)	(2,387,474)
		74	(3,061,773)	(2,953,072)	(2,844,372)	(2,735,672)	(2,626,971)	(2,518,271)	(2,409,571)
		84	(3,083,869)	(2,975,169)	(2,866,469)	(2,757,769)	(2,649,068)	(2,540,368)	(2,431,668)
		94	(3,105,966)	(2,997,266)	(2,888,566)	(2,779,865)	(2,671,165)	(2,562,465)	(2,453,765)
		104	(3,128,063)	(3,019,363)	(2,910,663)	(2,801,962)	(2,693,262)	(2,584,562)	(2,475,861)
		114	(3,150,160)	(3,041,460)	(2,932,759)	(2,824,059)	(2,715,359)	(2,606,659)	(2,497,958)
124	(3,172,257)	(3,063,557)	(2,954,856)	(2,846,156)	(2,737,456)	(2,628,756)	(2,520,055)		
		Build Costs							
		85%	90%	95%	100%	105%	110%	115%	
Balance	(2,575,046)								
	0	(1,893,348)	(2,119,388)	(2,345,429)	(2,571,470)	(2,797,511)	(3,023,551)	(3,249,592)	
	14	(1,924,968)	(2,151,009)	(2,377,050)	(2,603,090)	(2,829,131)	(3,055,172)	(3,281,213)	
	24	(1,947,065)	(2,173,106)	(2,399,147)	(2,625,187)	(2,851,228)	(3,077,269)	(3,303,310)	
	34	(1,969,162)	(2,195,203)	(2,421,243)	(2,647,284)	(2,873,325)	(3,099,366)	(3,325,407)	
	44	(1,991,259)	(2,217,300)	(2,443,340)	(2,669,381)	(2,895,422)	(3,121,463)	(3,347,503)	
	CIL £psm	54	(2,013,356)	(2,239,396)	(2,465,437)	(2,691,478)	(2,917,519)	(3,143,560)	(3,369,600)
		64	(2,035,453)	(2,261,493)	(2,487,534)	(2,713,575)	(2,939,616)	(3,165,656)	(3,391,697)
		74	(2,057,549)	(2,283,590)	(2,509,631)	(2,735,672)	(2,961,712)	(3,187,753)	(3,413,794)
		84	(2,079,646)	(2,305,687)	(2,531,728)	(2,757,769)	(2,983,809)	(3,209,850)	(3,435,891)
		94	(2,101,743)	(2,327,784)	(2,553,825)	(2,779,865)	(3,005,906)	(3,231,947)	(3,457,988)
		104	(2,123,840)	(2,349,881)	(2,575,922)	(2,801,962)	(3,028,003)	(3,254,044)	(3,480,085)
		114	(2,145,937)	(2,371,978)	(2,598,018)	(2,824,059)	(3,050,100)	(3,276,141)	(3,502,182)
124	(2,168,034)	(2,394,075)	(2,620,115)	(2,846,156)	(3,072,197)	(3,298,238)	(3,524,278)		

1802 Waveney Commercial appraisal Commercial Appraisals v8 Industrial

SCHEME DETAILS - ASSUMPTIONS					
Industrial					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	500	5,382	100.0%	500.0	5,382
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	500	5,382	100.0%	500	5,382

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	5,382	@	6.00	32,292	
area 2	0	@	6.00	-	
area 3	0	@	6.00	-	
area 4	0	@	6.00	-	
area 5	0	@	6.00	-	
area 6	0	@	6.00	-	
Estimated Gross Rental Value per annum				32,292	
Yield capitalised rent		@	8.0%	403,647	
less Rent Free / Void allowance	12 months rent			(32,292)	
Purchasers costs		@	5.76%	(20,225)	351,130
GDV					351,130

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(2,567)
Combined CIL	500 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.31 acres @		0 per acre		-
area 1	500.00 sqm @		740.00 psm		(370,000)
area 2	- sqm @		740.00 psm		-
area 3	- sqm @		740.00 psm		-
area 4	- sqm @		740.00 psm		-
area 5	- sqm @		740.00 psm		-
area 6	- sqm @		740.00 psm		-
External works	370,000 @		15%		(55,500)
Contingency	425,500 @		5%		(21,275)
Professional Fees	446,775 @		8%		(35,742)
Disposal Costs -					
Letting Agents Costs	32,292 ERV @		10.00%		(3,229)
Letting Legal Costs	32,292 ERV @		5.00%		(1,615)
Investment Sale Agents Costs	351,130 GDV @		1.00%		(3,511)
Investment Sale Legal Costs	351,130 GDV @		0.50%		(1,756)
Marketing and Promotion	351,130 GDV @		1.00%		(3,511)
Finance Costs -					
Finance Fees	498,706 @		1.00%		(4,987)
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(23)
Developers Profit	292,596 @		20.00%	on costs	
	351,130 @		16.67%	on GDV	(58,533)
TOTAL COSTS					(562,249)

1802 Waveney Commercial appraisal Commerical Appraisals v8 Industrial

RESIDUAL LAND VALUE			
Residual Land Value (gross)			(211,119)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	6.5%	-
Residual Land Value (net)			(211,119)

THRESHOLD LAND VALUE			
Site density	4,000 sqm per hectare		
Site Area	0.125 ha	0.31 acres	
	4,000 sqm/ha	17,424 sqft/ac	
Threshold Land Value	370,665 £ per ha	150,000 £ per acre	
	1,250.00	40.00%	46,331

BALANCE	
Surplus/(Deficit)	(257,450)

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
Balance	(257,450)								
	0	(300,008)	(285,822)	(271,636)	(257,450)	(243,264)	(229,078)	(214,892)	
	14	(307,273)	(293,087)	(278,901)	(264,714)	(250,528)	(236,342)	(222,156)	
	24	(312,349)	(298,163)	(283,977)	(269,791)	(255,605)	(241,419)	(227,233)	
	34	(317,425)	(303,239)	(289,053)	(274,867)	(260,681)	(246,495)	(232,309)	
	CIL £psm	44	(322,502)	(308,315)	(294,129)	(279,943)	(265,757)	(251,571)	(237,385)
		54	(327,578)	(313,392)	(299,206)	(285,020)	(270,834)	(256,648)	(242,461)
		64	(332,654)	(318,468)	(304,282)	(290,096)	(275,910)	(261,724)	(247,538)
		74	(337,730)	(323,544)	(309,358)	(295,172)	(280,986)	(266,800)	(252,614)
		84	(342,807)	(328,621)	(314,435)	(300,249)	(286,063)	(271,876)	(257,690)
		94	(347,883)	(333,697)	(319,511)	(305,325)	(291,139)	(276,953)	(262,767)
		104	(352,959)	(338,773)	(324,587)	(310,401)	(296,215)	(282,029)	(267,843)
		114	(358,036)	(343,850)	(329,664)	(315,478)	(301,291)	(287,105)	(272,919)
124		(363,112)	(348,926)	(334,740)	(320,554)	(306,368)	(292,182)	(277,996)	
		Build Costs							
Balance	(257,450)								
	0	(184,349)	(208,716)	(233,083)	(257,450)	(281,817)	(306,184)	(330,552)	
	14	(191,613)	(215,980)	(240,347)	(264,714)	(289,082)	(313,449)	(337,816)	
	24	(196,689)	(221,057)	(245,424)	(269,791)	(294,158)	(318,525)	(342,892)	
	34	(201,766)	(226,133)	(250,500)	(274,867)	(299,234)	(323,601)	(347,968)	
	CIL £psm	44	(206,842)	(231,209)	(255,576)	(279,943)	(304,310)	(328,678)	(353,045)
		54	(211,918)	(236,285)	(260,653)	(285,020)	(309,387)	(333,754)	(358,121)
		64	(216,995)	(241,362)	(265,729)	(290,096)	(314,463)	(338,830)	(363,197)
		74	(222,071)	(246,438)	(270,805)	(295,172)	(319,539)	(343,907)	(368,274)
		84	(227,147)	(251,514)	(275,881)	(300,249)	(324,616)	(348,983)	(373,350)
		94	(232,224)	(256,591)	(280,958)	(305,325)	(329,692)	(354,059)	(378,426)
		104	(237,300)	(261,667)	(286,034)	(310,401)	(334,768)	(359,135)	(383,503)
		114	(242,376)	(266,743)	(291,110)	(315,478)	(339,845)	(364,212)	(388,579)
124		(247,453)	(271,820)	(296,187)	(320,554)	(344,921)	(369,288)	(393,655)	