

Post Hearing Viability Note

This note has been prepared by HDH Planning & Development Ltd following the Stevenage CIL Examination held on the 5th September. Separate notes have been prepared on the instalment policy and on the definitions associated with older peoples housing.

This note covers three topics:

- Changes in construction costs and values
- At the hearings an error was identified in the appraisals that support the *CIL Viability Update* (HDH, December 2017). The corrected tables are presented.
- Through, and after, the hearings a number of queries and challenges to the accuracy of the modelling were raised. These are also addressed.

Changes in Values and Build Costs

Through the hearings a discussion took place about the changes in costs and values since the *CIL Viability Update* (December 2017). A review of up-to-date data has now been undertaken.

The change in construction costs between 2017 and 2019 are set out below. It is agreed that construction costs have increased for all housing types by between 14 – 22% depending on the type of development:

BCIS Based Construction Costs				
	08-Jul-17	31-Aug-19	Change	
Type	£/m ²	£/m ²	£/m ²	%
Terrace	1,088	1,326	238	21.88%
Semi	1,086	1,316	230	21.18%
Detached	1,267	1,522	255	20.13%
Flats Generally	1,262	1,526	264	20.92%
Flat 1 High Format (6+)	1,617	1,847	230	14.22%

House prices have also changed. The high level Land Registry Data (using the UK House Price Index tool <http://landregistry.data.gov.uk/app/ukhpi/browse?from=2017-06-01&location=http%3A%2F%2Flandregistry.data.gov.uk%2Fid%2Fregion%2Fstevenage&to=2019-08-01>) shows the following:

Change in Land Registry Index							
	All	Detached	Semi-detached	Terraced	Flats	Newbuild	Existing
Jun-17	285,158	544,219	342,362	269,504	189,625	377,022	276,442
Apr-19						394,524	284,156
Jun-19	279,012	540,385	340,765	267,014	178,370		
	-6,146	-3,834	-1,597	-2,490	-11,255	17,502	7,714
	-2.16%	-0.70%	-0.47%	-0.92%	-5.94%	4.64%	2.79%

The newbuild / existing data lags 2 months behind the whole market data, hence the different dates. This is high level data and is a bit 'odd' – with the new and existing going up and the individual types going down. It is important to note that this data is modelled by the Land Registry, rather than being average price data.

In the *CIL Viability Update* (December 2017 – Table 4.5) the residential value assumptions were based on an analysis of price paid data (the actual transactions recorded by the Land

Registry). Paragraph 10-011-20180724 of the updated PPG suggests the use of average values:

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

The figures used in the 2017 update are set out in table below. The average of £/per m² paid was used – highlighted in grey.

Land Registry PPD and EPC Data					
2017					
	Detached	Flats	Semi-detached	Terrace	All
Count of Price Paid	4	90	7	0	101
Min of Price Paid	£419,995	£148,274	£297,995		£148,274
Min of £/m ²	£3,740	£2,426	£3,333		£2,426
Average of Price Paid	£469,996	£230,739	£363,281		£249,400
Average of £/m ²	£4,084	£3,712	£4,220		£3,762
Max of Price Paid	£499,995	£369,950	£424,995		£499,995
Max of £/m ²	£4,468	£6,175	£4,521		£6,175

Source: Table 4.5, Land Registry and EPC Register (July 2017)

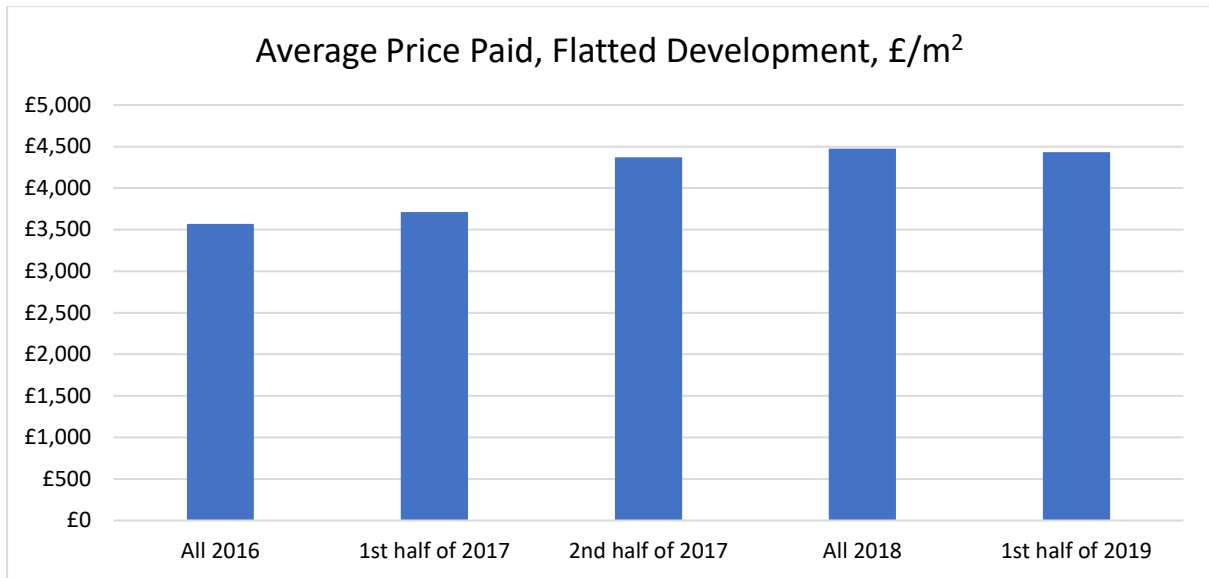
This data is analysis of all the sales of all newbuild residential property as reported by the Land Registry.

This table has now been updated to take into account the most recent data. There have been 180 sales of newbuild residential property as recorded by the Land Registry since June 2017. All the transactions are listed in the attached **Appendix 1**.

UPDATED Land Registry PPD and EPC Data September 2019					
2017					
	Detached	Flats	Semi-detached	Terrace	All
Count	0	14	2	3	19
Min Price Paid		£158,500	£399,995	£404,995	£158,500
Min £/m ²		£3,291	£4,255	£3,375	£3,291
Average Price Paid		£266,050	£404,995	£409,995	£303,404
Average £/m ²		£4,372	£4,308	£3,417	£4,214
Max Price Paid		£424,950	£409,995	£414,995	£424,950
Max £/m ²		£5,744	£4,362	£3,458	£5,744
2018					
	Detached	Flats	Semi-detached	Terrace	All
Count	0	78	0	0	78
Min Price Paid		£155,000			£155,000
Min £/m ²		£3,000			£3,000
Average Price Paid		£208,040			£208,040
Average £/m ²		£4,476			£4,476
Max Price Paid		£399,950			£399,950
Max £/m ²		£5,147			£5,147
2019					
	Detached	Flats	Semi-detached	Terrace	All
Count	1	66	12	3	82
Min Price Paid	£580,000	£65,450	£329,888	£192,500	£65,450
Min £/m ²	£3,671	£1,454	£3,542	£2,292	£1,454
Average Price Paid	£580,000	£193,417	£413,307	£330,800	£235,337
Average £/m ²	£3,671	£4,435	£4,023	£3,485	£4,330
Max Price Paid	£580,000	£265,000	£595,000	£399,950	£595,000
Max £/m ²	£3,671	£5,650	£4,329	£4,081	£5,650

Source: Land Registry and EPC Register (September 2019)

The data for houses (detached, semi-detached and terraced housing) should be treated with caution, due to the small sample, however the sample size for flats is significant and can be summarised as follows:



The values for flats have increased since 2017, when the *CIL Viability Update* was undertaken.

The price assumptions for financial appraisals were set out in Table 4.7 of the *CIL Viability Update* (December 2017) with a value of £3,700/m² being used for flatted development. The current average of £4,435/m² is 20% higher than £3,700/m² used¹.

This data shows that the values of flats has increased by just under 20% and the costs of construction of the higher format (6+ storeys) flats by just over 14% since the *CIL Viability Update* (Dec 2017). The cost of construction of flats more generally has risen by a similar amount to values over the same period. On this basis it is clear that there has been an improvement in viability for the construction of flatted development since the *CIL Viability Update* (December 2017). On this basis the Council maintains its position that it is not proportionate or necessary to rerun the appraisals.

¹ £4,435-£3,700=£735. £735/£3,700=19.89%

Corrected Results Tables

At the hearings an error was identified in the appraisals that support the *CIL Viability Update* (HDH, December 2017), in relation to the affordable housing requirement. The corrected tables are presented below.

The following results are in the same format and based on the same assumptions as set out in the in the *CIL Viability Update* (HDH, December 2017), with the following alterations:

- The affordable housing mix has been changed (corrected) from 30% Affordable Rent / 70% Intermediate to 70% Affordable Rent / 30% Intermediate, in line with Local Plan policy HO8.
- The s106 (strategic infrastructure and mitigation) costs on the West of Stevenage site has been increased to £27,510,850 to include the cost of a new / widened A1M tunnel at Meadway. It has been agreed that signalisation of the existing tunnel would not be sufficient to meet Local Plan policy requirements. The estimated additional cost increase is around £8,125,000².
- The developers return to has been changed from 20% of development costs to 17.5% of market value / 6% affordable housing value to be in line with Paragraph 10-018-20190509 of the updated PPG.

For convenience, the original (2017) results are presented. The 2019 results are unchanged from the tables circulated during the CIL Examination.

Base Appraisals – Full Policy Requirements

10.7 On the basis of the assumptions set out in the earlier chapters, we prepared financial appraisals for each of the modelled residential sites using a bespoke spreadsheet-based financial analysis package. We produced financial appraisals based on the values and build costs, and financial assumptions for the different options. **The detailed appraisal base results for the modelled sites are included in the attached Appendix 2.**

10.8 These appraisals are based on the full policy requirements of the Local Plan, but with a range of affordable housing and developer contribution assumptions base options:

- | | | | |
|----|-------------------------|--|-------------|
| a) | Affordable Housing | On sites of 11 units and larger. 30% on greenfield. 25% on brownfield sites, (70% Affordable Rent 30% intermediate). | |
| b) | Environmental Standards | Accessible and Adaptable. | |
| c) | s106 | Typologies | £2,000/unit |
| | | Stevenage North | £9,211,800 |
| | | Stevenage West | £27,510,850 |

² £6,500,000 + 25% contingency.

Stevenage South-East

£2,221,550

10.9 The following results are directly comparable to those in Table 10.1 of the 2015 Viability Study, albeit being based on the updated policy requirements (principally the reduction in the affordable targets and the introduction of the national affordable housing threshold).

UPDATED Table 10.1 Residual Values – Base Appraisals. NO CIL															
ORIGINAL 2017															
						Area (ha)		Units	Residual Value (£)						
						Gross	Net		Gross ha	Net ha	Site				
Site 1	Northern Extension		Green	North		50.00	25.00	800	926,032	1,852,064	46,301,598				
Site 2	Western Extension		Green	West		90.53	47.12	1350	773,215	1,485,551	69,999,170				
Site 3	Southeast Extension		Green	South East		28.12	19.97	550	1,246,232	1,754,835	35,044,053				
Site 4	Greenfield 1	0	Green		Paddock	1.42	1.30	45	1,438,536	1,571,323	2,042,721				
Site 5	Greenfield 2	0	Green		Paddock	1.00	0.75	30	1,250,789	1,667,718	1,250,789				
Site 6	Greenfield 3	0	Green		Paddock	0.46	0.40	16	1,840,576	2,116,662	846,665				
Site 7	Greenfield 4	0	Green		Paddock	4.65	3.50	122	1,162,024	1,543,041	5,400,644				
Site 8	High Town Centre Flats		Brown	Town Centre		0.70	0.70	350	5,890,349	5,890,349	4,123,244				
Site 9	Town Centre Flats		Brown	Town Centre	Community	0.50	0.50	50	1,144,893	1,144,893	572,447				
Site 10	PDL 1	0	Brown		PDL	1.40	1.25	50	1,341,556	1,502,543	1,878,179				
Site 11	PDL 2	0	Brown		Commercial	0.70	0.60	24	1,332,468	1,554,546	932,727				
Site 12	PDL 3	0	Brown		PDL	0.35	0.35	14	1,810,625	1,810,625	633,719				
Site 13	PDL 4 - Flats	0	Brown		Commercial	0.20	0.20	12	-105,094	-105,094	-21,019				
Site 14	Small A	0	Brown		PDL	0.33	0.33	10	1,796,637	1,796,637	598,879				
Site 15	Small B	0	Brown		PDL	0.20	0.20	6	1,935,411	1,935,411	387,082				
Site 16	Small C	0	Brown		PDL	0.10	0.10	3	1,432,407	1,432,407	143,241				
UPDATED 2019															
						Area (ha)		Units	Residual Value (£)						
						Gross	Net		Gross ha	Net ha	Site				
Site 1	Northern Extension		Green	North		72.00	34.00	800	560,770	1,187,513	40,375,440				
Site 2	Western Extension		Green	West		90.53	47.12	1350	556,488	1,069,160	50,378,828				
Site 3	Southeast Extension		Green	South East		28.12	19.97	550	1,125,288	1,584,532	31,643,098				
Site 4	Greenfield 1	0	Green		Paddock	1.42	1.30	45	1,330,880	1,453,731	1,889,850				
Site 5	Greenfield 2	0	Green		Paddock	1.00	0.75	30	1,149,911	1,533,215	1,149,911				
Site 6	Greenfield 3	0	Green		Paddock	0.46	0.40	16	1,717,123	1,974,691	789,877				
Site 7	Greenfield 4	0	Green		Paddock	4.65	3.50	122	1,072,238	1,423,815	4,983,353				
Site 8	High Town Centre Flats		Brown	Town Centre	Retail	0.70	0.70	350	3,805,508	3,805,508	2,663,855				
Site 9	Town Centre Flats		Brown	Town Centre	Community	0.50	0.50	50	709,504	709,504	354,752				
Site 10	PDL 1	0	Brown		PDL	1.40	1.25	50	1,221,563	1,368,151	1,710,189				
Site 11	PDL 2	0	Brown		Commercial	0.70	0.60	24	1,216,130	1,418,819	851,291				
Site 12	PDL 3	0	Brown		PDL	0.35	0.35	14	1,666,889	1,666,889	583,411				
Site 13	PDL 4 - Flats	0	Brown		Commercial	0.20	0.20	12	-251,774	-251,774	-50,355				
Site 14	Small A	0	Brown		PDL	0.33	0.33	10	1,670,216	1,670,216	556,739				
Site 15	Small B	0	Brown		PDL	0.20	0.20	6	1,814,828	1,814,828	362,966				
Site 16	Small C	0	Brown		PDL	0.10	0.10	3	1,293,874	1,293,874	129,387				

Source: HDH (September 2019)

10.10 The Residual Value has fallen across the strategic sites and typologies. The Residual Value is not a good indication of viability by itself, being the maximum price, a developer may bid for a parcel of land and still make an adequate return (competitive return).

10.11 In the following tables, we have compared the Residual Value with the Viability Threshold (as in Table 10.2 of the Viability Update). The Viability Threshold being the amount over and above the EUV that is sufficient to provide the willing landowner with a return and induce them to sell the land for development. Both the 2017 and 2019 figures are presented.

Table 10.2 Residual Value compared to Viability Threshold Full Development Plan Policy Requirements (£/ha – Gross) – No CIL						
			EUV	BLV	Residual Value	
					ORIGINAL Dec 2017	UPDATED Sept 2019
Site 1	Northern Extension	North	25,000	425,000	926,032	560,770
Site 2	Western Extension	West	25,000	425,000	773,215	556,488
Site 3	Southeast Extension	South East	25,000	425,000	1,246,232	1,125,288
Site 4	Greenfield 1		50,000	450,000	1,438,536	1,330,880
Site 5	Greenfield 2		50,000	450,000	1,250,789	1,149,911
Site 6	Greenfield 3		50,000	450,000	1,840,576	1,717,123
Site 7	Greenfield 4		50,000	450,000	1,162,024	1,072,238
Site 8	High Town Centre Flats	Town Centre	600,000	750,000	5,890,349	3,805,508
Site 9	Town Centre Flats	Town Centre	600,000	750,000	1,144,893	709,504
Site 10	PDL 1		600,000	750,000	1,341,556	1,221,563
Site 11	PDL 2		600,000	750,000	1,332,468	1,216,130
Site 12	PDL 3		600,000	750,000	1,810,625	1,666,889
Site 13	PDL 4 - Flats		600,000	750,000	-105,094	-251,774
Site 14	Small A		600,000	750,000	1,796,637	1,670,216
Site 15	Small B		600,000	750,000	1,935,411	1,814,828
Site 16	Small C		600,000	750,000	1,432,407	1,293,874

Source: HDH (September 2019)

10.12 All but one of the sites generate a positive residual value, and one that in most cases is well in excess of the viability thresholds. The exception is the smaller flatted scheme modelled on a brownfield site.

The Potential for CIL

10.13 Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site and sold the units (including provision of any affordable housing that is required).

10.14 The following tables show the additional profit (as in Table 10.3 of the Viability Update). This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the Plan. The appraisals include the allowances for strategic infrastructure and mitigation as in the base appraisals above.

Table 10.3 Additional Profit					
Base Appraisals					
			£ site	£/m2	
				ORIGINAL Dec 2017	UPDATED Sept 2019
Site 1	Northern Extension	North	34,022,853	655	312
Site 2	Western Extension	West	46,467,778	531	255
Site 3	Southeast Extension	South East	31,193,776	874	805
Site 4	Greenfield 1		1,574,920	531	506
Site 5	Greenfield 2		888,102	459	425
Site 6	Greenfield 3		700,238	640	616
Site 7	Greenfield 4		3,823,641	480	450
Site 8	High Town Centre Flats	Town Centre	4,138,327	232	174
Site 9	Town Centre Flats	Town Centre	211,591	83	27
Site 10	PDL 1		931,062	267	253
Site 11	PDL 2		446,848	258	253
Site 12	PDL 3		400,858	380	378
Site 13	PDL 4 - Flats		-176,838	-281	-298
Site 14	Small A		376,036	374	422
Site 15	Small B		254,987	457	505
Site 16	Small C		70,881	215	264

Source: September 2019

10.15 The additional profit is less in the corrected analysis. However, when the additional profit is considered across the area, it can be seen that there is still considerable capacity to bear CIL.

The Effect of CIL

10.16 CIL Regulation 14 (as amended) sets out the core principle for setting CIL:

Setting rates

- (1) *In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—*
- (a) *the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*

(b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.

(2) In setting rates ...

10.17 Viability testing in the context of CIL is to assess the 'effects' on development. Ultimately the test that will be applied to CIL is as set out the examination section of the PPG:

documents containing appropriate available evidence ... evidence has been provided that shows the proposed rate or rates would not threaten delivery of the relevant Plan as a whole (for England, see National Planning Policy Framework paragraph 173)

Reference ID: 25-038-20140612

10.18 The following appraisals incorporate CIL at a range of levels and are directly comparable to those in Table 13.3 of the 2015 Viability Study and Table 10.4 of the of the Viability Update.

10.19 We have included an additional table that is not in the *CIL Viability Update* (HDH, December 2017). This was circulated at the hearing and presents the same results as in the previous table (the numbers are the same), but the Benchmark Land Value has been increased by 25% to represent the viability buffer or cushion as recommended by the PPG.

CIL as a proportion of Land Value and Gross Development Value

10.20 To further inform the CIL rate setting process, we have calculated CIL as a proportion of the Residual Value and the Gross Development Value.

10.21 CIL as the proportion of the Residual Value, in approximate terms, represents the percentage fall in land value that a landowner may receive. As set out in the Local Plan Viability Study, it is inevitable that CIL will depress land prices. This is recognised in the RICS Guidance and was considered at the Greater Norwich CIL examination³. In Greater Norwich it was suggested that landowners may accept a 25% fall in land prices following the introduction of CIL saying:

22. Thirdly the work done by the Councils to demonstrate what funds are likely to be available for CIL (Appendix 1 of the Note following Day 1) relies on the full 25% of the benchmark land value being available for the CIL “pot”. While this may sometimes be the case it is unlikely that it will always apply. Even if some landowners may be prepared to accept less than 75% of the benchmark value, the 25% figure should be treated as a maximum and not an average. Using 25% to try to establish what the theoretical maximum amount in a CIL “pot” may be is reasonable, but when thinking about setting a CIL charge in the real world it would be prudent to treat it as a maximum that will only apply on some occasions in some circumstances.

10.22 It is important to note that a wide ranging debate took place at that CIL Examination and on the specific local circumstances. It would however be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so. The following tables show CIL, at a range of rates, as a percentage of the Residual Value.

³ Greater Norwich Development Partnership – for Broadland District Council, Norwich City Council and South Norfolk Council. by Keith Holland BA (Hons) Dip TP, MRTPI ARICS Date: 4 December 2012

Table 10.5 CIL as Percentage of Residual Value

ORIGINAL 2017

	£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150
Site 1 Northern Extension	0.00%	1.13%	2.28%	3.45%	4.65%	5.86%	7.10%	8.36%	9.65%	10.96%	12.29%	13.65%	15.04%	16.45%	17.90%	19.37%
Site 2 Western Extension	0.00%	1.26%	2.55%	3.86%	5.20%	6.56%	7.94%	9.36%	10.80%	12.27%	13.77%	15.30%	16.86%	18.46%	20.09%	21.75%
Site 3 Southeast Extension	0.00%	1.03%	2.07%	3.13%	4.21%	5.30%	6.42%	7.55%	8.71%	9.88%	11.08%	12.29%	13.53%	14.79%	16.07%	17.38%
Site 4 Greenfield 1	0	1.47%	2.98%	4.54%	6.15%	7.80%	9.50%	11.25%	13.06%	14.92%	16.84%	18.81%	20.80%	23.02%	25.22%	27.49%
Site 5 Greenfield 2	0	1.57%	3.19%	4.86%	6.58%	8.36%	10.20%	12.09%	14.05%	16.08%	18.18%	20.35%	22.60%	24.94%	27.36%	29.88%
Site 6 Greenfield 3	0	1.31%	2.65%	4.03%	5.45%	6.90%	8.39%	9.92%	11.50%	13.12%	14.79%	16.51%	18.27%	20.09%	21.97%	23.90%
Site 7 Greenfield 4	0	1.50%	3.03%	4.62%	6.24%	7.92%	9.65%	11.43%	13.27%	15.16%	17.12%	19.14%	21.22%	23.38%	25.61%	27.92%
Site 8 High Town Centre Flats	0.00%	4.50%	9.40%	14.76%	20.63%	27.10%	34.27%	42.24%	51.18%	61.25%	72.71%	85.84%	101.04%	118.86%	140.02%	165.57%
Site 9 Town Centre Flats	0.00%	4.67%	9.78%	15.40%	21.62%	28.54%	36.28%	44.98%	54.86%	66.16%	79.22%	94.46%	112.51%	134.25%	161.36%	195.61%
Site 10 PDL 1	0	1.89%	3.85%	5.88%	7.99%	10.18%	12.45%	14.82%	17.29%	19.86%	22.54%	25.33%	28.26%	31.31%	34.51%	37.87%
Site 11 PDL 2	0	1.89%	3.85%	5.88%	7.99%	10.19%	12.47%	14.85%	17.33%	19.92%	22.62%	25.44%	28.39%	31.49%	34.73%	38.13%
Site 12 PDL 3	0	1.89%	3.44%	5.25%	7.12%	9.06%	11.07%	13.15%	15.32%	17.56%	19.89%	22.31%	24.83%	27.46%	30.19%	33.05%
Site 13 PDL 4 - Flats	0	-22.82%	-36.85%	-46.35%	-53.21%	-58.39%	-62.44%	-65.70%	-68.38%	-70.62%	-72.52%	-74.15%	-75.56%	-76.80%	-77.83%	-78.70%
Site 14 Small A	0	1.71%	3.47%	5.30%	7.18%	9.14%	11.17%	13.27%	15.46%	17.72%	20.08%	22.53%	25.08%	27.74%	30.51%	33.40%
Site 15 Small B	0	1.46%	2.97%	4.51%	6.11%	7.75%	9.44%	11.19%	12.99%	14.85%	16.77%	18.75%	20.80%	22.92%	25.12%	27.39%
Site 16 Small C	0	2.35%	4.82%	7.42%	10.15%	13.02%	16.05%	19.26%	22.65%	26.25%	30.06%	34.12%	38.45%	43.08%	48.02%	53.33%

UPDATED 2019

	£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150
Site 1 Northern Extension	0.00%	1.30%	2.62%	3.97%	5.35%	6.76%	8.19%	9.65%	11.15%	12.68%	14.24%	15.84%	17.47%	19.14%	20.85%	22.59%
Site 2 Western Extension	0.00%	1.76%	3.56%	5.41%	7.31%	9.26%	11.25%	13.31%	15.42%	17.58%	19.81%	22.10%	24.46%	26.89%	29.39%	31.96%
Site 3 Southeast Extension	0.00%	1.14%	2.29%	3.47%	4.67%	5.89%	7.14%	8.40%	9.69%	11.01%	12.35%	13.72%	15.11%	16.53%	17.98%	19.45%
Site 4 Greenfield 1	0.00%	1.59%	3.23%	4.92%	6.67%	8.47%	10.33%	12.25%	14.23%	16.28%	18.41%	20.61%	22.88%	25.25%	27.70%	30.24%
Site 5 Greenfield 2	0.00%	1.71%	3.48%	5.30%	7.19%	9.15%	11.17%	13.27%	15.44%	17.69%	20.03%	22.46%	24.98%	27.61%	30.34%	33.19%
Site 6 Greenfield 3	0.00%	1.40%	2.85%	4.33%	5.86%	7.42%	9.04%	10.70%	12.41%	14.17%	15.98%	17.86%	19.80%	21.79%	23.85%	25.98%
Site 7 Greenfield 4	0.00%	1.62%	3.29%	5.02%	6.79%	8.63%	10.52%	12.47%	14.50%	16.59%	18.75%	20.99%	23.30%	25.71%	28.20%	30.79%
Site 8 High Town Centre Flats	0.00%	7.13%	15.26%	24.63%	35.53%	48.38%	63.75%	82.46%	105.75%	135.51%	174.87%	229.41%	309.95%	440.94%	691.40%	1372.72%
Site 9 Town Centre Flats	0.00%	7.74%	16.73%	27.31%	39.94%	55.41%	74.75%	99.58%	132.61%	179.32%	249.88%	368.51%	609.72%	1366.65%	-21319.56%	-1385.60%
Site 10 PDL 1	0.00%	2.08%	4.24%	6.49%	8.83%	11.27%	13.81%	16.47%	19.25%	22.15%	25.20%	28.39%	31.73%	35.25%	38.95%	42.85%
Site 11 PDL 2	0.00%	2.07%	4.23%	6.47%	8.81%	11.26%	13.81%	16.47%	19.26%	22.18%	25.25%	28.46%	31.84%	35.40%	39.15%	43.11%
Site 12 PDL 3	0.00%	1.84%	3.75%	5.79%	7.78%	9.91%	12.13%	14.43%	16.82%	19.32%	21.92%	24.64%	27.47%	30.43%	33.53%	36.78%
Site 13 PDL 4 - Flats	0.00%	-11.07%	-19.87%	-27.01%	-32.94%	-37.94%	-42.20%	-45.89%	-49.10%	-51.91%	-54.33%	-56.49%	-58.42%	-60.16%	-61.74%	-63.18%
Site 14 Small A	0.00%	1.84%	3.74%	5.72%	7.66%	9.89%	12.10%	14.40%	16.79%	19.28%	21.88%	24.59%	27.42%	30.37%	33.47%	36.71%
Site 15 Small B	0.00%	1.56%	3.17%	4.83%	6.54%	8.30%	10.12%	12.00%	13.95%	15.96%	18.04%	20.20%	22.43%	24.75%	27.15%	29.64%
Site 16 Small C	0.00%	2.61%	5.36%	8.27%	11.34%	14.60%	18.06%	21.73%	25.65%	29.83%	34.30%	39.09%	44.24%	49.80%	55.80%	62.31%

Source: HDH (September 2107 / September 2019)

10.23 Plan-wide viability testing is not an exact science. The process is based on high level modelling and assumptions and development costs and assumptions. The process adopted by many developers is similar, hence the use of contingency sums, the competitive return assumptions and the generally cautious approach. In the following tables we have set out CIL, at a range of rates, as a proportion of the Gross Development Value.

Table 10.6 CIL as Percentage of GDV

ORIGINAL 2017																UPDATED 2019																	
Site	£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150	Site	£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150
Site 1	0.00%	0.22%	0.45%	0.67%	0.89%	1.11%	1.34%	1.56%	1.78%	2.00%	2.23%	2.45%	2.67%	2.90%	3.12%	3.34%	Site 1	0.00%	0.23%	0.46%	0.69%	0.92%	1.15%	1.38%	1.61%	1.84%	2.07%	2.30%	2.53%	2.76%	2.99%	3.22%	3.45%
Site 2	0.00%	0.22%	0.45%	0.67%	0.89%	1.11%	1.34%	1.56%	1.78%	2.00%	2.23%	2.45%	2.67%	2.90%	3.12%	3.34%	Site 2	0.00%	0.23%	0.46%	0.69%	0.92%	1.15%	1.38%	1.61%	1.84%	2.07%	2.30%	2.53%	2.76%	2.99%	3.22%	3.45%
Site 3	0.00%	0.22%	0.45%	0.67%	0.89%	1.11%	1.34%	1.56%	1.78%	2.00%	2.23%	2.45%	2.67%	2.90%	3.12%	3.34%	Site 3	0.00%	0.23%	0.46%	0.69%	0.92%	1.15%	1.38%	1.61%	1.84%	2.07%	2.30%	2.53%	2.76%	2.99%	3.22%	3.45%
Site 4	0.00%	0.27%	0.54%	0.81%	1.08%	1.35%	1.62%	1.89%	2.16%	2.43%	2.70%	2.97%	3.24%	3.51%	3.78%	4.05%	Site 4	0.00%	0.28%	0.55%	0.83%	1.10%	1.38%	1.65%	1.93%	2.21%	2.48%	2.76%	3.03%	3.31%	3.58%	3.86%	4.14%
Site 5	0.00%	0.27%	0.53%	0.80%	1.06%	1.33%	1.59%	1.86%	2.12%	2.39%	2.65%	2.92%	3.18%	3.45%	3.71%	3.98%	Site 5	0.00%	0.27%	0.54%	0.81%	1.08%	1.35%	1.62%	1.89%	2.16%	2.43%	2.70%	2.97%	3.24%	3.51%	3.78%	4.05%
Site 6	0.00%	0.27%	0.54%	0.80%	1.08%	1.35%	1.63%	1.90%	2.17%	2.44%	2.71%	2.98%	3.25%	3.52%	3.79%	4.06%	Site 6	0.00%	0.27%	0.54%	0.80%	1.07%	1.34%	1.61%	1.88%	2.14%	2.41%	2.68%	2.95%	3.22%	3.49%	3.75%	4.02%
Site 7	0.00%	0.27%	0.54%	0.80%	1.07%	1.34%	1.61%	1.88%	2.14%	2.41%	2.68%	2.95%	3.22%	3.49%	3.75%	4.02%	Site 7	0.00%	0.27%	0.54%	0.80%	1.07%	1.34%	1.61%	1.88%	2.14%	2.41%	2.68%	2.95%	3.22%	3.49%	3.75%	4.02%
Site 8	0.00%	0.23%	0.45%	0.68%	0.91%	1.14%	1.36%	1.59%	1.82%	2.04%	2.27%	2.50%	2.72%	2.95%	3.18%	3.41%	Site 8	0.00%	0.23%	0.45%	0.68%	0.91%	1.14%	1.36%	1.59%	1.82%	2.04%	2.27%	2.50%	2.72%	2.95%	3.18%	3.41%
Site 9	0.00%	0.23%	0.45%	0.68%	0.91%	1.13%	1.36%	1.59%	1.82%	2.04%	2.27%	2.50%	2.72%	2.95%	3.18%	3.40%	Site 9	0.00%	0.23%	0.45%	0.68%	0.91%	1.13%	1.36%	1.59%	1.82%	2.04%	2.27%	2.50%	2.72%	2.95%	3.18%	3.40%
Site 10	0.00%	0.28%	0.55%	0.83%	1.11%	1.39%	1.66%	1.94%	2.22%	2.50%	2.77%	3.05%	3.33%	3.61%	3.88%	4.16%	Site 10	0.00%	0.28%	0.55%	0.83%	1.11%	1.39%	1.66%	1.94%	2.22%	2.50%	2.77%	3.05%	3.33%	3.61%	3.88%	4.16%
Site 11	0.00%	0.28%	0.56%	0.85%	1.13%	1.41%	1.69%	1.98%	2.26%	2.54%	2.82%	3.11%	3.39%	3.67%	3.95%	4.24%	Site 11	0.00%	0.28%	0.56%	0.85%	1.13%	1.41%	1.69%	1.98%	2.26%	2.54%	2.82%	3.11%	3.39%	3.67%	3.95%	4.24%
Site 12	0.00%	0.28%	0.57%	0.85%	1.14%	1.42%	1.71%	1.99%	2.28%	2.56%	2.85%	3.13%	3.42%	3.70%	3.99%	4.27%	Site 12	0.00%	0.28%	0.57%	0.85%	1.14%	1.42%	1.71%	1.99%	2.28%	2.56%	2.85%	3.13%	3.42%	3.70%	3.99%	4.27%
Site 13	0.00%	0.27%	0.55%	0.82%	1.10%	1.37%	1.64%	1.92%	2.19%	2.47%	2.74%	3.01%	3.29%	3.56%	3.83%	4.11%	Site 13	0.00%	0.27%	0.55%	0.82%	1.10%	1.37%	1.64%	1.92%	2.19%	2.47%	2.74%	3.01%	3.29%	3.56%	3.83%	4.11%
Site 14	0.00%	0.32%	0.65%	0.97%	1.29%	1.61%	1.94%	2.26%	2.58%	2.90%	3.23%	3.55%	3.87%	4.19%	4.52%	4.84%	Site 14	0.00%	0.32%	0.65%	0.97%	1.29%	1.61%	1.94%	2.26%	2.58%	2.90%	3.23%	3.55%	3.87%	4.19%	4.52%	4.84%
Site 15	0.00%	0.32%	0.65%	0.97%	1.29%	1.61%	1.94%	2.26%	2.58%	2.90%	3.23%	3.55%	3.87%	4.19%	4.52%	4.84%	Site 15	0.00%	0.32%	0.65%	0.97%	1.29%	1.61%	1.94%	2.26%	2.58%	2.90%	3.23%	3.55%	3.87%	4.19%	4.52%	4.84%
Site 16	0.00%	0.32%	0.65%	0.97%	1.29%	1.61%	1.94%	2.26%	2.58%	2.90%	3.23%	3.55%	3.87%	4.19%	4.52%	4.84%	Site 16	0.00%	0.32%	0.65%	0.97%	1.29%	1.61%	1.94%	2.26%	2.58%	2.90%	3.23%	3.55%	3.87%	4.19%	4.52%	4.84%

Source: HDH (September 2017 / September 2019)

Questions raised at the hearing

Through and after the hearings number of queries and challenges to the accuracy of the modelling were raised. These are addressed below.

Build costs

Paragraph 7.3 of *CIL Viability Update* (December 2017) sets out the approach to construction costs. The appropriate updated BCIS costs were used. These are shown in the site make up sheets in the full print out in the appraisals.

Type	£/m ²
Flat	1,262
Terrace	1,088
Semi	1,086
Detached	1,267
Flat 1 High*	1,617

These are subject to several adjustments.

Based on the most up to date published data (as at September 2019), the cost of a wheelchair adaptable dwelling, based on the *Wheelchair Housing Design Guide* for a 3 bed house, is £10,111 per dwelling⁴. The cost of Category 2 Accessible and Adaptable is £521⁵ per dwelling (this compares with the £1,097 per dwelling cost for the Lifetime Homes Standard).

As per paragraph 7.5 of the *CIL Viability Update* (December 2017), to take into account the cost of meeting Category 2 Accessible and Adaptable, an adjustment of £11/m² was made, being based on a DCLG, Housing Standards Review – Cost Impacts (September 2014) that the costs would be less than £2,000/unit.

In the appraisal, this is set out in line 'Acc & Adpt' on the 'For Apps' sheet and carried into the appraisals in the box called 'Build Costs' in the top right-hand corner of the site / typology specific sheets.

If the viability study was being carried out now the adjustment would be reduced from £11/m² (£2,000/unit on 50% of units and an average unit size of a little less than 100/m²) to £3/m² (£521/unit on 50% of units and an average unit size of a little less than 100/m²).

⁴ Paragraph 153 *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015).

⁵ Paragraph 157 *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015).

Site Costs

The approach to site costs is set out at paragraph 7.13 of the *CIL Viability Update* (December 2017) and are calculated as percentage of BCIS.

5%, urban flats, 10% smaller sites, 20% larger greenfield sites.

In the appraisal, this is set out in line 'Site Costs' on the 'For Apps' sheet and carried into the appraisals in the box called 'Build Costs' in the top right-hand corner of the site / typology specific sheets.

Abnormal Costs

Paragraph 7.16 of the *Whole Plan Viability Study* (HDH, September 2015) sets out that an assumption of 5% of the build costs is made on brownfield sites (3% on town centre flatted schemes).

This is set out in first line 'Abnormals' on the 'For Apps' sheet and carried into the appraisals in the box called 'Development Costs' in the upper central area of the site / typology specific sheets. For the purpose of the modelling, the site-specific strategic infrastructure and mitigation cost (the s106 cost) for the strategic sites is treated as an abnormal cost. This is set out in second line 'Abnormals' on the 'For Apps' sheet and carried into the appraisals in the box called 'Development Costs' in the upper central area of the site / typology specific sheets. The two 'abnormal' lines are combined in the appraisals.

Fees

It has been suggested as follows:

'General point - I am not sure if you picked this up but there is a discrepancy between your document and the appraisals relating to Land agent and legal costs for acquisition. In the document this states 1.5% but in the typologies it is still using 1%'.

A wide range of fee assumptions are taken to apply.

Paragraph 7.21 of the *Whole Plan Viability Study* (September 2015) sets out the main assumptions. The fees, in connection with the construction, are subdivided into Architects, Quantity Surveyors, Planning Consultants and Others. Together these come to 10% and were carried into the 7.17 of the *CIL Viability Update* (December 2017)

This is set out in lines 'Architects, QS/PM, Planning Consultants and Other Professional' on the 'For Apps' sheet and carried into the appraisals in the box called 'Development Costs' in the upper central area of the site / typology specific sheets. The appropriate allowance is applied to the combined cost of construction (including contingency and abnormals).

If undertaking this study now we would use an 8% assumption in this regard (because whilst there has been inflation in build costs there has not been similar inflation in fees).

Paragraph 7.56 of the *Whole Plan Viability Study* (September 2015) sets out that an assumption of 1% for acquisition fees (agents and legal). This is set out in line 'Legals / Acquisition' on the 'For Apps' sheet and carried into the appraisals in the box called 'Development Costs' in the upper central area of the site / typology specific sheets. The appropriate allowance is applied to the calculated Residual Value. Paragraph 7.36 of the *CIL Viability Update* (December 2017) say that the assumption is carried forward (being the 1% assumption). Paragraph 7.37 of the *CIL Viability Update* (December 2017) then misquotes 1.5%. The assumption used is 1% as per paragraph 7.56 of the *Whole Plan Viability Study* (September 2015) and Paragraph 7.34 of the *CIL Viability Update* (December 2017) and not 1.5% as set out in para 7.37, which is incorrect.

Paragraph 7.57 of *Whole Plan Viability Study* (September 2015) sets out that an assumption of 3.5% of the GDV being used to cover disposal fees.

This is set out in lines 'Sales' on the 'For Apps' sheet and carried into the appraisals in the box called 'Development Costs' in the upper central area of the site / typology specific sheets. The appropriate allowance is applied to the combined value of the market and the affordable housing.

Modelling

The following concern was raised over the modelling and how the modelling set out in the 'Site make up' sheets relate to the modelling in the site / typology specific sheets.

Site 8 - there is a discrepancy between the site 8 accommodation schedule and the appraisal. It is minor but one I would pick up on. In the accommodation schedule there are 262 sale and 88 affordable dwellings but in the appraisal it shows 263 sale and 87 affordable - one more sale unit and one less shared ownership.

The purpose of the 'Site make up' sheets is to calculate the average size of the market units and the average size of the affordable units. This process brings together the size of the units, the mix of housing (informed by the SHMA) and the affordable housing percentage. It is inevitable that this results in part units, so as it is not possible to build a part unit it is necessary to round the mix to whole units.

This stage of the modelling is important as, on average, market units are larger than affordable units.

The average unit sizes are carried forward to the top left box of the site / typology specific sheets and used to calculate the scheme value (the GDV).

The other purpose of the 'Site make up' sheets is to calculate the average build cost. Different £/m² assumptions are used (taken from BCIS) for the different house types (detached, semi-detached, terraced and flats). These are brought together (making allowance for the circulation space in flatted schemes) to derive a scheme wide £/m² basic build cost that is carried into the top right box of the site / typology specific sheets.

The model is built for plan wide viability testing – so that multiple scenarios can be run (varied affordable percentages, affordable tenure mixes, developer contributions etc.) and tested. The affordable mix used in the appraisals is set out in the ‘For apps’ sheet, from where it is carried into the top left box of the site / typology specific sheets.

Appendix 1 – Land Registry Price Paid Data with EPC

Date	Price Paid	Type	saon	paon	street	postcode	EPC	£/m2
09/06/2017	£260,000	F	FLAT 71	VISTA TOWER	SOUTHGATE	SG1 1AR	79	£3,291
22/10/2018	£180,000	F	FLAT 15	BRICKDALE HOUSE	SWINGATE	SG1 1AS	49	£3,673
20/07/2017	£212,500	F	FLAT 16	BRICKDALE HOUSE	SWINGATE	SG1 1AS	52	£4,087
28/06/2019	£190,000	F	FLAT 24	BRICKDALE HOUSE	SWINGATE	SG1 1AS	49	£3,878
28/06/2019	£190,000	F	FLAT 26	BRICKDALE HOUSE	SWINGATE	SG1 1AS	70	£2,714
28/06/2019	£170,000	F	FLAT 27	BRICKDALE HOUSE	SWINGATE	SG1 1AS	52	£3,269
27/04/2018	£212,000	F	FLAT 28	BRICKDALE HOUSE	SWINGATE	SG1 1AS	50	£4,240
14/11/2017	£158,500	F	FLAT 31	BRICKDALE HOUSE	SWINGATE	SG1 1AS	48	£3,302
18/05/2018	£155,000	F	FLAT 32	BRICKDALE HOUSE	SWINGATE	SG1 1AS	43	£3,605
08/02/2019	£182,500	F	FLAT 33	BRICKDALE HOUSE	SWINGATE	SG1 1AS	49	£3,724
16/08/2018	£210,000	F	FLAT 34	BRICKDALE HOUSE	SWINGATE	SG1 1AS	52	£4,038
30/08/2018	£210,000	F	FLAT 35	BRICKDALE HOUSE	SWINGATE	SG1 1AS	70	£3,000
28/06/2019	£170,000	F	FLAT 36	BRICKDALE HOUSE	SWINGATE	SG1 1AS	52	£3,269
26/09/2017	£219,000	F	FLAT 43	BRICKDALE HOUSE	SWINGATE	SG1 1AS	59	£3,712
17/10/2017	£167,000	F	FLAT 49	BRICKDALE HOUSE	SWINGATE	SG1 1AS	44	£3,795
31/08/2018	£190,000	F	FLAT 51	BRICKDALE HOUSE	SWINGATE	SG1 1AS	51	£3,725
13/12/2017	£220,000	F	FLAT 52	BRICKDALE HOUSE	SWINGATE	SG1 1AS	59	£3,729
24/05/2018	£220,000	F	FLAT 53	BRICKDALE HOUSE	SWINGATE	SG1 1AS	59	£3,729
14/12/2018	£180,000	F	FLAT 54	BRICKDALE HOUSE	SWINGATE	SG1 1AS	52	£3,462
17/08/2018	£210,000	F	FLAT 8	BRICKDALE HOUSE	SWINGATE	SG1 1AS	68	£3,088
01/09/2017	£191,000	F	FLAT 9	BRICKDALE HOUSE	SWINGATE	SG1 1AS	51	£3,745
28/02/2019	£168,500	F	1	BOSTON HOUSE	PARK PLACE	SG1 1AY	34	£4,956
29/03/2019	£200,000	F	10	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,545
11/04/2019	£200,000	F	11	BOSTON HOUSE	PARK PLACE	SG1 1AY	43	£4,651
24/05/2019	£225,000	F	13	BOSTON HOUSE	PARK PLACE	SG1 1AY	47	£4,787
28/06/2019	£198,000	F	22	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,500
26/03/2019	£228,000	F	23	BOSTON HOUSE	PARK PLACE	SG1 1AY	47	£4,851
08/03/2019	£205,000	F	25	BOSTON HOUSE	PARK PLACE	SG1 1AY	43	£4,767
08/03/2019	£195,000	F	26	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,432
05/04/2019	£205,000	F	27	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,659
29/03/2019	£205,000	F	28	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,659
26/04/2019	£177,000	F	29	BOSTON HOUSE	PARK PLACE	SG1 1AY	36	£4,917
10/04/2019	£197,000	F	3	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,477

11/02/2019	£205,000	F	32	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,659
29/03/2019	£205,000	F	33	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,659
31/05/2019	£206,000	F	34	BOSTON HOUSE	PARK PLACE	SG1 1AY	43	£4,791
15/04/2019	£180,000	F	35	BOSTON HOUSE	PARK PLACE	SG1 1AY	34	£5,294
26/04/2019	£190,000	F	37	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,318
26/04/2019	£190,000	F	38	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,318
07/03/2019	£195,000	F	39	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,432
06/03/2019	£195,000	F	4	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,432
14/06/2019	£190,000	F	43	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,318
31/05/2019	£190,000	F	44	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,318
26/04/2019	£190,000	F	45	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,318
29/03/2019	£260,000	F	46	BOSTON HOUSE	PARK PLACE	SG1 1AY	47	£5,532
29/03/2019	£206,000	F	48	BOSTON HOUSE	PARK PLACE	SG1 1AY	43	£4,791
09/04/2019	£211,000	F	49	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,795
08/03/2019	£197,750	F	5	BOSTON HOUSE	PARK PLACE	SG1 1AY	35	£5,650
29/03/2019	£195,000	F	50	BOSTON HOUSE	PARK PLACE	SG1 1AY	44	£4,432
29/03/2019	£205,000	F	51	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,659
29/03/2019	£190,000	F	56	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,318
29/03/2019	£185,000	F	58	BOSTON HOUSE	PARK PLACE	SG1 1AZ	34	£5,441
25/04/2019	£265,000	F	59	BOSTON HOUSE	PARK PLACE	SG1 1AZ	47	£5,638
17/04/2019	£195,000	F	64	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,432
31/05/2019	£200,000	F	65	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,545
31/05/2019	£203,000	F	66	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,614
11/04/2019	£198,000	F	67	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,500
29/03/2019	£262,000	F	69	BOSTON HOUSE	PARK PLACE	SG1 1AZ	47	£5,574
05/04/2019	£200,000	F	71	BOSTON HOUSE	PARK PLACE	SG1 1AZ	43	£4,651
10/04/2019	£210,000	F	73	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,773
07/06/2019	£210,000	F	74	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,773
18/04/2019	£210,000	F	78	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,773
18/04/2019	£195,000	F	79	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,432
29/03/2019	£205,000	F	80	BOSTON HOUSE	PARK PLACE	SG1 1AZ	43	£4,767
18/04/2019	£180,000	F	81	BOSTON HOUSE	PARK PLACE	SG1 1AZ	34	£5,294
18/04/2019	£180,000	F	95	BOSTON HOUSE	PARK PLACE	SG1 1AZ	34	£5,294
29/03/2019	£203,000	F	FLAT 55	BOSTON HOUSE	PARK PLACE	SG1 1AZ	44	£4,614
04/06/2019	£215,000	F	11	MULBERRY HOUSE	PARK PLACE	SG1 1BF	47	£4,574
07/08/2018	£169,000	F	12	MULBERRY HOUSE	PARK PLACE	SG1 1BF	34	£4,971
31/07/2018	£192,500	F	14	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,375
21/06/2019	£165,000	F	23	MULBERRY HOUSE	PARK PLACE	SG1 1BF	34	£4,853

20/11/2018	£197,500	F	32	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,489
02/04/2019	£217,500	F	34	MULBERRY HOUSE	PARK PLACE	SG1 1BF	47	£4,628
25/10/2018	£175,000	F	35	MULBERRY HOUSE	PARK PLACE	SG1 1BF	34	£5,147
15/03/2019	£195,000	F	36	MULBERRY HOUSE	PARK PLACE	SG1 1BF	43	£4,535
24/06/2019	£172,500	F	39	MULBERRY HOUSE	PARK PLACE	SG1 1BF	36	£4,792
25/01/2019	£190,000	F	5	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,318
31/01/2019	£190,000	F	9	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,318
30/08/2018	£190,000	F	FLAT 10	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,318
15/08/2018	£189,000	F	FLAT 13	MULBERRY HOUSE	PARK PLACE	SG1 1BF	43	£4,395
14/08/2018	£192,500	F	FLAT 15	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,375
15/10/2018	£172,500	F	FLAT 17	MULBERRY HOUSE	PARK PLACE	SG1 1BF	36	£4,792
20/12/2018	£165,000	F	FLAT 18	MULBERRY HOUSE	PARK PLACE	SG1 1BF	36	£4,583
16/08/2018	£192,500	F	FLAT 19	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,375
24/07/2018	£191,500	F	FLAT 20	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,352
24/08/2018	£190,500	F	FLAT 21	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,330
07/09/2018	£192,500	F	FLAT 22	MULBERRY HOUSE	PARK PLACE	SG1 1BF	43	£4,477
07/09/2018	£189,000	F	FLAT 25	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,295
14/09/2018	£190,000	F	FLAT 26	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,318
30/08/2018	£195,000	F	FLAT 27	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,432
20/09/2018	£197,500	F	FLAT 28	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,489
30/08/2018	£195,000	F	FLAT 29	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,432
04/10/2018	£304,000	F	FLAT 30	MULBERRY HOUSE	PARK PLACE	SG1 1BF	67	£4,537
07/09/2018	£193,000	F	FLAT 31	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,386
05/10/2018	£190,500	F	FLAT 33	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,330
24/08/2018	£192,500	F	FLAT 37	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,375
24/08/2018	£192,500	F	FLAT 4	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,375
12/10/2018	£172,500	F	FLAT 40	MULBERRY HOUSE	PARK PLACE	SG1 1BF	36	£4,792
28/08/2018	£174,000	F	FLAT 41	MULBERRY HOUSE	PARK PLACE	SG1 1BF	36	£4,833
24/08/2018	£195,000	F	FLAT 43	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,432
30/08/2018	£192,500	F	FLAT 44	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,375
07/09/2018	£195,000	F	FLAT 45	MULBERRY HOUSE	PARK PLACE	SG1 1BF	43	£4,535
14/09/2018	£175,000	F	FLAT 46	MULBERRY HOUSE	PARK PLACE	SG1 1BF	34	£5,147
21/11/2018	£220,000	F	FLAT 47	MULBERRY HOUSE	PARK PLACE	SG1 1BF	47	£4,681
18/09/2018	£210,000	F	FLAT 50	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,773
04/09/2018	£191,000	F	FLAT 6	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,341
24/08/2018	£192,500	F	FLAT 7	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,375
31/08/2018	£192,500	F	FLAT 8	MULBERRY HOUSE	PARK PLACE	SG1 1BF	44	£4,375
05/06/2019	£167,000	F	101	MULBERRY HOUSE	PARK PLACE	SG1 1BH	34	£4,912

18/09/2018	£175,000	F	58	MULBERRY HOUSE	PARK PLACE	SG1 1BH	34	£5,147
31/05/2019	£185,000	F	84	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,205
31/05/2019	£225,000	F	92	MULBERRY HOUSE	PARK PLACE	SG1 1BH	54	£4,167
06/12/2018	£300,000	F	97	MULBERRY HOUSE	PARK PLACE	SG1 1BH	62	£4,839
09/11/2018	£219,000	F	FLAT 100	MULBERRY HOUSE	PARK PLACE	SG1 1BH	43	£5,093
18/09/2018	£209,000	F	FLAT 52	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,750
13/09/2018	£185,000	F	FLAT 54	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,205
03/10/2018	£209,000	F	FLAT 55	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,750
18/09/2018	£191,500	F	FLAT 56	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,352
18/09/2018	£185,000	F	FLAT 59	MULBERRY HOUSE	PARK PLACE	SG1 1BH	43	£4,302
14/09/2018	£195,000	F	FLAT 61	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,432
15/10/2018	£172,500	F	FLAT 62	MULBERRY HOUSE	PARK PLACE	SG1 1BH	36	£4,792
19/12/2018	£170,000	F	FLAT 63	MULBERRY HOUSE	PARK PLACE	SG1 1BH	36	£4,722
15/10/2018	£165,000	F	FLAT 64	MULBERRY HOUSE	PARK PLACE	SG1 1BH	36	£4,583
18/09/2018	£192,600	F	FLAT 66	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,377
13/09/2018	£188,500	F	FLAT 67	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,284
05/10/2018	£187,750	F	FLAT 68	MULBERRY HOUSE	PARK PLACE	SG1 1BH	43	£4,366
17/09/2017	£175,000	F	FLAT 69	MULBERRY HOUSE	PARK PLACE	SG1 1BH	34	£5,147
06/12/2018	£384,000	F	FLAT 70	MULBERRY HOUSE	PARK PLACE	SG1 1BH	79	£4,861
07/11/2018	£195,000	F	FLAT 77	MULBERRY HOUSE	PARK PLACE	SG1 1BH	43	£4,535
25/10/2018	£195,000	F	FLAT 78	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,432
09/10/2018	£195,000	F	FLAT 79	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,432
24/09/2018	£170,000	F	FLAT 80	MULBERRY HOUSE	PARK PLACE	SG1 1BH	36	£4,722
11/10/2018	£170,000	F	FLAT 81	MULBERRY HOUSE	PARK PLACE	SG1 1BH	36	£4,722
01/11/2018	£173,000	F	FLAT 82	MULBERRY HOUSE	PARK PLACE	SG1 1BH	36	£4,806
26/09/2018	£194,000	F	FLAT 83	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,409
09/10/2018	£190,000	F	FLAT 85	MULBERRY HOUSE	PARK PLACE	SG1 1BH	44	£4,318
05/10/2018	£194,000	F	FLAT 86	MULBERRY HOUSE	PARK PLACE	SG1 1BH	43	£4,512
10/10/2018	£170,000	F	FLAT 87	MULBERRY HOUSE	PARK PLACE	SG1 1BH	34	£5,000
07/11/2018	£285,000	F	FLAT 88	MULBERRY HOUSE	PARK PLACE	SG1 1BH	61	£4,672
19/03/2019	£255,000	F	FLAT 89	MULBERRY HOUSE	PARK PLACE	SG1 1BH	54	£4,722
13/12/2018	£228,000	F	FLAT 90	MULBERRY HOUSE	PARK PLACE	SG1 1BH	47	£4,851
27/11/2018	£225,000	F	FLAT 91	MULBERRY HOUSE	PARK PLACE	SG1 1BH	47	£4,787
19/11/2018	£217,500	F	FLAT 95	MULBERRY HOUSE	PARK PLACE	SG1 1BH	43	£5,058
31/10/2018	£305,000	F	FLAT 98	MULBERRY HOUSE	PARK PLACE	SG1 1BH	63	£4,841
31/08/2017	£399,995	S	24		FISHERS GREEN ROAD	SG1 2PB	94	£4,255
07/09/2017	£409,995	S	26		FISHERS GREEN ROAD	SG1 2PB	94	£4,362
20/10/2017	£409,995	T	28		FISHERS GREEN ROAD	SG1 2PB	120	£3,417

20/10/2017	£404,995	T		30	FISHERS GREEN ROAD	SG1 2PB	120	£3,375
20/10/2017	£414,995	T		32	FISHERS GREEN ROAD	SG1 2PB	120	£3,458
28/02/2018	£367,950	F	FLAT 17	ASTONIA LODGE	POUND AVENUE	SG1 3DZ	77	£4,779
29/09/2017	£381,950	F	FLAT 20	ASTONIA LODGE	POUND AVENUE	SG1 3DZ	76	£5,026
30/06/2017	£364,950	F	FLAT 3	ASTONIA LODGE	POUND AVENUE	SG1 3DZ	80	£4,562
12/01/2018	£399,950	F	FLAT 32	ASTONIA LODGE	POUND AVENUE	SG1 3DZ	78	£5,128
27/03/2018	£337,950	F	FLAT 33	ASTONIA LODGE	POUND AVENUE	SG1 3DZ	76	£4,447
15/12/2017	£424,950	F	FLAT 37	ASTONIA LODGE	POUND AVENUE	SG1 3DZ	98	£4,336
30/06/2017	£292,950	F	FLAT 38	ASTONIA LODGE	POUND AVENUE	SG1 3DZ	51	£5,744
19/01/2018	£359,950	F	FLAT 6	ASTONIA LODGE	POUND AVENUE	SG1 3DZ	77	£4,675
07/12/2017	£285,950	F	FLAT 7	ASTONIA LODGE	POUND AVENUE	SG1 3DZ	50	£5,719
29/09/2017	£370,950	F	FLAT 9	ASTONIA LODGE	POUND AVENUE	SG1 3DZ	74	£5,013
22/02/2019	£192,500	T		1	GILES CRESCENT	SG1 4GG	84	£2,292
15/04/2019	£172,900	F	12	JEFFERSON HOUSE	GILES CRESCENT	SG1 4GT	61	£2,834
21/06/2019	£65,450	F	15	JEFFERSON HOUSE	GILES CRESCENT	SG1 4GT	45	£1,454
05/06/2019	£75,600	F	25	JEFFERSON HOUSE	GILES CRESCENT	SG1 4GT	45	£1,680
07/06/2019	£66,850	F	39	JEFFERSON HOUSE	GILES CRESCENT	SG1 4GT	45	£1,486
22/03/2019	£375,000	S		1	POSTON PLACE	SG2 0BS	91	£4,121
22/03/2019	£329,888	S		2	POSTON PLACE	SG2 0BS	82	£4,023
22/03/2019	£355,000	S		3	POSTON PLACE	SG2 0BS	82	£4,329
22/03/2019	£345,000	S		4	POSTON PLACE	SG2 0BS	82	£4,207
18/04/2019	£410,000	S		5	POSTON PLACE	SG2 0BS	98	£4,184
18/04/2019	£399,950	T		6	POSTON PLACE	SG2 0BS	98	£4,081
18/04/2019	£399,950	S		7	POSTON PLACE	SG2 0BS	98	£4,081
18/04/2019	£399,950	S		8	POSTON PLACE	SG2 0BS	98	£4,081
29/04/2019	£399,950	S		9	POSTON PLACE	SG2 0BS	98	£4,081
29/04/2019	£399,950	S		10	POSTON PLACE	SG2 0BS	98	£4,081
24/05/2019	£390,000	S		11	POSTON PLACE	SG2 0BS	98	£3,980
02/05/2019	£399,950	T		12	POSTON PLACE	SG2 0BS	98	£4,081
29/05/2019	£595,000	S		13	POSTON PLACE	SG2 0BS	168	£3,542
28/06/2019	£580,000	D		26	POSTON PLACE	SG2 0BS	158	£3,671
12/04/2019	£560,000	S		27	POSTON PLACE	SG2 0BS	157	£3,567

Appendix 2 – Residential Appraisals

New Base Cover



Stevenage - Residential for CIL Update - At Hearing

11/09/2019
13:00



Number 1 Units NET Area Density erage Unit Size Developed Density Total Cost Rate
Northern Extension 800 34.00 23.53 87 69,849 2,054 80,030,018 1,145.76

Locality een/ Brown .lternative Use

North	Green	Agricultural
Area	Gross	72.00
	Net	34.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	58.0	0.00	10%	1,262	0
	2	0	70.0	0.00	10%	1,262	0
Terrace	2	84	70.0	5,880.00		1,088	6,397,440
	3	123	84.0	10,332.00		1,088	11,241,216
Semi	2	101	79.0	7,979.00		1,086	8,665,194
	3	140	93.0	13,020.00		1,086	14,139,720
Det	3	0	102.0	0.00		1,267	0
	4	84	125.0	10,500.00		1,267	13,303,500
	5	28	150.0	4,200.00		1,267	5,321,400
Flat 1 High*	1	0	58.0	0.00	10%	1,617	0
Flat 2 High*	2	0	70.0	0.00	10%	1,617	0
Flat 3 High*	3	0	84.0	0.00	10%	1,617	0
Affordable							
Flat	1	65	58.0	3,770.00	10%	1,262	5,233,514
	2	0	70.0	0.00	10%	1,262	0
Terrace	2	79	70.0	5,530.00		1,088	6,016,640
	3	82	84.0	6,888.00		1,088	7,494,144
Semi	2	0	79.0	0.00		1,086	0
	3	0	93.0	0.00		1,086	0
Det	3	0	102.0	0.00		1,267	0
	4	14	125.0	1,750.00		1,267	2,217,250
	5	0	150.0	0.00		1,267	0
Flat 1 High*	1	0	58.0	0.00	10%	1,617	0
Flat 2 High*	2	0	70.0	0.00	10%	1,617	0
Flat 3 High*	3	0	84.0	0.00	10%	1,617	0

Number 2 Units Area Density erage Unit Size Developed Density Total Cost Rate
Western Extension 1,350 47.12 28.65 87 117,884 2,502 135,061,100 1,145.71

Locality een/Brown .lternative Use

West	Green	Agricultural
Area	Gross	90.53
	Net	47.12

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	58.00	0.00	10%	1,262	0
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	142	70.00	9,940.00		1,088	10,814,720
	3	208	84.00	17,472.00		1,088	19,009,536
Semi	2	170	79.00	13,430.00		1,086	14,584,980
	3	236	93.00	21,948.00		1,086	23,835,528
Det	3	0	102.00	0.00		1,267	0
	4	142	125.00	17,750.00		1,267	22,489,250
	5	47	150.00	7,050.00		1,267	8,932,350
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0
Affordable							0
Flat	1	109	58.00	6,322.00	10%	1,262	8,776,200
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	134	70.00	9,380.00		1,088	10,205,440
	3	138	84.00	11,592.00		1,088	12,612,096
Semi	2	0	79.00	0.00		1,086	0
	3	0	93.00	0.00		1,086	0
Det	3	0	102.00	0.00		1,267	0
	4	24	125.00	3,000.00		1,267	3,801,000
	5	0	150.00	0.00		1,267	0
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0



Number 3 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Southeast Extension 550 19.97 27.54 87 48,023 2,405 55,035,438 1,146.02

Locality een/Brown .lternative Use

South East Green Agricultural

Area	Gross	28.12
	Net	19.97

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	58.00	0.00	10%	1,262	0
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	58	70.00	4,060.00		1,088	4,417,280
	3	85	84.00	7,140.00		1,088	7,768,320
Semi	2	69	79.00	5,451.00		1,086	5,919,786
	3	96	93.00	8,928.00		1,086	9,695,808
Det	3	0	102.00	0.00		1,267	0
	4	58	125.00	7,250.00		1,267	9,185,750
	5	19	150.00	2,850.00		1,267	3,610,950
Flat 1 High*	6	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0
Affordable							0
Flat	1	45	58.00	2,610.00	10%	1,262	3,623,202
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	54	70.00	3,780.00		1,088	4,112,640
	3	56	84.00	4,704.00		1,088	5,117,952
Semi	2	0	79.00	0.00		1,086	0
	3	0	93.00	0.00		1,086	0
Det	3	0	102.00	0.00		1,267	0
	4	10	125.00	1,250.00		1,267	1,583,750
	5	0	150.00	0.00		1,267	0
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0

Number 4 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Greenfield 1 45 1.30 34.62 88 3,943 3,033 4,522,769 1,147.04

Locality een/Brown .lternative Use

Green Paddock

Area	Gross	1.42
	Net	1.30

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	58.00	0.00	10%	1,262	0
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	4	70.00	280.00		1,088	304,640
	3	7	84.00	588.00		1,088	639,744
Semi	2	6	79.00	474.00		1,086	514,764
	3	8	93.00	744.00		1,086	807,984
Det	3	0	102.00	0.00		1,267	0
	4	5	125.00	625.00		1,267	791,875
	5	2	150.00	300.00		1,267	380,100
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0
Affordable							0
Flat	1	4	58.00	232.00	10%	1,262	322,062
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	4	70.00	280.00		1,088	304,640
	3	5	84.00	420.00		1,088	456,960
Semi	2	0	79.00	0.00		1,086	0
	3	0	93.00	0.00		1,086	0
Det	3	0	102.00	0.00		1,267	0
	4	0	125.00	0.00		1,267	0
	5	0	150.00	0.00		1,267	0
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0



Number 5 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Greenfield 2 30 0.75 40.00 88 2,639 3,519 3,020,843 1,144.69

Locality een/Brown .lternative Use

	Green	Paddock
Area	Gross	1.00
	Net	0.75

	Beds	No	m2	Total		BCIS	COST
Market							
Flat	1	0	58.00	0.00	10%	1,262	0
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	3	70.00	210.00		1,088	228,480
	3	5	84.00	420.00		1,088	456,960
Semi	2	4	79.00	316.00		1,086	343,176
	3	5	93.00	465.00		1,086	504,990
Det	3	0	102.00	0.00		1,267	0
	4	3	125.00	375.00		1,267	475,125
	5	1	150.00	150.00		1,267	190,050
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0
Affordable							
Flat	1	2	58.00	116.00	10%	1,262	161,031
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	3	70.00	210.00		1,088	228,480
	3	3	84.00	252.00		1,088	274,176
Semi	2	0	79.00	0.00		1,086	0
	3	0	93.00	0.00		1,086	0
Det	3	0	102.00	0.00		1,267	0
	4	1	125.00	125.00		1,267	158,375
	5	0	150.00	0.00		1,267	0
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0

Number 6 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Greenfield 3 16 0.40 40.00 90 1,441 3,603 1,655,946 1,149.16

Locality een/Brown .lternative Use

	Green	Paddock
Area	Gross	0.46
	Net	0.40

	Beds	No	m2	Total		BCIS	COST
Market							
Flat	1	0	58.00	0.00	10%	1,262	0
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	1	70.00	70.00		1,088	76,160
	3	2	84.00	168.00		1,088	182,784
Semi	2	2	79.00	158.00		1,086	171,588
	3	3	93.00	279.00		1,086	302,994
Det	3	0	102.00	0.00		1,267	0
	4	2	125.00	250.00		1,267	316,750
	5	1	150.00	150.00		1,267	190,050
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0
Affordable							
Flat	1	1	58.00	58.00	10%	1,262	80,516
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	2	70.00	140.00		1,088	152,320
	3	2	84.00	168.00		1,088	182,784
Semi	2	0	79.00	0.00		1,086	0
	3	0	93.00	0.00		1,086	0
Det	3	0	102.00	0.00		1,267	0
	4	0	125.00	0.00		1,267	0
	5	0	150.00	0.00		1,267	0
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0

New Base
Site make up



Number 7 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Greenfield 4 122 3.50 34.86 88 10,697 3,056 12,276,051 1,147.62

Locality een/Brown .lternative Use

		Green	Paddock
Area	Gross		4.65
	Net		3.50

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	13	70.00	910.00		1,088
	3	19	84.00	1,596.00		1,088
Semi	2	15	79.00	1,185.00		1,086
	3	21	93.00	1,953.00		1,086
Det	3	0	102.00	0.00		1,267
	4	13	125.00	1,625.00		1,267
	5	5	150.00	750.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617
Affordable						0
Flat	1	10	58.00	580.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	12	70.00	840.00		1,088
	3	12	84.00	1,008.00		1,088
Semi	2	0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	2	125.00	250.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617

Number 8 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
High Town Centre Flats 350 0.70 500.00 68 23,752 33,931 42,247,682 1,778.70

Locality een/Brown .lternative Use

		Town Centr Brown	Retail
Area	Gross		0.70
	Net		0.70

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	0	84.00	0.00		1,088
Semi	2	0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	0	125.00	0.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	92	58.00	5,336.00	10%	1,617
Flat 2 High*	2	131	70.00	9,170.00	10%	1,617
Flat 3 High*	3	39	84.00	3,276.00	10%	1,617
Affordable						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	0	84.00	0.00		1,088
Semi	2	0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	0	125.00	0.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	31	58.00	1,798.00	10%	1,617
Flat 2 High*	2	44	70.00	3,080.00	10%	1,617
Flat 3 High*	3	13	84.00	1,092.00	10%	1,617



Number 9 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Town Centre Flats 50 0.50 100.00 68 3,408 6,816 6,061,810 1,778.70

Locality een/Brown .lternative Use

Town Centr Brown		Community
Area	Gross	0.50
	Net	0.50

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	0	84.00	0.00		1,088
Semi	2	0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	0	125.00	0.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	13	58.00	754.00	10%	1,617
Flat 2 High*	2	19	70.00	1,330.00	10%	1,617
Flat 3 High*	3	6	84.00	504.00	10%	1,617
Affordable						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	0	84.00	0.00		1,088
Semi	2	0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	0	125.00	0.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	4	58.00	232.00	10%	1,617
Flat 2 High*	2	6	70.00	420.00	10%	1,617
Flat 3 High*	3	2	84.00	168.00	10%	1,617

Number 10 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
PDL 1 50 1.25 40.00 89 4,447 3,558 5,098,116 1,146.42

Locality een/Brown .lternative Use

Brown		PDL
Area	Gross	1.40
	Net	1.25

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	6	70.00	420.00	1,088	456,960
	3	8	84.00	672.00	1,088	731,136
Semi	2	7	79.00	553.00	1,086	600,558
	3	9	93.00	837.00	1,086	908,982
Det	3	0	102.00	0.00		1,267
	4	6	125.00	750.00		1,267
	5	2	150.00	300.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617
Affordable						0
Flat	1	3	58.00	174.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	4	70.00	280.00	1,088	304,640
	3	4	84.00	336.00	1,088	365,568
Semi	2	0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	1	125.00	125.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617



Number 11 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
PDL 2 24 0.60 40.00 88 2,115 3,525 2,445,926 1,156.47

Locality een/Brown .lternative Use

Brown Commercial

Area	Gross	0.70
	Net	0.60

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	58.00	0.00	10%	1,262	0
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	1	70.00	70.00		1,088	76,160
	3	4	84.00	336.00		1,088	365,568
Semi	2	3	79.00	237.00		1,086	257,382
	3	5	93.00	465.00		1,086	504,990
Det	3	0	102.00	0.00		1,267	0
	4	3	125.00	375.00		1,267	475,125
	5	1	150.00	150.00		1,267	190,050
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0
Affordable			0.00			0	
Flat	1	3	58.00	174.00	10%	1,262	241,547
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	2	70.00	140.00		1,088	152,320
	3	2	84.00	168.00		1,088	182,784
Semi	2	0	79.00	0.00		1,086	0
	3	0	93.00	0.00		1,086	0
Det	3	0	102.00	0.00		1,267	0
	4	0	125.00	0.00		1,267	0
	5	0	150.00	0.00		1,267	0
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0

Number 12 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
PDL 3 14 0.35 40.00 91 1,275 3,643 1,492,749 1,170.78

Locality een/Brown .lternative Use

Brown PDL

Area	Gross	0.35
	Net	0.35

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	58.00	0.00	10%	1,262	0
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	0	70.00	0.00		1,088	0
	3	2	84.00	168.00		1,088	182,784
Semi	2	2	79.00	158.00		1,086	171,588
	3	3	93.00	279.00		1,086	302,994
Det	3	0	102.00	0.00		1,267	0
	4	2	125.00	250.00		1,267	316,750
	5	1	150.00	150.00		1,267	190,050
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0
Affordable			0.00			0	
Flat	1	2	58.00	116.00	10%	1,262	161,031
	2	0	70.00	0.00	10%	1,262	0
Terrace	2	1	70.00	70.00		1,088	76,160
	3	1	84.00	84.00		1,088	91,392
Semi	2	0	79.00	0.00		1,086	0
	3	0	93.00	0.00		1,086	0
Det	3	0	102.00	0.00		1,267	0
	4	0	125.00	0.00		1,267	0
	5	0	150.00	0.00		1,267	0
Flat 1 High*	1	0	58.00	0.00	10%	1,617	0
Flat 2 High*	2	0	70.00	0.00	10%	1,617	0
Flat 3 High*	3	0	84.00	0.00	10%	1,617	0



Number 13 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost £/m2
PDL 4 - Flats 12 0.20 60.00 67 804 4,020 1,238,730 1,540.71

Locality een/Brown .lternative Use

	Brown	Commercial	
Area	Gross		0.20
	Net		0.20

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	58.00	0.00	10%	1,262
	2	7	70.00	490.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	0.0	84.00	0.00		1,088
Semi	2	0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	0	125.00	0.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617
Affordable						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0.0	70.00	0.00		1,088
	3	0	84.00	0.00		1,088
Semi	2	0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	0	125.00	0.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	3	58.00	174.00	10%	1,617
Flat 2 High*	2	2	70.00	140.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617

Number 14 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost £/m2
Small A 10 0.33 30.00 101 1,005 3,015 1,164,166 1,158.37

Locality een/Brown .lternative Use

	Brown	PDL	
Area	Gross		0.33
	Net		0.33

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	2	84.00	168.00		1,088
Semi	2	2.0	79.00	158.00		1,086
	3	3.0	93.00	279.00		1,086
Det	3	0	102.00	0.00		1,267
	4	2	125.00	250.00		1,267
	5	1	150.00	150.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617
Affordable						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	0	84.00	0.00		1,088
Semi	2	0.0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	0	125.00	0.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617

New Base
Site make up



Number 15 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost £/m2
Small B 6 0.20 30.00 93 558 2,790 605,988 1,086.00

Locality een/Brown .lternative Use

Brown		PDL
Area	Gross	0.20
	Net	0.20

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	0	84.00	0.00		1,088
Semi	2	0	79.00	0.00		1,086
	3	6	93.00	558.00		1,086
Det	3	0	102.00	0.00		1,267
	4	0	125.00	0.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617
Affordable						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	0	84.00	0.00		1,088
Semi	2	0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	0	125.00	0.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617

Number 16 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost £/m2
Small C 3 0.10 30.00 110 329 3,290 402,544 1,223.54

Locality een/Brown .lternative Use

Brown		PDL
Area	Gross	0.10
	Net	0.10

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	0	84.00	0.00		1,088
Semi	2	1	79.00	79.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	2	125.00	250.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617
Affordable						0
Flat	1	0	58.00	0.00	10%	1,262
	2	0	70.00	0.00	10%	1,262
Terrace	2	0	70.00	0.00		1,088
	3	0	84.00	0.00		1,088
Semi	2	0	79.00	0.00		1,086
	3	0	93.00	0.00		1,086
Det	3	0	102.00	0.00		1,267
	4	0	125.00	0.00		1,267
	5	0	150.00	0.00		1,267
Flat 1 High*	1	0	58.00	0.00	10%	1,617
Flat 2 High*	2	0	70.00	0.00	10%	1,617
Flat 3 High*	3	0	84.00	0.00	10%	1,617

New Base
For Apps



			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
			Northern Extension	Western Extension	Southeast Extension	Greenfield 1	Greenfield 2	Greenfield 3	Greenfield 4	High Town Centre Flats	Town Centre Flats	PDL 1	PDL 2	PDL 3	PDL 4 - Flats	Small A	Small B	Small C
			Green Agricultural North	Green Agricultural West	Green Agricultural South East	Green Paddock 0	Green Paddock 0	Green Paddock 0	Green Paddock 0	Brown Retail Town Centre	Brown Community Town Centre	Brown PDL 0	Brown Commercial 0	Brown PDL 0	Brown Commercial 0	Brown PDL 0	Brown PDL 0	Brown PDL 0
Green/brown field Use Locality																		
Site Area	Gross	ha	72.00	90.53	28.12	1.42	1.00	0.46	4.65	0.70	0.50	1.40	0.70	0.35	0.20	0.33	0.20	0.10
	Net	ha	34.00	47.12	19.97	1.30	0.75	0.40	3.50	0.70	0.50	1.25	0.60	0.35	0.20	0.33	0.20	0.10
Units			800	1,350	550	45	30	16	122	350	50	50	24	14	12	10	6	3
Average Unit Size		m2	87.31	87.32	87.31	87.62	87.97	90.06	87.68	67.86	68.16	88.94	88.13	91.07	67.00	100.50	93.00	109.67
Mix	Intermediate to Buy		9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%
	Affordable Rent		21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	3,750	3,750	3,750	3,100	3,100	3,100	3,100	3,700	3,700	3,100	3,100	3,100	3,100	3,100	3,100	3,100
	Intermediate to Buy	£/m2	2,438	2,438	2,438	2,015	2,015	2,015	2,015	2,405	2,405	2,015	2,015	2,015	2,015	2,015	2,015	2,015
	Affordable Rent	£/m2	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440
	Social Rent	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidies	Intermediate to Buy	£/unit																
	Affordable Rent	£/unit																
	Social Rent	£/unit																
Sales per Quarter																		
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	25,000	25,000	25,000	50,000	50,000	50,000	50,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Up Lift %		%								25%	25%	25%	25%	25%	25%	25%	25%	25%
Additional Uplift		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000									
Easements etc		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acquisition		% land	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Planning Fee	<50	£/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385
	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115
Architects		%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	1,146	1,146	1,146	1,147	1,145	1,149	1,148	1,779	1,779	1,146	1,156	1,171	1,541	1,158	1,086	1,224
CFIS		%	1.00%	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Energy		£/m2																
Water		£/m2																
Acc & Adpt		£/m2																
SUDS		£/m2	11.0	11.0	11.0	11.0	11.0	11.0	11.0	2%	2%	11.0	11.0	11.0	11.0	11.0	11.0	11.0
Small Sites		%								2%	2%	2%	2%	2%	2%	6%	6%	13%
Site Costs		%	20.0%	20.0%	20.0%	15.0%	15.0%	10.0%	15.0%	5.0%	5.0%	15.0%	15.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Pre CIL s106		£/Unit				2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Post CIL s106		£/Unit	0	0	0	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
		£/m2		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LIT		%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	2.50%	5.00%	2.50%	2.50%	5.00%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Abnormals		%								3.00%	3.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
		£/site	9,211,800	27,510,850	2,221,550													
FINANCE	Fees	£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£	608,000	962,000	449,000	48,000	32,000	22,000	116,000	224,000	70,000	62,000	38,000	25,000	21,000	18,000	9,000	5,000
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Profit	% Market		17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
	% Aff		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%



SITE NAME: Site 5 Greenfield 2						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	QA m2
Market Housing	92.2	70%	21	3,100	6,001,600	1,936
Shared Ownership	78.1	9%	3	2,015	424,964	211
Affordable Rent	78.1	21%	6	1,440	708,624	492
Social Rent	78.1	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent			0	0	0
SITE AREA - Net				0.75 ha	40	ha
SITE AREA - Gross				1.00 ha	30	ha
					7,135,188	2,639

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value	1,149,911	1,533,215	1,149,911
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Alternative Use Value	50,000	50,000	50,000
Light	0	0	0
Plus (m)	490,000	490,000	490,000
Viability Threshold	450,000	450,000	450,000

Additional Profit	833,324	425
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	38,330	1,149,911
Stamp Duty		46,996
Essentials etc.		0
Legals Acquisition	1.00%	11,499
58,496		

PLANNING		
Planning Fee		11,550
Architects	6.00%	226,192
QS / PM	0.50%	18,849
Planning Consultants	1.00%	37,699
Other Professional	2.50%	94,247
388,537		

CONSTRUCTION		
Build Cost - BCIS Based	1.339	3,533,207
s106 / CIL		60,000
Contingency	5.00%	176,660
Abnormals		0
3,769,867		

FINANCE		
Fees		0
Interest	6.00%	32,000
Legal and Valuation		32,000
64,000		

SALES		
Agents	3.0%	214,056
Legals	0.5%	35,676
Misc.		0
249,732		

Developers Profit		
% Market		
% Market	17.50%	1,250,000
% Attr	6.00%	426,015
1,676,015		

Planning fee calc		
Planning app fee	days	rate
No days	30	3%
No days under	30	385
No days over 1	0	115
11,550		

Build Cost		m2	
BCIS	1,145		
CSH	11		1.00%
Energy	0		
Water	0		
Acc & Adpt	11		
BUIDS	0		0%
Small Sites	0		0%
Site Costs	172		10%
1,339			

Stamp duty calc - Residual		
Land payment		1,149,911
46,996		

Stamp duty calc - Add Profit		
Land payment		450,000
125,000	0%	1%
250,000	1%	2%
500,000	3%	4%
1,000,000	4%	5%
above	5%	6%
22,550		

Pre CIL s106	2,000	£/Unit (all)	60,000
Total			60,000

LIT	% GDV	0.00%	0
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Post CIL s106	2,000	£/Unit (all)	60,000
CIL	0	£/m2	0
Total			60,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
LNIT'S Shared			2	4	4	4	4	4	4	4														
Market Housing			0	0	0	0	400,107	800,213	800,213	800,213	800,213	800,213	800,213	800,213	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	28,331	56,662	56,662	56,662	56,662	56,662	56,662	56,662	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	47,242	94,483	94,483	94,483	94,483	94,483	94,483	94,483	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	475,679	951,358	951,358	951,358	951,358	951,358	951,358	951,358	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	46,996																							
Essentials etc.	0																							
Legals Acquisition	11,499																							
Planning Fee	11,550																							
Architects	113,096		113,096																					
QS	9,425		9,425																					
Planning Consultants	18,849		18,849																					
Other Professional	47,123		47,123																					
Build Cost - BCIS Base	0	78,516	235,547		392,579	471,094	471,094	471,094	471,094	471,094	314,063	157,031	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	1,333	4,900		6,667	8,000	8,000	8,000	8,000	8,000	5,333	2,667	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	3,026	11,777		19,629	23,555	23,555	23,555	23,555	23,555	15,703	7,852	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	32,000																							
Agents	0	0	0	0	0	0	14,270	28,541	28,541	28,541	28,541	28,541	28,541	28,541	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,378	4,757	4,757	4,757	4,757	4,757	4,757	4,757	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	290,538	0	272,268	251,324	418,874	502,649	519,298	535,847	535,847	535,847	368,397	200,847	33,298	33,298	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	1,149,911																							
Interest	21,607	21,931	26,344		30,509	37,250	45,348	46,683	41,152	35,538	29,840	21,543	10,606	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-1,440,449	-21,607	-294,199	-277,668	-449,383	-539,899	-88,967	368,729	374,200	379,874	553,122	728,968	907,453	918,061	0	0	0	0	0	0	0	0	0	-1,118,295
Opening Balance	-1,440,449	-1,462,056	-1,756,255	-2,033,023	-2,483,306	-3,023,255	-3,112,172	-2,743,442	-2,369,182	-1,989,308	-1,436,186	-707,218	200,234	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	0
Closing Balance	-1,440,449	-1,462,056	-1,756,255	-2,033,023	-2,483,306	-3,023,255	-3,112,172	-2,743,442	-2,369,182	-1,989,308	-1,436,186	-707,218	200,234	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	1,118,295	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	450,000																							
Stamp Duty	22,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	11,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	113,096	0	113,096	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	9,425	0	9,425	0	0	0	0	0	0	0	0	0	0	0	0	0								



SITE NAME: Site 6 Greenfield 3						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GM2
Market Housing	97.7	70%	11	3,100	3,393,091	1,095
Shared Ownership	73.2	9%	1	2,015	212,397	105
Affordable Rent	73.2	21%	3	1,440	354,171	246
Social Rent	73.2	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent				0	0
SITE AREA - Net				0.40 ha	40	ha
SITE AREA - Gross				0.46 ha	35	ha
					3,959,659	1,446

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	789,877	1,974,691
Alternative Use Value	23,000	20,000
Light	0	0
Plus (m)	493,000	493,000
Viability Threshold	207,000	450,000

Additional Profit	674,458	816
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RUM Residual MACRO correct
Closing balance = 0

RUM CIL MACRO correct
Closing balance = 0

Check on phasing steps correct

DEVELOPMENT COSTS	Unit or m2	Total
LAND		
Land	49,307	789,877
Stamp Duty		28,994
Essentials etc.		0
Legals Acquisition	1.00%	7,899
PLANNING		
Planning Fee		6,160
Architects	6.00%	116,236
QS / PM	0.50%	9,694
Planning Consultants	1.00%	19,388
Other Professional	2.50%	46,469
CONSTRUCTION		
Build Cost - BCIS Based	1.287	1,860,262
s106 / CIL		32,000
Contingency	2.50%	46,507
Abnormals		0
FINANCE		
Fees		0
Interest	6.00%	22,000
Legal and Valuation		22,000
SALES		
Agents	3.0%	118,790
Legals	0.5%	19,798
Misc.		0
Developers Profit		138,088
% Market	17.50%	593,791
% Aff	6.00%	33,084

Planning fee calc	degs	rate
Planning app fee	16	3%
No depts	16	385
No depts under 1	0	115
No depts over 1	0	6,160
Total		6,160

Build Cost	/m2	
BCIS	1,149	
CSH	11	1.00%
Energy	0	
Water	0	
Acc & Adpt	11	
SUIDS	0	0%
Small Sites	0	0%
Site Costs	115	10%
Total	1,287	

Stamp duty calc - Residual	
Land payment	789,877
Total	28,994

Stamp duty calc - Add Profit	
Land payment	207,000
1,25,000	0%
250,000	1%
500,000	3%
1,000,000	4%
above	5%
Total	8,285

Pre CIL s106	2,000	E/Unit (a)	Total
CIL	0 <td>E/m2</td> <td>32,000</td>	E/m2	32,000
Total			32,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
LINT'S Shared		2	3	3	3	3	3	3																
Market Housing		0	0	0	0	0	0	0	424,136	636,205	636,205	636,205	424,136	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	26,550	39,824	39,824	39,824	26,550	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	44,271	66,407	66,407	66,407	44,271	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	494,957	742,436	742,436	742,436	742,436	494,957	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	28,994																							
Essentials etc.	0																							
Legals Acquisition	7,899																							
Planning Fee	6,160																							
Architects	58,163		58,163																					
QS	4,847		4,847																					
Planning Consultants	9,694		9,694																					
Other Professional	24,235		24,235																					
Build Cost - BCIS Base	0	77,511	193,777		310,044	348,799	348,799	310,044	193,777	77,511	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	1,333	3,333		5,333	6,000	6,000	5,333	3,333	1,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	1,938	4,844		7,751	8,720	8,720	7,751	4,844	1,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	22,000																							
Agents	0	0	0	0	0	0	0	0	14,849	22,273	22,273	22,273	14,849	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	2,475	3,712	3,712	3,712	2,475	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
COSTS BEFORE LAND INT AND PROF	161,891	0	177,720	281,955	323,128	363,519	360,843	349,113	227,840	166,767	25,885	17,324	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	789,877																							
Interest		14,278	14,492	17,375	20,665	25,822	31,662	30,426	24,982	17,639	8,369	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-951,866	-14,278	-192,213	-219,330	-343,793	-389,341	-82,462	-362,897	-489,514	-618,029	-708,082	-477,634	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	-951,866	-866,146	-1,158,358	-1,377,689	-1,721,482	-2,110,823	-2,028,371	-1,666,474	-1,175,960	-567,931	-150,151	-627,785	-627,785	-627,785	-627,785	-627,785	-627,785	-627,785	-627,785	-627,785	-627,785	-627,785	-627,785	0
Closing Balance																								

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	207,000																							
Stamp Duty	8,280	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	6,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	58,163	0	58,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,847	0	4,847	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,694	0	9,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	24,235	0	24,235	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	77,511	193,777	310,044	348,799	348,799	310,044	193,777	77,511	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	1,333	3,333	5,333	6,000	6,000	5,333	3,333	1,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,938	4,844	7,751	8,720	8,720	7,751	4,844	1,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0																			



SITE NAME						
Site 7 Greenfield 4						
INCOME	Av Size	%	Number	Price	GDV	QA
	m2			£/m2	£	m2
Market Housing	93.2	70%	85	3,100	24,685,466	7,963
Shared Ownership	74.4	9%	11	2,015	1,645,832	817
Affordable Rent	74.4	21%	26	1,440	2,744,414	1,906
Social Rent	74.4	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	0
	Affordable Rent			0	0	0
	Social Rent			0	0	0
SITE AREA - Net	3.50	ha	35	ha	29,075,712	10,681
SITE AREA - Gross	4.65	ha	26	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS	
Residual Land Value	4,983,353	1,423,815	1,072,239
Alternative Use Value	232,391	0	0
Light	0	0	0
Plus (ha)	493,000	493,000	493,000
Viability Threshold	2,991,429	450,000	450,000

Additional Profit	3,585,973	400
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LAND	Unit or m2	Total
Land	40,847	4,983,353
Stamp Duty		238,668
Essences etc.		0
Legals Acquisition	1.00%	49,834

PLANNING	Unit or m2	Total
Planning Fee		36,000
Architects	6.00%	896,716
QS / PM	0.50%	74,726
Planning Consultants	1.00%	149,453
Other Professional	2.50%	373,832
		1,530,527

CONSTRUCTION	Unit or m2	Total
Build Cost - BCIS Based	1.342	14,342,701
s106 / CIL		244,000
Contingency	2.50%	358,569
Abnormals		14,945,269

FINANCE	Unit or m2	Total
Fees		0
Interest	6.00%	116,000
Legal and Valuation		116,000

SALES	Unit or m2	Total
Agents	3.0%	872,271
Legals	0.5%	145,379
Misc.		0
		1,017,650
		22,881,299

Developers Profit	% Market	Total
% Market	17.50%	4,319,997
% Aff	6.00%	263,415

Planning fee calc	Days	Rate
Planning app fee	122	3%
No days	72	385
No days under	72	115
No days over 1	72	8,260
		36,000

Stamp duty calc - Residual	Total
Land payment	4,983,353
	238,668

Stamp duty calc - Add Profit	Total
Land payment	2,091,429
125,000	0%
250,000	1%
500,000	3%
1,000,000	4%
above	5%
	194,571

Pre CIL s106	2.000	£/Unit (a)	Total
			244,000
Post CIL s106	2.000 <td>£/Unit (a)</td> <td>244,000</td>	£/Unit (a)	244,000
CIL	0	£/m2	0
			244,000

Post CIL s106	2.000	£/Unit (a)	Total
			244,000

Build Cost	m2	% GDV
BCIS	1,448	1.00%
CSH	11	
Energy	0	
Water	0	
Acc & Adpt	11	
SUDS	0	0%
Small Sites	0	0%
Site Costs	172	10%
	1,342	

Pre CIL s106	2.000	£/Unit (a)	Total
			244,000

Post CIL s106	2.000	£/Unit (a)	Total
			244,000

Pre CIL s106	2.000	£/Unit (a)	Total
			244,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	10	10	0	0	0	0	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399	2,023,399
Market Housing	0	0	0	0	0	0	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904	134,904
Shared Ownership	0	0	0	0	0	0	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962	224,962
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	238,668	0	0	0	238,668	0	0	0	238,668	0	0	0	238,668	0	0	0	238,668	0	0	0	238,668	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essences etc.	49,834	0	0	0	49,834	0	0	0	49,834	0	0	0	49,834	0	0	0	49,834	0	0	0	49,834	0	0	0
Legals Acquisition	36,000	0	0	0	36,000	0	0	0	36,000	0	0	0	36,000	0	0	0	36,000	0	0	0	36,000	0	0	0
Planning Fee	448,358	0	0	0	448,358	0	0	0	448,358	0	0	0	448,358	0	0	0	448,358	0	0	0	448,358	0	0	0
Architects	37,363	0	0	0	37,363	0	0	0	37,363	0	0	0	37,363	0	0	0	37,363	0	0	0	37,363	0	0	0
QS	74,726	0	0	0	74,726	0	0	0	74,726	0	0	0	74,726	0	0	0	74,726	0	0	0	74,726	0	0	0
Planning Consultants	186,816	0	0	0	186,816	0	0	0	186,816	0	0	0	186,816	0	0	0	186,816	0	0	0	186,816	0	0	0
Other Professional	0	391,877	783,754	0	1,175,631	1,175,631	1,175,631	1,175,631	1,175,631	1,175,631	1,175,631	1,175,631	1,175,631	1,175,631	862,130	470,252	78,375	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	6,867	13,333	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	14,667	8,000	1,333	0	0	0	0	0	0	0
s106/CIL	0	9,797	19,594	29,391	29,391	29,391	29,391	29,391	29,391	29,391	29,391	29,391	29,391	29,391	21,553	11,766	1,569	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	71,498	71,498	71,498	71,498	71,498	71,498	71,498	71,498	71,498	71,498	71,498	71,498	14,300	0	0	0	0	0
Legals	0	0	0	0	0	0	11,916	11,916	11,916	11,916	11,916	11,916	11,916	11,916	11,916	11,916	11,916	11,916	2,383	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	1,187,765	0	1,155,404	816,681	1,235,022	1,235,022	1,308,436	1,308,436	1,308,436	1,308,436	1,308,436	1,308,436	1,308,436	1,308,436	681,763	579,423	165,682	83,414	16,883	0	0	0	0	0
For Residual Valuation	Land	4,983,353	Interest	92,567	93,955	112,699	126,639	146,914	167,493	153,883	140,669	126,048	111,817	97,372	82,710	67,828	52,723	32,462	5,852	0	0	0	0	0
Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow	-6,171,117	-92,567	-1,249,559	-929,380	-1,351,661	-1,371,936	907,326	920,936	934,750	948,771	963,003	977,448	992,109	1,006,991	1,348,768	1,777,341	2,212,341	2,299,841	459,968	0	0	0	0	-4,583,371
Opening Balance	6,171,117	6,263,684	7,513,243	8,442,823	9,794,385	11,166,221	10,258,895	9,337,959	8,403,210	7,454,430	6,497,436	5,513,989	4,521,879	3,514,888	2,166,120	389,779	1,823,562	4,123,403	4,583,371	4,583,371	4,583,371	4,583,371	4,583,371	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255	2,383,255
EXPENDITURE	2,091,429	0	0	0	2,091,429	0	0	0</																



SITE NAME: Site 9 Town Centre Flats						
INCOME	Av Size	%	Number	Price	GDV	QA
	m2			£/m2	£	m2
Market Housing	68.1	75%	38	3,700	9,448,656	2,564
Shared Ownership	68.3	8%	4	2,405	616,281	256
Affordable Rent	68.3	18%	9	1,440	861,000	598
Social Rent	68.3	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.50	ha	100	ha		
SITE AREA - Gross	0.50	ha	100	ha	10,926,887	3,400

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	354,752	709,504
Alternative Use Value	300,000	600,000
Light	75,000	150,000
Plus (ha)	0	0
Viability Threshold	375,000	750,000

Additional Profit	68,436	27
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	7,095	354,752
Stamp Duty		7,238
Essentials etc.		0
Legals Acquisition	1.00%	3,548
Legals Acquisition		10,785

PLANNING		
Planning Fee		19,250
Architects	6.00%	432,873
QS / PM	0.50%	36,056
Planning Consultants	1.00%	72,112
Other Professional	2.50%	180,280
		740,372

CONSTRUCTION		
Build Cost - BCIS Based	1.932	6,584,483
s106 / CIL		100,000
Contingency	5.00%	29,222
Abnormals		197,534
		7,211,220

FINANCE		
Fees		0
Interest	6.00%	70,000
Legal and Valuation		70,000
		70,000

SALES		
Agents	3.0%	327,807
Legals	0.5%	54,834
Misc.		0
		382,641
Developers Profit		8,769,570

% Market	17.50%	1,653,661
% Air	6.00%	58,637

Planning fee calc			
Planning app fee	degs	rate	
No depts	50	385	19,250
No depts under	50	385	19,250
No depts over 1	0	115	0
			Total 19,250

Stamp duty calc - Residual	
Land payment	354,752
	Total 7,238

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
			Total 11,250

Pre CIL s106	2,000	£/Unit (alt)	100,000
			Total 100,000

Post CIL s106	2,000	£/Unit (alt)	100,000
CIL	0	£/m2	0
			Total 100,000

Build Cost	£/m2	
BCIS	1,779	1.00%
CSH	18	
Energy	0	
Water	0	
Acc & Adpt	11	
SUDS	36	2%
Small Sites	0	0%
Site Costs	80	0%
	1,932	

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
LNHT's Shared			10	10			10	10			1,889,921	1,889,921			1,889,921	1,889,921			0	0			0	0
Market Housing			0	0			0	0			123,266	123,266			123,266	123,266			0	0			0	0
Shared Ownership			0	0			0	0			172,200	172,200			172,200	172,200			0	0			0	0
Affordable Rent			0	0			0	0			0	0			0	0			0	0			0	0
Social Rent			0	0			0	0			0	0			0	0			0	0			0	0
Grant and Subsidy			0	0			0	0			0	0			0	0			0	0			0	0
INCOME	0	0	0	0	0	0	3,185,377	3,185,377	3,185,377	3,185,377	3,185,377	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	7,238																							
Essentials etc.	0																							
Legals Acquisition	3,548																							
Planning Fee	19,250																							
Architects	216,337		216,337																					
QS	18,028		18,028																					
Planning Consultants	36,056		36,056																					
Other Professional	90,140		90,140																					
Build Cost - BCIS Base	0	438,964	877,928		1,316,893	1,316,893	1,316,893	877,928	438,964	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	6,867	13,333		20,000	20,000	20,000	13,333	6,867	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	21,948	43,896		65,845	65,845	65,845	43,896	21,948	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	13,169	26,338		39,507	39,507	39,507	26,338	13,169	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	70,000																							
Agents	0	0	0	0	0	0	0	0	65,561	65,561	65,561	65,561	65,561	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	10,927	10,927	10,927	10,927	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	460,596	0	841,309	961,456	1,442,344	1,442,344	1,518,732	1,037,984	597,256	76,488	76,488	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	354,752																						
Interest		12,230	12,414	25,220	40,020	62,254	84,822	76,094	60,025	36,503	5,417	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs																								
Profit on GDV																								
Cash Flow	-815,348	-12,230	-863,723	-986,715	-1,482,264	-1,504,488	-581,823	1,071,299	1,568,116	2,072,386	2,103,472	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance	0																							
Closing Balance	-815,348	-827,578	-1,691,301	-2,688,016	-4,150,280	-5,654,779	-6,072,955	-4,001,656	-2,433,640	-361,154	1,742,318	1,742,318	1,742,318	1,742,318	1,742,318	1,742,318	1,742,318	1,742,318	1,742,318	1,742,318	1,742,318	1,742,318	1,742,318	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	375,000																							
Stamp Duty	11,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	19,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	216,337	0	216,337	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	18,028	0	18,028	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	36,056	0	36,056	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	90,140	0	90,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0																							



SITE NAME Site 12 PDL 3						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	QA m2
Market Housing	100.5	75%	11	3,100	3,271,275	1,055
Shared Ownership	67.5	8%	1	2,015	142,813	71
Affordable Rent	67.5	18%	2	1,440	238,140	165
Social Rent	67.5	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	0
	Affordable Rent			0	0	0
	Social Rent			0	0	0
SITE AREA - Net				0.35 ha	40	ha
SITE AREA - Gross				0.35 ha	40	ha
					3,652,228	1,292

Sales per Quarter	0
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	583,411	1,666,889
Alternative Use Value	210,000	600,000
Light	25%	50,000
Plus (ha)	0	15,000
Viability Threshold	262,500	750,000

Additional Profit	398,803	379
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	41,672	583,411
Stamp Duty		18,671
Essentials etc.		0
Legals Acquisition	1.00%	5,834
PLANNING		
Planning Fee		5,390
Architects	6.00%	115,388
QS / PM	0.50%	9,616
Planning Consultants	1.00%	19,231
Other Professional	2.50%	48,078
CONSTRUCTION		
Build Cost - BCIS Based	1.334	1,722,842
s106 / CIL		28,000
Contingency	5.00%	86,142
Abnormals		1,923,127
FINANCE		
Fees		0
Interest	6.00%	25,000
Legal and Valuation		25,000
SALES		
Agents	3.0%	109,567
Legals	0.5%	18,261
Misc.		0
		127,828
Developers Profit		
% Market	17.50%	637,473
% Aff	6.00%	22,857

Planning fee calc			
Planning app fee	degs	rate	
No degs	14	3%	0
No degs under	14	385	5,390
No degs over 1	0	115	0
			Total 5,390

Build Cost		Unit	% GDV
BCIS	1,722,842	1,171	1.00%
CSH	12	12	
Energy	0	0	
Water	0	0	
Acc & Adpt	11	11	
BUIDS	23	23	2%
Small Sites	0	0	0%
Site Costs	117	117	10%
		1,334	

Stamp duty calc - Residual		Total
Land payment		583,411
		Total 18,671

Stamp duty calc - Add Profit			
Land payment	0%	1%	
125,000	0%	1%	1,250
250,000	1%	2%	2,500
500,000	3%	4%	15,000
1,000,000	4%	0%	40,000
above	5%	4%	17,500
			Total 10,550

Pre CIL s106	2,000	£/Unit (all)	28,000
		Total	28,000

LIT	% GDV	0.00%	0
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Post CIL s106	2,000	£/Unit (all)	28,000
CIL	0	£/m2	0
		Total	28,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
LINT's Shared		2	3	3	3	3	3	3	700,988	700,988	700,988	700,988	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	0	0	0	0	20,402	30,603	30,603	30,603	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	0	0	34,000	51,000	51,000	51,000	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	521,747	782,620	782,620	782,620	782,620	782,620	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																									
Stamp Duty	18,671	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	5,834	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	5,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	57,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	4,808	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	9,616	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	24,039	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	82,040	205,100	328,160	369,181	369,181	246,120	123,060	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	1,333	3,333	5,333	6,000	6,000	4,000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	4,102	10,255	16,408	18,459	18,459	12,206	6,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	4,102	10,255	16,408	18,459	18,459	12,206	6,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	0	0	15,652	23,479	23,479	23,479	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	0	0	2,609	3,913	3,913	3,913	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	151,051	0	187,734	228,844	366,310	412,699	430,360	302,124	168,758	27,392	27,392	27,392	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation	Land	583,411	11,017	11,182	14,166	17,813	23,574	30,109	29,190	22,421	13,489	2,363	0	0	0	0	0	0	0	0	0	0	0	0	
Interest																									
Profit on Costs																									
Profit on GDV																									
Cash Flow	-734,462	-11,017	-198,916	-243,110	-384,122	-436,673	61,278	451,306	595,442	741,739	752,866	0	0	0	0	0	0	0	0	0	0	0	0	-595,330	
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	-734,462	-745,479	-944,395	-1,187,605	-1,571,627	-2,007,300	-1,946,022	-1,494,716	-899,275	-157,535	595,330	595,330	595,330	595,330	595,330	595,330	595,330	595,330	595,330	595,330	595,330	595,330	595,330	595,330	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	262,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	10,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	57,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,808	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,616	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	24,039	0	0	0	0	0	0	0																



SITE NAME Site 13 PDL 4 - Flats						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	Q14
Market Housing	70.0	75%	9	3,100	1,950,000	630
Shared Ownership	62.8	8%	1	2,015	113,898	57
Affordable Rent	62.8	18%	2	1,440	189,307	132
Social Rent	62.8	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0	0	0
SITE AREA - Net				0.20	ha	60
SITE AREA - Gross				0.20	ha	60
					2,254,795	818

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-50,355	-251,774
Alternative Use Value	120,000	600,000
Light	25%	30,000
Plus (m)	0	150,000
Viability Threshold	150,000	750,000

Additional Profit -188,948 -298

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	4,196	-50,355
Stamp Duty		0
Essences etc.		0
Legals Acquisition	1.00%	-504
PLANNING		
Planning Fee		4,620
Architects	6.00%	96,073
QS / PM	0.50%	8,006
Planning Consultants	1.00%	16,012
Other Professional	2.50%	40,331
164,742		
CONSTRUCTION		
Built Cost - BCIS Based	1,752	1,433,837
s106 / CIL		24,000
Contingency	5.00%	71,662
Abnormals		71,662
1,601,221		
FINANCE		
Fees		0
Interest	6.00%	21,000
Legal and Valuation		21,000
SALES		
Agents	3.0%	67,704
Legals	0.5%	11,284
Misc.		0
78,988 1,815,093		
Developers Profit		
% Market	17.50%	341,775
% Aff	6.00%	12,225

Planning fee calc			
Planning app fee	degs	rate	
No degs	12		4,620
No degs under	12	385	4,620
No degs over 1	0	115	0
			Total 4,620

Build Cost		£/m2	
BCIS	1,541		1.00%
CSH	16		
Energy	0		
Water	0		
Acc & Adpt	11		
BUIDS	31		2%
Small Sites	0		0%
Site Costs	164		10%
		1,752	

Stamp duty calc - Residual		Total
Land payment		-50,355
		Total 0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
			Total 0

Pre CIL s106		£/Unit (alt)	Total
2,000	2,000		24,000
		Total	24,000
Post CIL s106		£/Unit (alt)	Total
2,000	2,000		24,000
0	0		0
		Total	24,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	0																											
Units Started	0																											
Market Housing	0																											
Shared Ownership	0																											
Affordable Rent	0																											
Social Rent	0																											
Grant and Subsidy	0																											
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	0																											
Stamp Duty	0																											
Essences etc.	0																											
Legals Acquisition	-504																											
Planning Fee	4,620																											
Architects	48,037																											
QS	4,003																											
Planning Consultants	8,006																											
Other Professional	20,015																											
Built Cost - BCIS Base	0																											
s106/CIL	0	238,973	477,946	477,946	238,973	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	11,949	23,897	23,897	11,949	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	11,949	23,897	23,897	11,949	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																											
Legal and Valuation	21,000																											
Agents	0																											
Legals	0																											
Misc.	0																											
COSTS BEFORE LAND INT AND PROF	105,178	0	346,931	533,740	533,740	266,870	39,484	39,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	0																											
Land	-50,355																											
Interest	822																											
Profit on Costs	835																											
Profit on GDV	6,051																											
14,148	22,366	26,705	10,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow	-54,823	-822	-347,766	-539,792	-547,888	-289,237	1,062,199	1,078,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	-54,823	-55,645	-403,411	-543,203	-1,491,091	-1,790,328	718,129	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003	360,003

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	0																											
As Above	0																											
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	0																											
Land	150,000																											
Stamp Duty	0																											
Essences etc.	0																											
Legals Acquisition	1,500																											
Planning Fee	4,620																											
Architects	48,037																											
QS	4,003																											
Planning Consultants	8,006																											
Other Professional	20,015																											
Built Cost - BCIS Base	0																											
s106/CIL	0	0	238,973	477,946	477,946	238,973	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	0																											
Post CIL s106	0																											
Contingency	0	0	11,949	23,897	23,897	11,949	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	11,949	23,897	23,897	11,949	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																											
Legal and Valuation	21,000																											
Agents	0																											
Legals	0																											
Misc.	0																											
COSTS BEFORE LAND INT AND PROF	257,181	0	114,893	525,740	525,740	274,870	39,484	39,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation	0																											
Interest	3,858																											
Profit on Costs	3,916																											
Profit on GDV	6,298																											
14,278	22,558	27,020	11,092	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow	-257,181	-3,858	-158,799	-532,038	-552,019	-297,429	1,061,884	1,077,812	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	-257,181	-281,039	-419,837	-651,875	-1,503,894	-1,801,323	739,439	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373	338,373



SITE NAME: Site 16 Small C						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	Q14
Market Housing	109.7	100%	3	3,100	1,019,800	329
Shared Ownership	109.7	0%	0	2,015	0	0
Affordable Rent	109.7	0%	0	1,440	0	0
Social Rent	109.7	0%	0	0	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent				0	0
SITE AREA - Net				0.10 ha	30	ha
SITE AREA - Gross				0.10 ha	30	ha
					1,019,800	329

Sales per Quarter	0
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	129,387	1,293,874
Alternative Use Value	60,000	600,000
Light	15,000	150,000
Plus (m)	0	0
Viability Threshold	75,000	750,000

RUM Residual MACRO cdfw	Closing balance = 0
RUM CIL MACRO cdfw	Closing balance = 0

Additional Profit	86,317	264
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	43,129	129,387
Stamp Duty	0	0
Essentials etc.	0	0
Legals Acquisition	1,00%	1,294

PLANNING		
Planning Fee	1,155	1,155
Architects	34,074	34,074
QS / PM	2,840	2,840
Planning Consultants	5,679	5,679
Other Professional	14,198	14,198

CONSTRUCTION		
Build Cost - BCIS Based	1,553	510,824
s106 / CIL	6,000	6,000
Contingency	5,00%	25,541
Abnormals		25,541

FINANCE		
Fees	0	0
Interest	6,00%	5,000
Legal and Valuation		5,000

SALES		
Agents	3,0%	30,597
Legals	0,5%	5,100
Misc.		0
Total		35,697

Developers Profit	% Market	17,50%	178,483
	% Aff	6,00%	0

Planning fee calc			
Planning app fee	degrs	rate	
No depts	3	385	1,155
No depts under	3	385	1,155
No depts over 1	0	115	0
Total			1,155

Stamp duty calc - Residual	129,387
Land payment	
Total	0

Stamp duty calc - Add Profit	75,000
Land payment	
Total	750

Pre CIL s106	2,000	£/Unit (a)	6,000
Total			6,000

Post CIL s106	2,000	£/Unit (a)	6,000
CIL	0	£/m2	0
Total			6,000

Pre CIL s106	2,000	£/Unit (a)	6,000
Total			6,000

Post CIL s106	2,000	£/Unit (a)	6,000
CIL	0	£/m2	0
Total			6,000

LIT	% GDV	0,00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
LINT'S Shared	1																							
Market Housing	0																							
Shared Ownership	0																							
Affordable Rent	0																							
Social Rent	0																							
Grant and Subsidy	0																							
INCOME	0																							
EXPENDITURE																								
Stamp Duty	0																							
Essentials etc.	0																							
Legals Acquisition	1,294																							
Planning Fee	1,155																							
Architects	17,037																							
QS	1,420																							
Planning Consultants	2,840																							
Other Professional	7,099																							
Build Cost - BCIS Base	56,758																							
s106/CIL	667																							
Contingency	2,838																							
Abnormals	2,838																							
Finance Fees	0																							
Legal and Valuation	5,000																							
Agents	0																							
Legals	0																							
Misc.	0																							
COSTS BEFORE LAND INT AND PROF	35,844																							
For Residual Valuation	129,387																							
Interest	2,478																							
Profit on Costs	2,516																							
Profit on GDV	3,026																							
Cash Flow	-185,232																							
Opening Balance	-185,232																							
Closing Balance	-187,710																							

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0																							
EXPENDITURE																								
Land	75,000																							
Stamp Duty	0																							
Essentials etc.	0																							
Legals Acquisition	750																							
Planning Fee	1,155																							
Architects	17,037																							
QS	1,420																							
Planning Consultants	2,840																							
Other Professional	7,099																							
Build Cost - BCIS Base	56,758																							
POTENTIAL CIL	28,906																							
Post CIL s106	2,000																							
Contingency	2,838																							
Abnormals	2,838																							
Finance Fees	0																							
Legal and Valuation	5,000																							
Agents	0																							
Legals	0																							
Misc.	0																							
COSTS BEFORE LAND INT AND PROF	111,659																							
For CIL calculation	1,666																							
Interest	1,691																							
Profit on Costs	3,512																							
Profit on GDV	4,935																							
Cash Flow	-111,050																							
Opening Balance	-111,050																							
Closing Balance	-112,716																							

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
			Northern Extension	Western Extension	Southeast Extension	Greenfield 1	Greenfield 2	Greenfield 3	Greenfield 4	High Town Centre Flats	Town Centre Flats	PDL 1	PDL 2	PDL 3	PDL 4 - Flats	Small A	Small B	Small C
Green/brown field			Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
Use			Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Retail	Community	PDL	Commercial	PDL	Commercial	PDL	PDL	PDL
Site Area	Gross	ha	72.00	90.53	28.12	1.42	1.00	0.46	4.65	0.70	0.50	1.40	0.70	0.35	0.20	0.33	0.20	0.10
	Net	ha	34.00	47.12	19.97	1.30	0.75	0.40	3.50	0.70	0.50	1.25	0.60	0.35	0.20	0.33	0.20	0.10
Units			800	1350	550	45	30	16	122	350	50	50	24	14	12	10	6	3
Mix	Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	0.00%	0.00%	0.00%
	Affordable Rent		21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	£/ha		25,000	25,000	25,000	50,000	50,000	50,000	50,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
	£ site		1,800,000	2,263,250	703,000	71,000	50,000	23,000	232,381	420,000	300,000	840,000	420,000	210,000	120,000	200,000	120,000	60,000
Uplift	£/ha		400,000	400,000	400,000	400,000	400,000	400,000	400,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	£ site		28,800,000	36,212,000	11,248,000	568,000	400,000	184,000	1,859,048	105,000	75,000	210,000	105,000	52,500	30,000	50,000	30,000	15,000
Viability Threshold	£/ha		425,000	425,000	425,000	450,000	450,000	450,000	450,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
	£ site		30,600,000	38,475,250	11,951,000	639,000	450,000	207,000	2,091,429	525,000	375,000	1,050,000	525,000	262,500	150,000	250,000	150,000	75,000
Residual Va Gross	£/ha		560,770	556,488	1,125,288	1,330,880	1,149,911	1,717,123	1,072,238	3,805,508	709,504	1,221,563	1,216,130	1,666,889	-251,774	1,670,216	1,814,828	1,293,874
Net	£/ha		1,187,513	1,069,160	1,584,532	1,453,731	1,533,215	1,974,691	1,423,815	3,805,508	709,504	1,368,151	1,418,819	1,666,889	-251,774	1,670,216	1,814,828	1,293,874
	£ site		40,375,440	50,378,828	31,643,098	1,889,850	1,149,911	789,877	4,983,353	2,663,855	354,752	1,710,189	851,291	583,411	-50,355	556,739	362,966	129,387
Additional Profit	£ site		16,173,936	22,336,928	28,706,804	1,499,096	823,524	674,458	3,585,073	3,092,371	68,436	882,027	437,073	398,803	-188,048	424,309	281,586	86,717
	£/m2		312	255	805	506	425	616	450	174	27	253	253	378	-298	422	505	264