Appendix 5 – Residential Appraisals

Aspinall Verdi

180103 CBC Residential Appraisals_A-E_v4 - Version Notes

Date	Version	Comments
180103	v4	

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: A
Title: East of Biggleswade
Notes: Greenfield SUE

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			1,500	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	157.5	32.0%	144.0	20%	301.5
3 bed House	53.0%	556.5	33.0%	148.5	47%	705.0
4 bed House	20.0%	210.0	6.0%	27.0	16%	237.0
5 bed House	4.0%	42.0	0.0%	0.0	3%	42.0
1 bed Flat	3.0%	31.5	14.0%	63.0	6%	94.5
2 bed Flat	3.0%	31.5	13.0%	58.5	6%	90.0
1 bed Bungalow	1.0%	10.5	1.0%	4.5	1%	15.0
2 bed Bungalow	1.0%	10.5	1.0%	4.5	1%	15.0
Total number of units	100.0%	1,050.0	100.0%	450.0	100%	1,500.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	12,128	130,539	11,088	119,350	23,216	249,890
3 bed House	52,868	569,061	14,108	151,852	66,975	720,913
4 bed House	23,310	250,907	2,997	32,259	26,307	283,166
5 bed House	6,048	65,100	0	0	6,048	65,100
1 bed Flat	1,816	19,546	3,632	39,092	5,448	58,638
2 bed Flat	2,335	25,131	4,336	46,671	6,671	71,802
1 bed Bungalow	525	5,651	225	2,422	750	8,073
2 bed Bungalow	641	6,894	275	2,955	915	9,849
	99,669	1,072,829	36,660	394,601	136,329	1,467,430
AH % by floor area:			*26.89%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	90,450,000
3 bed House	320,000	3,368	313	225,600,000
4 bed House	340,000	3,063	285	80,580,000
5 bed House	550,000	3,819	355	23,100,000
1 bed Flat	185,000	3,776	351	17,482,500
2 bed Flat	250,000	3,968	369	22,500,000
1 bed Bungalow	250,000	5,000	465	3,750,000
2 bed Bungalow	290,000	4,754	442	4,350,000
				467,812,500

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: A
Title: East of Biggleswade
Notes: Greenfield SUE

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	157.5	@	300,000		47,250,000
3 bed House	556.5	@	320,000		178,080,000
4 bed House	210.0	@	340,000		71,400,000
5 bed House	42.0	@	550,000		23,100,000
1 bed Flat	31.5	@	185,000		5,827,500
2 bed Flat	31.5	@	250,000		7,875,000
1 bed Bungalow	10.5	@	250,000		2,625,000
2 bed Bungalow	10.5	@	290,000		3,045,000
	1,050.0				339,202,500
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	105.1	@	183,000		19,236,960
3 bed House	108.4	@	195,200		21,160,656
4 bed House	19.7	@	207,400		4,087,854
5 bed House	0.0	@	335,500		-
1 bed Flat	46.0	@	112,850		5,189,972
2 bed Flat	42.7	@	152,500		6,512,513
1 bed Bungalow	3.3	@	152,500		500,963
2 bed Bungalow	3.3	@	176,900		581,117
	328.5				57,270,033
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	38.9	@	219,000		8,514,720
3 bed House	40.1	@	233,600		9,366,192
4 bed House	7.3	@	248,200		1,809,378
5 bed House	0.0	@	401,500		-
1 bed Flat	17.0	@	135,050		2,297,201
2 bed Flat	15.8	@	182,500		2,882,588
1 bed Bungalow	1.2	@	182,500		221,738
2 bed Bungalow	1.2	@	211,700		257,216
	121.5				25,349,031
Sub-total GDV Residential	**1,500.0**				**421,821,564**
AH on-site cost analysis:				*£MV less £GDV*	*45,990,936*
	337	*£ psm (total GIA sqm)*		*30,661*	*£ per unit (total units)*
Grant	1,500	@	0		-
Total GDV					**421,821,564**

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Scheme Ref: A
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Notes: Greenfield SUE

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(560,000)
Statutory Planning Fees (Residential)									(185,799)
CIL			99,669	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1		3,343,608						(3,343,608)
	Year 2		4,752,624						(4,752,624)
	Year 3		4,418,864						(4,418,864)
	Year 4		2,953,655						(2,953,655)
	Year 5		5,361,321						(5,361,321)
	Year 6		5,720,321						(5,720,321)
	Year 7		5,361,321						(5,361,321)
	Year 8		4,975,410						(4,975,410)
	Year 9		1,706,080						(1,706,080)
	Year 10		0						-
	Year 11		0						-
	Year 12		0						-
	Year 13		0						-
	Year 14		0						-
	Year 15		0						-
	Year 16		0						-
	Year 17		0						-
	Year 18		0						-
	Year 19		0						-
	total		1,500	units @		15,000	per unit	(61,093,204)	(22,500,000)
S106 analysis:			*14.48%*	*% of GDV*		*40,729*	*£ per unit (total units)*		
AH Commuted Sum			136,329	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			105.90	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1		0						-
	Year 2		0						-
	Year 3		0						-
	Year 4		0						-
	Year 5		0						-
	Year 6		0						-
	Year 7		0						-
	Year 8		0						-
	Year 9		0						-
	Year 10		0						-
	Year 11		0						-
	Year 12		0						-
	Year 13		0						-
	Year 14		0						-
	Year 15		0						-
	Year 16		0						-
	Year 17		0						-
	Year 18		0						-
	Year 19		0						-
	total		1,500	units @		0	per unit	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			23,216	sqm @		1,195	psm		(27,742,523)
3 bed House			66,975	sqm @		1,195	psm		(80,035,125)
4 bed House			26,307	sqm @		1,195	psm		(31,436,865)
5 bed House			6,048	sqm @		1,195	psm		(7,227,360)
1 bed Flat			5,448	sqm @		1,372	psm		(7,474,172)
2 bed Flat			6,671	sqm @		1,372	psm		(9,152,047)
1 bed Bungalow			750	sqm @		1,195	psm		(896,250)
2 bed Bungalow		136,329	915	sqm @		1,195	psm		(1,093,425)
External works			165,057,766	@		15.0%			(24,758,665)
						16,506	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		1,500	units @	521	£ per dwelling	(273,525)
M4(3) Category 3 Housing		5%	of All units		1,500	units @	10,307	£ per dwelling	(773,025)
Water efficiency					1,500	units @	9	£ per dwelling	(13,500)
Contingency			190,876,481	@		3.0%			(5,726,294)
Professional Fees			190,876,481	@		6.5%			(12,406,971)
Disposal Costs -									
Marketing and Promotion			339,202,500	OMS @		3.00%			(10,176,075)
Residential Sales Agent Costs			339,202,500	OMS @		1.00%			(3,392,025)
Residential Sales Legal Costs			339,202,500	OMS @		0.50%			(1,696,013)

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref:	**A**
Title:	**East of Biggleswade**
Notes:	**Greenfield SUE**

Interest (on Development Costs) -		6.00%	APR	0.487%	pcm		(413,322)
Developers Profit -							
Margin on AH		82,619,064		6.00%	on AH values		(4,957,144)
Profit on GDV		339,202,500		20.00%			(67,840,500)
		286,526,184		*23.68%*	*on costs*	*(67,840,500)*	
		421,821,564		*17.26%*	*blended*	*(72,797,644)*	
TOTAL COSTS							**(359,323,828)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							62,497,736
SDLT		62,497,736	@	5.0%	(slabbed)		(3,114,387)
Acquisition Agent fees		62,497,736	@	1.0%			(624,977)
Acquisition Legal fees		62,497,736	@	0.5%			(312,489)
Interest on Land		62,497,736	@	6.0%			(3,749,864)
Residual Land Value							**54,696,019**
RLV analysis:	*36,464 £ per plot*	*1,276,240*	*£ per ha*	*516,487*	*£ per acre*		

THRESHOLD LAND VALUE							
Residential Density		35.0	dph				
Site Area (Resi)		42.86	ha	105.90	acres		
Density analysis:		*3,181*	*sqm/ha*	*13,857*	*sqft/ac*		
Threshold Land Value	18,356 £ per plot	642,460	£ per ha	260,000	£ per acre		**27,534,000**

BALANCE							
Surplus/(Deficit)		**633,780**	£ per ha	**256,487**	£ per acre		**27,162,019**

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Scheme Ref: A
Title: East of Biggleswade
Notes: Greenfield SUE

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	27,162,019	20%	25%	30%	35%	40%	45%	50%
	0	34,260,863	30,711,441	27,162,019	23,612,412	20,061,777	16,511,142	12,960,340
	10	33,257,117	29,770,429	26,283,742	22,796,184	19,308,336	15,820,488	12,331,915
	20	32,253,372	28,829,418	25,405,017	21,979,956	18,554,895	15,129,833	11,703,490
	30	31,249,626	27,888,277	24,526,003	21,163,728	17,801,453	14,438,683	11,075,065
	40	30,245,881	26,946,476	23,646,988	20,347,500	17,048,012	13,747,415	10,446,639
CIL £psm	50	29,241,375	26,004,674	22,767,973	19,531,272	16,294,081	13,056,148	9,818,214
0.00	60	28,236,787	25,062,872	21,888,958	18,715,044	15,539,971	12,364,880	9,189,767
	70	27,232,198	24,121,071	21,009,943	17,898,109	14,785,860	11,673,612	8,560,754
	80	26,227,610	23,179,269	20,130,562	17,081,156	14,031,750	10,982,344	7,931,740
	90	25,223,022	22,237,330	19,250,766	16,264,203	13,277,640	10,290,571	7,302,727
	100	24,218,413	21,294,692	18,370,971	15,447,250	12,523,530	9,598,656	6,673,714
	110	23,212,932	20,352,054	17,491,176	14,630,298	11,768,783	8,906,741	6,044,700
	120	22,207,452	19,409,416	16,611,381	13,813,107	11,013,967	8,214,827	5,415,457
	130	21,201,972	18,466,778	15,731,585	12,995,389	10,259,151	7,522,912	4,785,824
	140	20,196,491	17,524,141	14,851,009	12,177,672	9,504,334	6,830,773	4,156,191
	150	19,191,011	16,580,826	13,970,390	11,359,954	8,749,518	6,138,177	3,526,559
	160	18,184,841	15,637,306	13,089,772	10,542,237	7,994,236	5,445,581	2,896,926
	170	17,178,419	14,693,786	12,209,153	9,724,369	7,238,677	4,752,985	2,267,150
	180	16,171,998	13,750,266	11,328,534	8,905,847	6,483,118	4,060,389	1,636,867
	190	15,165,576	12,806,746	10,447,089	8,087,324	5,727,559	3,367,527	1,006,584
	200	14,159,155	11,862,406	9,565,604	7,268,802	4,972,000	2,674,216	376,301

		AH - % on site 30%						
Balance (RLV - TLV)	27,162,019	20%	25%	30%	35%	40%	45%	50%
	5,000	47,467,805	43,919,921	40,372,037	36,824,153	33,276,246	29,727,741	26,179,236
	6,000	46,148,042	42,600,159	39,052,275	35,504,007	31,955,502	28,406,997	24,858,491
	7,000	44,828,280	41,280,274	37,731,769	34,183,263	30,634,758	27,086,253	23,537,747
	8,000	43,508,035	39,959,530	36,411,025	32,862,519	29,314,014	25,765,508	22,216,860
	9,000	42,187,291	38,638,786	35,090,280	31,541,775	27,993,270	24,444,492	20,895,070
Site Specific S106*	10,000	40,866,547	37,318,042	33,769,536	30,221,031	26,672,124	23,122,702	19,573,281
15,000	11,000	39,545,803	35,997,297	32,448,792	28,899,756	25,350,335	21,800,913	18,251,491
	12,000	38,225,059	34,676,553	31,127,389	27,577,967	24,028,545	20,479,123	16,929,207
	13,000	36,904,315	33,355,021	29,805,599	26,256,177	22,706,755	19,156,942	15,606,307
	14,000	35,582,653	32,033,231	28,483,809	24,934,387	21,384,677	17,834,042	14,283,407
	15,000	34,260,863	30,711,441	27,162,019	23,612,412	20,061,777	16,511,142	12,960,340
	16,000	32,939,073	29,389,651	25,840,147	22,289,512	18,738,877	15,188,242	11,636,266
	17,000	31,617,283	28,067,861	24,517,247	20,966,612	17,415,977	13,864,337	10,312,191
	18,000	30,295,493	26,744,982	23,194,347	19,643,712	16,092,409	12,540,263	8,987,906
	19,000	28,972,718	25,422,083	21,871,448	18,320,480	14,768,334	11,216,188	7,662,593
	20,000	27,649,818	24,099,183	20,548,548	16,996,406	13,444,260	9,891,235	6,337,279
	21,000	26,326,918	22,776,283	19,224,477	15,672,331	12,119,877	8,565,921	5,011,337
	22,000	25,004,018	21,452,549	17,900,403	14,348,257	10,794,563	7,240,607	3,684,719
	23,000	23,680,620	20,128,474	16,576,328	13,023,206	9,469,250	5,914,168	2,358,050
	24,000	22,356,546	18,804,400	15,251,848	11,697,892	8,143,617	4,587,549	1,030,062
	25,000	21,032,471	17,480,325	13,926,534	10,372,578	6,816,998	3,260,554	(297,927)

		AH - % on site 30%						
Balance (RLV - TLV)	27,162,019	20%	25%	30%	35%	40%	45%	50%
	15%	51,220,988	46,611,558	42,002,128	37,392,514	32,781,871	28,171,228	23,560,418
	16%	47,828,963	43,431,535	39,034,106	34,636,493	30,237,852	25,839,211	21,440,403
Profit	17%	44,436,938	40,251,511	36,066,084	31,880,473	27,693,833	23,507,194	19,320,387
20.00%	18%	41,044,913	37,071,488	33,098,063	29,124,453	25,149,815	21,175,177	17,200,372
	19%	37,652,888	33,891,464	30,130,041	26,368,432	22,605,796	18,843,159	15,080,356
	20%	34,260,863	30,711,441	27,162,019	23,612,412	20,061,777	16,511,142	12,960,340
	21%	30,868,838	27,531,417	24,193,997	20,856,392	17,517,758	14,179,125	10,840,325
	22%	27,476,813	24,351,394	21,225,975	18,100,372	14,973,740	11,847,108	8,720,309
	23%	24,084,788	21,171,370	18,257,953	15,344,351	12,429,721	9,515,091	6,600,293
	24%	20,692,763	17,991,347	15,289,931	12,588,331	9,885,702	7,183,073	4,480,278
	25%	17,300,738	14,811,324	12,321,909	9,832,311	7,341,683	4,851,056	2,360,262

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Scheme Ref: A
Title: East of Biggleswade
Notes: Greenfield SUE

		AH - % on site 30%						
Balance (RLV - TLV)	27,162,019	20%	25%	30%	35%	40%	45%	50%
	100,000	51,204,863	47,655,441	44,106,019	40,556,412	37,005,777	33,455,142	29,904,340
	150,000	45,909,863	42,360,441	38,811,019	35,261,412	31,710,777	28,160,142	24,609,340
TLV (per acre)	200,000	40,614,863	37,065,441	33,516,019	29,966,412	26,415,777	22,865,142	19,314,340
260,000	250,000	35,319,863	31,770,441	28,221,019	24,671,412	21,120,777	17,570,142	14,019,340
	300,000	30,024,863	26,475,441	22,926,019	19,376,412	15,825,777	12,275,142	8,724,340
	350,000	24,729,863	21,180,441	17,631,019	14,081,412	10,530,777	6,980,142	3,429,340
	400,000	19,434,863	15,885,441	12,336,019	8,786,412	5,235,777	1,685,142	(1,865,660)
	450,000	14,139,863	10,590,441	7,041,019	3,491,412	(59,223)	(3,609,858)	(7,160,660)
	500,000	8,844,863	5,295,441	1,746,019	(1,803,588)	(5,354,223)	(8,904,858)	(12,455,660)
	550,000	3,549,863	441	(3,548,981)	(7,098,588)	(10,649,223)	(14,199,858)	(17,750,660)

		AH - % on site 30%						
Balance (RLV - TLV)	27,162,019	20%	25%	30%	35%	40%	45%	50%
	25	23,247,263	19,697,841	16,148,419	12,598,812	9,048,177	5,497,542	1,946,740
	26	24,729,863	21,180,441	17,631,019	14,081,412	10,530,777	6,980,142	3,429,340
Density (dph)	27	26,102,640	22,553,219	19,003,797	15,454,190	11,903,555	8,352,920	4,802,118
35	28	27,377,363	23,827,941	20,278,519	16,728,912	13,178,277	9,627,642	6,076,840
	29	28,564,173	25,014,751	21,465,329	17,915,723	14,365,088	10,814,453	7,263,651
	30	29,671,863	26,122,441	22,573,019	19,023,412	15,472,777	11,922,142	8,371,340
	31	30,708,089	27,158,667	23,609,245	20,059,638	16,509,003	12,958,368	9,407,566
	32	31,679,550	28,130,128	24,580,706	21,031,100	17,480,465	13,929,830	10,379,028
	33	32,592,135	29,042,713	25,493,292	21,943,685	18,393,050	14,842,415	11,291,613
	34	33,451,039	29,901,617	26,352,195	22,802,589	19,251,954	15,701,319	12,150,517
	35	34,260,863	30,711,441	27,162,019	23,612,412	20,061,777	16,511,142	12,960,340

		AH - % on site 30%						
Balance (RLV - TLV)	27,162,019	20%	25%	30%	35%	40%	45%	50%
	25%	34,335,967	30,786,545	27,237,123	23,687,558	20,136,923	16,586,288	13,035,531
	30%	34,298,415	30,748,993	27,199,571	23,649,985	20,099,350	16,548,715	12,997,936
% Cat M4(2)	35%	34,260,863	30,711,441	27,162,019	23,612,412	20,061,777	16,511,142	12,960,340
35%	40%	34,223,311	30,673,889	27,124,467	23,574,839	20,024,204	16,473,569	12,922,745
	45%	34,185,759	30,636,337	27,086,915	23,537,267	19,986,632	16,435,997	12,885,150
	50%	34,148,207	30,598,785	27,049,363	23,499,694	19,949,059	16,398,424	12,847,554
	55%	34,110,655	30,561,233	27,011,811	23,462,121	19,911,486	16,360,851	12,809,959
	60%	34,073,103	30,523,681	26,974,259	23,424,549	19,873,914	16,323,279	12,772,364
	65%	34,035,551	30,486,129	26,936,707	23,386,976	19,836,341	16,285,706	12,734,768

		AH - % on site 30%						
Balance (RLV - TLV)	27,162,019	20%	25%	30%	35%	40%	45%	50%
	95%	43,492,153	39,887,117	36,282,082	32,676,925	29,070,945	25,464,964	21,858,984
	100%	34,260,863	30,711,441	27,162,019	23,612,412	20,061,777	16,511,142	12,960,340
Build rate (£psm)	105%	25,025,199	21,531,154	18,037,109	14,541,977	11,046,455	7,550,438	4,053,142
	110%	15,783,872	12,344,973	8,904,978	5,464,343	2,022,565	(1,420,130)	(4,865,127)
	115%	6,535,580	3,150,158	(235,809)	(3,623,907)	(7,013,554)	(10,405,624)	(13,800,878)
	120%	(2,723,138)	(6,055,587)	(9,389,922)	(12,726,896)	(16,067,380)	(19,412,255)	(22,763,220)
	125%	(11,995,276)	(15,277,348)	(18,562,686)	(21,852,520)	(25,148,636)	(28,586,331)	(32,378,533)
	130%	(21,286,875)	(24,522,026)	(27,797,718)	(31,512,019)	(35,240,530)	(38,989,465)	(42,764,449)

NOTES

* The S106 costs in the sensitivity analysis are in addition to the site specific infrastructure costs

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: B
Title: East of Arlesey
Notes: Greenfield SUE

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			2,000	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	210.0	32.0%	192.0	20%	402.0
3 bed House	53.0%	742.0	33.0%	198.0	47%	940.0
4 bed House	20.0%	280.0	6.0%	36.0	16%	316.0
5 bed House	4.0%	56.0	0.0%	0.0	3%	56.0
1 bed Flat	3.0%	42.0	14.0%	84.0	6%	126.0
2 bed Flat	3.0%	42.0	13.0%	78.0	6%	120.0
1 bed Bungalow	1.0%	14.0	1.0%	6.0	1%	20.0
2 bed Bungalow	1.0%	14.0	1.0%	6.0	1%	20.0
Total number of units	100.0%	1,400.0	100.0%	600.0	100%	2,000.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	16,170	174,052	14,784	159,134	30,954	333,186
3 bed House	70,490	758,748	18,810	202,469	89,300	961,217
4 bed House	31,080	334,542	3,996	43,013	35,076	377,555
5 bed House	8,064	86,800	0	0	8,064	86,800
1 bed Flat	2,421	26,061	4,842	52,123	7,264	78,184
2 bed Flat	3,113	33,507	5,781	62,228	8,894	95,735
1 bed Bungalow	700	7,535	300	3,229	1,000	10,764
2 bed Bungalow	854	9,192	366	3,940	1,220	13,132
	132,892	1,430,439	48,880	526,135	181,772	1,956,574
AH % by floor area:			*26.89%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	120,600,000
3 bed House	320,000	3,368	313	300,800,000
4 bed House	340,000	3,063	285	107,440,000
5 bed House	550,000	3,819	355	30,800,000
1 bed Flat	185,000	3,776	351	23,310,000
2 bed Flat	250,000	3,968	369	30,000,000
1 bed Bungalow	250,000	5,000	465	5,000,000
2 bed Bungalow	290,000	4,754	442	5,800,000
				623,750,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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Scheme Ref: B
Title: East of Arlesey
Notes: Greenfield SUE

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	210.0	@	300,000		63,000,000
3 bed House	742.0	@	320,000		237,440,000
4 bed House	280.0	@	340,000		95,200,000
5 bed House	56.0	@	550,000		30,800,000
1 bed Flat	42.0	@	185,000		7,770,000
2 bed Flat	42.0	@	250,000		10,500,000
1 bed Bungalow	14.0	@	250,000		3,500,000
2 bed Bungalow	14.0	@	290,000		4,060,000
	1,400.0				452,270,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	140.2	@	183,000		25,649,280
3 bed House	144.5	@	195,200		28,214,208
4 bed House	26.3	@	207,400		5,450,472
5 bed House	0.0	@	335,500		-
1 bed Flat	61.3	@	112,850		6,919,962
2 bed Flat	56.9	@	152,500		8,683,350
1 bed Bungalow	4.4	@	152,500		667,950
2 bed Bungalow	4.4	@	176,900		774,822
	438.0				76,360,044
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	51.8	@	219,000		11,352,960
3 bed House	53.5	@	233,600		12,488,256
4 bed House	9.7	@	248,200		2,412,504
5 bed House	0.0	@	401,500		-
1 bed Flat	22.7	@	135,050		3,062,934
2 bed Flat	21.1	@	182,500		3,843,450
1 bed Bungalow	1.6	@	182,500		295,650
2 bed Bungalow	1.6	@	211,700		342,954
	162.0				33,798,708
Sub-total GDV Residential	**2,000.0**				**562,428,752**
AH on-site cost analysis:				*£MV less £GDV*	*61,321,248*
	337	*£ psm (total GIA sqm)*		*30,661*	*£ per unit (total units)*
Grant	2,000	@	0		-
Total GDV					**562,428,752**

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: B
Title: East of Arlesey
Notes: Greenfield SUE

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(730,000)
Statutory Planning Fees (Residential)								(243,299)
CIL			132,892	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1		3,758,350					(3,758,350)
	Year 2		5,246,630					(5,246,630)
	Year 3		1,355,600					(1,355,600)
	Year 4		8,968,373					(8,968,373)
	Year 5		8,609,373					(8,609,373)
	Year 6		8,706,373					(8,706,373)
	Year 7		8,609,373					(8,609,373)
	Year 8		6,364,213					(6,364,213)
	Year 9		2,191,200					(2,191,200)
	Year 10		97,000					(97,000)
	Year 11		83,000					(83,000)
	Year 12		359,000					(359,000)
	Year 13		0					-
	Year 14		0					-
	Year 15		0					-
	Year 16		0					-
	Year 17		0					-
	Year 18		0					-
	Year 19		0					-
	total		2,000	units @	15,000	per unit	(84,348,485)	(30,000,000)
S106 analysis:			*15.00%*	*% of GDV*	*42,174*	*£ per unit (total units)*		
AH Commuted Sum			181,772	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			141.20	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1		0					-
	Year 2		0					-
	Year 3		0					-
	Year 4		0					-
	Year 5		0					-
	Year 6		0					-
	Year 7		0					-
	Year 8		0					-
	Year 9		0					-
	Year 10		0					-
	Year 11		0					-
	Year 12		0					-
	Year 13		0					-
	Year 14		0					-
	Year 15		0					-
	Year 16		0					-
	Year 17		0					-
	Year 18		0					-
	Year 19		0					-
	total		2,000	units @	0	per unit	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			30,954	sqm @	1,195	psm		(36,990,030)
3 bed House			89,300	sqm @	1,195	psm		(106,713,500)
4 bed House			35,076	sqm @	1,195	psm		(41,915,820)
5 bed House			8,064	sqm @	1,195	psm		(9,636,480)
1 bed Flat			7,264	sqm @	1,372	psm		(9,965,562)
2 bed Flat			8,894	sqm @	1,372	psm		(12,202,729)
1 bed Bungalow			1,000	sqm @	1,195	psm		(1,195,000)
2 bed Bungalow		181,772	1,220	sqm @	1,195	psm		(1,457,900)
External works			220,077,022	@	15.0%			(33,011,553)
					16,506	*£per unit*		
M4(2) Category 2 Housing		35%	of All units	2,000	units @	521	£ per dwelling	(364,700)
M4(3) Category 3 Housing		5%	of All units	2,000	units @	10,307	£ per dwelling	(1,030,700)
Water efficiency				2,000	units @	9	£ per dwelling	(18,000)
Contingency			254,501,975	@	3.0%			(7,635,059)
Professional Fees			254,501,975	@	6.5%			(16,542,628)
Disposal Costs -								
Marketing and Promotion			452,270,000	OMS @	3.00%			(13,568,100)
Residential Sales Agent Costs			452,270,000	OMS @	1.00%			(4,522,700)
Residential Sales Legal Costs			452,270,000	OMS @	0.50%			(2,261,350)

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Scheme Ref:	**B**
Title:	**East of Arlesey**
Notes:	**Greenfield SUE**

Interest (on Development Costs) -		6.00%	APR	0.487%	pcm		(460,486)
Developers Profit -							
Margin on AH		110,158,752		6.00%	on AH values		(6,609,525)
Profit on GDV		452,270,000		20.00%			(90,454,000)
		384,814,082		*23.51%*	*on costs*	*(90,454,000)*	
		562,428,752		*17.26%*	*blended*	*(97,063,525)*	
TOTAL COSTS							**(481,877,608)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							80,551,144
SDLT		80,551,144	@	5.0%	(slabbed)		(4,017,057)
Acquisition Agent fees		80,551,144	@	1.0%			(805,511)
Acquisition Legal fees		80,551,144	@	0.5%			(402,756)
Interest on Land		80,551,144	@	6.0%			(4,833,069)
Residual Land Value							**70,492,751**
RLV analysis:	*35,246 £ per plot*	*1,233,623*	*£ per ha*	*499,240*	*£ per acre*		

THRESHOLD LAND VALUE							
Residential Density		35.0	dph				
Site Area (Resi)		57.14	ha	141.20	acres		
Density analysis:		*3,181*	*sqm/ha*	*13,857*	*sqft/ac*		
Threshold Land Value	18,356 £ per plot	642,460	£ per ha	260,000	£ per acre		**36,712,000**

BALANCE							
Surplus/(Deficit)		**591,163**	£ per ha	**239,240**	£ per acre		**33,780,751**

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: B
Title: East of Arlesey
Notes: Greenfield SUE

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	33,780,751	20%	25%	30%	35%	40%	45%	50%
	0	43,255,645	38,518,694	33,780,751	29,042,256	24,302,658	19,562,212	14,819,879
	10	41,919,693	37,266,085	32,611,134	27,956,182	23,299,534	18,642,110	13,983,178
	20	40,583,740	36,012,924	31,441,516	26,869,512	22,296,410	17,722,008	13,146,176
	30	39,247,625	34,759,762	30,271,899	25,782,795	21,293,287	16,801,905	12,309,174
	40	37,910,920	33,506,601	29,101,992	24,696,077	20,289,553	15,881,803	11,472,172
CIL £psm	50	36,574,214	32,253,439	27,931,681	23,609,360	19,285,805	14,961,299	10,635,132
0.00	60	35,237,508	31,000,097	26,761,370	22,522,517	18,282,058	14,040,597	9,797,560
	70	33,900,803	29,746,192	25,591,059	21,435,123	17,278,310	13,119,895	8,959,988
	80	32,563,827	28,492,287	24,420,748	20,347,729	16,274,220	12,199,192	8,122,416
	90	31,226,329	27,238,383	23,249,858	19,260,336	15,269,818	11,278,207	7,284,844
	100	29,888,831	25,984,478	22,078,818	18,172,942	14,265,416	10,356,877	6,447,271
	110	28,551,332	24,730,010	20,907,779	17,084,940	13,261,013	9,435,548	5,609,699
	120	27,213,834	23,475,325	19,736,740	15,996,838	12,256,310	8,514,219	4,771,700
	130	25,875,579	22,220,640	18,565,262	14,908,735	11,251,224	7,592,889	3,933,532
	140	24,537,249	20,965,955	17,393,459	13,820,633	10,246,137	6,671,560	3,095,365
	150	23,198,918	19,710,783	16,221,657	12,731,870	9,241,050	5,749,927	2,257,197
	160	21,860,587	18,455,280	15,049,854	11,643,026	8,235,964	4,827,942	1,419,029
	170	20,521,503	17,199,778	13,877,488	10,554,183	7,230,877	3,905,958	580,861
	180	19,182,300	15,944,275	12,704,887	9,465,339	6,225,253	2,983,973	(257,838)
	190	17,843,097	14,688,077	11,532,286	8,376,495	5,219,452	2,061,989	(1,096,626)
	200	16,503,752	13,431,719	10,359,685	7,287,297	4,213,651	1,140,004	(1,935,415)

		AH - % on site 30%						
Balance (RLV - TLV)	33,780,751	20%	25%	30%	35%	40%	45%	50%
	5,000	60,837,615	56,103,007	51,368,399	46,633,734	41,898,077	37,162,421	32,426,531
	6,000	59,080,183	54,345,575	49,610,968	44,875,414	40,139,757	35,404,101	30,667,271
	7,000	57,322,751	52,588,143	47,852,750	43,117,094	38,381,438	33,644,963	28,908,012
	8,000	55,565,319	50,830,086	46,094,430	41,358,774	36,622,655	31,885,704	27,148,527
	9,000	53,807,422	49,071,766	44,336,110	39,600,348	34,863,396	30,126,444	25,388,276
Site Specific S106*	10,000	52,049,102	47,313,446	42,577,790	37,841,088	33,104,136	28,366,520	23,628,025
15,000	11,000	50,290,783	45,555,126	40,818,780	36,081,829	31,344,765	26,606,269	21,867,259
	12,000	48,532,463	43,796,472	39,059,521	34,322,569	29,584,514	24,846,018	20,105,964
	13,000	46,774,143	42,037,213	37,300,261	32,562,758	27,824,262	23,084,958	18,344,661
	14,000	45,014,905	40,277,953	35,541,002	30,802,507	26,063,952	21,323,664	16,582,270
	15,000	43,255,645	38,518,694	33,780,751	29,042,256	24,302,658	19,562,212	14,819,879
	16,000	41,496,386	36,758,996	32,020,500	27,281,652	22,541,363	17,799,821	13,056,640
	17,000	39,737,126	34,998,745	30,260,249	25,520,357	20,779,764	16,037,431	11,293,100
	18,000	37,976,989	33,238,494	28,499,351	23,759,062	19,017,373	14,274,190	9,528,769
	19,000	36,216,738	31,478,242	26,738,056	21,997,315	17,254,982	12,510,650	7,764,028
	20,000	34,456,487	29,717,050	24,976,761	20,234,924	15,491,740	10,746,465	5,999,287
	21,000	32,696,044	27,955,756	23,214,866	18,472,533	13,728,200	8,981,724	4,233,736
	22,000	30,934,750	26,194,461	21,452,475	16,709,289	11,964,160	7,216,982	2,467,740
	23,000	29,173,455	24,432,417	19,690,084	14,945,750	10,199,419	5,451,726	701,744
	24,000	27,412,160	22,670,026	17,926,839	13,181,856	8,434,678	3,685,729	(1,065,382)
	25,000	25,649,968	20,907,635	16,163,299	11,417,115	6,669,715	1,919,733	(2,832,686)

		AH - % on site 30%						
Balance (RLV - TLV)	33,780,751	20%	25%	30%	35%	40%	45%	50%
	15%	65,869,145	59,718,850	53,567,564	47,415,725	41,262,783	35,108,994	28,953,317
	16%	61,346,445	55,478,819	49,610,201	43,741,031	37,870,758	31,999,637	26,126,629
Profit	17%	56,823,745	51,238,787	45,652,839	40,066,337	34,478,733	28,890,281	23,299,942
20.00%	18%	52,301,045	46,998,756	41,695,476	36,391,643	31,086,708	25,780,925	20,473,254
	19%	47,778,345	42,758,725	37,738,114	32,716,950	27,694,683	22,671,569	17,646,567
	20%	43,255,645	38,518,694	33,780,751	29,042,256	24,302,658	19,562,212	14,819,879
	21%	38,732,945	34,278,662	29,823,389	25,367,562	20,910,633	16,452,856	11,993,192
	22%	34,210,245	30,038,631	25,866,026	21,692,868	17,518,608	13,343,500	9,166,504
	23%	29,687,545	25,798,600	21,908,664	18,018,175	14,126,583	10,234,144	6,339,817
	24%	25,164,845	21,558,569	17,951,301	14,343,481	10,734,558	7,124,787	3,513,129
	25%	20,642,145	17,318,537	13,993,939	10,668,787	7,342,533	4,015,431	686,442

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: B
Title: East of Arlesey
Notes: Greenfield SUE

		AH - % on site 30%						
Balance (RLV - TLV)	33,780,751	20%	25%	30%	35%	40%	45%	50%
TLV (per acre) 260,000	100,000	65,847,645	61,110,694	56,372,751	51,634,256	46,894,658	42,154,212	37,411,879
	150,000	58,787,645	54,050,694	49,312,751	44,574,256	39,834,658	35,094,212	30,351,879
	200,000	51,727,645	46,990,694	42,252,751	37,514,256	32,774,658	28,034,212	23,291,879
	250,000	44,667,645	39,930,694	35,192,751	30,454,256	25,714,658	20,974,212	16,231,879
	300,000	37,607,645	32,870,694	28,132,751	23,394,256	18,654,658	13,914,212	9,171,879
	350,000	30,547,645	25,810,694	21,072,751	16,334,256	11,594,658	6,854,212	2,111,879
	400,000	23,487,645	18,750,694	14,012,751	9,274,256	4,534,658	(205,788)	(4,948,121)
	450,000	16,427,645	11,690,694	6,952,751	2,214,256	(2,525,342)	(7,265,788)	(12,008,121)
	500,000	9,367,645	4,630,694	(107,249)	(4,845,744)	(9,585,342)	(14,325,788)	(19,068,121)
	550,000	2,307,645	(2,429,306)	(7,167,249)	(11,905,744)	(16,645,342)	(21,385,788)	(26,128,121)

		AH - % on site 30%						
Balance (RLV - TLV)	33,780,751	20%	25%	30%	35%	40%	45%	50%
Density (dph) 35	25	28,570,845	23,833,894	19,095,951	14,357,456	9,617,858	4,877,412	135,079
	26	30,547,645	25,810,694	21,072,751	16,334,256	11,594,658	6,854,212	2,111,879
	27	32,378,016	27,641,064	22,903,122	18,164,626	13,425,028	8,684,583	3,942,250
	28	34,077,645	29,340,694	24,602,751	19,864,256	15,124,658	10,384,212	5,641,879
	29	35,660,059	30,923,107	26,185,165	21,446,670	16,707,071	11,966,626	7,224,293
	30	37,136,979	32,400,027	27,662,085	22,923,589	18,183,991	13,443,546	8,701,213
	31	38,518,613	33,781,661	29,043,719	24,305,224	19,565,625	14,825,180	10,082,847
	32	39,813,895	35,076,944	30,339,001	25,600,506	20,860,908	16,120,462	11,378,129
	33	41,030,676	36,293,724	31,555,782	26,817,286	22,077,688	17,337,243	12,594,910
	34	42,175,881	37,438,929	32,700,987	27,962,491	23,222,893	18,482,448	13,740,115
	35	43,255,645	38,518,694	33,780,751	29,042,256	24,302,658	19,562,212	14,819,879

		AH - % on site 30%						
Balance (RLV - TLV)	33,780,751	20%	25%	30%	35%	40%	45%	50%
% Cat M4(2) 35%	25%	43,355,733	38,618,781	33,880,878	29,142,382	24,402,826	19,662,425	14,920,092
	30%	43,305,689	38,568,737	33,830,814	29,092,319	24,352,742	19,612,319	14,869,986
	35%	43,255,645	38,518,694	33,780,751	29,042,256	24,302,658	19,562,212	14,819,879
	40%	43,205,602	38,468,650	33,730,688	28,992,193	24,252,574	19,512,106	14,769,773
	45%	43,155,558	38,418,607	33,680,625	28,942,130	24,202,490	19,461,999	14,719,666
	50%	43,105,515	38,368,563	33,630,562	28,892,067	24,152,406	19,411,893	14,669,560
	55%	43,055,471	38,318,519	33,580,499	28,842,003	24,102,322	19,361,787	14,619,454
	60%	43,005,428	38,268,476	33,530,436	28,791,940	24,052,237	19,311,680	14,569,347
	65%	42,955,384	38,218,432	33,480,373	28,741,877	24,002,153	19,261,574	14,519,241

		AH - % on site 30%						
Balance (RLV - TLV)	33,780,751	20%	25%	30%	35%	40%	45%	50%
Build rate (£psm)	95%	55,558,754	50,747,752	45,936,692	41,124,367	36,312,043	31,498,747	26,684,849
	100%	43,255,645	38,518,694	33,780,751	29,042,256	24,302,658	19,562,212	14,819,879
	105%	30,947,251	26,283,314	21,618,458	16,952,127	12,284,429	7,614,628	2,942,991
	110%	18,631,571	14,040,172	9,446,665	4,851,275	254,648	(4,344,171)	(8,945,742)
	115%	6,306,312	1,785,758	(2,736,393)	(7,260,288)	(11,786,659)	(16,316,239)	(20,849,770)
	120%	(6,029,760)	(10,479,123)	(14,930,737)	(19,385,330)	(23,843,634)	(28,306,386)	(32,775,085)
	125%	(18,377,493)	(22,757,286)	(27,140,560)	(31,528,045)	(35,921,394)	(40,838,748)	(46,662,453)
	130%	(30,740,548)	(35,053,118)	(39,752,829)	(44,695,142)	(50,045,670)	(56,151,993)	(62,632,682)

NOTES

* The S106 costs in the sensitivity analysis are in addition to the site specific infrastructure costs

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: D
Title: North Luton
Notes: Greenfield SUE

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			4,000	Units	
AH Policy requirement (% Target)			30%		
AH tenure split %	Affordable Rent:			73%	
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%		
			100%		
CIL Rate (£ psm)			0.00	£ psm	

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	420.0	32.0%	384.0	20%	804.0
3 bed House	53.0%	1,484.0	33.0%	396.0	47%	1,880.0
4 bed House	20.0%	560.0	6.0%	72.0	16%	632.0
5 bed House	4.0%	112.0	0.0%	0.0	3%	112.0
1 bed Flat	3.0%	84.0	14.0%	168.0	6%	252.0
2 bed Flat	3.0%	84.0	13.0%	156.0	6%	240.0
1 bed Bungalow	1.0%	28.0	1.0%	12.0	1%	40.0
2 bed Bungalow	1.0%	28.0	1.0%	12.0	1%	40.0
Total number of units	100.0%	2,800.0	100.0%	1,200.0	100%	4,000.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	32,340	348,105	29,568	318,267	61,908	666,372
3 bed House	140,980	1,517,496	37,620	404,938	178,600	1,922,434
4 bed House	62,160	669,085	7,992	86,025	70,152	755,110
5 bed House	16,128	173,600	0	0	16,128	173,600
1 bed Flat	4,842	52,123	9,685	104,245	14,527	156,368
2 bed Flat	6,226	67,015	11,562	124,456	17,788	191,471
1 bed Bungalow	1,400	15,069	600	6,458	2,000	21,528
2 bed Bungalow	1,708	18,385	732	7,879	2,440	26,264
	265,784	2,860,878	97,759	1,052,270	363,543	3,913,147
AH % by floor area:			*26.89%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	225,120,000
3 bed House	300,000	3,158	293	564,000,000
4 bed House	320,000	2,883	268	202,240,000
5 bed House	500,000	3,472	323	56,000,000
1 bed Flat	175,000	3,571	332	44,100,000
2 bed Flat	200,000	3,175	295	48,000,000
1 bed Bungalow	190,000	3,800	353	7,600,000
2 bed Bungalow	250,000	4,098	381	10,000,000
				1,157,060,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: D
Title: North Luton
Notes: Greenfield SUE

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	420.0	@	280,000		117,600,000
3 bed House	1,484.0	@	300,000		445,200,000
4 bed House	560.0	@	320,000		179,200,000
5 bed House	112.0	@	500,000		56,000,000
1 bed Flat	84.0	@	175,000		14,700,000
2 bed Flat	84.0	@	200,000		16,800,000
1 bed Bungalow	28.0	@	190,000		5,320,000
2 bed Bungalow	28.0	@	250,000		7,000,000
	2,800.0				841,820,000
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	280.3	@	170,800		47,878,656
3 bed House	289.1	@	183,000		52,901,640
4 bed House	52.6	@	195,200		10,259,712
5 bed House	0.0	@	305,000		-
1 bed Flat	122.6	@	106,750		13,091,820
2 bed Flat	113.9	@	122,000		13,893,360
1 bed Bungalow	8.8	@	115,900		1,015,284
2 bed Bungalow	8.8	@	152,500		1,335,900
	876.0				140,376,372
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	103.7	@	204,400		21,192,192
3 bed House	106.9	@	219,000		23,415,480
4 bed House	19.4	@	233,600		4,541,184
5 bed House	0.0	@	365,000		-
1 bed Flat	45.4	@	127,750		5,794,740
2 bed Flat	42.1	@	146,000		6,149,520
1 bed Bungalow	3.2	@	138,700		449,388
2 bed Bungalow	3.2	@	182,500		591,300
	324.0				62,133,804
Sub-total GDV Residential	**4,000.0**				**1,044,330,176**
AH on-site cost analysis:				*£MV less £GDV*	*112,729,824*
	310	*£ psm (total GIA sqm)*		*28,182*	*£ per unit (total units)*
Grant	4,000	@	8,188		32,750,000
Total GDV					**1,077,080,176**

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: D
Title: North Luton
Notes: Greenfield SUE

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(1,420,000)
Statutory Planning Fees (Residential)								(473,299)
CIL			265,784	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1		5,655,683					(5,655,683)
	Year 2		15,382,683					(15,382,683)
	Year 3		3,196,471					(3,196,471)
	Year 4		15,864,683					(15,864,683)
	Year 5		15,505,683					(15,505,683)
	Year 6		6,604,271					(6,604,271)
	Year 7		11,005,683					(11,005,683)
	Year 8		13,443,132					(13,443,132)
	Year 9		7,829,107					(7,829,107)
	Year 10		5,119,413					(5,119,413)
	Year 11		4,887,413					(4,887,413)
	Year 12		359,000					(359,000)
	Year 13		0					-
	Year 14		97,000					(97,000)
	Year 15		0					-
	Year 16		0					-
	Year 17		0					-
	Year 18		0					-
	Year 19		0					-
	total		4,000	units @	15,000	per unit	(164,950,222)	(60,000,000)
S106 analysis:			*15.79%*	*% of GDV*	*41,238*	*£ per unit (total units)*		
AH Commuted Sum			363,543	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			282.40	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1		0					-
	Year 2		0					-
	Year 3		0					-
	Year 4		0					-
	Year 5		0					-
	Year 6		0					-
	Year 7		0					-
	Year 8		0					-
	Year 9		0					-
	Year 10		0					-
	Year 11		0					-
	Year 12		0					-
	Year 13		0					-
	Year 14		0					-
	Year 15		0					-
	Year 16		0					-
	Year 17		0					-
	Year 18		0					-
	Year 19		0					-
	total		4,000	units @	0	per unit	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			61,908	sqm @	1,195	psm		(73,980,060)
3 bed House			178,600	sqm @	1,195	psm		(213,427,000)
4 bed House			70,152	sqm @	1,195	psm		(83,831,640)
5 bed House			16,128	sqm @	1,195	psm		(19,272,960)
1 bed Flat			14,527	sqm @	1,372	psm		(19,931,125)
2 bed Flat			17,788	sqm @	1,372	psm		(24,405,459)
1 bed Bungalow			2,000	sqm @	1,195	psm		(2,390,000)
2 bed Bungalow		363,543	2,440	sqm @	1,195	psm		(2,915,800)
External works			440,154,044	@	15.0%			(66,023,107)
					16,506	*£per unit*		
M4(2) Category 2 Housing		35%	of All units	4,000	units @	521	£ per dwelling	(729,400)
M4(3) Category 3 Housing		5%	of All units	4,000	units @	10,307	£ per dwelling	(2,061,400)
Water efficiency				4,000	units @	9	£ per dwelling	(36,000)
Contingency			509,003,950	@	3.0%			(15,270,119)
Professional Fees			509,003,950	@	6.5%			(33,085,257)
Disposal Costs -								
Marketing and Promotion			841,820,000	OMS @	3.00%			(25,254,600)
Residential Sales Agent Costs			841,820,000	OMS @	1.00%			(8,418,200)
Residential Sales Legal Costs			841,820,000	OMS @	0.50%			(4,209,100)

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: D
Title: North Luton
Notes: Greenfield SUE

Interest (on Development Costs) -		6.00%	APR	0.487%	pcm		(972,116)
Developers Profit -							
Margin on AH		202,510,176		6.00%	on AH values		(12,150,611)
Profit on GDV		841,820,000		20.00%			(168,364,000)
		763,056,862		*22.06%*	*on costs*	*(168,364,000)*	
		1,044,330,176		*17.29%*	*blended*	*(180,514,611)*	
TOTAL COSTS							**(943,571,473)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							133,508,703
SDLT		133,508,703	@	5.0%	(slabbed)		(6,664,935)
Acquisition Agent fees		133,508,703	@	1.0%			(1,335,087)
Acquisition Legal fees		133,508,703	@	0.5%			(667,544)
Interest on Land		133,508,703	@	6.0%			(8,010,522)
Residual Land Value							**116,830,615**
RLV analysis:	*29,208 £ per plot*	*1,022,268*	*£ per ha*	*413,706*	*£ per acre*		

THRESHOLD LAND VALUE							
Residential Density		35.0	dph				
Site Area (Resi)		114.29	ha	282.40	acres		
Density analysis:		*3,181*	*sqm/ha*	*13,857*	*sqft/ac*		
Threshold Land Value	12,708 £ per plot	444,780	£ per ha	180,000	£ per acre		**50,832,000**

BALANCE							
Surplus/(Deficit)		**577,488**	£ per ha	**233,706**	£ per acre		**65,998,615**

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: D
Title: North Luton
Notes: Greenfield SUE

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	65,998,615	20%	25%	30%	35%	40%	45%	50%
	0	83,945,004	74,972,548	65,998,615	57,019,990	48,038,418	39,052,574	30,061,125
	10	81,267,649	72,461,143	63,653,368	54,841,988	46,026,557	37,207,035	28,382,102
	20	78,588,817	69,949,738	61,307,827	52,663,743	44,014,696	35,361,496	26,703,080
	30	75,909,985	67,438,334	58,962,286	50,484,227	42,002,835	33,515,957	25,024,057
	40	73,231,154	64,925,509	56,616,745	48,304,711	39,989,561	31,670,022	23,344,812
CIL £psm	50	70,552,322	62,412,429	54,271,204	46,125,195	37,976,246	29,823,097	21,664,481
0.00	60	67,873,036	59,899,349	51,924,105	43,945,679	35,962,931	27,976,172	19,984,150
	70	65,192,417	57,386,269	49,576,934	41,765,430	33,949,616	26,129,247	18,303,819
	80	62,511,799	54,872,879	47,229,763	39,584,339	31,935,701	24,282,322	16,623,487
	90	59,831,181	52,358,053	44,882,592	37,403,247	29,920,874	22,434,263	14,942,197
	100	57,150,562	49,843,227	42,534,642	35,222,156	27,906,047	20,585,899	13,260,509
	110	54,468,551	47,328,401	40,185,774	33,040,892	25,891,220	18,737,535	11,578,821
	120	51,786,070	44,813,575	37,836,906	30,858,162	23,876,178	16,889,171	9,897,133
	130	49,103,589	42,297,195	35,488,038	28,675,433	21,859,781	15,039,924	8,214,696
	140	46,421,108	39,780,551	33,138,669	26,492,703	19,843,384	13,190,067	6,531,603
	150	43,737,512	37,263,907	30,788,037	24,309,894	17,826,986	11,340,211	4,848,510
	160	41,053,092	34,747,263	28,437,405	22,125,464	15,810,327	9,490,354	3,165,416
	170	38,368,671	32,229,032	26,086,773	19,941,034	13,792,301	7,639,468	1,481,421
	180	35,684,251	29,710,498	23,735,412	17,756,603	11,774,276	5,788,066	(203,127)
	190	32,998,418	27,191,963	21,382,949	15,571,716	9,756,251	3,936,663	(1,887,675)
	200	30,311,981	24,673,228	19,030,485	13,385,522	7,737,478	2,085,261	(3,572,222)

		AH - % on site 30%						
Balance (RLV - TLV)	65,998,615	20%	25%	30%	35%	40%	45%	50%
	5,000	119,156,930	110,200,890	101,242,425	92,282,142	83,319,069	74,351,891	65,379,285
	6,000	115,639,568	106,681,669	97,722,629	88,760,965	79,795,836	70,825,577	61,851,645
	7,000	112,120,913	103,162,448	94,201,452	85,237,911	76,270,514	67,297,937	58,323,177
	8,000	108,601,693	99,641,939	90,679,986	81,714,523	72,744,230	63,770,297	54,793,184
	9,000	105,082,425	96,120,761	87,156,753	78,189,136	69,216,590	60,242,110	51,263,191
Site Specific S106*	10,000	101,561,248	92,598,828	83,633,146	74,662,882	65,688,950	56,712,117	47,731,934
15,000	11,000	98,040,070	89,075,595	80,107,759	71,135,243	62,161,043	53,182,124	44,199,488
	12,000	94,517,670	85,551,768	76,581,535	67,607,603	58,631,050	49,651,399	40,667,042
	13,000	90,994,437	82,026,382	73,053,895	64,079,963	55,101,057	46,118,953	37,132,324
	14,000	87,470,391	78,500,188	69,526,255	60,549,983	51,570,864	42,586,507	33,597,324
	15,000	83,945,004	74,972,548	65,998,615	57,019,990	48,038,418	39,052,574	30,061,125
	16,000	80,418,840	71,444,908	62,468,916	53,489,998	44,505,972	35,517,574	26,523,471
	17,000	76,891,201	67,917,268	58,938,923	49,957,883	40,972,824	31,982,414	22,985,314
	18,000	73,363,561	64,387,849	55,408,931	46,425,437	37,437,824	28,444,760	19,444,903
	19,000	69,835,921	60,857,856	51,877,348	42,892,991	33,902,825	24,907,105	15,904,309
	20,000	66,306,782	57,327,864	48,344,902	39,358,074	30,366,048	21,367,486	12,361,039
	21,000	62,776,789	53,796,813	44,812,456	35,823,074	26,828,394	17,827,076	8,817,524
	22,000	59,246,797	50,264,367	41,278,324	32,287,337	23,290,069	14,285,173	5,271,293
	23,000	55,716,278	46,731,921	37,743,324	28,749,683	19,749,659	10,741,904	1,724,370
	24,000	52,183,832	43,198,574	34,208,325	25,212,029	16,209,248	7,197,236	(1,824,925)
	25,000	48,651,386	39,663,574	30,670,972	21,672,242	12,666,038	3,651,005	(5,375,746)

		AH - % on site 30%						
Balance (RLV - TLV)	65,998,615	20%	25%	30%	35%	40%	45%	50%
	15%	126,036,004	114,432,860	102,828,240	91,218,928	79,606,668	67,990,136	56,368,000
	16%	117,617,804	106,540,798	95,462,315	84,379,140	73,293,018	62,202,624	51,106,625
Profit	17%	109,199,604	98,648,735	88,096,390	77,539,353	66,979,368	56,415,111	45,845,250
20.00%	18%	100,781,404	90,756,673	80,730,465	70,699,565	60,665,718	50,627,599	40,583,875
	19%	92,363,204	82,864,610	73,364,540	63,859,778	54,352,068	44,840,086	35,322,500
	20%	83,945,004	74,972,548	65,998,615	57,019,990	48,038,418	39,052,574	30,061,125
	21%	75,526,804	67,080,485	58,632,690	50,180,203	41,724,768	33,265,061	24,799,750
	22%	67,108,604	59,188,423	51,266,765	43,340,415	35,411,118	27,477,549	19,538,375
	23%	58,690,404	51,296,360	43,900,840	36,500,628	29,097,468	21,690,036	14,277,000
	24%	50,272,204	43,404,298	36,534,915	29,660,840	22,783,818	15,902,524	9,015,625
	25%	41,854,004	35,512,235	29,168,990	22,821,053	16,470,168	10,115,011	3,754,250

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Scheme Ref: D
Title: North Luton
Notes: Greenfield SUE

		AH - % on site 30%						
Balance (RLV - TLV)	65,998,615	20%	25%	30%	35%	40%	45%	50%
	100,000	106,537,004	97,564,548	88,590,615	79,611,990	70,630,418	61,644,574	52,653,125
	150,000	92,417,004	83,444,548	74,470,615	65,491,990	56,510,418	47,524,574	38,533,125
TLV (per acre)	200,000	78,297,004	69,324,548	60,350,615	51,371,990	42,390,418	33,404,574	24,413,125
180,000	250,000	64,177,004	55,204,548	46,230,615	37,251,990	28,270,418	19,284,574	10,293,125
	300,000	50,057,004	41,084,548	32,110,615	23,131,990	14,150,418	5,164,574	(3,826,875)
	350,000	35,937,004	26,964,548	17,990,615	9,011,990	30,418	(8,955,426)	(17,946,875)
	400,000	21,817,004	12,844,548	3,870,615	(5,108,010)	(14,089,582)	(23,075,426)	(32,066,875)
	450,000	7,697,004	(1,275,452)	(10,249,385)	(19,228,010)	(28,209,582)	(37,195,426)	(46,186,875)
	500,000	(6,422,996)	(15,395,452)	(24,369,385)	(33,348,010)	(42,329,582)	(51,315,426)	(60,306,875)
	550,000	(20,542,996)	(29,515,452)	(38,489,385)	(47,468,010)	(56,449,582)	(65,435,426)	(74,426,875)

		AH - % on site 30%						
Balance (RLV - TLV)	65,998,615	20%	25%	30%	35%	40%	45%	50%
	25	63,612,204	54,639,748	45,665,815	36,687,190	27,705,618	18,719,774	9,728,325
	26	66,349,312	57,376,856	48,402,923	39,424,298	30,442,726	21,456,881	12,465,433
Density (dph)	27	68,883,671	59,911,215	50,937,282	41,958,657	32,977,085	23,991,240	14,999,792
35	28	71,237,004	62,264,548	53,290,615	44,311,990	35,330,418	26,344,574	17,353,125
	29	73,428,039	64,455,582	55,481,650	46,503,025	37,521,452	28,535,608	19,544,160
	30	75,473,004	66,500,548	57,526,615	48,547,990	39,566,418	30,580,574	21,589,125
	31	77,386,037	68,413,580	59,439,648	50,461,023	41,479,450	32,493,606	23,502,157
	32	79,179,504	70,207,048	61,233,115	52,254,490	43,272,918	34,287,074	25,295,625
	33	80,864,277	71,891,821	62,917,888	53,939,263	44,957,691	35,971,846	26,980,398
	34	82,449,946	73,477,489	64,503,556	55,524,932	46,543,359	37,557,515	28,566,066
	35	83,945,004	74,972,548	65,998,615	57,019,990	48,038,418	39,052,574	30,061,125

		AH - % on site 30%						
Balance (RLV - TLV)	65,998,615	20%	25%	30%	35%	40%	45%	50%
	25%	84,145,473	75,173,111	66,199,179	57,220,654	48,239,188	39,253,455	30,262,124
	30%	84,045,238	75,072,829	66,098,897	57,120,322	48,138,803	39,153,014	30,161,625
% Cat M4(2)	35%	83,945,004	74,972,548	65,998,615	57,019,990	48,038,418	39,052,574	30,061,125
35%	40%	83,844,770	74,872,266	65,898,334	56,919,659	47,938,033	38,952,133	29,960,626
	45%	83,744,536	74,771,985	65,798,052	56,819,327	47,837,648	38,851,692	29,860,127
	50%	83,644,302	74,671,703	65,697,770	56,718,995	47,737,263	38,751,252	29,759,627
	55%	83,544,068	74,571,421	65,597,489	56,618,663	47,636,878	38,650,811	29,659,128
	60%	83,443,834	74,471,140	65,497,207	56,518,331	47,536,493	38,550,370	29,558,629
	65%	83,343,600	74,370,858	65,396,918	56,417,999	47,436,108	38,449,929	29,458,129

		AH - % on site 30%						
Balance (RLV - TLV)	65,998,615	20%	25%	30%	35%	40%	45%	50%
	95%	108,581,553	99,468,288	90,351,806	81,230,774	72,105,804	62,978,149	53,847,148
	100%	83,945,004	74,972,548	65,998,615	57,019,990	48,038,418	39,052,574	30,061,125
Build rate (£psm)	105%	59,285,183	50,457,378	41,624,914	32,788,574	23,947,038	15,098,979	6,243,060
	110%	34,606,637	25,919,464	17,227,487	8,529,393	(176,141)	(8,891,785)	(17,619,215)
	115%	9,902,473	1,353,974	(7,202,020)	(15,767,712)	(24,343,964)	(32,935,826)	(41,787,431)
	120%	(14,835,310)	(23,250,686)	(31,676,718)	(40,117,363)	(48,740,053)	(58,646,149)	(69,273,513)
	125%	(39,617,704)	(47,907,314)	(57,114,674)	(67,092,743)	(77,310,210)	(88,626,696)	(101,160,115)
	130%	(66,517,561)	(76,274,243)	(86,227,792)	(96,924,222)	(108,818,615)	(122,000,777)	(136,691,089)

NOTES

* The S106 costs in the sensitivity analysis are in addition to the site specific infrastructure costs

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: E
Title: Marston Vale
Notes: Greenfield SUE

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			5,000	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	525.0	32.0%	480.0	20%	1,005.0
3 bed House	53.0%	1,855.0	33.0%	495.0	47%	2,350.0
4 bed House	20.0%	700.0	6.0%	90.0	16%	790.0
5 bed House	4.0%	140.0	0.0%	0.0	3%	140.0
1 bed Flat	3.0%	105.0	14.0%	210.0	6%	315.0
2 bed Flat	3.0%	105.0	13.0%	195.0	6%	300.0
1 bed Bungalow	1.0%	35.0	1.0%	15.0	1%	50.0
2 bed Bungalow	1.0%	35.0	1.0%	15.0	1%	50.0
Total number of units	100.0%	3,500.0	100.0%	1,500.0	100%	5,000.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	40,425	435,131	36,960	397,834	77,385	832,965
3 bed House	176,225	1,896,870	47,025	506,173	223,250	2,403,043
4 bed House	77,700	836,356	9,990	107,531	87,690	943,887
5 bed House	20,160	217,000	0	0	20,160	217,000
1 bed Flat	6,053	65,153	12,106	130,307	18,159	195,460
2 bed Flat	7,782	83,769	14,453	155,570	22,235	239,339
1 bed Bungalow	1,750	18,837	750	8,073	2,500	26,910
2 bed Bungalow	2,135	22,981	915	9,849	3,050	32,830
	332,230	3,576,097	122,199	1,315,337	454,429	4,891,434
AH % by floor area:			*26.89%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	301,500,000
3 bed House	320,000	3,368	313	752,000,000
4 bed House	340,000	3,063	285	268,600,000
5 bed House	550,000	3,819	355	77,000,000
1 bed Flat	185,000	3,776	351	58,275,000
2 bed Flat	250,000	3,968	369	75,000,000
1 bed Bungalow	250,000	5,000	465	12,500,000
2 bed Bungalow	290,000	4,754	442	14,500,000
				1,559,375,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: E
Title: Marston Vale
Notes: Greenfield SUE

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	525.0	@	300,000		157,500,000
3 bed House	1,855.0	@	320,000		593,600,000
4 bed House	700.0	@	340,000		238,000,000
5 bed House	140.0	@	550,000		77,000,000
1 bed Flat	105.0	@	185,000		19,425,000
2 bed Flat	105.0	@	250,000		26,250,000
1 bed Bungalow	35.0	@	250,000		8,750,000
2 bed Bungalow	35.0	@	290,000		10,150,000
	3,500.0				1,130,675,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	350.4	@	183,000		64,123,200
3 bed House	361.4	@	195,200		70,535,520
4 bed House	65.7	@	207,400		13,626,180
5 bed House	0.0	@	335,500		-
1 bed Flat	153.3	@	112,850		17,299,905
2 bed Flat	142.4	@	152,500		21,708,375
1 bed Bungalow	11.0	@	152,500		1,669,875
2 bed Bungalow	11.0	@	176,900		1,937,055
	1,095.0				190,900,110
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	129.6	@	219,000		28,382,400
3 bed House	133.7	@	233,600		31,220,640
4 bed House	24.3	@	248,200		6,031,260
5 bed House	0.0	@	401,500		-
1 bed Flat	56.7	@	135,050		7,657,335
2 bed Flat	52.7	@	182,500		9,608,625
1 bed Bungalow	4.1	@	182,500		739,125
2 bed Bungalow	4.1	@	211,700		857,385
	405.0				84,496,770
Sub-total GDV Residential	**5,000.0**				**1,406,071,880**
AH on-site cost analysis:				*£MV less £GDV*	*153,303,120*
	337	*£ psm (total GIA sqm)*		*30,661*	*£ per unit (total units)*
Grant	5,000	@	0		-
Total GDV					**1,406,071,880**

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: E
Title: Marston Vale
Notes: Greenfield SUE

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(1,760,000)
Statutory Planning Fees (Residential)								(588,299)
CIL			332,230	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1		5,842,001					(5,842,001)
	Year 2		18,014,001					(18,014,001)
	Year 3		8,995,589					(8,995,589)
	Year 4		11,051,001					(11,051,001)
	Year 5		12,358,668					(12,358,668)
	Year 6		12,957,255					(12,957,255)
	Year 7		17,358,668					(17,358,668)
	Year 8		20,889,667					(20,889,667)
	Year 9		9,200,222					(9,200,222)
	Year 10		6,341,635					(6,341,635)
	Year 11		8,634,635					(8,634,635)
	Year 12		1,581,222					(1,581,222)
	Year 13		5,982,635					(5,982,635)
	Year 14		6,341,635					(6,341,635)
	Year 15		1,222,222					(1,222,222)
	Year 16		1,319,222					(1,319,222)
	Year 17		0					-
	Year 18		0					-
	Year 19		0					-
	total		5,000	units @	15,000	per unit	(223,090,278)	(75,000,000)
S106 analysis:			*15.87%*	*% of GDV*	*44,618*	*£ per unit (total units)*		
AH Commuted Sum			454,429	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			353.00	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1		0					-
	Year 2		0					-
	Year 3		0					-
	Year 4		0					-
	Year 5		0					-
	Year 6		0					-
	Year 7		0					-
	Year 8		0					-
	Year 9		0					-
	Year 10		0					-
	Year 11		0					-
	Year 12		0					-
	Year 13		0					-
	Year 14		0					-
	Year 15		0					-
	Year 16		0					-
	Year 17		0					-
	Year 18		0					-
	Year 19		0					-
	total		5,000	units @	0	per unit	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			77,385	sqm @	1,195	psm		(92,475,075)
3 bed House			223,250	sqm @	1,195	psm		(266,783,750)
4 bed House			87,690	sqm @	1,195	psm		(104,789,550)
5 bed House			20,160	sqm @	1,195	psm		(24,091,200)
1 bed Flat			18,159	sqm @	1,372	psm		(24,913,906)
2 bed Flat			22,235	sqm @	1,372	psm		(30,506,824)
1 bed Bungalow			2,500	sqm @	1,195	psm		(2,987,500)
2 bed Bungalow		454,429	3,050	sqm @	1,195	psm		(3,644,750)
External works			550,192,554	@	15.0%			(82,528,883)
					16,506	*£per unit*		
M4(2) Category 2 Housing		35%	of All units	5,000	units @	521	£ per dwelling	(911,750)
M4(3) Category 3 Housing		5%	of All units	5,000	units @	10,307	£ per dwelling	(2,576,750)
Water efficiency				5,000	units @	9	£ per dwelling	(45,000)
Contingency			636,254,938	@	3.0%			(19,087,648)
Professional Fees			636,254,938	@	6.5%			(41,356,571)
Disposal Costs -								
Marketing and Promotion			1,130,675,000	OMS @	3.00%			(33,920,250)
Residential Sales Agent Costs			1,130,675,000	OMS @	1.00%			(11,306,750)
Residential Sales Legal Costs			1,130,675,000	OMS @	0.50%			(5,653,375)

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: E
Title: Marston Vale
Notes: Greenfield SUE

Interest (on Development Costs) -		6.00%	APR	0.487%	pcm		(998,371)
Developers Profit -							
Margin on AH		275,396,880		6.00%	on AH values		(16,523,813)
Profit on GDV		1,130,675,000		20.00%			(226,135,000)
		974,016,479		*23.22%*	*on costs*	*(226,135,000)*	
		1,406,071,880		*17.26%*	*blended*	*(242,658,813)*	
TOTAL COSTS							**(1,216,675,292)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							189,396,588
SDLT		189,396,588	@	5.0%	(slabbed)		(9,459,329)
Acquisition Agent fees		189,396,588	@	1.0%			(1,893,966)
Acquisition Legal fees		189,396,588	@	0.5%			(946,983)
Interest on Land		189,396,588	@	6.0%			(11,363,795)
Residual Land Value							**165,732,514**
RLV analysis:	*33,147 £ per plot*	*1,160,128*	*£ per ha*	*469,497*	*£ per acre*		

THRESHOLD LAND VALUE							
Residential Density		35.0	dph				
Site Area (Resi)		142.86	ha	353.00	acres		
Density analysis:		*3,181*	*sqm/ha*	*13,857*	*sqft/ac*		
Threshold Land Value	18,356 £ per plot	642,460	£ per ha	260,000	£ per acre		**91,780,000**

BALANCE							
Surplus/(Deficit)		**517,668**	£ per ha	**209,497**	£ per acre		**73,952,514**

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: E
Title: Marston Vale
Notes: Greenfield SUE

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	73,952,514	20%	25%	30%	35%	40%	45%	50%
	0	97,666,594	85,812,065	73,952,514	62,089,325	50,220,833	38,347,020	26,466,150
	10	94,325,720	82,678,381	71,026,167	59,370,794	47,710,785	36,044,652	24,370,899
	20	90,984,846	79,544,698	68,099,820	56,651,943	45,199,606	33,741,335	22,275,647
	30	87,642,353	76,409,588	65,173,472	53,933,093	42,688,427	31,438,017	20,180,396
	40	84,299,757	73,274,215	62,246,484	51,214,242	40,177,248	29,134,700	18,084,898
CIL £psm	50	80,956,909	70,138,843	59,318,491	48,494,689	37,666,009	26,831,017	15,988,269
0.00	60	77,612,512	67,003,471	56,390,498	45,774,245	35,153,299	24,526,241	13,891,641
	70	74,268,115	63,867,321	53,462,505	43,053,801	32,640,589	22,221,465	11,795,013
	80	70,923,718	60,730,185	50,534,182	40,333,357	30,127,880	19,916,688	9,697,738
	90	67,579,321	57,593,050	47,604,473	37,612,226	27,614,935	17,611,218	7,599,682
	100	64,233,303	54,455,915	44,674,765	34,890,124	25,100,634	15,304,927	5,501,625
	110	60,887,025	51,318,086	41,745,056	32,168,022	22,586,332	12,998,635	3,403,569
	120	57,540,747	48,179,112	38,814,798	29,445,919	20,072,031	10,692,344	1,304,084
	130	54,194,470	45,040,139	35,883,304	26,722,652	17,556,864	8,384,608	(795,452)
	140	50,846,400	41,901,165	32,951,809	23,998,826	15,040,909	6,076,746	(2,894,988)
	150	47,498,162	38,761,016	30,020,314	21,274,999	12,524,955	3,768,884	(4,995,592)
	160	44,149,923	35,620,128	27,087,520	18,550,823	10,008,757	1,460,029	(7,096,659)
	170	40,801,158	32,479,241	24,154,168	15,825,207	7,491,089	(849,460)	(9,197,726)
	180	37,450,878	29,338,113	21,220,816	13,099,590	4,973,421	(3,158,950)	(11,299,787)
	190	34,100,598	26,195,237	18,286,806	10,373,973	2,455,753	(5,469,294)	(13,402,436)
	200	30,750,318	23,052,360	15,351,527	7,646,598	(63,654)	(7,780,467)	(15,505,086)

		AH - % on site 30%						
Balance (RLV - TLV)	73,952,514	20%	25%	30%	35%	40%	45%	50%
	5,000	141,618,180	129,777,049	117,934,401	106,090,078	94,243,709	82,393,818	70,538,917
	6,000	137,226,421	125,383,773	113,540,601	101,694,846	89,846,417	77,994,362	66,136,608
	7,000	132,833,146	120,990,498	109,145,369	97,298,485	85,448,373	73,593,547	61,732,513
	8,000	128,439,870	116,595,892	104,750,136	92,901,193	81,048,917	69,191,608	57,328,418
	9,000	124,046,414	112,200,659	100,353,261	88,502,928	76,648,176	64,787,513	52,922,638
Site Specific S106*	10,000	119,651,182	107,805,330	95,955,969	84,103,472	72,246,453	60,383,419	48,516,066
15,000	11,000	115,255,949	103,408,037	91,557,483	79,702,806	67,842,514	55,978,307	44,108,689
	12,000	110,860,106	99,010,745	87,158,028	75,301,083	63,438,419	51,571,735	39,699,536
	13,000	106,462,813	94,612,039	82,757,436	70,897,514	59,033,976	47,165,164	35,290,063
	14,000	102,065,521	90,212,583	78,355,713	66,493,419	54,627,404	42,756,173	30,878,222
	15,000	97,666,594	85,812,065	73,952,514	62,089,325	50,220,833	38,347,020	26,466,150
	16,000	93,267,138	81,410,342	69,548,420	57,683,073	45,812,810	33,936,128	22,051,514
	17,000	88,866,695	77,007,515	65,144,325	53,276,502	41,403,657	29,524,286	17,636,336
	18,000	84,464,972	72,603,420	60,738,742	48,869,447	36,994,034	25,110,991	13,218,798
	19,000	80,062,515	68,199,325	56,332,171	44,460,294	32,582,192	20,696,355	8,800,003
	20,000	75,658,420	63,794,411	51,925,600	40,051,140	28,170,351	16,280,150	4,379,457
	21,000	71,254,326	59,387,840	47,516,931	35,640,098	23,755,832	11,862,612	(43,468)
	22,000	66,850,080	54,981,269	43,107,777	31,228,257	19,341,196	7,442,989	(4,467,816)
	23,000	62,443,509	50,573,568	38,698,004	26,815,309	14,923,964	3,022,442	(8,894,705)
	24,000	58,036,938	46,164,414	34,286,162	22,400,673	10,506,427	(1,401,113)	(13,324,112)
	25,000	53,630,205	41,755,261	29,874,321	17,985,316	6,085,974	(5,825,891)	(17,755,659)

		AH - % on site 30%						
Balance (RLV - TLV)	73,952,514	20%	25%	30%	35%	40%	45%	50%
	15%	154,200,344	138,812,456	123,419,546	108,022,997	92,621,145	77,213,973	61,799,744
	16%	142,893,594	128,212,378	113,526,139	98,836,262	84,141,083	69,440,582	54,733,025
Profit	17%	131,586,844	117,612,299	103,632,733	89,649,528	75,661,020	61,667,192	47,666,306
20.00%	18%	120,280,094	107,012,221	93,739,327	80,462,793	67,180,958	53,893,801	40,599,587
	19%	108,973,344	96,412,143	83,845,921	71,276,059	58,700,895	46,120,410	33,532,869
	20%	97,666,594	85,812,065	73,952,514	62,089,325	50,220,833	38,347,020	26,466,150
	21%	86,359,844	75,211,987	64,059,108	52,902,590	41,740,770	30,573,629	19,399,431
	22%	75,053,094	64,611,909	54,165,702	43,715,856	33,260,708	22,800,238	12,332,712
	23%	63,746,344	54,011,831	44,272,296	34,529,122	24,780,645	15,026,848	5,265,994
	24%	52,439,594	43,411,753	34,378,889	25,342,387	16,300,583	7,253,457	(1,800,725)
	25%	41,132,844	32,811,674	24,485,483	16,155,653	7,820,520	(519,933)	(8,867,444)

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180103 CBC Residential Appraisals_A-E_v4

Scheme Ref: E
Title: Marston Vale
Notes: Greenfield SUE

		AH - % on site 30%						
Balance (RLV - TLV)	73,952,514	20%	25%	30%	35%	40%	45%	50%
	100,000	154,146,594	142,292,065	130,432,514	118,569,325	106,700,833	94,827,020	82,946,150
	150,000	136,496,594	124,642,065	112,782,514	100,919,325	89,050,833	77,177,020	65,296,150
TLV (per acre)	200,000	118,846,594	106,992,065	95,132,514	83,269,325	71,400,833	59,527,020	47,646,150
260,000	250,000	101,196,594	89,342,065	77,482,514	65,619,325	53,750,833	41,877,020	29,996,150
	300,000	83,546,594	71,692,065	59,832,514	47,969,325	36,100,833	24,227,020	12,346,150
	350,000	65,896,594	54,042,065	42,182,514	30,319,325	18,450,833	6,577,020	(5,303,850)
	400,000	48,246,594	36,392,065	24,532,514	12,669,325	800,833	(11,072,980)	(22,953,850)
	450,000	30,596,594	18,742,065	6,882,514	(4,980,675)	(16,849,167)	(28,722,980)	(40,603,850)
	500,000	12,946,594	1,092,065	(10,767,486)	(22,630,675)	(34,499,167)	(46,372,980)	(58,253,850)
	550,000	(4,703,406)	(16,557,935)	(28,417,486)	(40,280,675)	(52,149,167)	(64,022,980)	(75,903,850)

		AH - % on site 30%						
Balance (RLV - TLV)	73,952,514	20%	25%	30%	35%	40%	45%	50%
	25	60,954,594	49,100,065	37,240,514	25,377,325	13,508,833	1,635,020	(10,245,850)
	26	65,896,594	54,042,065	42,182,514	30,319,325	18,450,833	6,577,020	(5,303,850)
Density (dph)	27	70,472,520	58,617,991	46,758,440	34,895,251	23,026,759	11,152,946	(727,924)
35	28	74,721,594	62,867,065	51,007,514	39,144,325	27,275,833	15,402,020	3,521,150
	29	78,677,629	66,823,100	54,963,549	43,100,359	31,231,867	19,358,054	7,477,184
	30	82,369,927	70,515,398	58,655,848	46,792,658	34,924,166	23,050,353	11,169,483
	31	85,824,013	73,969,484	62,109,934	50,246,744	38,378,252	26,504,439	14,623,569
	32	89,062,219	77,207,690	65,348,139	53,484,950	41,616,458	29,742,645	17,861,775
	33	92,104,170	80,249,641	68,390,090	56,526,900	44,658,409	32,784,595	20,903,726
	34	94,967,182	83,112,653	71,253,103	59,389,913	47,521,421	35,647,608	23,766,738
	35	97,666,594	85,812,065	73,952,514	62,089,325	50,220,833	38,347,020	26,466,150

		AH - % on site 30%						
Balance (RLV - TLV)	73,952,514	20%	25%	30%	35%	40%	45%	50%
	25%	97,916,928	86,062,493	74,203,043	62,339,853	50,471,467	38,597,765	26,717,137
	30%	97,791,761	85,937,279	74,077,779	62,214,589	50,346,150	38,472,393	26,591,643
% Cat M4(2)	35%	97,666,594	85,812,065	73,952,514	62,089,325	50,220,833	38,347,020	26,466,150
35%	40%	97,541,427	85,686,851	73,827,250	61,964,060	50,095,516	38,221,647	26,340,657
	45%	97,416,260	85,561,637	73,701,986	61,838,796	49,970,199	38,096,274	26,215,163
	50%	97,291,093	85,436,423	73,576,722	61,713,532	49,844,882	37,970,901	26,089,670
	55%	97,165,926	85,311,208	73,451,458	61,588,268	49,719,565	37,845,528	25,964,176
	60%	97,040,759	85,185,994	73,326,193	61,463,004	49,594,248	37,720,155	25,838,683
	65%	96,915,591	85,060,780	73,200,929	61,337,740	49,468,930	37,594,782	25,713,190

		AH - % on site 30%						
Balance (RLV - TLV)	73,952,514	20%	25%	30%	35%	40%	45%	50%
	95%	128,432,512	116,398,077	104,360,264	92,319,173	80,273,597	68,222,030	56,166,160
	100%	97,666,594	85,812,065	73,952,514	62,089,325	50,220,833	38,347,020	26,466,150
Build rate (£psm)	105%	66,876,483	55,200,594	43,520,364	31,834,249	20,140,921	8,438,705	(3,274,268)
	110%	36,063,449	24,564,972	13,059,651	1,545,996	(9,977,622)	(21,516,307)	(33,073,947)
	115%	5,222,341	(6,103,144)	(17,438,239)	(28,787,338)	(40,153,416)	(51,544,458)	(62,977,917)
	120%	(25,656,120)	(36,816,076)	(47,991,968)	(59,189,586)	(70,423,597)	(81,715,845)	(93,308,239)
	125%	(56,589,169)	(67,595,261)	(78,633,650)	(89,721,311)	(102,193,391)	(115,195,009)	(130,136,848)
	130%	(87,606,439)	(99,455,446)	(111,975,298)	(124,646,606)	(138,341,964)	(153,955,149)	(171,306,523)

NOTES

* The S106 costs in the sensitivity analysis are in addition to the site specific infrastructure costs

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180103 CBC Residential Appraisals_A-E_v4 - Summary Table

Scheme Details:	Scheme Ref:	**A**	**B**	**C**	**D**	**E**
	Title:	East of Biggleswade	East of Arlesey	Not Used	North Luton	Marston Vale
	Notes:	Greenfield SUE	Greenfield SUE	Not Used	Greenfield SUE	Greenfield SUE
	Total GDV (£)	421,821,564	562,428,752		1,077,080,176	1,406,071,880
Policy Costs:	AH % (on-site)	30%	30%		30%	30%
	CIL (£ psm)	-	-		-	-
	CIL (£)	-	-		-	-
	Site Specific S106 (£/unit)	40,729	42,174		41,238	44,618
	Site Specific S106 (£)	61,093,204	84,348,485		164,950,222	223,090,278
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%		20.0%	20.0%
	Developers Profit (% blended)	17.26%	17.26%		17.29%	17.26%
	Total Developers Profit (£)	72,797,644	97,063,525		180,514,611	242,658,813
Residual Land Value (RLV):	RLV (£/acre)	516,487	499,240		413,706	469,497
	RLV (£/ha)	1,276,240	1,233,623		1,022,268	1,160,128
	RLV (£ net)	54,696,019	70,492,751		116,830,615	165,732,514
Threshold Land Value (TLV):	TLV (£/acre)	260,000	260,000		180,000	260,000
	TLV (£/ha)	642,460	642,460		444,780	642,460
	TLV (£ net)	27,534,000	36,712,000		50,832,000	91,780,000
Balance for Plan VA:	Surplus/Deficit (£/acre)	256,487	239,240		233,706	209,497
	Surplus/Deficit (£/ha)	633,780	591,163		577,488	517,668
	Surplus/Deficit	27,162,019	33,780,751		65,998,615	73,952,514
	Plan Viability comments	Viable	Viable		Viable	Viable
Other KPIs:	Grant (£/unit)	£0	£0		£8,188	£0
	Grant (£)	£0	£0		£32,750,000	£0

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180103 CBC Residential Appraisals_F-K_v5 - Version Notes

Date	Version	Comments
180103	v5	

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: F
Title: 8 No. Units, Value Area - High A
Notes: Greenfield (No Affordable Housing)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			8	Units		
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	0.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			100%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	40.0%	3.2	40.0%	0.0	40%	3.2
3 bed House	40.0%	3.2	40.0%	0.0	40%	3.2
4 bed House	20.0%	1.6	20.0%	0.0	20%	1.6
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	246	2,652	0	0	246	2,652
3 bed House	304	3,272	0	0	304	3,272
4 bed House	178	1,912	0	0	178	1,912
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	728	7,836	0	0	728	7,836
AH % by floor area:			*0.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	1,200,000
3 bed House	425,000	4,474	416	1,360,000
4 bed House	420,000	3,784	352	672,000
5 bed House	600,000	4,167	387	0
1 bed Flat	275,000	5,612	521	0
2 bed Flat	325,000	5,159	479	0
1 bed Bungalow	275,000	5,500	511	0
2 bed Bungalow	340,000	5,574	518	0
				3,232,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: F
Title: 8 No. Units, Value Area - High A
Notes: Greenfield (No Affordable Housing)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	3.2	@	375,000		1,200,000
3 bed House	3.2	@	425,000		1,360,000
4 bed House	1.6	@	420,000		672,000
5 bed House	0.0	@	600,000		-
1 bed Flat	0.0	@	275,000		-
2 bed Flat	0.0	@	325,000		-
1 bed Bungalow	0.0	@	275,000		-
2 bed Bungalow	0.0	@	340,000		-
	8.0				3,232,000
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	0.0	@	228,750		-
3 bed House	0.0	@	259,250		-
4 bed House	0.0	@	256,200		-
5 bed House	0.0	@	366,000		-
1 bed Flat	0.0	@	167,750		-
2 bed Flat	0.0	@	198,250		-
1 bed Bungalow	0.0	@	167,750		-
2 bed Bungalow	0.0	@	207,400		-
	0.0				-
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	0.0	@	273,750		-
3 bed House	0.0	@	310,250		-
4 bed House	0.0	@	306,600		-
5 bed House	0.0	@	438,000		-
1 bed Flat	0.0	@	200,750		-
2 bed Flat	0.0	@	237,250		-
1 bed Bungalow	0.0	@	200,750		-
2 bed Bungalow	0.0	@	248,200		-
	0.0				-
Sub-total GDV Residential	**8.0**				**3,232,000**
AH on-site cost analysis:				*£MV less £GDV*	*0*
	0 £ psm (total GIA sqm)			*0 £ per unit (total units)*	
Grant	8	@	0		-
Total GDV					**3,232,000**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: F
Title: 8 No. Units, Value Area - High A
Notes: Greenfield (No Affordable Housing)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(10,000)
Statutory Planning Fees (Residential)									(3,080)
CIL			728	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		8	units @		2,500	per unit	(20,000)	(20,000)
S106 analysis:			*0.62%*	*% of GDV*		*2,500*	*£ per unit (total units)*		
AH Commuted Sum			728	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			0.66	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		0.66	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			246	sqm @		1,195	psm		(294,448)
3 bed House			304	sqm @		1,195	psm		(363,280)
4 bed House			178	sqm @		1,195	psm		(212,232)
5 bed House			-	sqm @		1,195	psm		-
1 bed Flat			-	sqm @		1,372	psm		-
2 bed Flat			-	sqm @		1,372	psm		-
1 bed Bungalow			-	sqm @		1,195	psm		-
2 bed Bungalow		728	-	sqm @		1,195	psm		-
External works			869,960	@		15.0%			(130,494)
						16,312	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		8	units @	521	£ per dwelling	(1,459)
M4(3) Category 3 Housing		5%	of All units		8	units @	10,307	£ per dwelling	(4,123)
Water efficiency					8	units @	9	£ per dwelling	(72)
Contingency			1,006,108	@		3.0%			(30,183)
Professional Fees			1,006,108	@		6.5%			(65,397)
Disposal Costs -									
Marketing and Promotion			3,232,000	OMS @		3.00%			(96,960)
Residential Sales Agent Costs			3,232,000	OMS @		1.00%			(32,320)
Residential Sales Legal Costs			3,232,000	OMS @		0.50%			(16,160)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(6,340)
Developers Profit -									
Margin on AH			0			6.00%	on AH values		-
Profit on GDV			3,232,000			20.00%			(646,400)
			1,286,548			*50.24%*	*on costs*	*(646,400)*	
			3,232,000			*20.00%*	*blended*	*(646,400)*	
TOTAL COSTS									**(1,932,948)**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref:	**F**
Title:	**8 No. Units, Value Area - High A**
Notes:	**Greenfield (No Affordable Housing)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							1,299,052
SDLT			1,299,052	@	5.0%	(slabbed)	(54,453)
Acquisition Agent fees			1,299,052	@	1.0%		(12,991)
Acquisition Legal fees			1,299,052	@	0.5%		(6,495)
Interest on Land			1,299,052	@	6.0%		(77,943)
Residual Land Value							**1,147,171**
RLV analysis:	*143,396*	*£ per plot*	*4,301,891*	*£ per ha*	*1,740,951*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.27	ha	0.66	acres	
Density analysis:			*2,730*	*sqm/ha*	*11,892*	*sqft/ac*	
Threshold Land Value	35,418	£ per plot	1,062,530	£ per ha	430,000	£ per acre	**283,341**

BALANCE							
Surplus/(Deficit)			**3,239,361**	£ per ha	**1,310,951**	£ per acre	**863,830**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: F
Title: 8 No. Units, Value Area - High A
Notes: Greenfield (No Affordable Housing)

SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - TLV)	863,830	0%	5%	10%	15%	20%	25%	30%
	0	863,830	842,823	821,817	800,744	779,669	758,595	737,520
	10	857,175	836,602	815,828	795,116	774,372	753,628	732,884
	20	850,520	830,180	809,839	789,486	769,074	748,661	728,249
	30	843,866	823,858	803,850	783,842	763,776	743,694	723,613
	40	837,211	817,536	797,861	778,186	758,476	738,728	718,977
CIL £psm	50	830,557	811,214	791,872	772,529	753,180	733,761	714,342
0.00	60	823,902	804,892	785,883	766,873	747,853	728,794	709,706
	70	817,248	798,571	779,894	761,217	742,540	723,828	705,071
	80	810,593	792,249	773,904	755,560	737,216	718,861	700,435
	90	803,939	785,927	767,915	749,904	731,892	713,881	695,799
	100	797,278	779,605	761,926	744,247	726,569	708,890	691,164
	110	790,592	773,283	755,937	738,591	721,245	703,899	686,528
	120	783,905	766,961	749,948	732,935	715,921	698,908	681,892
	130	777,218	760,622	743,959	727,278	710,598	693,917	677,236
	140	770,532	754,269	737,970	721,622	705,274	688,926	672,578
	150	763,845	747,917	731,981	715,966	699,950	683,935	667,920
	160	757,158	741,564	725,971	710,309	694,627	678,944	663,262
	170	750,471	735,212	719,962	704,653	689,303	673,953	658,604
	180	743,784	728,859	713,934	698,996	683,979	668,962	653,945
	190	737,097	722,506	707,916	693,325	678,656	663,972	649,287
	200	730,410	716,154	701,898	687,642	673,332	658,981	644,629

		AH - % on site 0%						
Balance (RLV - TLV)	863,830	0%	5%	10%	15%	20%	25%	30%
	15,000	775,035	754,029	733,023	712,017	691,011	670,004	648,986
	16,000	767,931	746,925	725,919	704,913	683,907	662,901	641,895
	17,000	760,811	739,822	718,816	697,810	676,803	655,797	634,791
	18,000	753,684	732,718	711,712	690,706	669,700	648,694	627,688
	19,000	746,557	725,614	704,609	683,602	662,596	641,590	620,584
Site Specific S106	20,000	739,430	718,487	697,505	676,499	655,493	634,487	613,481
2,500	21,000	732,303	711,360	690,401	669,395	648,389	627,383	606,377
	22,000	725,177	704,234	683,290	662,292	641,286	620,280	599,273
	23,000	718,050	697,107	676,164	655,188	634,182	613,176	592,170
	24,000	710,923	689,980	669,037	648,085	627,079	606,072	585,066
	25,000	703,796	682,853	661,910	640,967	619,975	598,969	577,963
	26,000	696,670	675,726	654,783	633,840	612,871	591,865	570,859
	27,000	689,543	668,600	647,657	626,714	605,758	584,762	563,756
	28,000	682,416	661,473	640,530	619,587	598,644	577,658	556,652
	29,000	675,289	654,346	633,403	612,460	591,517	570,555	549,549
	30,000	668,162	647,219	626,276	605,333	584,390	563,447	542,445
	31,000	661,035	640,093	619,150	598,206	577,263	556,320	535,341
	32,000	653,909	632,966	612,023	591,080	570,137	549,194	528,238
	33,000	646,781	625,839	604,896	583,953	563,010	542,067	521,124
	34,000	639,629	618,712	597,769	576,826	555,883	534,940	513,997
	35,000	632,476	611,585	590,642	569,699	548,756	527,813	506,870

		AH - % on site 0%						
Balance (RLV - TLV)	863,830	0%	5%	10%	15%	20%	25%	30%
	15%	1,005,230	977,153	949,077	920,934	892,789	864,645	836,500
	16%	976,950	950,287	923,625	896,896	870,165	843,435	816,704
Profit	17%	948,670	923,421	898,173	872,858	847,541	822,225	796,908
20.00%	18%	920,390	896,555	872,721	848,820	824,917	801,015	777,112
	19%	892,110	869,689	847,268	824,782	802,293	779,805	757,316
	20%	863,830	842,823	821,817	800,744	779,669	758,595	737,520
	21%	835,550	815,957	796,365	776,706	757,045	737,385	717,724
	22%	807,270	789,091	770,913	752,668	734,421	716,175	697,928
	23%	778,990	762,225	745,461	728,630	711,797	694,966	678,132
	24%	750,710	735,359	720,009	704,592	689,173	673,756	658,336
	25%	722,430	708,493	694,557	680,554	666,549	652,545	638,540

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: F
Title: 8 No. Units, Value Area - High A
Notes: Greenfield (No Affordable Housing)

		AH - % on site 0%						
Balance (RLV - TLV)	863,830	0%	5%	10%	15%	20%	25%	30%
	100,000	1,081,278	1,060,271	1,039,265	1,018,192	997,117	976,043	954,968
	150,000	1,046,331	1,027,325	1,006,319	985,246	964,171	943,096	922,021
TLV (per acre)	200,000	1,015,384	994,378	973,372	952,299	931,224	910,149	889,075
430,000	250,000	982,438	961,431	940,425	919,352	898,277	877,203	856,128
	300,000	949,491	928,485	907,479	886,406	865,331	844,256	823,181
	350,000	916,544	895,538	874,532	853,459	832,384	811,309	790,235
	400,000	883,598	862,591	841,585	820,512	799,437	778,363	757,288
	450,000	850,651	829,645	808,639	787,566	766,491	745,416	724,341
	500,000	817,704	796,698	775,692	754,619	733,544	712,469	691,395
	550,000	784,758	763,751	742,745	721,672	700,597	679,523	658,448

		AH - % on site 0%						
Balance (RLV - TLV)	863,830	0%	5%	10%	15%	20%	25%	30%
	25	807,161	785,155	763,149	744,076	723,001	701,926	680,852
	26	820,235	799,232	778,226	757,153	736,076	715,004	693,929
Density (dph)	27	832,347	811,341	790,335	769,262	748,187	727,112	706,038
30	28	843,591	822,585	801,579	780,506	759,431	738,356	717,281
	29	854,059	833,053	812,047	790,974	769,899	748,824	727,749
	30	863,830	842,823	821,817	800,744	779,669	758,595	737,520
	31	872,970	851,963	830,957	809,884	788,810	767,735	746,660
	32	881,538	860,532	839,525	818,453	797,378	776,304	755,229
	33	889,588	868,582	847,576	826,503	805,426	784,353	763,278
	34	897,164	876,158	855,152	834,079	813,004	791,929	770,854
	35	904,307	883,301	862,295	841,222	820,147	799,072	777,997

		AH - % on site 0%						
Balance (RLV - TLV)	863,830	0%	5%	10%	15%	20%	25%	30%
	25%	864,232	843,226	822,220	801,146	780,071	758,996	737,922
	30%	864,031	843,025	822,019	800,945	779,870	758,796	737,721
% Cat M4(2)	35%	863,830	842,823	821,817	800,744	779,669	758,595	737,520
35%	40%	863,628	842,622	821,615	800,543	779,469	758,394	737,319
	45%	863,427	842,421	821,414	800,342	779,268	758,193	737,118
	50%	863,226	842,219	821,213	800,142	779,067	757,992	736,917
	55%	863,024	842,018	821,012	799,941	778,866	757,791	736,716
	60%	862,823	841,816	820,810	799,740	778,665	757,590	736,515
	65%	862,621	841,615	820,609	799,539	778,464	757,389	736,315

		AH - % on site 0%						
Balance (RLV - TLV)	863,830	0%	5%	10%	15%	20%	25%	30%
	95%	912,169	891,115	870,041	848,956	827,881	806,816	785,741
	100%	863,830	842,823	821,817	800,744	779,669	758,595	737,520
Build rate (£psm)	105%	815,490	794,484	773,478	752,472	731,448	710,373	689,298
	110%	767,150	746,144	725,138	704,132	683,128	662,120	641,077
	115%	718,715	697,773	676,798	655,792	634,786	613,780	592,774
	120%	670,238	649,295	628,352	607,409	586,447	565,441	544,434
	125%	621,746	600,817	579,874	558,931	537,988	517,045	496,095
	130%	573,113	552,228	531,342	510,453	489,510	468,567	447,624

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme Ref: G
Title: 8 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			8	Units		
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	0.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			100%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	40.0%	3.2	40.0%	0.0	40%	3.2
3 bed House	40.0%	3.2	40.0%	0.0	40%	3.2
4 bed House	20.0%	1.6	20.0%	0.0	20%	1.6
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	246	2,652	0	0	246	2,652
3 bed House	304	3,272	0	0	304	3,272
4 bed House	178	1,912	0	0	178	1,912
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	728	7,836	0	0	728	7,836
AH % by floor area:			*0.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	960,000
3 bed House	320,000	3,368	313	1,024,000
4 bed House	340,000	3,063	285	544,000
5 bed House	550,000	3,819	355	0
1 bed Flat	185,000	3,776	351	0
2 bed Flat	250,000	3,968	369	0
1 bed Bungalow	250,000	5,000	465	0
2 bed Bungalow	290,000	4,754	442	0
				2,528,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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Scheme Ref: G
Title: 8 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	3.2	@	300,000		960,000
3 bed House	3.2	@	320,000		1,024,000
4 bed House	1.6	@	340,000		544,000
5 bed House	0.0	@	550,000		-
1 bed Flat	0.0	@	185,000		-
2 bed Flat	0.0	@	250,000		-
1 bed Bungalow	0.0	@	250,000		-
2 bed Bungalow	0.0	@	290,000		-
	8.0				2,528,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.0	@	183,000		-
3 bed House	0.0	@	195,200		-
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	112,850		-
2 bed Flat	0.0	@	152,500		-
1 bed Bungalow	0.0	@	152,500		-
2 bed Bungalow	0.0	@	176,900		-
	0.0				-
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.0	@	219,000		-
3 bed House	0.0	@	233,600		-
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	135,050		-
2 bed Flat	0.0	@	182,500		-
1 bed Bungalow	0.0	@	182,500		-
2 bed Bungalow	0.0	@	211,700		-
	0.0				-
Sub-total GDV Residential	**8.0**				**2,528,000**
AH on-site cost analysis:				*£MV less £GDV*	*0*
	0 £ psm (total GIA sqm)			*0 £ per unit (total units)*	
Grant	8	@	0		-
Total GDV					**2,528,000**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: G
Title: 8 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(10,000)
Statutory Planning Fees (Residential)									(3,080)
CIL			728	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		8	units @	2,500	per unit		(20,000)	(20,000)
S106 analysis:			*0.79%*	*% of GDV*	*2,500*	*£ per unit (total units)*			
AH Commuted Sum			728	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			0.66	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		0.66	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			246	sqm @	1,195	psm			(294,448)
3 bed House			304	sqm @	1,195	psm			(363,280)
4 bed House			178	sqm @	1,195	psm			(212,232)
5 bed House			-	sqm @	1,195	psm			-
1 bed Flat			-	sqm @	1,372	psm			-
2 bed Flat			-	sqm @	1,372	psm			-
1 bed Bungalow			-	sqm @	1,195	psm			-
2 bed Bungalow		728	-	sqm @	1,195	psm			-
External works			869,960	@	15.0%				(130,494)
					16,312	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		8 units @	521	£ per dwelling		(1,459)
M4(3) Category 3 Housing		5%	of All units		8 units @	10,307	£ per dwelling		(4,123)
Water efficiency					8 units @	9	£ per dwelling		(72)
Contingency			1,006,108	@	3.0%				(30,183)
Professional Fees			1,006,108	@	6.5%				(65,397)
Disposal Costs -									
Marketing and Promotion			2,528,000	OMS @	3.00%				(75,840)
Residential Sales Agent Costs			2,528,000	OMS @	1.00%				(25,280)
Residential Sales Legal Costs			2,528,000	OMS @	0.50%				(12,640)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(7,850)
Developers Profit -									
Margin on AH			0		6.00%	on AH values			-
Profit on GDV			2,528,000		20.00%				(505,600)
			1,256,378		*40.24%*	*on costs*		*(505,600)*	
			2,528,000		*20.00%*	*blended*		*(505,600)*	
TOTAL COSTS									**(1,761,978)**

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Scheme Ref:	**G**
Title:	**8 No. Units, Value Area - Medium B**
Notes:	**Greenfield (No Affordable Housing)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							766,022
SDLT			766,022	@	5.0%	(slabbed)	(27,801)
Acquisition Agent fees			766,022	@	1.0%		(7,660)
Acquisition Legal fees			766,022	@	0.5%		(3,830)
Interest on Land			766,022	@	6.0%		(45,961)
Residual Land Value							**680,769**
RLV analysis:	*85,096*	*£ per plot*	*2,552,885*	*£ per ha*	*1,033,138*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.27	ha	0.66	acres	
Density analysis:			*2,730*	*sqm/ha*	*11,892*	*sqft/ac*	
Threshold Land Value	35,418	£ per plot	1,062,530	£ per ha	430,000	£ per acre	**283,341**

BALANCE							
Surplus/(Deficit)			**1,490,355**	£ per ha	**603,138**	£ per acre	**397,428**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: G
Title: 8 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - TLV)	397,428	0%	5%	10%	15%	20%	25%	30%
	0	397,428	381,092	364,755	348,394	332,013	315,632	299,251
	10	390,708	374,708	358,708	342,707	326,664	310,617	294,570
	20	383,989	368,325	352,660	336,996	321,314	305,602	289,889
	30	377,269	361,941	346,613	331,284	315,956	300,586	285,208
	40	370,550	355,558	340,565	325,573	310,580	295,571	280,527
CIL £psm	50	363,830	349,174	334,518	319,861	305,205	290,548	275,846
0.00	60	357,109	342,791	328,470	314,150	299,829	285,509	271,166
	70	350,357	336,407	322,423	308,438	294,454	280,469	266,485
	80	343,605	330,008	316,375	302,727	289,078	275,430	261,781
	90	336,852	323,594	310,327	297,015	283,702	270,390	257,077
	100	330,100	317,179	304,258	291,303	278,327	265,350	252,374
	110	323,348	310,764	298,181	285,592	272,951	260,311	247,670
	120	316,596	304,350	292,104	279,858	267,576	255,271	242,966
	130	309,844	297,935	286,027	274,118	262,200	250,231	238,263
	140	303,091	291,521	279,950	268,379	256,808	245,192	233,559
	150	296,339	285,106	273,873	262,639	251,406	240,152	228,856
	160	289,561	278,691	267,796	256,900	246,004	235,109	224,152
	170	282,776	272,277	261,719	251,161	240,603	230,046	219,448
	180	275,991	265,833	255,642	245,421	235,201	224,980	214,745
	190	269,206	259,387	249,565	239,682	229,799	219,916	210,033
	200	262,421	252,942	243,462	233,943	224,397	214,852	205,307

		AH - % on site 0%						
Balance (RLV - TLV)	397,428	0%	5%	10%	15%	20%	25%	30%
	15,000	307,667	291,570	275,273	258,975	242,676	226,342	210,005
	16,000	300,687	284,390	268,092	251,795	235,497	219,189	202,853
	17,000	293,507	277,209	260,912	244,614	228,317	212,020	195,701
	18,000	286,326	270,029	253,732	237,434	221,137	204,839	188,542
	19,000	279,144	262,849	246,551	230,254	213,956	197,659	181,361
Site Specific S106	20,000	271,934	255,658	239,371	223,073	206,776	190,478	174,181
2,500	21,000	264,723	248,458	232,190	215,893	199,596	183,298	167,001
	22,000	257,512	241,247	224,963	208,713	192,415	176,118	159,820
	23,000	250,301	234,037	217,772	201,507	185,235	168,937	152,640
	24,000	243,091	226,826	210,561	194,297	178,032	161,757	145,460
	25,000	235,880	219,615	203,350	187,086	170,821	154,557	138,279
	26,000	228,669	212,404	196,140	179,875	163,610	147,346	131,081
	27,000	221,458	205,194	188,929	172,684	156,400	140,135	123,870
	28,000	214,218	197,980	181,718	165,453	149,189	132,924	116,660
	29,000	206,974	190,736	174,498	158,243	141,976	125,713	109,449
	30,000	199,731	183,493	167,255	151,017	134,767	118,503	102,238
	31,000	192,487	176,249	160,011	143,773	127,535	111,292	95,027
	32,000	185,243	169,005	152,768	136,530	120,292	104,054	87,816
	33,000	178,000	161,752	145,524	129,286	113,048	96,810	80,572
	34,000	170,756	154,518	138,280	122,042	105,804	89,567	73,329
	35,000	163,483	147,256	131,037	114,799	98,561	82,323	66,085

		AH - % on site 0%						
Balance (RLV - TLV)	397,428	0%	5%	10%	15%	20%	25%	30%
	15%	508,028	486,162	464,295	442,404	420,493	398,582	376,671
	16%	485,908	465,148	444,387	423,602	402,797	381,992	361,187
Profit	17%	463,788	444,134	424,479	404,800	385,101	365,402	345,703
20.00%	18%	441,668	423,120	404,571	385,996	367,405	348,812	330,219
	19%	419,548	402,106	384,663	367,196	349,709	332,222	314,735
	20%	397,428	381,092	364,755	348,394	332,013	315,632	299,251
	21%	375,308	360,078	344,847	329,592	314,317	299,042	283,767
	22%	353,188	339,064	324,939	310,790	296,621	282,452	268,283
	23%	331,068	318,050	305,031	291,988	278,925	265,862	252,799
	24%	308,948	297,036	285,123	273,186	261,229	249,272	237,315
	25%	286,828	276,022	265,215	254,384	243,533	232,682	221,831

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Scheme Ref: G
Title: 8 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

		AH - % on site 0%						
Balance (RLV - TLV)	397,428	0%	5%	10%	15%	20%	25%	30%
	100,000	614,876	598,540	582,203	565,842	549,481	533,080	516,699
	150,000	581,929	565,593	549,257	532,896	516,515	500,133	483,752
TLV (per acre)	200,000	548,983	532,646	516,310	499,949	483,568	467,187	450,805
430,000	250,000	516,036	499,700	483,363	467,002	450,621	434,240	417,859
	300,000	483,089	466,753	450,417	434,056	417,675	401,293	384,912
	350,000	450,143	433,806	417,470	401,109	384,728	368,347	351,965
	400,000	417,196	400,860	384,523	368,182	351,781	335,400	319,019
	450,000	384,249	367,913	351,577	335,216	318,835	302,453	286,072
	500,000	351,303	334,966	318,630	302,299	285,888	269,507	253,125
	550,000	318,356	302,020	285,683	269,322	252,941	236,560	220,179

		AH - % on site 0%						
Balance (RLV - TLV)	397,428	0%	5%	10%	15%	20%	25%	30%
	25	340,760	324,423	308,087	291,726	275,345	258,984	242,583
	26	353,637	337,501	321,164	304,803	288,422	272,041	255,660
Density (dph)	27	365,945	349,609	333,273	316,912	300,531	284,150	267,758
30	28	377,186	360,853	344,517	328,156	311,775	295,393	279,012
	29	387,658	371,321	354,985	338,624	322,243	305,862	289,480
	30	397,428	381,092	364,755	348,394	332,013	315,632	299,251
	31	406,568	390,232	373,895	357,534	341,153	324,772	308,391
	32	415,137	398,800	382,464	366,103	349,722	333,341	316,960
	33	423,188	406,850	390,514	374,153	357,772	341,390	325,009
	34	430,762	414,426	398,090	381,729	365,347	348,966	332,585
	35	437,905	421,569	405,233	388,872	372,491	356,109	339,728

		AH - % on site 0%						
Balance (RLV - TLV)	397,428	0%	5%	10%	15%	20%	25%	30%
	25%	397,833	381,497	365,161	348,798	332,417	316,036	299,655
	30%	397,631	381,294	364,958	348,596	332,215	315,834	299,453
% Cat M4(2)	35%	397,428	381,092	364,755	348,394	332,013	315,632	299,251
35%	40%	397,225	380,889	364,553	348,192	331,811	315,430	299,049
	45%	397,023	380,686	364,350	347,990	331,609	315,228	298,847
	50%	396,820	380,484	364,147	347,789	331,407	315,026	298,645
	55%	396,617	380,281	363,945	347,587	331,205	314,824	298,443
	60%	396,415	380,079	363,742	347,385	331,003	314,622	298,241
	65%	396,212	379,876	363,540	347,183	330,801	314,420	298,039

		AH - % on site 0%						
Balance (RLV - TLV)	397,428	0%	5%	10%	15%	20%	25%	30%
	95%	446,016	429,635	413,258	396,872	380,491	364,106	347,576
	100%	397,428	381,092	364,755	348,394	332,013	315,632	299,251
Build rate (£psm)	105%	348,792	332,456	316,119	299,783	283,447	267,111	250,773
	110%	299,994	283,696	267,399	251,101	234,804	218,475	202,138
	115%	251,083	234,819	218,554	202,287	185,990	169,692	153,395
	120%	202,001	185,763	169,526	153,276	137,012	120,747	104,483
	125%	152,688	136,470	120,253	104,035	87,818	71,680	55,342
	130%	103,216	86,966	70,781	54,564	38,346	22,129	5,912

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: H
Title: 8 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			8	Units		
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	0.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			100%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	40.0%	3.2	40.0%	0.0	40%	3.2
3 bed House	40.0%	3.2	40.0%	0.0	40%	3.2
4 bed House	20.0%	1.6	20.0%	0.0	20%	1.6
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	246	2,652	0	0	246	2,652
3 bed House	304	3,272	0	0	304	3,272
4 bed House	178	1,912	0	0	178	1,912
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	728	7,836	0	0	728	7,836
AH % by floor area:			*0.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	896,000
3 bed House	300,000	3,158	293	960,000
4 bed House	320,000	2,883	268	512,000
5 bed House	500,000	3,472	323	0
1 bed Flat	175,000	3,571	332	0
2 bed Flat	200,000	3,175	295	0
1 bed Bungalow	190,000	3,800	353	0
2 bed Bungalow	250,000	4,098	381	0
				2,368,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: H
Title: 8 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	3.2	@	280,000		896,000
3 bed House	3.2	@	300,000		960,000
4 bed House	1.6	@	320,000		512,000
5 bed House	0.0	@	500,000		-
1 bed Flat	0.0	@	175,000		-
2 bed Flat	0.0	@	200,000		-
1 bed Bungalow	0.0	@	190,000		-
2 bed Bungalow	0.0	@	250,000		-
	8.0				2,368,000
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	0.0	@	170,800		-
3 bed House	0.0	@	183,000		-
4 bed House	0.0	@	195,200		-
5 bed House	0.0	@	305,000		-
1 bed Flat	0.0	@	106,750		-
2 bed Flat	0.0	@	122,000		-
1 bed Bungalow	0.0	@	115,900		-
2 bed Bungalow	0.0	@	152,500		-
	0.0				-
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	0.0	@	204,400		-
3 bed House	0.0	@	219,000		-
4 bed House	0.0	@	233,600		-
5 bed House	0.0	@	365,000		-
1 bed Flat	0.0	@	127,750		-
2 bed Flat	0.0	@	146,000		-
1 bed Bungalow	0.0	@	138,700		-
2 bed Bungalow	0.0	@	182,500		-
	0.0				-
Sub-total GDV Residential	**8.0**				**2,368,000**
AH on-site cost analysis:				*£MV less £GDV*	*0*
	0 £ psm (total GIA sqm)			*0 £ per unit (total units)*	
Grant	8	@	0		-
Total GDV					**2,368,000**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: H
Title: 8 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(10,000)
Statutory Planning Fees (Residential)									(3,080)
CIL			728	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		8	units @		2,500	per unit	(20,000)	(20,000)
S106 analysis:			*0.84%*	*% of GDV*		*2,500*	*£ per unit (total units)*		
AH Commuted Sum			728	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			0.66	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		0.66	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			246	sqm @		1,195	psm		(294,448)
3 bed House			304	sqm @		1,195	psm		(363,280)
4 bed House			178	sqm @		1,195	psm		(212,232)
5 bed House			-	sqm @		1,195	psm		-
1 bed Flat			-	sqm @		1,372	psm		-
2 bed Flat			-	sqm @		1,372	psm		-
1 bed Bungalow			-	sqm @		1,195	psm		-
2 bed Bungalow		728	-	sqm @		1,195	psm		-
External works			869,960	@		15.0%			(130,494)
						16,312	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		8	units @	521	£ per dwelling	(1,459)
M4(3) Category 3 Housing		5%	of All units		8	units @	10,307	£ per dwelling	(4,123)
Water efficiency					8	units @	9	£ per dwelling	(72)
Contingency			1,006,108	@		3.0%			(30,183)
Professional Fees			1,006,108	@		6.5%			(65,397)
Disposal Costs -									
Marketing and Promotion			2,368,000	OMS @		3.00%			(71,040)
Residential Sales Agent Costs			2,368,000	OMS @		1.00%			(23,680)
Residential Sales Legal Costs			2,368,000	OMS @		0.50%			(11,840)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(8,540)
Developers Profit -									
Margin on AH			0			6.00%	on AH values		-
Profit on GDV			2,368,000			20.00%			(473,600)
			1,249,868			*37.89%*	*on costs*	*(473,600)*	
			2,368,000			*20.00%*	*blended*	*(473,600)*	
TOTAL COSTS									**(1,723,468)**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref:	**H**
Title:	**8 No. Units, Value Area - Lower C**
Notes:	**Greenfield (No Affordable Housing)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							644,532
SDLT			644,532	@	5.0%	(slabbed)	(21,727)
Acquisition Agent fees			644,532	@	1.0%		(6,445)
Acquisition Legal fees			644,532	@	0.5%		(3,223)
Interest on Land			644,532	@	6.0%		(38,672)
Residual Land Value							**574,466**
RLV analysis:	*71,808*	*£ per plot*	*2,154,247*	*£ per ha*	*871,812*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.27	ha	0.66	acres	
Density analysis:			*2,730*	*sqm/ha*	*11,892*	*sqft/ac*	
Threshold Land Value	35,418	£ per plot	1,062,530	£ per ha	430,000	£ per acre	**283,341**

BALANCE					
Surplus/(Deficit)	**1,091,717**	£ per ha	**441,812**	£ per acre	**291,124**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: H
Title: 8 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - TLV)	291,124	0%	5%	10%	15%	20%	25%	30%
	0	291,124	275,858	260,573	245,271	229,958	214,666	199,354
	10	284,372	269,444	254,516	239,559	224,593	209,626	194,660
	20	277,620	263,029	248,439	233,848	219,217	204,587	189,956
	30	270,868	256,615	242,362	228,108	213,842	199,547	185,253
	40	264,116	250,200	236,285	222,369	208,454	194,508	180,549
CIL £psm	50	257,363	243,786	230,208	216,630	203,052	189,468	175,845
0.00	60	250,611	237,371	224,131	210,890	197,650	184,410	171,142
	70	243,836	230,956	218,054	205,151	192,248	179,346	166,438
	80	237,051	224,530	211,977	199,412	186,847	174,282	161,716
	90	230,266	218,084	205,900	193,672	181,445	169,217	156,990
	100	223,481	211,638	199,795	187,933	176,043	164,153	152,263
	110	216,696	205,192	193,689	182,195	170,641	159,089	147,537
	120	209,911	198,746	187,582	176,418	165,240	154,025	142,810
	130	203,125	192,301	181,475	170,651	159,826	148,961	138,084
	140	196,340	185,855	175,369	164,883	154,396	143,897	133,357
	150	189,528	179,409	169,263	159,116	148,970	138,823	128,631
	160	182,710	172,955	163,156	153,349	143,542	133,734	123,904
	170	175,892	166,477	157,049	147,581	138,114	128,646	119,178
	180	169,074	160,000	150,926	141,814	132,686	123,557	114,428
	190	162,256	153,523	144,790	136,047	127,257	118,468	109,679
	200	155,438	147,046	138,654	130,282	121,829	113,379	104,929

		AH - % on site 0%						
Balance (RLV - TLV)	291,124	0%	5%	10%	15%	20%	25%	30%
	15,000	201,196	185,961	170,725	155,491	140,256	125,020	109,774
	16,000	193,986	178,750	163,515	148,280	133,045	117,810	102,574
	17,000	186,767	171,540	156,304	141,069	125,834	110,599	95,354
	18,000	179,524	164,314	149,094	133,858	118,623	103,388	88,153
	19,000	172,280	157,070	141,860	126,648	111,412	96,177	80,942
Site Specific S106	20,000	165,037	149,826	134,615	119,406	104,196	88,966	73,731
2,500	21,000	157,793	142,583	127,373	112,162	96,952	81,742	66,520
	22,000	150,549	135,339	120,129	104,919	89,706	74,498	59,286
	23,000	143,306	128,096	112,885	97,675	82,465	67,255	52,044
	24,000	136,035	120,844	105,642	90,431	75,221	60,011	44,801
	25,000	128,756	113,566	98,375	83,184	67,978	52,767	37,557
	26,000	121,478	106,287	91,096	75,905	60,714	45,523	30,314
	27,000	114,199	99,008	83,817	68,626	53,435	38,244	23,053
	28,000	106,920	91,729	76,538	61,347	46,156	30,965	15,774
	29,000	99,641	84,450	69,259	54,068	38,877	23,686	8,495
	30,000	92,362	77,171	61,980	46,789	31,598	16,407	1,216
	31,000	85,083	69,892	54,701	39,510	24,319	9,128	(6,062)
	32,000	77,804	62,613	47,422	32,231	17,041	1,850	(13,341)
	33,000	70,525	55,335	40,144	24,953	9,752	(5,429)	(20,620)
	34,000	63,247	48,056	32,865	17,674	2,483	(12,708)	(27,899)
	35,000	55,968	40,777	25,586	10,395	(4,796)	(19,987)	(35,178)

		AH - % on site 0%						
Balance (RLV - TLV)	291,124	0%	5%	10%	15%	20%	25%	30%
	15%	394,724	374,278	353,813	333,331	312,848	292,366	271,884
	16%	374,004	354,594	335,165	315,719	296,272	276,826	257,380
Profit	17%	353,284	334,910	316,517	298,107	279,695	261,286	242,876
20.00%	18%	332,564	315,226	297,869	280,495	263,120	245,746	228,372
	19%	311,844	295,542	279,221	262,883	246,544	230,206	213,868
	20%	291,124	275,858	260,573	245,271	229,958	214,666	199,354
	21%	270,404	256,174	241,925	227,659	213,382	199,126	184,860
	22%	249,684	236,490	223,277	210,047	196,816	183,586	170,356
	23%	228,964	216,806	204,629	192,435	180,240	168,046	155,852
	24%	208,244	197,122	185,981	174,823	163,664	152,506	141,348
	25%	187,524	177,438	167,333	157,211	147,088	136,966	126,844

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: H
Title: 8 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

		AH - % on site 0%						
Balance (RLV - TLV)	291,124	0%	5%	10%	15%	20%	25%	30%
	100,000	508,572	493,306	478,021	462,719	447,416	432,114	416,812
	150,000	475,626	460,350	445,074	429,772	414,470	399,167	383,865
TLV (per acre)	200,000	442,679	427,413	412,128	396,825	381,523	366,221	350,918
430,000	250,000	409,732	394,466	379,181	363,879	348,576	333,274	317,972
	300,000	376,786	361,520	346,234	330,932	315,630	300,327	285,025
	350,000	343,839	328,573	313,288	297,985	282,683	267,381	252,078
	400,000	310,892	295,626	280,341	265,039	249,736	234,434	219,132
	450,000	277,946	262,680	247,394	232,092	216,790	201,487	186,185
	500,000	244,999	229,733	214,448	199,145	183,843	168,541	153,238
	550,000	212,052	196,786	181,501	166,199	150,896	135,594	120,292

		AH - % on site 0%						
Balance (RLV - TLV)	291,124	0%	5%	10%	15%	20%	25%	30%
	25	234,456	219,190	203,905	188,602	173,300	157,998	142,695
	26	247,633	232,258	216,982	201,680	186,377	171,075	155,773
Density (dph)	27	259,642	244,376	229,091	213,788	198,485	183,184	167,881
30	28	270,685	255,620	240,334	225,032	209,730	194,427	179,125
	29	281,354	266,086	250,803	235,500	220,198	204,896	189,593
	30	291,124	275,858	260,573	245,271	229,968	214,666	199,364
	31	300,264	284,999	269,713	254,411	239,108	223,806	208,504
	32	308,833	293,567	278,282	262,980	247,677	232,375	217,073
	33	316,883	301,617	286,331	271,029	255,727	240,424	225,122
	34	324,469	309,193	293,907	278,605	263,303	248,000	232,698
	35	331,602	316,336	301,050	285,748	270,446	255,143	239,841

		AH - % on site 0%						
Balance (RLV - TLV)	291,124	0%	5%	10%	15%	20%	25%	30%
	25%	291,531	276,265	260,978	245,676	230,374	215,071	199,769
	30%	291,328	276,062	260,775	245,473	230,171	214,869	199,566
% Cat M4(2)	35%	291,124	275,858	260,573	245,271	229,968	214,666	199,364
35%	40%	290,921	275,655	260,370	245,068	229,765	214,463	199,161
	45%	290,718	275,452	260,168	244,865	229,563	214,261	198,958
	50%	290,514	275,248	259,965	244,663	229,361	214,058	198,756
	55%	290,311	275,045	259,763	244,460	229,158	213,856	198,553
	60%	290,108	274,842	259,560	244,258	228,955	213,653	198,351
	65%	289,904	274,638	259,357	244,055	228,753	213,450	198,148

		AH - % on site 0%						
Balance (RLV - TLV)	291,124	0%	5%	10%	15%	20%	25%	30%
	95%	339,814	324,511	309,209	293,907	278,590	263,246	247,901
	100%	291,124	275,858	260,573	245,271	229,968	214,666	199,364
Build rate (£psm)	105%	242,310	227,044	211,778	196,512	181,246	165,980	150,714
	110%	193,305	178,070	162,835	147,600	132,364	117,129	101,894
	115%	144,103	128,893	113,683	98,473	83,263	68,052	52,842
	120%	94,644	79,453	64,262	49,071	33,880	18,689	3,498
	125%	45,172	29,981	14,790	(401)	(15,592)	(30,783)	(45,974)
	130%	(4,337)	(19,515)	(34,694)	(49,872)	(65,063)	(80,254)	(95,445)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: I
Title: 10 No. Units, Value Area - High A
Notes: Greenfield (No Affordable Housing)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			10	Units		
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	0.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			100%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	30.0%	3.0	30.0%	0.0	30%	3.0
3 bed House	50.0%	5.0	50.0%	0.0	50%	5.0
4 bed House	20.0%	2.0	20.0%	0.0	20%	2.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	10.0	100.0%	0.0	100%	10.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	231	2,486	0	0	231	2,486
3 bed House	475	5,113	0	0	475	5,113
4 bed House	222	2,390	0	0	222	2,390
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	928	9,989	0	0	928	9,989
AH % by floor area:			*0.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	1,125,000
3 bed House	425,000	4,474	416	2,125,000
4 bed House	420,000	3,784	352	840,000
5 bed House	600,000	4,167	387	0
1 bed Flat	275,000	5,612	521	0
2 bed Flat	325,000	5,159	479	0
1 bed Bungalow	275,000	5,500	511	0
2 bed Bungalow	340,000	5,574	518	0
				4,090,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: I
Title: 10 No. Units, Value Area - High A
Notes: Greenfield (No Affordable Housing)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	3.0	@	375,000		1,125,000
3 bed House	5.0	@	425,000		2,125,000
4 bed House	2.0	@	420,000		840,000
5 bed House	0.0	@	600,000		-
1 bed Flat	0.0	@	275,000		-
2 bed Flat	0.0	@	325,000		-
1 bed Bungalow	0.0	@	275,000		-
2 bed Bungalow	0.0	@	340,000		-
	10.0				4,090,000
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	0.0	@	228,750		-
3 bed House	0.0	@	259,250		-
4 bed House	0.0	@	256,200		-
5 bed House	0.0	@	366,000		-
1 bed Flat	0.0	@	167,750		-
2 bed Flat	0.0	@	198,250		-
1 bed Bungalow	0.0	@	167,750		-
2 bed Bungalow	0.0	@	207,400		-
	0.0				-
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	0.0	@	273,750		-
3 bed House	0.0	@	310,250		-
4 bed House	0.0	@	306,600		-
5 bed House	0.0	@	438,000		-
1 bed Flat	0.0	@	200,750		-
2 bed Flat	0.0	@	237,250		-
1 bed Bungalow	0.0	@	200,750		-
2 bed Bungalow	0.0	@	248,200		-
	0.0				-
Sub-total GDV Residential	**10.0**				**4,090,000**
AH on-site cost analysis:				*£MV less £GDV*	*0*
	0 £ psm (total GIA sqm)			*0 £ per unit (total units)*	
Grant	10	@	0		-
Total GDV					**4,090,000**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: I
Title: 10 No. Units, Value Area - High A
Notes: Greenfield (No Affordable Housing)

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(10,000)
Statutory Planning Fees (Residential)								(3,850)
CIL			928	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		10	units @	2,500	per unit	(25,000)	(25,000)
S106 analysis:			*0.61%*	*% of GDV*	*2,500*	*£ per unit (total units)*		
AH Commuted Sum			928	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			0.82	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		0.82	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			231	sqm @	1,195	psm		(276,045)
3 bed House			475	sqm @	1,195	psm		(567,625)
4 bed House			222	sqm @	1,195	psm		(265,290)
5 bed House			-	sqm @	1,195	psm		-
1 bed Flat			-	sqm @	1,372	psm		-
2 bed Flat			-	sqm @	1,372	psm		-
1 bed Bungalow			-	sqm @	1,195	psm		-
2 bed Bungalow		928	-	sqm @	1,195	psm		-
External works			1,108,960	@	15.0%			(166,344)
					16,634	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		10 units @	521	£ per dwelling	(1,824)
M4(3) Category 3 Housing		5%	of All units		10 units @	10,307	£ per dwelling	(5,154)
Water efficiency					10 units @	9	£ per dwelling	(90)
Contingency			1,282,371	@	3.0%			(38,471)
Professional Fees			1,282,371	@	6.5%			(83,354)
Disposal Costs -								
Marketing and Promotion			4,090,000	OMS @	3.00%			(122,700)
Residential Sales Agent Costs			4,090,000	OMS @	1.00%			(40,900)
Residential Sales Legal Costs			4,090,000	OMS @	0.50%			(20,450)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(7,901)
Developers Profit -								
Margin on AH			0		6.00%	on AH values		-
Profit on GDV			4,090,000		20.00%			(818,000)
			1,634,997		*50.03%*	*on costs*	*(818,000)*	
			4,090,000		*20.00%*	*blended*	*(818,000)*	
TOTAL COSTS								**(2,452,997)**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref:	**I**
Title:	**10 No. Units, Value Area - High A**
Notes:	**Greenfield (No Affordable Housing)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							1,637,003
SDLT			1,637,003	@	5.0%	(slabbed)	(71,350)
Acquisition Agent fees			1,637,003	@	1.0%		(16,370)
Acquisition Legal fees			1,637,003	@	0.5%		(8,185)
Interest on Land			1,637,003	@	6.0%		(98,220)
Residual Land Value							**1,442,877**
RLV analysis:	*144,288*	*£ per plot*	*4,328,632*	*£ per ha*	*1,751,773*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.33	ha	0.82	acres	
Density analysis:			*2,784*	*sqm/ha*	*12,127*	*sqft/ac*	
Threshold Land Value	35,418	£ per plot	1,062,530	£ per ha	430,000	£ per acre	**354,177**

BALANCE							
Surplus/(Deficit)			**3,266,102**	£ per ha	**1,321,773**	£ per acre	**1,088,701**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: I
Title: 10 No. Units, Value Area - High A
Notes: Greenfield (No Affordable Housing)

SENSITIVITY ANALYSIS

AH - % on site 0%

Balance (RLV - TLV)	1,088,701	0%	5%	10%	15%	20%	25%	30%
	0	1,088,701	1,062,118	1,035,536	1,008,877	982,207	955,538	928,868
	10	1,080,218	1,054,080	1,027,901	1,001,701	975,454	949,207	922,959
	20	1,071,735	1,046,001	1,020,267	994,526	968,701	942,875	917,050
	30	1,063,253	1,037,942	1,012,632	987,322	961,947	936,544	911,141
	40	1,054,770	1,029,884	1,004,998	980,112	955,194	930,213	905,232
CIL £psm	50	1,046,287	1,021,825	997,363	972,901	948,439	923,882	899,322
0.00	60	1,037,804	1,013,767	989,729	965,691	941,653	917,550	893,413
	70	1,029,322	1,005,708	982,094	958,481	934,867	911,219	887,504
	80	1,020,838	997,649	974,460	951,270	928,081	904,888	881,595
	90	1,012,356	989,591	966,825	944,060	921,295	898,529	875,686
	100	1,003,653	981,532	959,191	936,850	914,508	892,167	869,777
	110	995,329	973,474	951,557	929,639	907,722	885,805	863,868
	120	986,805	965,415	943,922	922,429	900,936	879,443	857,950
	130	978,281	957,318	936,288	915,219	894,150	873,081	852,012
	140	969,756	949,220	928,653	908,008	887,364	866,719	846,074
	150	961,232	941,123	921,013	900,798	880,578	860,357	840,136
	160	952,708	933,025	913,341	893,588	873,791	853,995	834,198
	170	944,184	924,927	905,670	886,377	867,005	847,633	828,261
	180	935,660	916,829	897,998	879,167	860,219	841,271	822,323
	190	927,136	908,731	890,326	871,921	853,433	834,909	816,385
	200	918,612	900,634	882,655	864,676	846,647	828,547	810,447

AH - % on site 0%

Balance (RLV - TLV)	1,088,701	0%	5%	10%	15%	20%	25%	30%
	15,000	977,708	951,125	924,542	897,950	871,377	844,795	818,201
	16,000	968,828	942,246	915,663	889,080	862,498	835,915	809,332
	17,000	959,920	933,366	906,784	880,201	853,618	827,036	800,453
	18,000	951,011	924,487	897,904	871,321	844,739	818,156	791,574
	19,000	942,103	915,600	889,025	862,442	835,859	809,277	782,694
Site Specific S106	20,000	933,194	906,652	880,145	853,553	826,980	800,397	773,815
2,500	21,000	924,286	897,783	871,266	844,683	818,101	791,518	764,935
	22,000	915,378	888,875	862,372	835,804	809,221	782,638	756,056
	23,000	906,469	879,966	853,463	826,924	800,342	773,759	747,176
	24,000	897,561	871,058	844,555	818,045	791,462	764,880	738,297
	25,000	888,652	862,149	835,646	809,144	782,583	756,000	729,417
	26,000	879,744	853,241	826,738	800,235	773,703	747,121	720,538
	27,000	870,835	844,332	817,830	791,327	764,824	738,241	711,659
	28,000	861,927	835,424	808,921	782,418	755,915	729,362	702,779
	29,000	853,018	826,515	800,013	773,510	747,007	720,482	693,900
	30,000	844,110	817,607	791,104	764,601	738,098	711,596	685,020
	31,000	835,201	808,698	782,195	755,693	729,190	702,687	676,141
	32,000	826,293	799,790	773,287	746,784	720,282	693,779	667,261
	33,000	817,380	790,882	764,379	737,876	711,373	684,870	658,357
	34,000	808,439	781,973	755,470	728,967	702,465	675,962	649,459
	35,000	799,499	773,065	746,562	720,059	693,556	667,053	640,550

AH - % on site 0%

Balance (RLV - TLV)	1,088,701	0%	5%	10%	15%	20%	25%	30%
	15%	1,267,638	1,232,109	1,196,579	1,160,974	1,125,357	1,089,741	1,054,124
	16%	1,231,851	1,198,111	1,164,371	1,130,554	1,096,727	1,062,900	1,029,073
Profit	17%	1,196,063	1,164,113	1,132,162	1,100,135	1,068,097	1,036,060	1,004,022
20.00%	18%	1,160,276	1,130,114	1,099,953	1,069,716	1,039,467	1,009,219	978,971
	19%	1,124,488	1,096,116	1,067,744	1,039,296	1,010,837	982,378	953,919
	20%	1,088,701	1,062,118	1,035,536	1,008,877	982,207	955,538	928,868
	21%	1,052,913	1,028,120	1,003,327	978,457	953,577	928,697	903,817
	22%	1,017,126	994,122	971,118	948,038	924,947	901,856	878,766
	23%	981,338	960,124	938,909	917,619	896,317	875,016	853,714
	24%	945,551	926,126	906,701	887,199	867,687	848,175	828,663
	25%	909,763	892,128	874,492	856,780	839,057	821,335	803,612

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: I
Title: 10 No. Units, Value Area - High A
Notes: Greenfield (No Affordable Housing)

		AH - % on site 0%						
Balance (RLV - TLV)	1,088,701	0%	5%	10%	15%	20%	25%	30%
	100,000	1,360,511	1,333,928	1,307,346	1,280,687	1,254,017	1,227,348	1,200,678
	150,000	1,319,327	1,292,745	1,266,162	1,239,503	1,212,834	1,186,164	1,159,495
TLV (per acre)	200,000	1,278,144	1,251,561	1,224,978	1,198,320	1,171,651	1,144,981	1,118,312
430,000	250,000	1,236,961	1,210,378	1,183,795	1,157,137	1,130,467	1,103,798	1,077,128
	300,000	1,195,777	1,169,195	1,142,612	1,115,953	1,089,284	1,062,614	1,035,945
	350,000	1,154,594	1,128,011	1,101,429	1,074,770	1,048,101	1,021,431	994,762
	400,000	1,113,411	1,086,828	1,060,246	1,033,587	1,006,917	980,248	953,578
	450,000	1,072,227	1,045,645	1,019,062	992,403	965,734	939,064	912,395
	500,000	1,031,044	1,004,461	977,879	951,220	924,551	897,881	871,212
	550,000	989,861	963,278	936,695	910,037	883,367	856,698	830,028

		AH - % on site 0%						
Balance (RLV - TLV)	1,088,701	0%	5%	10%	15%	20%	25%	30%
	25	1,017,865	991,283	964,700	938,041	911,372	884,702	858,033
	26	1,034,212	1,007,629	981,047	954,388	927,719	901,049	874,379
Density (dph)	27	1,049,348	1,022,765	996,183	969,524	942,854	916,185	889,515
30	28	1,063,402	1,036,820	1,010,237	983,578	956,909	930,239	903,570
	29	1,076,488	1,049,905	1,023,323	996,664	969,994	943,325	916,655
	30	1,088,701	1,062,118	1,035,536	1,008,877	982,207	955,538	928,868
	31	1,100,126	1,073,543	1,046,961	1,020,302	993,632	966,963	940,293
	32	1,110,837	1,084,254	1,057,672	1,031,013	1,004,343	977,674	951,004
	33	1,120,899	1,094,316	1,067,733	1,041,075	1,014,405	987,736	961,066
	34	1,130,369	1,103,786	1,077,203	1,050,545	1,023,875	997,206	970,536
	35	1,139,297	1,112,715	1,086,132	1,059,473	1,032,804	1,006,134	979,465

		AH - % on site 0%						
Balance (RLV - TLV)	1,088,701	0%	5%	10%	15%	20%	25%	30%
	25%	1,089,204	1,062,622	1,036,039	1,009,379	982,709	956,040	929,370
	30%	1,088,952	1,062,370	1,035,787	1,009,128	982,458	955,789	929,119
% Cat M4(2)	35%	1,088,701	1,062,118	1,035,536	1,008,877	982,207	955,538	928,868
35%	40%	1,088,449	1,061,866	1,035,284	1,008,626	981,956	955,287	928,617
	45%	1,088,197	1,061,615	1,035,032	1,008,375	981,705	955,035	928,366
	50%	1,087,946	1,061,363	1,034,780	1,008,123	981,454	954,784	928,115
	55%	1,087,694	1,061,111	1,034,529	1,007,872	981,203	954,533	927,864
	60%	1,087,442	1,060,859	1,034,277	1,007,621	980,952	954,282	927,613
	65%	1,087,190	1,060,608	1,034,025	1,007,370	980,701	954,031	927,361

		AH - % on site 0%						
Balance (RLV - TLV)	1,088,701	0%	5%	10%	15%	20%	25%	30%
	95%	1,150,320	1,123,685	1,097,015	1,070,346	1,043,676	1,017,007	990,337
	100%	1,088,701	1,062,118	1,035,536	1,008,877	982,207	955,538	928,868
Build rate (£psm)	105%	1,027,081	1,000,498	973,916	947,333	920,738	894,069	867,399
	110%	965,461	938,879	912,295	885,713	859,131	832,548	805,930
	115%	903,705	877,203	850,675	824,094	797,511	770,929	744,346
	120%	841,910	815,407	788,904	762,401	735,891	709,309	682,726
	125%	780,077	753,611	727,108	700,606	674,103	647,600	621,097
	130%	718,080	691,650	665,219	638,789	612,307	585,804	559,301

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme Ref: J
Title: 10 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			10	Units		
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	0.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			100%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	30.0%	3.0	30.0%	0.0	30%	3.0
3 bed House	50.0%	5.0	50.0%	0.0	50%	5.0
4 bed House	20.0%	2.0	20.0%	0.0	20%	2.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	10.0	100.0%	0.0	100%	10.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	231	2,486	0	0	231	2,486
3 bed House	475	5,113	0	0	475	5,113
4 bed House	222	2,390	0	0	222	2,390
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	928	9,989	0	0	928	9,989
AH % by floor area:			*0.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	900,000
3 bed House	320,000	3,368	313	1,600,000
4 bed House	340,000	3,063	285	680,000
5 bed House	550,000	3,819	355	0
1 bed Flat	185,000	3,776	351	0
2 bed Flat	250,000	3,968	369	0
1 bed Bungalow	250,000	5,000	465	0
2 bed Bungalow	290,000	4,754	442	0
				3,180,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: J
Title: 10 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	3.0	@	300,000		900,000
3 bed House	5.0	@	320,000		1,600,000
4 bed House	2.0	@	340,000		680,000
5 bed House	0.0	@	550,000		-
1 bed Flat	0.0	@	185,000		-
2 bed Flat	0.0	@	250,000		-
1 bed Bungalow	0.0	@	250,000		-
2 bed Bungalow	0.0	@	290,000		-
	10.0				3,180,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.0	@	183,000		-
3 bed House	0.0	@	195,200		-
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	112,850		-
2 bed Flat	0.0	@	152,500		-
1 bed Bungalow	0.0	@	152,500		-
2 bed Bungalow	0.0	@	176,900		-
	0.0				-
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.0	@	219,000		-
3 bed House	0.0	@	233,600		-
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	135,050		-
2 bed Flat	0.0	@	182,500		-
1 bed Bungalow	0.0	@	182,500		-
2 bed Bungalow	0.0	@	211,700		-
	0.0				-
Sub-total GDV Residential	**10.0**				**3,180,000**
AH on-site cost analysis:				*£MV less £GDV*	*0*
	0	*£ psm (total GIA sqm)*		*0*	*£ per unit (total units)*
Grant	10	@	0		-
Total GDV					**3,180,000**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: J
Title: 10 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(10,000)
Statutory Planning Fees (Residential)								(3,850)
CIL			928	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		10	units @	2,500	per unit	(25,000)	(25,000)
S106 analysis:			*0.79%*	*% of GDV*	*2,500*	*£ per unit (total units)*		
AH Commuted Sum			928	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			0.82	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		0.82	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			231	sqm @	1,195	psm		(276,045)
3 bed House			475	sqm @	1,195	psm		(567,625)
4 bed House			222	sqm @	1,195	psm		(265,290)
5 bed House			-	sqm @	1,195	psm		-
1 bed Flat			-	sqm @	1,372	psm		-
2 bed Flat			-	sqm @	1,372	psm		-
1 bed Bungalow			-	sqm @	1,195	psm		-
2 bed Bungalow		928	-	sqm @	1,195	psm		-
External works			1,108,960	@	15.0%			(166,344)
					16,634	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		10 units @	521	£ per dwelling	(1,824)
M4(3) Category 3 Housing		5%	of All units		10 units @	10,307	£ per dwelling	(5,154)
Water efficiency					10 units @	9	£ per dwelling	(90)
Contingency			1,282,371	@	3.0%			(38,471)
Professional Fees			1,282,371	@	6.5%			(83,354)
Disposal Costs -								
Marketing and Promotion			3,180,000	OMS @	3.00%			(95,400)
Residential Sales Agent Costs			3,180,000	OMS @	1.00%			(31,800)
Residential Sales Legal Costs			3,180,000	OMS @	0.50%			(15,900)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(9,919)
Developers Profit -								
Margin on AH			0		6.00%	on AH values		-
Profit on GDV			3,180,000		20.00%			(636,000)
			1,596,065		*39.85%*	*on costs*	*(636,000)*	
			3,180,000		*20.00%*	*blended*	*(636,000)*	
TOTAL COSTS								**(2,232,065)**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: J
Title: 10 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

RESIDUAL LAND VALUE							
Residual Land Value (gross)							947,935
SDLT			947,935	@	5.0%	(slabbed)	(36,897)
Acquisition Agent fees			947,935	@	1.0%		(9,479)
Acquisition Legal fees			947,935	@	0.5%		(4,740)
Interest on Land			947,935	@	6.0%		(56,876)
Residual Land Value							**839,943**
RLV analysis:	*83,994*	*£ per plot*	*2,519,829*	*£ per ha*	*1,019,761*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.33	ha	0.82	acres	
Density analysis:			*2,784*	*sqm/ha*	*12,127*	*sqft/ac*	
Threshold Land Value	35,418	£ per plot	1,062,530	£ per ha	430,000	£ per acre	**354,177**

BALANCE					
Surplus/(Deficit)	**1,457,299**	£ per ha	**589,761**	£ per acre	**485,766**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: J
Title: 10 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - TLV)	485,766	0%	5%	10%	15%	20%	25%	30%
	0	485,766	465,217	444,667	424,117	403,521	382,915	362,309
	10	477,201	457,079	436,958	416,837	396,702	376,522	356,342
	20	468,635	448,942	429,249	409,556	389,863	370,129	350,375
	30	460,070	440,805	421,540	402,275	383,011	363,736	344,408
	40	451,504	432,668	413,831	394,995	376,156	357,322	338,441
CIL £psm	50	442,927	424,531	406,122	387,714	369,306	350,898	332,475
0.00	60	434,320	416,393	398,413	380,433	362,453	344,473	326,493
	70	425,713	408,225	390,704	373,153	355,601	338,049	320,498
	80	417,106	400,048	382,990	365,872	348,749	331,625	314,502
	90	408,499	391,871	375,244	358,591	341,898	325,201	308,506
	100	399,891	383,694	367,497	351,300	335,044	318,777	302,510
	110	391,284	375,517	359,751	343,984	328,191	312,353	296,514
	120	382,677	367,341	352,004	336,668	321,331	305,929	290,518
	130	374,070	359,164	344,258	329,352	314,445	299,506	284,522
	140	365,451	350,987	336,511	322,036	307,560	293,080	278,527
	150	356,802	342,810	328,765	314,720	300,674	286,629	272,531
	160	348,153	334,613	321,018	307,403	293,788	280,173	266,535
	170	339,504	326,396	313,272	300,087	286,903	273,718	260,533
	180	330,855	318,180	305,504	292,771	280,017	267,263	254,508
	190	322,206	309,963	297,720	285,455	273,131	260,807	248,483
	200	313,557	301,746	289,936	278,126	266,245	254,352	242,458

		AH - % on site 0%						
Balance (RLV - TLV)	485,766	0%	5%	10%	15%	20%	25%	30%
	15,000	373,770	353,259	332,769	312,258	291,767	271,252	250,713
	16,000	364,795	344,294	323,793	303,292	282,792	262,291	241,772
	17,000	355,819	335,318	314,818	294,317	273,816	253,315	232,815
	18,000	346,830	326,343	305,842	285,341	264,841	244,340	223,839
	19,000	337,816	317,357	296,867	276,366	255,865	235,365	214,854
Site Specific S106	20,000	328,803	308,343	287,884	267,390	246,890	226,389	205,888
2,500	21,000	319,789	299,330	278,870	258,411	237,914	217,414	196,913
	22,000	310,776	290,316	269,857	249,397	228,936	208,438	187,937
	23,000	301,762	281,303	260,843	240,384	219,924	199,463	178,962
	24,000	292,749	272,289	251,830	231,370	210,911	190,451	169,986
	25,000	283,735	263,276	242,816	222,357	201,897	181,438	160,979
	26,000	274,713	254,262	233,803	213,343	192,884	172,425	151,965
	27,000	265,658	245,232	224,785	204,330	183,871	163,411	142,952
	28,000	256,604	236,178	215,752	195,316	174,857	154,398	133,938
	29,000	247,549	227,123	206,697	186,272	165,844	145,384	124,925
	30,000	238,495	218,069	197,643	177,217	156,791	136,365	115,911
	31,000	229,440	209,014	188,588	168,162	147,737	127,311	106,885
	32,000	220,386	199,960	179,534	159,108	138,682	118,256	97,830
	33,000	211,324	190,905	170,479	150,053	129,628	109,202	88,776
	34,000	202,225	181,825	161,425	140,999	120,573	100,147	79,721
	35,000	193,127	172,727	152,327	131,927	111,519	91,093	70,667

		AH - % on site 0%						
Balance (RLV - TLV)	485,766	0%	5%	10%	15%	20%	25%	30%
	15%	624,891	597,385	569,880	542,374	514,821	487,259	459,696
	16%	597,066	570,952	544,837	518,722	492,561	466,390	440,219
Profit	17%	569,241	544,518	519,795	495,071	470,301	445,521	420,741
20.00%	18%	541,416	518,084	494,752	471,420	448,041	424,652	401,264
	19%	513,591	491,650	469,710	447,769	425,781	403,784	381,786
	20%	485,766	465,217	444,667	424,117	403,521	382,915	362,309
	21%	457,941	438,783	419,625	400,466	381,261	362,046	342,831
	22%	430,116	412,349	394,582	376,815	359,001	341,177	323,354
	23%	402,291	385,915	369,540	353,164	336,741	320,309	303,876
	24%	374,466	359,482	344,497	329,512	314,481	299,440	284,399
	25%	346,641	333,048	319,455	305,861	292,221	278,571	264,921

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: J
Title: 10 No. Units, Value Area - Medium B
Notes: Greenfield (No Affordable Housing)

		AH - % on site 0%						
Balance (RLV - TLV)	485,756	0%	5%	10%	15%	20%	25%	30%
	100,000	757,576	737,027	716,477	695,927	675,331	654,725	634,119
	150,000	716,393	695,843	675,294	654,744	634,146	613,541	592,935
TLV (per acre)	200,000	675,210	654,660	634,110	613,561	592,964	572,358	551,752
430,000	250,000	634,026	613,477	592,927	572,377	551,781	531,176	510,569
	300,000	592,843	572,293	551,744	531,194	510,598	489,991	469,385
	350,000	551,660	531,110	510,560	490,011	469,414	448,808	428,202
	400,000	510,476	489,927	469,377	448,827	428,231	407,625	387,019
	450,000	469,293	448,743	428,194	407,644	387,048	366,441	345,836
	500,000	428,110	407,560	387,010	366,461	345,864	325,258	304,652
	550,000	386,926	366,377	345,827	325,277	304,681	284,075	263,469

		AH - % on site 0%						
Balance (RLV - TLV)	485,756	0%	5%	10%	15%	20%	25%	30%
	25	414,931	394,381	373,832	353,282	332,686	312,079	291,473
	26	431,278	410,728	390,178	369,629	349,032	328,426	307,820
Density (dph)	27	446,413	425,864	405,314	384,764	364,166	343,562	322,956
30	28	460,468	439,918	419,369	398,819	378,223	357,616	337,010
	29	473,553	453,004	432,454	411,904	391,306	370,702	350,096
	30	485,766	465,217	444,667	424,117	403,521	382,915	362,309
	31	497,191	476,642	456,092	435,542	414,946	394,340	373,734
	32	507,902	487,353	466,803	446,253	425,657	405,051	384,445
	33	517,964	497,415	476,865	456,315	435,719	415,113	394,507
	34	527,434	506,885	486,335	465,785	445,189	424,583	403,977
	35	536,363	515,813	495,264	474,714	454,118	433,511	412,905

		AH - % on site 0%						
Balance (RLV - TLV)	485,756	0%	5%	10%	15%	20%	25%	30%
	25%	486,273	465,723	445,174	424,624	404,026	383,420	362,814
	30%	486,020	465,470	444,920	424,371	403,773	383,167	362,561
% Cat M4(2)	35%	485,766	465,217	444,667	424,117	403,521	382,915	362,309
35%	40%	485,513	464,963	444,414	423,864	403,266	382,662	362,056
	45%	485,260	464,710	444,160	423,611	403,016	382,410	361,804
	50%	485,006	464,457	443,907	423,358	402,764	382,157	361,551
	55%	484,753	464,204	443,654	423,104	402,511	381,905	361,299
	60%	484,500	463,950	443,401	422,851	402,259	381,653	361,046
	65%	484,247	463,697	443,147	422,598	402,006	381,400	360,794

		AH - % on site 0%						
Balance (RLV - TLV)	485,756	0%	5%	10%	15%	20%	25%	30%
	95%	547,741	527,135	506,529	485,923	465,317	444,711	424,089
	100%	485,766	465,217	444,667	424,117	403,521	382,915	362,309
Build rate (£psm)	105%	423,739	403,219	382,670	362,120	341,570	321,021	300,471
	110%	361,514	341,013	320,512	300,012	279,511	259,010	238,474
	115%	299,104	278,645	258,185	237,726	217,266	196,785	176,285
	120%	236,464	216,038	195,612	175,186	154,761	134,329	113,869
	125%	173,515	153,116	132,716	112,316	91,916	71,516	51,116
	130%	110,453	90,053	69,653	49,253	28,853	8,453	(11,947)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: K
Title: 10 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			10	Units		
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	0.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			100%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	30.0%	3.0	30.0%	0.0	30%	3.0
3 bed House	50.0%	5.0	50.0%	0.0	50%	5.0
4 bed House	20.0%	2.0	20.0%	0.0	20%	2.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	10.0	100.0%	0.0	100%	10.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	231	2,486	0	0	231	2,486
3 bed House	475	5,113	0	0	475	5,113
4 bed House	222	2,390	0	0	222	2,390
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	928	9,989	0	0	928	9,989
AH % by floor area:			*0.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	840,000
3 bed House	300,000	3,158	293	1,500,000
4 bed House	320,000	2,883	268	640,000
5 bed House	500,000	3,472	323	0
1 bed Flat	175,000	3,571	332	0
2 bed Flat	200,000	3,175	295	0
1 bed Bungalow	190,000	3,800	353	0
2 bed Bungalow	250,000	4,098	381	0
				2,980,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: K
Title: 10 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	3.0	@	280,000		840,000
3 bed House	5.0	@	300,000		1,500,000
4 bed House	2.0	@	320,000		640,000
5 bed House	0.0	@	500,000		-
1 bed Flat	0.0	@	175,000		-
2 bed Flat	0.0	@	200,000		-
1 bed Bungalow	0.0	@	190,000		-
2 bed Bungalow	0.0	@	250,000		-
	10.0				2,980,000
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	0.0	@	170,800		-
3 bed House	0.0	@	183,000		-
4 bed House	0.0	@	195,200		-
5 bed House	0.0	@	305,000		-
1 bed Flat	0.0	@	106,750		-
2 bed Flat	0.0	@	122,000		-
1 bed Bungalow	0.0	@	115,900		-
2 bed Bungalow	0.0	@	152,500		-
	0.0				-
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	0.0	@	204,400		-
3 bed House	0.0	@	219,000		-
4 bed House	0.0	@	233,600		-
5 bed House	0.0	@	365,000		-
1 bed Flat	0.0	@	127,750		-
2 bed Flat	0.0	@	146,000		-
1 bed Bungalow	0.0	@	138,700		-
2 bed Bungalow	0.0	@	182,500		-
	0.0				-
Sub-total GDV Residential	**10.0**				**2,980,000**
AH on-site cost analysis:				*£MV less £GDV*	*0*
	0 £ psm (total GIA sqm)			*0 £ per unit (total units)*	
Grant	10	@	0		-
Total GDV					**2,980,000**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: K
Title: 10 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(10,000)
Statutory Planning Fees (Residential)								(3,850)
CIL			928	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		10	units @	2,500	per unit	(25,000)	(25,000)
S106 analysis:			*0.84%*	*% of GDV*	*2,500*	*£ per unit (total units)*		
AH Commuted Sum			928	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			0.82	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		0.82	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			231	sqm @	1,195	psm		(276,045)
3 bed House			475	sqm @	1,195	psm		(567,625)
4 bed House			222	sqm @	1,195	psm		(265,290)
5 bed House			-	sqm @	1,195	psm		-
1 bed Flat			-	sqm @	1,372	psm		-
2 bed Flat			-	sqm @	1,372	psm		-
1 bed Bungalow			-	sqm @	1,195	psm		-
2 bed Bungalow		928	-	sqm @	1,195	psm		-
External works			1,108,960	@	15.0%			(166,344)
					16,634	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		10 units @	521	£ per dwelling	(1,824)
M4(3) Category 3 Housing		5%	of All units		10 units @	10,307	£ per dwelling	(5,154)
Water efficiency					10 units @	9	£ per dwelling	(90)
Contingency			1,282,371	@	3.0%			(38,471)
Professional Fees			1,282,371	@	6.5%			(83,354)
Disposal Costs -								
Marketing and Promotion			2,980,000	OMS @	3.00%			(89,400)
Residential Sales Agent Costs			2,980,000	OMS @	1.00%			(29,800)
Residential Sales Legal Costs			2,980,000	OMS @	0.50%			(14,900)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(10,833)
Developers Profit -								
Margin on AH			0		6.00%	on AH values		-
Profit on GDV			2,980,000		20.00%			(596,000)
			1,587,980		*37.53%*	*on costs*	*(596,000)*	
			2,980,000		*20.00%*	*blended*	*(596,000)*	
TOTAL COSTS								**(2,183,980)**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: K
Title: 10 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

RESIDUAL LAND VALUE							
Residual Land Value (gross)							796,020
SDLT			796,020	@	5.0%	(slabbed)	(29,301)
Acquisition Agent fees			796,020	@	1.0%		(7,960)
Acquisition Legal fees			796,020	@	0.5%		(3,980)
Interest on Land			796,020	@	6.0%		(47,761)
Residual Land Value							**707,018**
RLV analysis:	*70,702*	*£ per plot*	*2,121,054*	*£ per ha*	*858,379*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.33	ha	0.82	acres	
Density analysis:			*2,784*	*sqm/ha*	*12,127*	*sqft/ac*	
Threshold Land Value	35,418	£ per plot	1,062,530	£ per ha	430,000	£ per acre	**354,177**

BALANCE							
Surplus/(Deficit)			**1,058,524**	£ per ha	**428,379**	£ per acre	**352,841**

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: K
Title: 10 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - TLV)	352,841	0%	5%	10%	15%	20%	25%	30%
	0	352,841	333,630	314,418	295,182	275,925	256,668	237,410
	10	344,234	325,453	306,672	287,891	269,072	250,244	231,416
	20	335,627	317,276	298,925	280,575	262,220	243,819	225,419
	30	327,020	309,099	291,179	273,259	255,336	237,395	219,423
	40	318,412	300,922	283,433	265,943	248,453	230,963	213,427
CIL £psm	50	309,804	292,746	275,686	258,626	241,567	224,507	207,431
0.00	60	301,155	284,569	267,940	251,310	234,681	218,052	201,423
	70	292,506	276,351	260,193	243,994	227,795	211,597	195,398
	80	283,857	268,144	252,431	236,678	220,910	205,141	189,373
	90	275,208	259,927	244,647	229,362	214,024	198,686	183,348
	100	266,559	251,711	236,863	222,014	207,136	192,230	177,323
	110	257,910	243,494	229,078	214,663	200,247	185,775	171,298
	120	249,261	235,277	221,294	207,311	193,326	179,320	165,273
	130	240,595	227,061	213,510	199,959	186,406	172,858	159,247
	140	231,904	218,844	205,726	192,607	179,489	166,371	153,222
	150	223,213	210,590	197,942	185,256	172,570	159,884	147,197
	160	214,522	202,334	190,145	177,904	165,651	153,397	141,144
	170	205,831	194,077	182,323	170,552	158,731	146,910	135,089
	180	197,140	185,820	174,501	163,182	151,812	140,424	129,035
	190	188,448	177,564	166,679	155,795	144,893	133,937	122,981
	200	179,757	169,307	158,857	148,407	137,957	127,450	116,926

		AH - % on site 0%						
Balance (RLV - TLV)	352,841	0%	5%	10%	15%	20%	25%	30%
	15,000	240,381	221,209	202,036	182,863	163,690	144,518	125,345
	16,000	231,345	212,195	193,022	173,850	154,677	135,504	116,332
	17,000	222,291	203,149	184,008	164,836	145,654	126,491	107,318
	18,000	213,236	194,095	174,954	155,812	136,650	117,477	98,305
	19,000	204,182	185,040	165,899	146,758	127,617	108,484	89,291
Site Specific S106	20,000	195,127	175,986	156,845	137,703	118,562	99,421	80,278
2,500	21,000	186,073	166,931	147,790	128,649	109,508	90,366	71,225
	22,000	177,014	157,877	138,736	119,594	100,453	81,312	62,171
	23,000	167,916	148,799	129,681	110,540	91,399	72,257	53,116
	24,000	158,817	139,700	120,583	101,466	82,344	63,203	44,062
	25,000	149,718	130,601	111,484	92,367	73,250	54,133	35,007
	26,000	140,620	121,503	102,386	83,269	64,152	45,035	25,918
	27,000	131,521	112,404	93,287	74,170	55,053	35,936	16,819
	28,000	122,423	103,306	84,189	65,072	45,955	25,838	7,721
	29,000	113,324	94,207	75,090	55,973	36,856	17,739	(1,378)
	30,000	104,225	85,108	65,991	46,874	27,757	8,640	(10,477)
	31,000	95,127	76,010	56,893	37,776	18,659	(458)	(19,575)
	32,000	86,028	66,911	47,794	28,677	9,560	(9,557)	(28,674)
	33,000	76,930	57,813	38,695	19,579	452	(18,655)	(37,772)
	34,000	67,831	48,714	29,597	10,480	(8,637)	(27,754)	(46,871)
	35,000	58,732	39,615	20,498	1,381	(17,736)	(36,853)	(55,970)

		AH - % on site 0%						
Balance (RLV - TLV)	352,841	0%	5%	10%	15%	20%	25%	30%
	15%	483,216	457,486	431,756	406,001	380,225	354,449	328,673
	16%	457,141	432,715	408,288	383,837	359,365	334,893	310,420
Profit	17%	431,065	407,944	384,821	361,673	338,505	315,336	292,168
20.00%	18%	404,991	383,172	361,353	339,510	317,645	295,780	273,915
	19%	378,916	358,401	337,886	317,346	296,785	276,224	255,663
	20%	352,841	333,630	314,418	295,182	275,925	256,668	237,410
	21%	326,766	308,859	290,951	273,018	255,065	237,111	219,158
	22%	300,691	284,087	267,483	250,855	234,205	217,555	200,905
	23%	274,616	259,316	244,016	228,691	213,345	197,999	182,653
	24%	248,541	234,545	220,548	206,527	192,485	178,443	164,400
	25%	222,466	209,774	197,081	184,363	171,625	158,886	146,148

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180103 CBC Residential Appraisals_F-K_v5

Scheme Ref: K
Title: 10 No. Units, Value Area - Lower C
Notes: Greenfield (No Affordable Housing)

		AH - % on site 0%						
Balance (RLV - TLV)	352,841	0%	5%	10%	15%	20%	25%	30%
	100,000	624,651	605,440	586,228	566,992	547,735	528,478	509,220
	150,000	583,468	564,256	545,045	525,809	506,552	487,294	468,037
TLV (per acre)	200,000	542,285	523,073	503,862	484,625	465,368	446,111	426,854
430,000	250,000	501,101	481,890	462,678	443,442	424,185	404,928	385,670
	300,000	459,918	440,706	421,495	402,259	383,002	363,744	344,487
	350,000	418,735	399,523	380,312	361,075	341,818	322,561	303,304
	400,000	377,551	358,340	339,128	319,892	300,635	281,378	262,120
	450,000	336,368	317,156	297,945	278,709	259,452	240,194	220,937
	500,000	295,185	275,973	256,762	237,525	218,258	199,011	179,754
	550,000	254,001	234,790	215,578	196,342	177,085	157,828	138,570

		AH - % on site 0%						
Balance (RLV - TLV)	352,841	0%	5%	10%	15%	20%	25%	30%
	25	282,008	262,794	243,583	224,347	205,090	185,832	166,575
	26	296,352	275,141	259,930	240,693	221,436	202,179	182,922
Density (dph)	27	313,488	294,277	275,065	255,829	236,572	217,315	198,058
30	28	327,543	308,331	289,120	269,884	250,627	231,369	212,112
	29	340,628	321,417	302,205	282,969	263,712	244,455	225,197
	30	352,841	333,630	314,418	295,182	275,925	256,668	237,410
	31	364,266	345,055	325,844	306,607	287,350	268,093	248,836
	32	374,977	355,766	336,554	317,318	298,061	278,804	259,547
	33	385,039	365,828	346,616	327,380	308,123	288,866	269,608
	34	394,509	375,298	356,086	336,850	317,593	298,336	279,078
	35	403,438	384,226	365,015	345,779	326,522	307,264	288,007

		AH - % on site 0%						
Balance (RLV - TLV)	352,841	0%	5%	10%	15%	20%	25%	30%
	25%	353,350	334,138	314,927	295,689	276,431	257,174	237,917
	30%	353,095	333,884	314,673	295,435	276,178	256,921	237,664
% Cat M4(2)	35%	352,841	333,630	314,418	295,182	275,925	256,668	237,410
35%	40%	352,587	333,376	314,164	294,929	275,672	256,414	237,157
	45%	352,333	333,121	313,910	294,675	275,418	256,161	236,904
	50%	352,079	332,867	313,656	294,422	275,165	255,908	236,651
	55%	351,824	332,613	313,402	294,169	274,912	255,655	236,397
	60%	351,570	332,359	313,147	293,916	274,658	255,401	236,144
	65%	351,316	332,105	312,893	293,662	274,405	255,148	235,891

		AH - % on site 0%						
Balance (RLV - TLV)	352,841	0%	5%	10%	15%	20%	25%	30%
	95%	414,951	395,694	376,437	357,179	337,922	318,631	299,320
	100%	352,841	333,630	314,418	295,182	275,925	256,668	237,410
Build rate (£psm)	105%	290,572	271,399	252,194	232,982	213,771	194,560	175,348
	110%	228,065	208,921	189,748	170,575	151,403	132,230	113,057
	115%	165,248	146,131	127,014	107,885	88,744	69,603	50,461
	120%	102,185	83,068	63,951	44,834	25,717	6,600	(12,517)
	125%	39,122	20,005	888	(18,229)	(37,346)	(56,463)	(75,580)
	130%	(24,077)	(43,178)	(62,279)	(81,380)	(100,481)	(119,582)	(138,683)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180103 CBC Residential Appraisals_F-K_v5 - Summary Table

Scheme Details:	Scheme Ref:	**F**	**G**	**H**	**I**	**J**	**K**
	Title:	8 No. Units, Value Area - High A	8 No. Units, Value Area - Medium B	8 No. Units, Value Area - Lower C	10 No. Units, Value Area - High A	10 No. Units, Value Area - Medium B	10 No. Units, Value Area - Lower C
	Notes:	Greenfield (No Affordable Housing)	Greenfield (No Affordable Housing)	Greenfield (No Affordable Housing)	Greenfield (No Affordable Housing)	Greenfield (No Affordable Housing)	Greenfield (No Affordable Housing)
	Total GDV (£)	3,232,000	2,528,000	2,368,000	4,090,000	3,180,000	2,980,000
Policy Costs:	AH % (on-site)	0%	0%	0%	0%	0%	0%
	CIL (£ psm)	-	-	-	-	-	-
	CIL (£)	-	-	-	-	-	-
	Site Specific S106 (£/unit)	2,500	2,500	2,500	2,500	2,500	2,500
	Site Specific S106 (£)	20,000	20,000	20,000	25,000	25,000	25,000
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
	Developers Profit (% blended)	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
	Total Developers Profit (£)	646,400	505,600	473,600	818,000	636,000	596,000
Residual Land Value (RLV):	RLV (£/acre)	1,740,951	1,033,138	871,812	1,751,773	1,019,761	858,379
	RLV (£/ha)	4,301,891	2,552,885	2,154,247	4,328,632	2,519,829	2,121,054
	RLV (£ net)	1,147,171	680,769	574,466	1,442,877	839,943	707,018
Threshold Land Value (TLV):	TLV (£/acre)	430,000	430,000	430,000	430,000	430,000	430,000
	TLV (£/ha)	1,062,530	1,062,530	1,062,530	1,062,530	1,062,530	1,062,530
	TLV (£ net)	283,341	283,341	283,341	354,177	354,177	354,177
Balance for Plan VA:	Surplus/Deficit (£/acre)	1,310,951	603,138	441,812	1,321,773	589,761	428,379
	Surplus/Deficit (£/ha)	3,239,361	1,490,355	1,091,717	3,266,102	1,457,299	1,058,524
	Surplus/Deficit	863,830	397,428	291,124	1,088,701	485,766	352,841
	Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable

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171222 CBC Residential Appraisals_L-Q_v4 - Version Notes

Date	Version	Comments
171222	V4	

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: L
Title: 11 No. Units, Value Area - High A
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			11	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.3%	1.1	10%	1.1
3 bed House	50.0%	3.9	66.7%	2.2	55%	6.1
4 bed House	50.0%	3.9	0.0%	0.0	35%	3.9
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.7	100.0%	3.3	100%	11.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	85	911	85	911
3 bed House	366	3,937	209	2,251	575	6,188
4 bed House	427	4,600	0	0	427	4,600
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	793	8,537	294	3,162	1,087	11,698
AH % by floor area:			*27.03%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	412,088
3 bed House	425,000	4,474	416	2,571,718
4 bed House	420,000	3,784	352	1,617,000
5 bed House	600,000	4,167	387	0
1 bed Flat	275,000	5,612	521	0
2 bed Flat	325,000	5,159	479	0
1 bed Bungalow	275,000	5,500	511	0
2 bed Bungalow	340,000	5,574	518	0
				4,600,805

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: L
Title: 11 No. Units, Value Area - High A
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	0.0	@	375,000		-
3 bed House	3.9	@	425,000		1,636,250
4 bed House	3.9	@	420,000		1,617,000
5 bed House	0.0	@	600,000		-
1 bed Flat	0.0	@	275,000		-
2 bed Flat	0.0	@	325,000		-
1 bed Bungalow	0.0	@	275,000		-
2 bed Bungalow	0.0	@	340,000		-
	7.7				3,253,250
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	0.8	@	228,750		183,503
3 bed House	1.6	@	259,250		416,564
4 bed House	0.0	@	256,200		-
5 bed House	0.0	@	366,000		-
1 bed Flat	0.0	@	167,750		-
2 bed Flat	0.0	@	198,250		-
1 bed Bungalow	0.0	@	167,750		-
2 bed Bungalow	0.0	@	207,400		-
	2.4				600,066
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	0.3	@	273,750		81,222
3 bed House	0.6	@	310,250		184,381
4 bed House	0.0	@	306,600		-
5 bed House	0.0	@	438,000		-
1 bed Flat	0.0	@	200,750		-
2 bed Flat	0.0	@	237,250		-
1 bed Bungalow	0.0	@	200,750		-
2 bed Bungalow	0.0	@	248,200		-
	0.9				265,603
Sub-total GDV Residential	**11.0**				**4,118,919**
AH on-site cost analysis:				*£MV less £GDV*	*481,886*
	443	*£ psm (total GIA sqm)*		*43,808*	*£ per unit (total units)*
Grant	11	@	0		-
Total GDV					**4,118,919**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: L
Title: 11 No. Units, Value Area - High A
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(10,000)
Statutory Planning Fees (Residential)									(4,235)
CIL			793	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		11	units @	21,200	per unit		(233,200)	(233,200)
S106 analysis:			*5.66%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			1,087	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			0.91	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		0.91	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			85	sqm @	1,195	psm			(101,115)
3 bed House			575	sqm @	1,195	psm			(686,951)
4 bed House			427	sqm @	1,195	psm			(510,683)
5 bed House			-	sqm @	1,195	psm			-
1 bed Flat			-	sqm @	1,372	psm			-
2 bed Flat			-	sqm @	1,372	psm			-
1 bed Bungalow			-	sqm @	1,195	psm			-
2 bed Bungalow		1,087	-	sqm @	1,195	psm			-
External works			1,298,750	@	15.0%				(194,812)
					17,710	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		11 units @	521	£ per dwelling		(2,006)
M4(3) Category 3 Housing		5%	of All units		11 units @	10,307	£ per dwelling		(5,669)
Water efficiency					11 units @	9	£ per dwelling		(99)
Contingency			1,501,336	@	3.0%				(45,040)
Professional Fees			1,501,336	@	6.5%				(97,587)
Disposal Costs -									
Marketing and Promotion			3,253,250	OMS @	3.00%				(97,598)
Residential Sales Agent Costs			3,253,250	OMS @	1.00%				(32,533)
Residential Sales Legal Costs			3,253,250	OMS @	0.50%				(16,266)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(8,890)
Developers Profit -									
Margin on AH			865,669		6.00%	on AH values			(51,940)
Profit on GDV			3,253,250		20.00%				(650,650)
			2,046,684		*31.79%*	*on costs*		*(650,650)*	
			4,118,919		*17.06%*	*blended*		*(702,590)*	
TOTAL COSTS									**(2,749,274)**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref:	**L**
Title:	**11 No. Units, Value Area - High A**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							1,369,645
SDLT			1,369,645	@	5.0%	(slabbed)	(57,982)
Acquisition Agent fees			1,369,645	@	1.0%		(13,696)
Acquisition Legal fees			1,369,645	@	0.5%		(6,848)
Interest on Land			1,369,645	@	6.0%		(82,179)
Residual Land Value							**1,208,940**
RLV analysis:	*109,904*	*£ per plot*	*3,297,108*	*£ per ha*	*1,334,321*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.37	ha	0.91	acres	
Density analysis:			*2,964*	*sqm/ha*	*12,912*	*sqft/ac*	
Threshold Land Value	30,476	£ per plot	914,270	£ per ha	370,000	£ per acre	**335,232**

BALANCE							
Surplus/(Deficit)			**2,382,838**	£ per ha	**964,321**	£ per acre	**873,707**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: L
Title: 11 No. Units, Value Area - High A
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	873,707	20%	25%	30%	35%	40%	45%	50%
	0	921,952	897,831	873,707	849,584	825,460	801,294	777,056
	10	913,626	890,063	866,458	842,852	819,246	795,626	771,903
	20	905,300	882,296	859,208	836,120	813,032	789,944	766,750
	30	896,975	874,521	851,958	829,388	806,818	784,248	761,596
	40	888,649	866,716	844,709	822,657	800,604	778,552	756,443
CIL £psm	50	880,324	858,911	837,459	815,925	794,390	772,856	751,290
0.00	60	871,998	851,106	830,210	809,193	788,176	767,160	746,137
	70	863,672	843,300	822,928	802,461	781,962	761,464	740,965
	80	855,347	835,495	815,643	795,729	775,748	755,767	735,786
	90	847,021	827,690	808,358	788,998	769,534	750,071	730,608
	100	838,696	819,885	801,074	782,263	763,320	744,375	725,430
	110	830,370	812,079	793,789	775,498	757,106	738,679	720,252
	120	822,044	804,274	786,504	768,733	750,893	732,983	715,073
	130	813,719	796,469	779,219	761,969	744,679	727,287	709,895
	140	805,354	788,663	771,934	755,204	738,465	721,591	704,717
	150	796,988	780,858	764,649	748,440	732,230	715,894	699,538
	160	788,622	773,053	757,364	741,675	725,986	710,198	694,360
	170	780,256	765,234	750,079	734,911	719,742	704,502	689,182
	180	771,890	757,390	742,794	728,146	713,498	698,806	684,003
	190	763,524	749,547	735,509	721,381	707,254	693,110	678,825
	200	755,157	741,704	728,224	714,617	701,009	687,402	673,647

		AH - % on site 30%						
Balance (RLV - TLV)	873,707	20%	25%	30%	35%	40%	45%	50%
	15,000	982,512	958,389	934,265	910,141	885,913	861,674	837,436
	16,000	972,745	948,621	924,498	900,374	876,174	851,936	827,697
	17,000	962,978	938,854	914,730	890,607	866,435	842,197	817,959
	18,000	953,210	929,087	904,963	880,839	856,697	832,458	808,220
	19,000	943,443	919,319	895,196	871,072	846,948	822,720	798,481
Site Specific S106	20,000	933,675	909,552	885,428	861,305	837,181	812,981	788,742
21,200	21,000	923,908	899,784	875,661	851,537	827,414	803,242	779,004
	22,000	914,112	890,017	865,893	841,770	817,646	793,503	769,265
	23,000	904,313	880,250	856,126	832,002	807,879	783,755	759,526
	24,000	894,514	870,482	846,359	822,235	798,111	773,988	749,788
	25,000	884,714	860,700	836,591	812,468	788,344	764,220	740,049
	26,000	874,915	850,900	826,824	802,700	778,577	754,453	730,310
	27,000	865,116	841,101	817,056	792,933	768,809	744,686	720,562
	28,000	855,316	831,302	807,287	783,165	759,042	734,918	710,795
	29,000	845,517	821,502	797,488	773,398	749,274	725,151	701,027
	30,000	835,718	811,703	787,689	763,631	739,507	715,383	691,260
	31,000	825,918	801,904	777,889	753,863	729,740	705,616	681,492
	32,000	816,119	792,105	768,090	744,075	719,972	695,849	671,725
	33,000	806,320	782,305	758,291	734,276	710,205	686,081	661,958
	34,000	796,520	772,506	748,491	724,477	700,437	676,314	652,190
	35,000	786,721	762,707	738,692	714,678	690,663	666,546	642,423

		AH - % on site 30%						
Balance (RLV - TLV)	873,707	20%	25%	30%	35%	40%	45%	50%
	15%	1,084,614	1,050,327	1,016,037	981,747	947,457	913,125	878,720
	16%	1,052,082	1,019,828	987,571	955,314	923,058	890,759	858,387
Profit	17%	1,019,549	989,329	959,105	928,882	898,658	868,393	838,054
20.00%	18%	987,017	958,829	930,639	902,449	874,259	846,026	817,722
	19%	954,484	928,330	902,173	876,016	849,859	823,660	797,389
	20%	921,952	897,831	873,707	849,584	825,460	801,294	777,056
	21%	889,419	867,332	845,241	823,151	801,061	778,928	756,723
	22%	856,887	836,832	816,775	796,718	776,661	756,562	736,390
	23%	824,354	806,333	788,309	770,286	752,262	734,196	716,058
	24%	791,822	775,834	759,844	743,853	727,863	711,830	695,725
	25%	759,289	745,335	731,378	717,420	703,463	689,464	675,392

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: L
Title: 11 No. Units, Value Area - High A
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	873,707	20%	25%	30%	35%	40%	45%	50%
	100,000	1,166,581	1,142,460	1,118,336	1,094,213	1,070,089	1,045,923	1,021,685
	150,000	1,121,279	1,097,158	1,073,035	1,048,911	1,024,787	1,000,622	976,383
TLV (per acre)	200,000	1,075,977	1,051,857	1,027,733	1,003,609	979,486	955,320	931,082
370,000	250,000	1,030,676	1,006,555	982,431	958,308	934,184	910,018	885,780
	300,000	985,374	961,253	937,130	913,006	888,882	864,717	840,478
	350,000	940,072	915,952	891,828	867,704	843,581	819,415	795,177
	400,000	894,771	870,650	846,526	822,403	798,279	774,113	749,875
	450,000	849,469	825,348	801,225	777,101	752,977	728,812	704,573
	500,000	804,167	780,047	755,923	731,799	707,676	683,510	659,272
	550,000	758,866	734,745	710,621	686,498	662,374	638,208	613,970

		AH - % on site 30%						
Balance (RLV - TLV)	873,707	20%	25%	30%	35%	40%	45%	50%
	25	854,905	830,784	806,661	782,537	758,414	734,248	710,009
	26	870,377	846,257	822,133	798,009	773,886	749,720	725,482
Density (dph)	27	884,704	860,583	836,459	812,336	788,212	764,046	739,808
30	28	898,006	873,886	849,762	825,639	801,515	777,349	753,111
	29	910,392	886,271	862,148	838,024	813,900	789,735	765,496
	30	921,952	897,831	873,707	849,584	825,460	801,294	777,056
	31	932,766	908,645	884,521	860,398	836,274	812,108	787,870
	32	942,904	918,783	894,659	870,536	846,412	822,246	798,008
	33	952,427	928,307	904,183	880,059	855,936	831,770	807,532
	34	961,391	937,270	913,146	889,023	864,899	840,733	816,495
	35	969,842	945,721	921,598	897,474	873,350	849,185	824,946

		AH - % on site 30%						
Balance (RLV - TLV)	873,707	20%	25%	30%	35%	40%	45%	50%
	25%	922,507	898,385	874,261	850,137	826,014	801,847	777,608
	30%	922,229	898,108	873,984	849,861	825,737	801,571	777,332
% Cat M4(2)	35%	921,952	897,831	873,707	849,584	825,460	801,294	777,056
35%	40%	921,674	897,554	873,430	849,307	825,183	801,018	776,780
	45%	921,396	897,277	873,153	849,030	824,906	800,742	776,503
	50%	921,119	897,000	872,877	848,753	824,629	800,466	776,227
	55%	920,841	896,723	872,600	848,476	824,352	800,189	775,951
	60%	920,563	896,446	872,323	848,199	824,076	799,913	775,675
	65%	920,285	896,169	872,046	847,922	823,799	799,637	775,399

		AH - % on site 30%						
Balance (RLV - TLV)	873,707	20%	25%	30%	35%	40%	45%	50%
	95%	995,142	970,507	945,873	921,238	896,502	871,754	847,006
	100%	921,952	897,831	873,707	849,584	825,460	801,294	777,056
Build rate (£psm)	105%	848,555	825,053	801,542	777,929	754,317	730,704	707,092
	110%	775,158	752,169	729,179	706,190	683,173	660,072	636,971
	115%	701,572	679,203	656,808	634,331	611,854	589,377	566,849
	120%	627,936	606,081	584,227	562,373	540,508	518,543	496,579
	125%	554,059	532,823	511,587	490,279	468,939	447,599	426,257
	130%	480,041	459,420	438,713	417,993	397,273	376,534	355,708

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: M
Title: 11 No. Units, Value Area - Medium B
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			11	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.3%	1.1	10%	1.1
3 bed House	50.0%	3.9	66.7%	2.2	55%	6.1
4 bed House	50.0%	3.9	0.0%	0.0	35%	3.9
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.7	100.0%	3.3	100%	11.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	85	911	85	911
3 bed House	366	3,937	209	2,251	575	6,188
4 bed House	427	4,600	0	0	427	4,600
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	793	8,537	294	3,162	1,087	11,698
AH % by floor area:			*27.03%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	329,670
3 bed House	320,000	3,368	313	1,936,352
4 bed House	340,000	3,063	285	1,309,000
5 bed House	550,000	3,819	355	0
1 bed Flat	185,000	3,776	351	0
2 bed Flat	250,000	3,968	369	0
1 bed Bungalow	250,000	5,000	465	0
2 bed Bungalow	290,000	4,754	442	0
				3,575,022

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: M
Title: 11 No. Units, Value Area - Medium B
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	3.9	@	320,000		1,232,000
4 bed House	3.9	@	340,000		1,309,000
5 bed House	0.0	@	550,000		-
1 bed Flat	0.0	@	185,000		-
2 bed Flat	0.0	@	250,000		-
1 bed Bungalow	0.0	@	250,000		-
2 bed Bungalow	0.0	@	290,000		-
	7.7				2,541,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.8	@	183,000		146,802
3 bed House	1.6	@	195,200		313,648
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	112,850		-
2 bed Flat	0.0	@	152,500		-
1 bed Bungalow	0.0	@	152,500		-
2 bed Bungalow	0.0	@	176,900		-
	2.4				460,450
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.3	@	219,000		64,978
3 bed House	0.6	@	233,600		138,828
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	135,050		-
2 bed Flat	0.0	@	182,500		-
1 bed Bungalow	0.0	@	182,500		-
2 bed Bungalow	0.0	@	211,700		-
	0.9				203,806
Sub-total GDV Residential	**11.0**				**3,205,256**
AH on-site cost analysis:				*£MV less £GDV*	*369,766*
	340 £ psm (total GIA sqm)			*33,615 £ per unit (total units)*	
Grant	11	@	0		-
Total GDV					**3,205,256**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: M
Title: 11 No. Units, Value Area - Medium B
Notes: Greenfield

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(10,000)
Statutory Planning Fees (Residential)								(4,235)
CIL			793	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		11	units @	21,200	per unit	(233,200)	(233,200)
S106 analysis:			*7.28%*	*% of GDV*	*21,200*	*£ per unit (total units)*		
AH Commuted Sum			1,087	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			0.91	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		0.91	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			85	sqm @	1,195	psm		(101,115)
3 bed House			575	sqm @	1,195	psm		(686,951)
4 bed House			427	sqm @	1,195	psm		(510,683)
5 bed House			-	sqm @	1,195	psm		-
1 bed Flat			-	sqm @	1,372	psm		-
2 bed Flat			-	sqm @	1,372	psm		-
1 bed Bungalow			-	sqm @	1,195	psm		-
2 bed Bungalow		1,087	-	sqm @	1,195	psm		-
External works			1,298,750	@	15.0%			(194,812)
					17,710	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		11 units @	521	£ per dwelling	(2,006)
M4(3) Category 3 Housing		5%	of All units		11 units @	10,307	£ per dwelling	(5,669)
Water efficiency					11 units @	9	£ per dwelling	(99)
Contingency			1,501,336	@	3.0%			(45,040)
Professional Fees			1,501,336	@	6.5%			(97,587)
Disposal Costs -								
Marketing and Promotion			2,541,000	OMS @	3.00%			(76,230)
Residential Sales Agent Costs			2,541,000	OMS @	1.00%			(25,410)
Residential Sales Legal Costs			2,541,000	OMS @	0.50%			(12,705)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(13,461)
Developers Profit -								
Margin on AH			664,256		6.00%	on AH values		(39,855)
Profit on GDV			2,541,000		20.00%			(508,200)
			2,019,204		*25.17%*	*on costs*	*(508,200)*	
			3,205,256		*17.10%*	*blended*	*(548,055)*	
TOTAL COSTS								**(2,567,259)**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref:	**M**
Title:	**11 No. Units, Value Area - Medium B**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							637,997
SDLT			637,997	@	5.0%	(slabbed)	(21,400)
Acquisition Agent fees			637,997	@	1.0%		(6,380)
Acquisition Legal fees			637,997	@	0.5%		(3,190)
Interest on Land			637,997	@	6.0%		(38,280)
Residual Land Value							**568,747**
	RLV analysis:	*51,704 £ per plot*	*1,551,128*	*£ per ha*	*627,733*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.37	ha	0.91	acres	
	Density analysis:		*2,964*	*sqm/ha*	*12,912*	*sqft/ac*	
Threshold Land Value		21,415 £ per plot	642,460	£ per ha	260,000	£ per acre	**235,569**

BALANCE					
Surplus/(Deficit)	**908,668**	£ per ha	**367,733**	£ per acre	**333,178**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: M
Title: 11 No. Units, Value Area - Medium B
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	333,178	20%	25%	30%	35%	40%	45%	50%
	0	369,034	351,106	333,178	315,251	297,278	279,281	261,283
	10	360,586	343,186	325,786	308,387	290,973	273,501	256,029
	20	352,125	335,266	318,395	301,523	284,651	267,721	250,775
	30	343,636	327,347	311,003	294,659	278,315	261,942	245,520
	40	335,147	319,405	303,611	287,795	271,980	256,162	240,266
CIL £psm	50	326,658	311,446	296,219	280,931	265,644	250,356	235,012
0.00	60	318,169	303,488	288,807	274,068	259,308	244,548	229,757
	70	309,680	295,530	281,379	267,204	252,972	238,740	224,503
	80	301,191	287,571	273,951	260,332	246,636	232,932	219,229
	90	292,702	279,613	266,524	253,434	240,300	227,125	213,949
	100	284,175	271,655	259,096	246,537	233,965	221,317	208,669
	110	275,645	263,696	251,668	239,640	227,612	215,509	203,389
	120	267,114	255,704	244,240	232,743	221,245	209,701	198,109
	130	258,584	247,707	236,813	225,845	214,878	203,893	192,829
	140	250,054	239,710	229,366	218,948	208,512	198,075	187,549
	150	241,524	231,713	221,902	212,051	202,145	192,239	182,270
	160	232,993	223,716	214,438	205,154	195,778	186,403	176,990
	170	224,463	215,719	206,974	198,230	189,411	180,567	171,710
	180	215,933	207,722	199,511	191,299	183,045	174,730	166,416
	190	207,403	199,725	192,047	184,368	176,678	168,894	161,111
	200	198,873	191,728	184,583	177,438	170,293	163,058	155,805

		AH - % on site 30%						
Balance (RLV - TLV)	333,178	20%	25%	30%	35%	40%	45%	50%
	15,000	430,482	412,484	394,486	376,489	358,484	340,410	322,336
	16,000	420,591	402,611	384,613	366,616	348,618	330,575	312,501
	17,000	410,676	392,738	374,740	356,743	338,745	320,741	302,667
	18,000	400,761	382,833	364,867	346,870	328,872	310,874	292,832
	19,000	390,846	372,919	354,991	336,997	318,999	301,001	282,998
Site Specific S106	20,000	380,931	363,004	345,076	327,124	309,126	291,128	273,131
21,200	21,000	371,017	353,089	335,161	317,234	299,253	281,255	263,258
	22,000	361,102	343,174	325,246	307,319	289,380	271,382	253,385
	23,000	351,175	333,259	315,332	297,404	279,476	261,509	243,512
	24,000	341,215	323,344	305,417	287,489	269,561	251,634	233,639
	25,000	331,255	313,390	295,502	277,574	259,647	241,719	223,766
	26,000	321,295	303,430	285,566	267,659	249,732	231,804	213,876
	27,000	311,335	293,470	275,606	257,742	239,817	221,889	203,961
	28,000	301,375	283,510	265,646	247,782	229,902	211,974	194,047
	29,000	291,411	273,550	255,686	237,822	219,957	202,059	184,132
	30,000	281,403	263,590	245,726	227,862	209,997	192,133	174,217
	31,000	271,394	253,586	235,766	217,902	200,037	182,173	164,302
	32,000	261,386	243,578	225,770	207,942	190,077	172,213	154,349
	33,000	251,377	233,570	215,762	197,954	180,117	162,253	144,389
	34,000	241,369	223,561	205,753	187,946	170,138	152,293	134,429
	35,000	231,360	213,553	195,745	177,937	160,129	142,322	124,469

		AH - % on site 30%						
Balance (RLV - TLV)	333,178	20%	25%	30%	35%	40%	45%	50%
	15%	496,084	470,215	444,347	418,479	392,566	366,628	340,689
	16%	470,674	446,393	422,113	397,833	373,508	349,158	324,808
Profit	17%	445,264	422,572	399,880	377,187	354,451	331,689	308,927
20.00%	18%	419,854	398,750	377,646	356,542	335,393	314,219	293,046
	19%	394,444	374,928	355,412	335,896	316,336	296,750	277,164
	20%	369,034	351,106	333,178	315,251	297,278	279,281	261,283
	21%	343,624	327,284	310,945	294,605	278,221	261,811	245,402
	22%	318,214	303,462	288,711	273,959	259,163	244,342	229,521
	23%	292,804	279,640	266,477	253,314	240,106	226,873	213,639
	24%	267,394	255,818	244,243	232,668	221,048	209,403	197,758
	25%	241,984	231,997	222,010	212,022	201,991	191,934	181,877

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Scheme Ref: M
Title: 11 No. Units, Value Area - Medium B
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	333,178	20%	25%	30%	35%	40%	45%	50%
	100,000	513,999	496,071	478,144	460,216	442,244	424,246	406,248
	150,000	468,697	450,770	432,842	414,914	396,942	378,944	360,947
TLV (per acre)	200,000	423,396	405,468	387,540	369,613	351,640	333,643	315,645
260,000	250,000	378,094	360,166	342,239	324,311	306,339	288,341	270,343
	300,000	332,792	314,865	296,937	279,009	261,037	243,039	225,042
	350,000	287,491	269,563	251,635	233,708	215,735	197,738	179,740
	400,000	242,189	224,261	206,334	188,406	170,434	152,436	134,438
	450,000	196,887	178,960	161,032	143,104	125,132	107,134	89,137
	500,000	151,586	133,658	115,730	97,803	79,830	61,833	43,835
	550,000	106,284	88,356	70,429	52,501	34,529	16,531	(1,467)

		AH - % on site 30%						
Balance (RLV - TLV)	333,178	20%	25%	30%	35%	40%	45%	50%
	25	321,920	303,992	286,065	268,137	250,165	232,167	214,169
	26	332,792	314,865	296,937	279,009	261,037	243,039	225,042
Density (dph)	27	342,859	324,932	307,004	289,076	271,104	253,106	235,109
30	28	352,207	334,280	316,352	298,424	280,452	262,454	244,457
	29	360,911	342,983	325,055	307,128	289,155	271,158	253,160
	30	369,034	351,106	333,178	315,251	297,278	279,281	261,283
	31	376,633	358,705	340,777	322,850	304,877	286,880	268,882
	32	383,757	365,829	347,901	329,974	312,001	294,004	276,006
	33	390,449	372,521	354,594	336,666	318,694	300,696	282,698
	34	396,748	378,820	360,892	342,965	324,992	306,995	288,997
	35	402,686	384,759	366,831	348,903	330,931	312,933	294,936

		AH - % on site 30%						
Balance (RLV - TLV)	333,178	20%	25%	30%	35%	40%	45%	50%
	25%	369,595	351,668	333,740	315,812	297,838	279,840	261,842
	30%	369,314	351,387	333,459	315,531	297,558	279,560	261,563
% Cat M4(2)	35%	369,034	351,106	333,178	315,251	297,278	279,281	261,283
35%	40%	368,753	350,825	332,898	314,970	296,999	279,001	261,003
	45%	368,472	350,544	332,617	314,689	296,719	278,721	260,724
	50%	368,191	350,264	332,336	314,408	296,439	278,442	260,444
	55%	367,911	349,983	332,055	314,128	296,160	278,162	260,165
	60%	367,630	349,702	331,774	313,847	295,880	277,883	259,885
	65%	367,349	349,421	331,494	313,566	295,601	277,603	259,605

		AH - % on site 30%						
Balance (RLV - TLV)	333,178	20%	25%	30%	35%	40%	45%	50%
	95%	443,175	424,661	406,148	387,634	369,089	350,501	331,913
	100%	369,034	351,106	333,178	315,251	297,278	279,281	261,283
Build rate (£psm)	105%	294,564	277,220	259,876	242,532	225,188	207,779	190,369
	110%	219,674	202,912	186,150	169,389	152,627	135,865	119,084
	115%	144,772	128,533	112,295	96,056	79,817	63,579	47,340
	120%	69,770	54,109	38,439	22,723	7,008	(8,708)	(24,424)
	125%	(5,497)	(20,632)	(35,767)	(50,902)	(66,037)	(81,172)	(96,308)
	130%	(80,772)	(95,373)	(109,982)	(124,592)	(139,201)	(153,811)	(168,420)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: N
Title: 11 No. Units, Value Area - Lower C
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			11	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.3%	1.1	10%	1.1
3 bed House	50.0%	3.9	66.7%	2.2	55%	6.1
4 bed House	50.0%	3.9	0.0%	0.0	35%	3.9
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.7	100.0%	3.3	100%	11.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	85	911	85	911
3 bed House	366	3,937	209	2,251	575	6,188
4 bed House	427	4,600	0	0	427	4,600
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	793	8,537	294	3,162	1,087	11,698
AH % by floor area:			*27.03%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	307,692
3 bed House	300,000	3,158	293	1,815,330
4 bed House	320,000	2,883	268	1,232,000
5 bed House	500,000	3,472	323	0
1 bed Flat	175,000	3,571	332	0
2 bed Flat	200,000	3,175	295	0
1 bed Bungalow	190,000	3,800	353	0
2 bed Bungalow	250,000	4,098	381	0
				3,355,022

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: N
Title: 11 No. Units, Value Area - Lower C
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	0.0	@	280,000		-
3 bed House	3.9	@	300,000		1,155,000
4 bed House	3.9	@	320,000		1,232,000
5 bed House	0.0	@	500,000		-
1 bed Flat	0.0	@	175,000		-
2 bed Flat	0.0	@	200,000		-
1 bed Bungalow	0.0	@	190,000		-
2 bed Bungalow	0.0	@	250,000		-
	7.7				2,387,000
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	0.8	@	170,800		137,015
3 bed House	1.6	@	183,000		294,045
4 bed House	0.0	@	195,200		-
5 bed House	0.0	@	305,000		-
1 bed Flat	0.0	@	106,750		-
2 bed Flat	0.0	@	122,000		-
1 bed Bungalow	0.0	@	115,900		-
2 bed Bungalow	0.0	@	152,500		-
	2.4				431,060
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	0.3	@	204,400		60,646
3 bed House	0.6	@	219,000		130,151
4 bed House	0.0	@	233,600		-
5 bed House	0.0	@	365,000		-
1 bed Flat	0.0	@	127,750		-
2 bed Flat	0.0	@	146,000		-
1 bed Bungalow	0.0	@	138,700		-
2 bed Bungalow	0.0	@	182,500		-
	0.9				190,797
Sub-total GDV Residential	**11.0**				**3,008,857**
AH on-site cost analysis:				*£MV less £GDV*	*346,165*
	319 £ psm (total GIA sqm)			*31,470 £ per unit (total units)*	
Grant	11	@	0		-
Total GDV					**3,008,857**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: N
Title: 11 No. Units, Value Area - Lower C
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(10,000)
Statutory Planning Fees (Residential)									(4,235)
CIL			793	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		11	units @	21,200	per unit		(233,200)	(233,200)
S106 analysis:			*7.75%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			1,087	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			0.91	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		0.91	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			85	sqm @	1,195	psm			(101,115)
3 bed House			575	sqm @	1,195	psm			(686,951)
4 bed House			427	sqm @	1,195	psm			(510,683)
5 bed House			-	sqm @	1,195	psm			-
1 bed Flat			-	sqm @	1,372	psm			-
2 bed Flat			-	sqm @	1,372	psm			-
1 bed Bungalow			-	sqm @	1,195	psm			-
2 bed Bungalow		1,087	-	sqm @	1,195	psm			-
External works			1,298,750	@	15.0%				(194,812)
					17,710	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		11 units @	521	£ per dwelling		(2,006)
M4(3) Category 3 Housing		5%	of All units		11 units @	10,307	£ per dwelling		(5,669)
Water efficiency					11 units @	9	£ per dwelling		(99)
Contingency			1,501,336	@	3.0%				(45,040)
Professional Fees			1,501,336	@	6.5%				(97,587)
Disposal Costs -									
Marketing and Promotion			2,387,000	OMS @	3.00%				(71,610)
Residential Sales Agent Costs			2,387,000	OMS @	1.00%				(23,870)
Residential Sales Legal Costs			2,387,000	OMS @	0.50%				(11,935)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(15,831)
Developers Profit -									
Margin on AH			621,857		6.00%	on AH values			(37,311)
Profit on GDV			2,387,000		20.00%				(477,400)
			2,014,644		*23.70%*	*on costs*		*(477,400)*	
			3,008,857		*17.11%*	*blended*		*(514,711)*	
TOTAL COSTS									**(2,529,355)**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: N
Title: 11 No. Units, Value Area - Lower C
Notes: Greenfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							479,502
SDLT			479,502	@	5.0%	(slabbed)	(13,475)
Acquisition Agent fees			479,502	@	1.0%		(4,795)
Acquisition Legal fees			479,502	@	0.5%		(2,398)
Interest on Land			479,502	@	6.0%		(28,770)
Residual Land Value							**430,064**
RLV analysis:	*39,097*	*£ per plot*	*1,172,903*	*£ per ha*	*474,667*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.37	ha	0.91	acres	
Density analysis:			*2,964*	*sqm/ha*	*12,912*	*sqft/ac*	
Threshold Land Value	14,826	£ per plot	444,780	£ per ha	180,000	£ per acre	**163,086**

BALANCE							
Surplus/(Deficit)			**728,123**	£ per ha	**294,667**	£ per acre	**266,978**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: N
Title: 11 No. Units, Value Area - Lower C
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	266,978	20%	25%	30%	35%	40%	45%	50%
	0	299,771	283,375	266,978	250,580	234,129	217,677	201,226
	10	291,241	275,378	259,515	243,651	227,762	211,841	195,920
	20	282,711	267,381	252,051	236,720	221,390	206,005	190,615
	30	274,181	259,384	244,587	229,790	214,993	200,169	185,309
	40	265,650	251,387	237,123	222,859	208,595	194,331	180,004
CIL £psm	50	257,120	243,389	229,659	215,928	202,197	188,467	174,698
0.00	60	248,590	235,392	222,195	208,997	195,800	182,602	169,393
	70	240,060	227,395	214,731	202,066	189,402	176,738	164,073
	80	231,530	219,398	207,267	195,136	183,004	170,873	158,742
	90	222,999	211,401	199,803	188,205	176,607	165,008	153,410
	100	214,469	203,404	192,339	181,274	170,209	159,144	148,079
	110	205,939	195,407	184,875	174,343	163,811	153,279	142,748
	120	197,409	187,410	177,411	167,412	157,414	147,415	137,416
	130	188,878	179,413	169,947	160,482	151,016	141,550	132,085
	140	180,348	171,416	162,483	153,551	144,618	135,686	126,753
	150	171,818	163,419	155,019	146,620	138,221	129,821	121,422
	160	163,288	155,422	147,555	139,689	131,823	123,957	116,091
	170	154,758	147,425	140,091	132,758	125,425	118,092	110,759
	180	146,227	139,427	132,627	125,828	119,028	112,228	105,428
	190	137,667	131,430	125,164	118,897	112,630	106,363	100,096
	200	129,095	123,433	117,700	111,966	106,232	100,499	94,765

		AH - % on site 30%						
Balance (RLV - TLV)	266,978	20%	25%	30%	35%	40%	45%	50%
	15,000	361,685	345,234	328,783	312,275	295,763	279,251	262,727
	16,000	351,725	335,274	318,823	302,361	285,848	269,336	252,824
	17,000	341,766	325,314	308,863	292,412	275,934	259,421	242,909
	18,000	331,798	315,354	298,903	282,452	266,000	249,506	232,994
	19,000	321,790	305,393	288,943	272,492	256,040	239,589	223,079
Site Specific S106	20,000	311,781	295,385	278,983	262,532	246,080	229,629	213,165
21,200	21,000	301,773	285,377	268,980	252,572	236,120	219,669	203,218
	22,000	291,765	275,368	258,972	242,575	226,161	209,709	193,258
	23,000	281,756	265,360	248,963	232,567	216,170	199,749	183,298
	24,000	271,748	255,351	238,955	222,558	206,162	189,766	173,338
	25,000	261,739	245,343	228,946	212,550	196,154	179,757	163,361
	26,000	251,731	235,334	218,938	202,541	186,145	169,749	153,352
	27,000	241,722	225,326	208,929	192,533	176,137	159,740	143,344
	28,000	231,714	215,317	198,921	182,525	166,128	149,732	133,335
	29,000	221,705	205,309	188,913	172,516	156,120	139,723	123,327
	30,000	211,697	195,301	178,904	162,508	146,111	129,715	113,318
	31,000	201,689	185,292	168,896	152,499	136,103	119,706	103,310
	32,000	191,680	175,284	158,887	142,491	126,094	109,698	93,302
	33,000	181,672	165,275	148,879	132,482	116,086	99,689	83,293
	34,000	171,663	155,267	138,870	122,474	106,077	89,681	73,285
	35,000	161,655	145,258	128,862	112,465	96,069	79,673	63,276

		AH - % on site 30%						
Balance (RLV - TLV)	266,978	20%	25%	30%	35%	40%	45%	50%
	15%	419,121	395,266	371,410	347,552	323,641	299,730	275,820
	16%	395,251	372,887	350,523	328,157	305,739	283,320	260,901
Profit	17%	371,381	350,509	329,637	308,763	287,836	266,909	245,982
20.00%	18%	347,511	328,131	308,751	289,369	269,934	250,498	231,063
	19%	323,641	305,753	287,865	269,974	252,031	234,088	216,145
	20%	299,771	283,375	266,978	250,580	234,129	217,677	201,226
	21%	275,901	260,997	246,092	231,185	216,226	201,267	186,307
	22%	252,031	238,619	225,206	211,791	198,324	184,856	171,388
	23%	228,161	216,241	204,320	192,397	180,421	168,445	156,470
	24%	204,291	193,862	183,433	173,002	162,519	152,035	141,551
	25%	180,421	171,484	162,547	153,608	144,616	135,624	126,632

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: N
Title: 11 No. Units, Value Area - Lower C
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	266,978	20%	25%	30%	35%	40%	45%	50%
	100,000	372,254	355,858	339,461	323,062	306,611	290,160	273,709
	150,000	326,952	310,556	294,159	277,761	261,310	244,858	228,407
TLV (per acre)	200,000	281,651	265,254	248,858	232,459	216,008	199,557	183,105
180,000	250,000	236,349	219,953	203,556	187,157	170,706	154,255	137,804
	300,000	191,047	174,651	158,254	141,856	125,405	108,953	92,502
	350,000	145,746	129,349	112,953	96,554	80,103	63,652	47,200
	400,000	100,444	84,048	67,651	51,252	34,801	18,350	1,899
	450,000	55,142	38,746	22,349	5,951	(10,500)	(26,952)	(43,403)
	500,000	9,841	(6,556)	(22,952)	(39,351)	(55,802)	(72,253)	(88,705)
	550,000	(35,461)	(51,857)	(68,254)	(84,653)	(101,104)	(117,555)	(134,006)

		AH - % on site 30%						
Balance (RLV - TLV)	266,978	20%	25%	30%	35%	40%	45%	50%
	25	267,154	250,758	234,361	217,963	201,511	185,060	168,609
	26	274,681	258,285	241,888	225,490	209,038	192,587	176,136
Density (dph)	27	281,651	265,254	248,858	232,459	216,008	199,557	183,105
30	28	288,122	271,726	255,329	238,931	222,480	206,028	189,577
	29	294,148	277,751	261,355	244,956	228,505	212,054	195,602
	30	299,771	283,375	266,978	250,580	234,129	217,677	201,226
	31	305,032	288,636	272,239	255,841	239,389	222,938	206,487
	32	309,964	293,568	277,171	260,773	244,321	227,870	211,419
	33	314,597	298,201	281,804	265,406	248,955	232,503	216,052
	34	318,958	302,561	286,165	269,766	253,315	236,864	220,413
	35	323,069	306,673	290,276	273,878	257,427	240,975	224,524

		AH - % on site 30%						
Balance (RLV - TLV)	266,978	20%	25%	30%	35%	40%	45%	50%
	25%	300,338	283,942	267,545	251,144	234,693	218,241	201,790
	30%	300,055	283,658	267,262	250,862	234,411	217,959	201,508
% Cat M4(2)	35%	299,771	283,375	266,978	250,580	234,129	217,677	201,226
35%	40%	299,488	283,092	266,695	250,298	233,846	217,395	200,944
	45%	299,205	282,808	266,412	250,015	233,564	217,113	200,662
	50%	298,921	282,525	266,128	249,732	233,282	216,831	200,380
	55%	298,638	282,241	265,845	249,448	233,000	216,549	200,098
	60%	298,354	281,958	265,562	249,165	232,718	216,267	199,816
	65%	298,071	281,675	265,278	248,882	232,436	215,985	199,534

		AH - % on site 30%						
Balance (RLV - TLV)	266,978	20%	25%	30%	35%	40%	45%	50%
	95%	374,473	357,501	340,487	323,456	306,426	289,395	272,324
	100%	299,771	283,375	266,978	250,580	234,129	217,677	201,226
Build rate (£psm)	105%	224,870	208,996	193,123	177,249	161,376	145,503	129,629
	110%	149,968	134,617	119,267	103,917	88,566	73,216	57,866
	115%	74,731	59,955	45,179	30,402	15,626	850	(13,926)
	120%	(535)	(14,786)	(29,037)	(43,287)	(57,538)	(71,788)	(86,039)
	125%	(76,097)	(89,813)	(103,530)	(117,247)	(130,964)	(144,681)	(159,228)
	130%	(151,729)	(166,680)	(181,753)	(196,829)	(211,945)	(227,061)	(242,177)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: O
Title: 20 No. Units, Value Area - High A
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.0%	2.0	10%	2.0
3 bed House	20.0%	2.8	66.0%	4.0	34%	6.8
4 bed House	49.0%	6.9	0.0%	0.0	34%	6.9
5 bed House	30.0%	4.2	0.0%	0.0	21%	4.2
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	1.0%	0.1	1.0%	0.1	1%	0.2
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	14.0	100.0%	6.0	100%	20.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	152	1,641	152	1,641
3 bed House	266	2,863	376	4,049	642	6,913
4 bed House	761	8,196	0	0	761	8,196
5 bed House	605	6,510	0	0	605	6,510
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	7	75	3	32	10	108
2 bed Bungalow	0	0	0	0	0	0
	1,639	17,645	532	5,723	2,171	23,368
AH % by floor area:			*24.49%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	742,500
3 bed House	425,000	4,474	416	2,873,000
4 bed House	420,000	3,784	352	2,881,200
5 bed House	600,000	4,167	387	2,520,000
1 bed Flat	275,000	5,612	521	0
2 bed Flat	325,000	5,159	479	0
1 bed Bungalow	275,000	5,500	511	55,000
2 bed Bungalow	340,000	5,574	518	0
				9,071,700

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	0.0	@	375,000		-
3 bed House	2.8	@	425,000		1,190,000
4 bed House	6.9	@	420,000		2,881,200
5 bed House	4.2	@	600,000		2,520,000
1 bed Flat	0.0	@	275,000		-
2 bed Flat	0.0	@	325,000		-
1 bed Bungalow	0.1	@	275,000		38,500
2 bed Bungalow	0.0	@	340,000		-
	14.0				6,629,700
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	1.4	@	228,750		330,635
3 bed House	2.9	@	259,250		749,440
4 bed House	0.0	@	256,200		-
5 bed House	0.0	@	366,000		-
1 bed Flat	0.0	@	167,750		-
2 bed Flat	0.0	@	198,250		-
1 bed Bungalow	0.0	@	167,750		7,347
2 bed Bungalow	0.0	@	207,400		-
	4.4				1,087,423
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	0.5	@	273,750		146,347
3 bed House	1.1	@	310,250		331,719
4 bed House	0.0	@	306,600		-
5 bed House	0.0	@	438,000		-
1 bed Flat	0.0	@	200,750		-
2 bed Flat	0.0	@	237,250		-
1 bed Bungalow	0.0	@	200,750		3,252
2 bed Bungalow	0.0	@	248,200		-
	1.6				481,318
Sub-total GDV Residential	**20.0**				**8,198,441**
AH on-site cost analysis:				*£MV less £GDV*	*873,259*
	402 £ psm (total GIA sqm)			*43,663 £ per unit (total units)*	
Grant	20	@	0		-
Total GDV					**8,198,441**

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DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(20,000)
Statutory Planning Fees (Residential)								(7,700)
CIL			1,639	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		20	units @	21,200	per unit	(424,000)	(424,000)
S106 analysis:			*5.17%*	*% of GDV*	*21,200*	*£ per unit (total units)*		
AH Commuted Sum			2,171	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			1.65	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		1.65	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			152	sqm @	1,195	psm		(182,190)
3 bed House			642	sqm @	1,195	psm		(767,429)
4 bed House			761	sqm @	1,195	psm		(909,945)
5 bed House			605	sqm @	1,195	psm		(722,736)
1 bed Flat			-	sqm @	1,372	psm		-
2 bed Flat			-	sqm @	1,372	psm		-
1 bed Bungalow			10	sqm @	1,195	psm		(11,950)
2 bed Bungalow		2,171	-	sqm @	1,195	psm		-
External works			2,594,249	@	15.0%			(389,137)
					19,457	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		20 units @	521	£ per dwelling	(3,647)
M4(3) Category 3 Housing		5%	of All units		20 units @	10,307	£ per dwelling	(10,307)
Water efficiency					20 units @	9	£ per dwelling	(180)
Contingency			2,997,521	@	3.0%			(89,926)
Professional Fees			2,997,521	@	6.5%			(194,839)
Disposal Costs -								
Marketing and Promotion			6,629,700	OMS @	3.00%			(198,891)
Residential Sales Agent Costs			6,629,700	OMS @	1.00%			(66,297)
Residential Sales Legal Costs			6,629,700	OMS @	0.50%			(33,149)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(12,098)
Developers Profit -								
Margin on AH			1,568,741		6.00%	on AH values		(94,124)
Profit on GDV			6,629,700		20.00%			(1,325,940)
			4,044,420		*32.78%*	*on costs*	*(1,325,940)*	
			8,198,441		*17.32%*	*blended*	*(1,420,064)*	
TOTAL COSTS								**(5,464,484)**

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RESIDUAL LAND VALUE							
Residual Land Value (gross)							2,733,957
SDLT			2,733,957	@	5.0%	(slabbed)	(126,198)
Acquisition Agent fees			2,733,957	@	1.0%		(27,340)
Acquisition Legal fees			2,733,957	@	0.5%		(13,670)
Interest on Land			2,733,957	@	6.0%		(164,037)
Residual Land Value							**2,402,712**
RLV analysis:	*120,136*	*£ per plot*	*3,604,068*	*£ per ha*	*1,458,546*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.67	ha	1.65	acres	
Density analysis:			*3,256*	*sqm/ha*	*14,185*	*sqft/ac*	
Threshold Land Value	30,476	£ per plot	914,270	£ per ha	370,000	£ per acre	**609,513**

BALANCE							
Surplus/(Deficit)			**2,689,798**	£ per ha	**1,088,546**	£ per acre	**1,793,199**

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SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	1,793,199	20%	25%	30%	35%	40%	45%	50%
	0	1,912,326	1,852,763	1,793,199	1,733,635	1,674,068	1,614,381	1,554,694
	10	1,895,201	1,836,708	1,778,215	1,719,721	1,661,228	1,602,665	1,544,043
	20	1,878,077	1,820,653	1,763,230	1,705,807	1,648,384	1,590,948	1,533,392
	30	1,860,952	1,804,599	1,748,246	1,691,893	1,635,540	1,579,187	1,522,741
	40	1,843,814	1,788,544	1,733,262	1,677,979	1,622,697	1,567,414	1,512,090
CIL £psm	50	1,826,606	1,772,490	1,718,278	1,664,065	1,609,853	1,555,641	1,501,429
0.00	60	1,809,398	1,756,392	1,703,293	1,650,151	1,597,009	1,543,867	1,490,726
	70	1,792,189	1,740,259	1,688,309	1,636,237	1,584,166	1,532,094	1,480,022
	80	1,774,981	1,724,127	1,673,272	1,622,323	1,571,322	1,520,321	1,469,319
	90	1,757,773	1,707,994	1,658,215	1,608,409	1,558,478	1,508,547	1,458,616
	100	1,740,565	1,691,861	1,643,158	1,594,454	1,545,635	1,496,774	1,447,913
	110	1,723,357	1,675,728	1,628,100	1,580,472	1,532,791	1,485,001	1,437,210
	120	1,706,148	1,659,596	1,613,043	1,566,491	1,519,938	1,473,227	1,426,507
	130	1,688,940	1,643,463	1,597,986	1,552,509	1,507,032	1,461,454	1,415,804
	140	1,671,692	1,627,330	1,582,929	1,538,527	1,494,126	1,449,681	1,405,101
	150	1,654,400	1,611,198	1,567,872	1,524,546	1,481,220	1,437,894	1,394,398
	160	1,637,108	1,595,028	1,552,814	1,510,564	1,468,313	1,426,063	1,383,695
	170	1,619,816	1,578,817	1,537,757	1,496,582	1,455,407	1,414,232	1,372,992
	180	1,602,524	1,562,606	1,522,688	1,482,601	1,442,501	1,402,402	1,362,289
	190	1,585,232	1,546,395	1,507,557	1,468,619	1,429,595	1,390,571	1,351,547
	200	1,567,940	1,530,183	1,492,427	1,454,637	1,416,689	1,378,740	1,340,792

		AH - % on site 30%						
Balance (RLV - TLV)	1,793,199	20%	25%	30%	35%	40%	45%	50%
	15,000	2,021,973	1,962,409	1,902,845	1,843,170	1,783,483	1,723,797	1,664,110
	16,000	2,004,288	1,944,724	1,885,160	1,825,522	1,765,836	1,706,149	1,646,462
	17,000	1,986,603	1,927,039	1,867,475	1,807,874	1,748,188	1,688,501	1,628,815
	18,000	1,968,918	1,909,354	1,849,791	1,790,227	1,730,540	1,670,854	1,611,167
	19,000	1,951,233	1,891,669	1,832,106	1,772,542	1,712,892	1,653,206	1,593,519
Site Specific S106	20,000	1,933,548	1,873,984	1,814,421	1,754,857	1,695,245	1,635,558	1,575,872
21,200	21,000	1,915,863	1,856,300	1,796,736	1,737,172	1,677,597	1,617,910	1,558,224
	22,000	1,898,178	1,838,615	1,779,051	1,719,487	1,659,923	1,600,263	1,540,576
	23,000	1,880,493	1,820,930	1,761,366	1,701,802	1,642,238	1,582,615	1,522,929
	24,000	1,862,809	1,803,245	1,743,681	1,684,117	1,624,554	1,564,967	1,505,281
	25,000	1,845,124	1,785,560	1,725,996	1,666,432	1,606,869	1,547,305	1,487,633
	26,000	1,827,439	1,767,875	1,708,311	1,648,747	1,589,184	1,529,620	1,469,985
	27,000	1,809,754	1,750,190	1,690,626	1,631,063	1,571,499	1,511,935	1,452,338
	28,000	1,792,069	1,732,505	1,672,941	1,613,378	1,553,814	1,494,250	1,434,686
	29,000	1,774,381	1,714,820	1,655,256	1,595,693	1,536,129	1,476,565	1,417,001
	30,000	1,756,655	1,697,135	1,637,571	1,578,008	1,518,444	1,458,880	1,399,316
	31,000	1,738,928	1,679,450	1,619,887	1,560,323	1,500,759	1,441,195	1,381,632
	32,000	1,721,202	1,661,743	1,602,202	1,542,638	1,483,074	1,423,510	1,363,947
	33,000	1,703,476	1,644,017	1,584,517	1,524,953	1,465,389	1,405,825	1,346,262
	34,000	1,685,749	1,626,291	1,566,832	1,507,268	1,447,704	1,388,141	1,328,577
	35,000	1,668,023	1,608,564	1,549,105	1,489,583	1,430,019	1,370,456	1,310,892

		AH - % on site 30%						
Balance (RLV - TLV)	1,793,199	20%	25%	30%	35%	40%	45%	50%
	15%	2,243,811	2,163,530	2,083,248	2,002,967	1,922,681	1,842,277	1,761,873
	16%	2,177,514	2,101,376	2,025,238	1,949,100	1,872,959	1,796,698	1,720,437
Profit	17%	2,111,217	2,039,223	1,967,228	1,895,234	1,823,236	1,751,119	1,679,001
20.00%	18%	2,044,920	1,977,069	1,909,219	1,841,368	1,773,513	1,705,539	1,637,566
	19%	1,978,623	1,914,916	1,851,209	1,787,501	1,723,790	1,659,960	1,596,130
	20%	1,912,326	1,852,763	1,793,199	1,733,635	1,674,068	1,614,381	1,554,694
	21%	1,846,029	1,790,609	1,735,189	1,679,769	1,624,345	1,568,802	1,513,259
	22%	1,779,732	1,728,456	1,677,179	1,625,902	1,574,622	1,523,223	1,471,823
	23%	1,713,435	1,666,302	1,619,169	1,572,036	1,524,899	1,477,643	1,430,388
	24%	1,647,138	1,604,149	1,561,159	1,518,170	1,475,177	1,432,064	1,388,952
	25%	1,580,841	1,541,995	1,503,149	1,464,303	1,425,454	1,386,485	1,347,516

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Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	1,793,199	20%	25%	30%	35%	40%	45%	50%
	100,000	2,357,106	2,297,543	2,237,979	2,178,415	2,118,848	2,059,161	1,999,474
	150,000	2,274,740	2,215,176	2,155,612	2,096,048	2,036,481	1,976,794	1,917,108
TLV (per acre)	200,000	2,192,373	2,132,809	2,073,245	2,013,682	1,954,114	1,894,428	1,834,741
370,000	250,000	2,110,006	2,050,443	1,990,879	1,931,315	1,871,748	1,812,061	1,752,374
	300,000	2,027,640	1,968,076	1,908,512	1,848,948	1,789,381	1,729,694	1,670,008
	350,000	1,945,273	1,885,709	1,826,145	1,766,582	1,707,014	1,647,328	1,587,641
	400,000	1,862,906	1,803,343	1,743,779	1,684,215	1,624,648	1,564,961	1,505,274
	450,000	1,780,540	1,720,976	1,661,412	1,601,848	1,542,281	1,482,594	1,422,908
	500,000	1,698,173	1,638,609	1,579,045	1,519,482	1,459,914	1,400,228	1,340,541
	550,000	1,615,806	1,556,243	1,496,679	1,437,115	1,377,548	1,317,861	1,258,174

		AH - % on site 30%						
Balance (RLV - TLV)	1,793,199	20%	25%	30%	35%	40%	45%	50%
	25	1,790,424	1,730,860	1,671,296	1,611,732	1,552,165	1,492,478	1,432,792
	26	1,818,555	1,758,991	1,699,428	1,639,864	1,580,296	1,520,610	1,460,923
Density (dph)	27	1,844,603	1,785,039	1,725,475	1,665,911	1,606,344	1,546,657	1,486,971
30	28	1,868,790	1,809,226	1,749,662	1,690,098	1,630,531	1,570,844	1,511,158
	29	1,891,309	1,831,745	1,772,181	1,712,617	1,653,050	1,593,363	1,533,677
	30	1,912,326	1,852,763	1,793,199	1,733,635	1,674,068	1,614,381	1,554,694
	31	1,931,988	1,872,424	1,812,861	1,753,297	1,693,729	1,634,043	1,574,356
	32	1,950,421	1,890,857	1,831,293	1,771,730	1,712,162	1,652,476	1,592,789
	33	1,967,737	1,908,173	1,848,609	1,789,045	1,729,478	1,669,791	1,610,105
	34	1,984,034	1,924,470	1,864,906	1,805,343	1,745,775	1,686,088	1,626,402
	35	1,999,400	1,939,836	1,880,272	1,820,708	1,761,141	1,701,454	1,641,768

		AH - % on site 30%						
Balance (RLV - TLV)	1,793,199	20%	25%	30%	35%	40%	45%	50%
	25%	1,913,330	1,853,767	1,794,203	1,734,639	1,675,070	1,615,383	1,555,697
	30%	1,912,828	1,853,265	1,793,701	1,734,137	1,674,569	1,614,882	1,555,196
% Cat M4(2)	35%	1,912,326	1,852,763	1,793,199	1,733,635	1,674,068	1,614,381	1,554,694
35%	40%	1,911,824	1,852,261	1,792,697	1,733,133	1,673,566	1,613,880	1,554,193
	45%	1,911,322	1,851,758	1,792,195	1,732,631	1,673,065	1,613,379	1,553,692
	50%	1,910,820	1,851,256	1,791,693	1,732,129	1,672,564	1,612,877	1,553,191
	55%	1,910,318	1,850,754	1,791,191	1,731,627	1,672,063	1,612,376	1,552,690
	60%	1,909,816	1,850,252	1,790,689	1,731,125	1,671,561	1,611,875	1,552,188
	65%	1,909,314	1,849,750	1,790,187	1,730,623	1,671,059	1,611,374	1,551,687

		AH - % on site 30%						
Balance (RLV - TLV)	1,793,199	20%	25%	30%	35%	40%	45%	50%
	95%	2,059,839	1,998,389	1,936,940	1,875,378	1,813,809	1,752,239	1,690,670
	100%	1,912,326	1,852,763	1,793,199	1,733,635	1,674,068	1,614,381	1,554,694
Build rate (£psm)	105%	1,764,814	1,707,136	1,649,458	1,591,780	1,534,102	1,476,424	1,418,719
	110%	1,617,058	1,561,378	1,505,698	1,449,924	1,394,132	1,338,340	1,282,547
	115%	1,469,264	1,415,473	1,361,683	1,307,892	1,254,101	1,200,256	1,146,349
	120%	1,321,311	1,269,514	1,217,667	1,165,766	1,113,864	1,061,963	1,010,061
	125%	1,173,194	1,123,290	1,073,386	1,023,482	973,577	923,615	873,603
	130%	1,024,842	976,928	929,015	881,045	833,034	785,023	737,012

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme Ref: P
Title: 20 No. Units, Value Area - Medium B
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.0%	2.0	10%	2.0
3 bed House	20.0%	2.8	66.0%	4.0	34%	6.8
4 bed House	49.0%	6.9	0.0%	0.0	34%	6.9
5 bed House	30.0%	4.2	0.0%	0.0	21%	4.2
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	1.0%	0.1	1.0%	0.1	1%	0.2
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	14.0	100.0%	6.0	100%	20.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	152	1,641	152	1,641
3 bed House	266	2,863	376	4,049	642	6,913
4 bed House	761	8,196	0	0	761	8,196
5 bed House	605	6,510	0	0	605	6,510
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	7	75	3	32	10	108
2 bed Bungalow	0	0	0	0	0	0
	1,639	17,645	532	5,723	2,171	23,368
AH % by floor area:			*24.49%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	594,000
3 bed House	320,000	3,368	313	2,163,200
4 bed House	340,000	3,063	285	2,332,400
5 bed House	550,000	3,819	355	2,310,000
1 bed Flat	185,000	3,776	351	0
2 bed Flat	250,000	3,968	369	0
1 bed Bungalow	250,000	5,000	465	50,000
2 bed Bungalow	290,000	4,754	442	0
				7,449,600

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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Title: 20 No. Units, Value Area - Medium B
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	2.8	@	320,000		896,000
4 bed House	6.9	@	340,000		2,332,400
5 bed House	4.2	@	550,000		2,310,000
1 bed Flat	0.0	@	185,000		-
2 bed Flat	0.0	@	250,000		-
1 bed Bungalow	0.1	@	250,000		35,000
2 bed Bungalow	0.0	@	290,000		-
	14.0				5,573,400
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	1.4	@	183,000		264,508
3 bed House	2.9	@	195,200		564,284
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	112,850		-
2 bed Flat	0.0	@	152,500		-
1 bed Bungalow	0.0	@	152,500		6,680
2 bed Bungalow	0.0	@	176,900		-
	4.4				835,472
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.5	@	219,000		117,077
3 bed House	1.1	@	233,600		249,765
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	135,050		-
2 bed Flat	0.0	@	182,500		-
1 bed Bungalow	0.0	@	182,500		2,957
2 bed Bungalow	0.0	@	211,700		-
	1.6				369,799
Sub-total GDV Residential	**20.0**				**6,778,671**
AH on-site cost analysis:				*£MV less £GDV*	*670,929*
	309	*£ psm (total GIA sqm)*		*33,546*	*£ per unit (total units)*
Grant	20	@	0		-
Total GDV					**6,778,671**

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Scheme Ref: P
Title: 20 No. Units, Value Area - Medium B
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(20,000)
Statutory Planning Fees (Residential)									(7,700)
CIL			1,639	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		20	units @		21,200	per unit	(424,000)	(424,000)
S106 analysis:			*6.25%*	*% of GDV*		*21,200*	*£ per unit (total units)*		
AH Commuted Sum			2,171	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			1.65	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		1.65	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			152	sqm @		1,195	psm		(182,190)
3 bed House			642	sqm @		1,195	psm		(767,429)
4 bed House			761	sqm @		1,195	psm		(909,945)
5 bed House			605	sqm @		1,195	psm		(722,736)
1 bed Flat			-	sqm @		1,372	psm		-
2 bed Flat			-	sqm @		1,372	psm		-
1 bed Bungalow			10	sqm @		1,195	psm		(11,950)
2 bed Bungalow		2,171	-	sqm @		1,195	psm		-
External works			2,594,249	@		15.0%			(389,137)
						19,457	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		20	units @	521	£ per dwelling	(3,647)
M4(3) Category 3 Housing		5%	of All units		20	units @	10,307	£ per dwelling	(10,307)
Water efficiency					20	units @	9	£ per dwelling	(180)
Contingency			2,997,521	@		3.0%			(89,926)
Professional Fees			2,997,521	@		6.5%			(194,839)
Disposal Costs -									
Marketing and Promotion			5,573,400	OMS @		3.00%			(167,202)
Residential Sales Agent Costs			5,573,400	OMS @		1.00%			(55,734)
Residential Sales Legal Costs			5,573,400	OMS @		0.50%			(27,867)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(15,833)
Developers Profit -									
Margin on AH			1,205,271			6.00%	on AH values		(72,316)
Profit on GDV			5,573,400			20.00%			(1,114,680)
			4,000,621			*27.86%*	*on costs*	*(1,114,680)*	
			6,778,671			*17.51%*	*blended*	*(1,186,996)*	
TOTAL COSTS									**(5,187,617)**

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Scheme Ref:	**P**
Title:	**20 No. Units, Value Area - Medium B**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							1,591,053
SDLT			1,591,053	@	5.0%	(slabbed)	(69,053)
Acquisition Agent fees			1,591,053	@	1.0%		(15,911)
Acquisition Legal fees			1,591,053	@	0.5%		(7,955)
Interest on Land			1,591,053	@	6.0%		(95,463)
Residual Land Value							**1,402,672**
RLV analysis:	*70,134*	*£ per plot*	*2,104,008*	*£ per ha*	*851,480*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.67	ha	1.65	acres	
Density analysis:			*3,256*	*sqm/ha*	*14,185*	*sqft/ac*	
Threshold Land Value	21,415	£ per plot	642,460	£ per ha	260,000	£ per acre	**428,307**

BALANCE							
Surplus/(Deficit)			**1,461,548**	£ per ha	**591,480**	£ per acre	**974,365**

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Scheme Ref: P
Title: 20 No. Units, Value Area - Medium B
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	974,365	20%	25%	30%	35%	40%	45%	50%
	0	1,093,500	1,033,932	974,365	914,798	855,230	795,663	736,096
	10	1,076,208	1,017,721	959,235	900,748	842,261	783,775	725,288
	20	1,058,885	1,001,510	944,104	886,698	829,292	771,887	714,481
	30	1,041,509	985,237	928,964	872,649	816,323	759,998	703,673
	40	1,024,133	968,946	913,760	858,573	803,354	748,110	692,866
CIL £psm	50	1,006,757	952,656	898,556	844,455	790,354	736,222	682,058
0.00	60	989,381	936,366	883,351	830,337	777,322	724,308	671,251
	70	972,005	920,076	868,147	816,219	764,290	712,361	660,433
	80	954,613	903,786	852,943	802,101	751,258	700,415	649,573
	90	937,152	887,462	837,739	787,982	738,226	688,469	638,713
	100	919,692	871,092	822,493	773,864	725,194	676,523	627,852
	110	902,231	854,723	807,215	759,707	712,162	664,577	616,992
	120	884,770	838,354	791,937	745,520	699,104	652,631	606,132
	130	867,310	821,984	776,659	731,333	686,008	640,683	595,272
	140	849,846	805,615	761,381	717,147	672,912	628,678	584,412
	150	832,301	789,238	746,103	702,960	659,817	616,674	573,531
	160	814,755	772,789	730,822	688,773	646,721	604,670	562,618
	170	797,209	756,340	715,470	674,586	633,626	592,666	551,705
	180	779,663	739,890	700,117	660,344	620,530	580,661	540,792
	190	762,118	723,441	684,765	646,088	607,412	568,657	529,880
	200	744,572	706,992	669,412	631,833	594,253	556,653	518,967

		AH - % on site 30%						
Balance (RLV - TLV)	974,365	20%	25%	30%	35%	40%	45%	50%
	15,000	1,203,687	1,144,119	1,084,542	1,024,920	965,298	905,676	846,054
	16,000	1,185,915	1,126,347	1,066,780	1,007,194	947,572	887,950	828,328
	17,000	1,168,143	1,108,575	1,049,008	989,441	929,846	870,224	810,602
	18,000	1,150,370	1,090,803	1,031,236	971,669	912,101	852,497	792,875
	19,000	1,132,598	1,073,031	1,013,464	953,896	894,329	834,762	775,149
Site Specific S106	20,000	1,114,826	1,055,259	995,692	936,124	876,557	816,990	757,422
21,200	21,000	1,097,054	1,037,487	977,919	918,352	858,785	799,218	739,650
	22,000	1,079,282	1,019,715	960,147	900,580	841,013	781,445	721,878
	23,000	1,061,510	1,001,943	942,375	882,808	823,241	763,673	704,106
	24,000	1,043,736	984,170	924,603	865,036	805,469	745,901	686,334
	25,000	1,025,914	966,383	906,831	847,264	787,696	728,129	668,562
	26,000	1,008,092	948,561	889,030	829,492	769,924	710,357	650,790
	27,000	990,269	930,739	871,208	811,677	752,147	692,585	633,018
	28,000	972,447	912,917	853,386	793,855	734,325	674,794	615,245
	29,000	954,625	895,095	835,564	776,033	716,502	656,972	597,441
	30,000	936,803	877,272	817,742	758,211	698,680	639,150	579,619
	31,000	918,981	859,450	799,920	740,389	680,858	621,327	561,797
	32,000	901,159	841,628	782,098	722,567	663,036	603,505	543,975
	33,000	883,337	823,806	764,275	704,745	645,214	585,683	526,153
	34,000	865,481	805,969	746,453	686,923	627,392	567,861	508,330
	35,000	847,605	788,092	728,580	669,068	609,556	550,039	490,508

		AH - % on site 30%						
Balance (RLV - TLV)	974,365	20%	25%	30%	35%	40%	45%	50%
	15%	1,372,170	1,295,186	1,218,201	1,141,217	1,064,233	987,249	910,265
	16%	1,316,436	1,242,935	1,169,434	1,095,933	1,022,432	948,932	875,431
Profit	17%	1,260,702	1,190,684	1,120,667	1,050,649	980,632	910,615	840,597
20.00%	18%	1,204,968	1,138,434	1,071,900	1,005,366	938,831	872,297	805,763
	19%	1,149,234	1,086,183	1,023,132	960,082	897,031	833,980	770,930
	20%	1,093,500	1,033,932	974,365	914,798	855,230	795,663	736,096
	21%	1,037,766	981,682	925,598	869,514	813,430	757,346	701,262
	22%	982,032	929,431	876,831	824,230	771,629	719,029	666,428
	23%	926,298	877,181	828,063	778,946	729,829	680,712	631,595
	24%	870,564	824,930	779,296	733,662	688,028	642,395	596,761
	25%	814,830	772,679	730,529	688,378	646,228	604,078	561,927

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		AH - % on site 30%						
Balance (RLV - TLV)	974,365	20%	25%	30%	35%	40%	45%	50%
	100,000	1,357,073	1,297,506	1,237,938	1,178,371	1,118,804	1,059,236	999,669
	150,000	1,274,706	1,215,139	1,155,572	1,096,004	1,036,437	976,870	917,302
TLV (per acre)	200,000	1,192,340	1,132,772	1,073,205	1,013,638	954,070	894,503	834,936
260,000	250,000	1,109,973	1,050,406	990,838	931,271	871,704	812,136	752,569
	300,000	1,027,606	968,039	908,472	848,904	789,337	729,770	670,202
	350,000	945,240	885,672	826,105	766,538	706,970	647,403	587,836
	400,000	862,873	803,306	743,738	684,171	624,604	565,036	505,469
	450,000	780,506	720,939	661,372	601,804	542,237	482,670	423,102
	500,000	698,140	638,572	579,005	519,438	459,870	400,303	340,736
	550,000	615,773	556,206	496,638	437,071	377,504	317,936	258,369

		AH - % on site 30%						
Balance (RLV - TLV)	974,365	20%	25%	30%	35%	40%	45%	50%
	25	1,007,838	948,271	888,704	829,136	769,569	710,002	650,434
	26	1,027,606	968,039	908,472	848,904	789,337	729,770	670,202
Density (dph)	27	1,045,910	986,343	926,775	867,208	807,641	748,074	688,506
30	28	1,062,906	1,003,339	943,772	884,204	824,637	765,070	705,502
	29	1,078,731	1,019,163	959,596	900,029	840,461	780,894	721,327
	30	1,093,500	1,033,932	974,365	914,798	855,230	795,663	736,096
	31	1,107,316	1,047,749	988,181	928,614	869,047	809,479	749,912
	32	1,120,269	1,060,702	1,001,134	941,567	882,000	822,432	762,865
	33	1,132,437	1,072,869	1,013,302	953,735	894,167	834,600	775,033
	34	1,143,889	1,084,321	1,024,754	965,187	905,619	846,052	786,485
	35	1,154,686	1,095,119	1,035,552	975,984	916,417	856,850	797,282

		AH - % on site 30%						
Balance (RLV - TLV)	974,365	20%	25%	30%	35%	40%	45%	50%
	25%	1,094,508	1,034,941	975,373	915,806	856,239	796,671	737,104
	30%	1,094,004	1,034,436	974,869	915,302	855,735	796,167	736,600
% Cat M4(2)	35%	1,093,500	1,033,932	974,365	914,798	855,230	795,663	736,096
35%	40%	1,092,996	1,033,428	973,861	914,294	854,726	795,159	735,592
	45%	1,092,492	1,032,924	973,357	913,790	854,222	794,655	735,088
	50%	1,091,987	1,032,420	972,853	913,285	853,718	794,151	734,584
	55%	1,091,483	1,031,916	972,349	912,781	853,214	793,647	734,079
	60%	1,090,979	1,031,412	971,845	912,277	852,710	793,143	733,575
	65%	1,090,475	1,030,908	971,340	911,773	852,206	792,639	733,071

		AH - % on site 30%						
Balance (RLV - TLV)	974,365	20%	25%	30%	35%	40%	45%	50%
	95%	1,241,617	1,180,156	1,118,654	1,057,143	995,632	934,121	872,609
	100%	1,093,500	1,033,932	974,365	914,798	855,230	795,663	736,096
Build rate (£psm)	105%	945,157	887,524	829,891	772,259	714,626	656,994	599,339
	110%	796,526	740,820	685,115	629,409	573,703	517,998	462,269
	115%	647,486	593,701	539,916	486,131	432,346	378,561	324,776
	120%	497,913	446,044	394,175	342,306	290,437	238,568	186,699
	125%	347,597	297,623	247,648	197,674	147,699	97,725	47,750
	130%	196,344	148,230	100,107	51,985	3,862	(44,260)	(92,439)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: K
Title: 20 No. Units, Value Area - Lower C
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.0%	2.0	10%	2.0
3 bed House	20.0%	2.8	66.0%	4.0	34%	6.8
4 bed House	49.0%	6.9	0.0%	0.0	34%	6.9
5 bed House	30.0%	4.2	0.0%	0.0	21%	4.2
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	1.0%	0.1	1.0%	0.1	1%	0.2
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	14.0	100.0%	6.0	100%	20.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	152	1,641	152	1,641
3 bed House	266	2,863	376	4,049	642	6,913
4 bed House	761	8,196	0	0	761	8,196
5 bed House	605	6,510	0	0	605	6,510
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	7	75	3	32	10	108
2 bed Bungalow	0	0	0	0	0	0
	1,639	17,645	532	5,723	2,171	23,368
AH % by floor area:			*24.49%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	554,400
3 bed House	300,000	3,158	293	2,028,000
4 bed House	320,000	2,883	268	2,195,200
5 bed House	500,000	3,472	323	2,100,000
1 bed Flat	175,000	3,571	332	0
2 bed Flat	200,000	3,175	295	0
1 bed Bungalow	190,000	3,800	353	38,000
2 bed Bungalow	250,000	4,098	381	0
				6,915,600

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: K
Title: 20 No. Units, Value Area - Lower C
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	0.0	@	280,000		-
3 bed House	2.8	@	300,000		840,000
4 bed House	6.9	@	320,000		2,195,200
5 bed House	4.2	@	500,000		2,100,000
1 bed Flat	0.0	@	175,000		-
2 bed Flat	0.0	@	200,000		-
1 bed Bungalow	0.1	@	190,000		26,600
2 bed Bungalow	0.0	@	250,000		-
	14.0				5,161,800
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	1.4	@	170,800		246,874
3 bed House	2.9	@	183,000		529,016
4 bed House	0.0	@	195,200		-
5 bed House	0.0	@	305,000		-
1 bed Flat	0.0	@	106,750		-
2 bed Flat	0.0	@	122,000		-
1 bed Bungalow	0.0	@	115,900		5,076
2 bed Bungalow	0.0	@	152,500		-
	4.4				780,967
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	0.5	@	204,400		109,272
3 bed House	1.1	@	219,000		234,155
4 bed House	0.0	@	233,600		-
5 bed House	0.0	@	365,000		-
1 bed Flat	0.0	@	127,750		-
2 bed Flat	0.0	@	146,000		-
1 bed Bungalow	0.0	@	138,700		2,247
2 bed Bungalow	0.0	@	182,500		-
	1.6				345,674
Sub-total GDV Residential	**20.0**				**6,288,441**
AH on-site cost analysis:				*£MV less £GDV*	*627,159*
	289 £ psm (total GIA sqm)			*31,358 £ per unit (total units)*	
Grant	20	@	0		-
Total GDV					**6,288,441**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: K
Title: 20 No. Units, Value Area - Lower C
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(20,000)
Statutory Planning Fees (Residential)									(7,700)
CIL			1,639	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		20	units @		21,200	per unit	(424,000)	(424,000)
S106 analysis:			*6.74%*	*% of GDV*		*21,200*	*£ per unit (total units)*		
AH Commuted Sum			2,171	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			1.65	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		1.65	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			152	sqm @		1,195	psm		(182,190)
3 bed House			642	sqm @		1,195	psm		(767,429)
4 bed House			761	sqm @		1,195	psm		(909,945)
5 bed House			605	sqm @		1,195	psm		(722,736)
1 bed Flat			-	sqm @		1,372	psm		-
2 bed Flat			-	sqm @		1,372	psm		-
1 bed Bungalow			10	sqm @		1,195	psm		(11,950)
2 bed Bungalow		2,171	-	sqm @		1,195	psm		-
External works			2,594,249	@		15.0%			(389,137)
						19,457	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		20	units @	521	£ per dwelling	(3,647)
M4(3) Category 3 Housing		5%	of All units		20	units @	10,307	£ per dwelling	(10,307)
Water efficiency					20	units @	9	£ per dwelling	(180)
Contingency			2,997,521	@		3.0%			(89,926)
Professional Fees			2,997,521	@		6.5%			(194,839)
Disposal Costs -									
Marketing and Promotion			5,161,800	OMS @		3.00%			(154,854)
Residential Sales Agent Costs			5,161,800	OMS @		1.00%			(51,618)
Residential Sales Legal Costs			5,161,800	OMS @		0.50%			(25,809)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(18,094)
Developers Profit -									
Margin on AH			1,126,641			6.00%	on AH values		(67,598)
Profit on GDV			5,161,800			20.00%			(1,032,360)
			3,984,360			*25.91%*	*on costs*	*(1,032,360)*	
			6,288,441			*17.49%*	*blended*	*(1,099,958)*	
TOTAL COSTS									**(5,084,318)**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref:	**K**
Title:	**20 No. Units, Value Area - Lower C**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							1,204,123
SDLT			1,204,123	@	5.0%	(slabbed)	(49,706)
Acquisition Agent fees			1,204,123	@	1.0%		(12,041)
Acquisition Legal fees			1,204,123	@	0.5%		(6,021)
Interest on Land			1,204,123	@	6.0%		(72,247)
Residual Land Value							**1,064,107**
RLV analysis:	*53,205*	*£ per plot*	*1,596,161*	*£ per ha*	*645,958*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.67	ha	1.65	acres	
Density analysis:			*3,256*	*sqm/ha*	*14,185*	*sqft/ac*	
Threshold Land Value	14,826	£ per plot	444,780	£ per ha	180,000	£ per acre	**296,520**

BALANCE							
Surplus/(Deficit)			**1,151,381**	£ per ha	**465,958**	£ per acre	**767,587**

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171222 CBC Residential Appraisals_L-Q_v4

Scheme Ref: K
Title: 20 No. Units, Value Area - Lower C
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	767,587	20%	25%	30%	35%	40%	45%	50%
	0	869,316	818,452	767,587	716,706	665,813	614,920	564,027
	10	851,855	802,082	752,309	702,536	652,763	602,974	553,167
	20	834,395	785,713	737,031	688,349	639,668	590,986	542,304
	30	816,934	769,344	721,753	674,163	626,572	578,982	531,391
	40	799,473	752,974	706,475	659,976	613,477	566,977	520,478
CIL £psm	50	781,939	736,571	691,197	645,789	600,381	554,973	509,565
0.00	60	764,394	720,122	675,850	631,578	587,285	542,969	498,652
	70	746,848	703,673	660,497	617,322	574,147	530,965	487,739
	80	729,302	687,224	645,145	603,066	560,988	518,909	476,826
	90	711,756	670,774	629,792	588,810	547,828	506,846	465,864
	100	694,131	654,296	614,440	574,554	534,669	494,784	454,898
	110	676,500	637,767	599,034	560,299	521,510	482,721	443,932
	120	658,868	621,237	583,606	545,975	508,344	470,658	432,966
	130	641,237	604,708	568,179	531,650	495,121	458,592	422,000
	140	623,603	588,179	552,752	517,325	481,898	446,471	411,034
	150	605,886	571,623	537,325	503,000	468,674	434,349	400,024
	160	588,169	555,013	521,857	488,674	455,451	422,228	389,005
	170	570,452	538,404	506,355	474,306	442,228	410,106	377,985
	180	552,735	521,794	490,852	459,911	428,970	397,985	366,966
	190	535,005	505,184	475,350	445,516	415,682	385,848	355,946
	200	517,201	488,548	459,848	431,121	402,394	373,667	344,927

		AH - % on site 30%						
Balance (RLV - TLV)	767,587	20%	25%	30%	35%	40%	45%	50%
	15,000	979,882	928,989	878,096	827,203	776,310	725,373	674,436
	16,000	962,060	911,167	860,274	809,381	758,488	707,595	656,664
	17,000	944,238	893,345	842,452	791,559	740,666	689,773	638,880
	18,000	926,415	875,523	824,630	773,737	722,844	671,951	621,058
	19,000	908,593	857,700	806,808	755,915	705,022	654,129	603,236
Site Specific S106	20,000	890,768	839,878	788,985	738,093	687,200	636,307	585,414
21,200	21,000	872,891	822,027	771,163	720,270	669,378	618,485	567,592
	22,000	855,015	804,151	753,286	702,422	651,555	600,662	549,770
	23,000	837,139	786,274	735,410	684,546	633,681	582,817	531,947
	24,000	819,262	768,398	717,534	666,669	615,805	564,940	514,076
	25,000	801,386	750,521	699,657	648,793	597,928	547,064	496,200
	26,000	783,509	732,645	681,781	630,916	580,052	529,188	478,323
	27,000	765,633	714,769	663,904	613,040	562,176	511,311	460,447
	28,000	747,710	696,858	646,007	595,155	544,299	493,435	442,570
	29,000	729,775	678,923	628,072	577,220	526,369	475,517	424,666
	30,000	711,840	660,988	610,137	559,285	508,434	457,582	406,731
	31,000	693,905	643,053	592,202	541,350	490,499	439,647	388,796
	32,000	675,970	625,118	574,267	523,415	472,564	421,712	370,861
	33,000	658,035	607,183	556,332	505,480	454,629	403,777	352,926
	34,000	640,068	589,213	538,359	487,505	436,650	385,796	334,942
	35,000	622,070	571,215	520,361	469,507	418,652	367,798	316,944

		AH - % on site 30%						
Balance (RLV - TLV)	767,587	20%	25%	30%	35%	40%	45%	50%
	15%	1,127,406	1,060,411	993,416	926,404	859,381	792,357	725,334
	16%	1,075,788	1,012,019	948,250	884,464	820,667	756,870	693,072
Profit	17%	1,024,170	963,627	903,085	842,525	781,954	721,382	660,811
20.00%	18%	972,552	915,236	857,919	800,585	743,240	685,895	628,550
	19%	920,934	866,844	812,753	758,646	704,527	650,408	596,289
	20%	869,316	818,452	767,587	716,706	665,813	614,920	564,027
	21%	817,698	770,060	722,422	674,766	627,100	579,433	531,766
	22%	766,080	721,668	677,256	632,827	588,386	543,945	499,505
	23%	714,462	673,276	632,090	590,887	549,673	508,458	467,244
	24%	662,844	624,884	586,924	548,947	510,959	472,971	434,982
	25%	611,226	576,492	541,759	507,008	472,246	437,483	402,721

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Scheme Ref: K
Title: 20 No. Units, Value Area - Lower C
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	767,587	20%	25%	30%	35%	40%	45%	50%
	100,000	1,001,103	950,239	899,374	848,493	797,600	746,707	695,814
	150,000	918,736	867,872	817,007	766,126	715,233	664,340	613,447
TLV (per acre)	200,000	836,370	785,505	734,641	683,759	632,866	581,974	531,081
180,000	250,000	754,003	703,139	652,274	601,393	550,500	499,607	448,714
	300,000	671,636	620,772	569,907	519,026	468,133	417,240	366,347
	350,000	589,270	538,405	487,541	436,659	385,766	334,874	283,981
	400,000	506,903	456,039	405,174	354,293	303,400	252,507	201,614
	450,000	424,536	373,672	322,807	271,926	221,033	170,140	119,247
	500,000	342,170	291,305	240,441	189,559	138,666	87,774	36,881
	550,000	259,803	208,939	158,074	107,193	56,300	5,407	(45,486)

		AH - % on site 30%						
Balance (RLV - TLV)	767,587	20%	25%	30%	35%	40%	45%	50%
	25	810,012	759,148	708,283	657,402	606,509	555,616	504,723
	26	823,698	772,833	721,969	671,088	620,195	569,302	518,409
Density (dph)	27	836,370	785,505	734,641	683,759	632,866	581,974	531,081
30	28	848,136	797,272	746,407	695,526	644,633	593,740	542,847
	29	859,091	808,227	757,363	706,481	655,588	604,695	553,802
	30	869,316	818,452	767,587	716,706	665,813	614,920	564,027
	31	878,881	828,017	777,153	726,271	675,378	624,485	573,592
	32	887,849	836,984	786,120	735,238	684,346	633,453	582,560
	33	896,273	845,408	794,544	743,662	692,769	641,877	590,984
	34	904,201	853,337	802,472	751,591	700,698	649,805	598,912
	35	911,676	860,812	809,947	759,066	708,173	657,280	606,387

		AH - % on site 30%						
Balance (RLV - TLV)	767,587	20%	25%	30%	35%	40%	45%	50%
	25%	870,330	819,465	768,601	717,717	666,824	615,931	565,038
	30%	869,823	818,959	768,094	717,211	666,318	615,426	564,533
% Cat M4(2)	35%	869,316	818,452	767,587	716,706	665,813	614,920	564,027
35%	40%	868,809	817,945	767,081	716,201	665,308	614,415	563,522
	45%	868,303	817,438	766,574	715,695	664,802	613,910	563,017
	50%	867,796	816,932	766,067	715,190	664,297	613,404	562,511
	55%	867,289	816,425	765,561	714,685	663,792	612,899	562,006
	60%	866,783	815,918	765,054	714,179	663,286	612,393	561,501
	65%	866,276	815,412	764,547	713,674	662,781	611,888	560,995

		AH - % on site 30%						
Balance (RLV - TLV)	767,587	20%	25%	30%	35%	40%	45%	50%
	95%	1,017,866	965,075	912,284	859,493	806,667	753,836	701,006
	100%	869,316	818,452	767,587	716,706	665,813	614,920	564,027
Build rate (£psm)	105%	720,334	671,392	622,449	573,507	524,564	475,622	426,663
	110%	570,797	523,773	476,749	429,726	382,702	335,678	288,654
	115%	420,485	375,366	330,247	285,127	240,008	194,888	149,769
	120%	269,142	225,891	182,640	139,389	96,138	52,863	9,557
	125%	116,314	74,899	33,484	(7,931)	(49,346)	(90,761)	(132,176)
	130%	(37,332)	(76,783)	(116,234)	(155,685)	(195,136)	(234,587)	(274,098)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_L-Q_v4 - Summary Table

Scheme Details:	Scheme Ref:	**L**	**M**	**N**	**O**	**P**	**K**
	Title:	11 No. Units, Value Area - High A	11 No. Units, Value Area - Medium B	11 No. Units, Value Area - Lower C	20 No. Units, Value Area - High A	20 No. Units, Value Area - Medium B	20 No. Units, Value Area - Lower C
	Notes:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
	Total GDV (£)	4,118,919	3,205,256	3,008,857	8,198,441	6,778,671	6,288,441
Policy Costs:	AH % (on-site)	30%	30%	30%	30%	30%	30%
	CIL (£ psm)	-	-	-	-	-	-
	CIL (£)	-	-	-	-	-	-
	Site Specific S106 (£/unit)	21,200	21,200	21,200	21,200	21,200	21,200
	Site Specific S106 (£)	233,200	233,200	233,200	424,000	424,000	424,000
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
	Developers Profit (% blended)	17.06%	17.10%	17.11%	17.32%	17.51%	17.49%
	Total Developers Profit (£)	702,590	548,055	514,711	1,420,064	1,186,996	1,099,958
Residual Land Value (RLV):	RLV (£/acre)	1,334,321	627,733	474,667	1,458,546	851,480	645,958
	RLV (£/ha)	3,297,108	1,551,128	1,172,903	3,604,068	2,104,008	1,596,161
	RLV (£ net)	1,208,940	568,747	430,064	2,402,712	1,402,672	1,064,107
Threshold Land Value (TLV):	TLV (£/acre)	370,000	260,000	180,000	370,000	260,000	180,000
	TLV (£/ha)	914,270	642,460	444,780	914,270	642,460	444,780
	TLV (£ net)	335,232	235,569	163,086	609,513	428,307	296,520
Balance for Plan VA:	Surplus/Deficit (£/acre)	964,321	367,733	294,667	1,088,546	591,480	465,958
	Surplus/Deficit (£/ha)	2,382,838	908,668	728,123	2,689,798	1,461,548	1,151,381
	Surplus/Deficit	873,707	333,178	266,978	1,793,199	974,365	767,587
	Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable

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171222 CBC Residential Appraisals_R-W_v4 - Version Notes

Date	Version	Comments
171222	v4	

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: R
Title: 30 No. Units, Value Area - High A
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.0%	3.0	10%	3.0
3 bed House	20.0%	4.2	66.0%	5.9	34%	10.1
4 bed House	49.0%	10.3	0.0%	0.0	34%	10.3
5 bed House	30.0%	6.3	0.0%	0.0	21%	6.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	1.0%	0.2	1.0%	0.1	1%	0.3
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	21.0	100.0%	9.0	100%	30.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	229	2,462	229	2,462
3 bed House	399	4,295	564	6,074	963	10,369
4 bed House	1,142	12,294	0	0	1,142	12,294
5 bed House	907	9,765	0	0	907	9,765
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	11	113	5	48	15	161
2 bed Bungalow	0	0	0	0	0	0
	2,459	26,467	797	8,584	3,256	35,051
AH % by floor area:			*24.49%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	1,113,750
3 bed House	425,000	4,474	416	4,309,500
4 bed House	420,000	3,784	352	4,321,800
5 bed House	600,000	4,167	387	3,780,000
1 bed Flat	275,000	5,612	521	0
2 bed Flat	325,000	5,159	479	0
1 bed Bungalow	275,000	5,500	511	82,500
2 bed Bungalow	340,000	5,574	518	0
				13,607,550

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: R
Title: 30 No. Units, Value Area - High A
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	0.0	@	375,000		-
3 bed House	4.2	@	425,000		1,785,000
4 bed House	10.3	@	420,000		4,321,800
5 bed House	6.3	@	600,000		3,780,000
1 bed Flat	0.0	@	275,000		-
2 bed Flat	0.0	@	325,000		-
1 bed Bungalow	0.2	@	275,000		57,750
2 bed Bungalow	0.0	@	340,000		-
	21.0				9,944,550
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	2.2	@	228,750		495,953
3 bed House	4.3	@	259,250		1,124,160
4 bed House	0.0	@	256,200		-
5 bed House	0.0	@	366,000		-
1 bed Flat	0.0	@	167,750		-
2 bed Flat	0.0	@	198,250		-
1 bed Bungalow	0.1	@	167,750		11,021
2 bed Bungalow	0.0	@	207,400		-
	6.6				1,631,134
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	0.8	@	273,750		219,520
3 bed House	1.6	@	310,250		497,579
4 bed House	0.0	@	306,600		-
5 bed House	0.0	@	438,000		-
1 bed Flat	0.0	@	200,750		-
2 bed Flat	0.0	@	237,250		-
1 bed Bungalow	0.0	@	200,750		4,878
2 bed Bungalow	0.0	@	248,200		-
	2.4				721,977
Sub-total GDV Residential	**30.0**				**12,297,661**
AH on-site cost analysis:				*£MV less £GDV*	*1,309,889*
	402	*£ psm (total GIA sqm)*		*43,663*	*£ per unit (total units)*
Grant	30	@	0		-
Total GDV					**12,297,661**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: R
Title: 30 No. Units, Value Area - High A
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(30,000)
Statutory Planning Fees (Residential)									(11,550)
CIL			2,459	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		30	units @	21,200	per unit		(636,000)	(636,000)
S106 analysis:			*5.17%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			3,256	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			2.47	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		2.47	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			229	sqm @	1,195	psm			(273,285)
3 bed House			963	sqm @	1,195	psm			(1,151,144)
4 bed House			1,142	sqm @	1,195	psm			(1,364,917)
5 bed House			907	sqm @	1,195	psm			(1,084,104)
1 bed Flat			-	sqm @	1,372	psm			-
2 bed Flat			-	sqm @	1,372	psm			-
1 bed Bungalow			15	sqm @	1,195	psm			(17,925)
2 bed Bungalow		3,256	-	sqm @	1,195	psm			-
External works			3,891,374	@	15.0%				(583,706)
					19,457	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		30 units @	521	£ per dwelling		(5,471)
M4(3) Category 3 Housing		5%	of All units		30 units @	10,307	£ per dwelling		(15,461)
Water efficiency					30 units @	9	£ per dwelling		(270)
Contingency			4,496,281	@	3.0%				(134,888)
Professional Fees			4,496,281	@	6.5%				(292,258)
Disposal Costs -									
Marketing and Promotion			9,944,550	OMS @	3.00%				(298,337)
Residential Sales Agent Costs			9,944,550	OMS @	1.00%				(99,446)
Residential Sales Legal Costs			9,944,550	OMS @	0.50%				(49,723)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(14,066)
Developers Profit -									
Margin on AH			2,353,111		6.00%	on AH values			(141,187)
Profit on GDV			9,944,550		20.00%				(1,988,910)
			6,062,549		*32.81%*	*on costs*		*(1,988,910)*	
			12,297,661		*17.32%*	*blended*		*(2,130,097)*	
TOTAL COSTS									**(8,192,645)**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref:	**R**
Title:	**30 No. Units, Value Area - High A**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							4,105,016
SDLT			4,105,016	@	5.0%	(slabbed)	(194,751)
Acquisition Agent fees			4,105,016	@	1.0%		(41,050)
Acquisition Legal fees			4,105,016	@	0.5%		(20,525)
Interest on Land			4,105,016	@	6.0%		(246,301)
Residual Land Value							**3,602,389**
RLV analysis:	*120,080*	*£ per plot*	*3,602,389*	*£ per ha*	*1,457,867*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			1.00	ha	2.47	acres	
Density analysis:			*3,256*	*sqm/ha*	*14,185*	*sqft/ac*	
Threshold Land Value	30,476	£ per plot	914,270	£ per ha	370,000	£ per acre	**914,270**

BALANCE							
Surplus/(Deficit)			**2,688,119**	£ per ha	**1,087,867**	£ per acre	**2,688,119**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: R
Title: 30 No. Units, Value Area - High A
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	2,688,119	20%	25%	30%	35%	40%	45%	50%
	0	2,867,415	2,777,767	2,688,119	2,598,471	2,508,739	2,418,966	2,329,193
	10	2,841,727	2,753,685	2,665,643	2,577,600	2,489,558	2,401,392	2,313,217
	20	2,816,040	2,729,603	2,643,166	2,556,729	2,470,292	2,383,817	2,297,240
	30	2,790,353	2,705,521	2,620,690	2,535,858	2,451,027	2,366,195	2,281,263
	40	2,764,665	2,681,439	2,598,213	2,514,987	2,431,761	2,348,535	2,265,286
CIL £psm	50	2,738,912	2,657,357	2,575,737	2,494,116	2,412,496	2,330,875	2,249,255
0.00	60	2,713,099	2,633,232	2,553,261	2,473,246	2,393,230	2,313,215	2,233,200
	70	2,687,287	2,609,033	2,530,778	2,452,375	2,373,965	2,295,555	2,217,146
	80	2,661,475	2,584,834	2,508,192	2,431,504	2,354,699	2,277,895	2,201,091
	90	2,635,662	2,560,635	2,485,607	2,410,579	2,335,434	2,260,235	2,185,037
	100	2,609,850	2,536,435	2,463,021	2,389,606	2,316,169	2,242,575	2,168,982
	110	2,584,038	2,512,236	2,440,435	2,368,634	2,296,833	2,224,915	2,152,928
	120	2,558,225	2,488,037	2,417,849	2,347,661	2,277,473	2,207,255	2,136,873
	130	2,532,317	2,463,838	2,395,264	2,326,689	2,258,114	2,189,539	2,120,818
	140	2,506,379	2,439,603	2,372,678	2,305,716	2,238,755	2,171,793	2,104,764
	150	2,480,441	2,415,286	2,350,092	2,284,744	2,219,396	2,154,047	2,088,699
	160	2,454,503	2,390,969	2,327,436	2,263,771	2,200,036	2,136,301	2,072,566
	170	2,428,565	2,366,653	2,304,741	2,242,799	2,180,677	2,118,555	2,056,434
	180	2,402,627	2,342,336	2,282,045	2,221,754	2,161,318	2,100,809	2,040,301
	190	2,376,689	2,318,019	2,259,349	2,200,679	2,141,959	2,083,063	2,024,168
	200	2,350,745	2,293,702	2,236,653	2,179,605	2,122,556	2,065,317	2,008,036

		AH - % on site 30%						
Balance (RLV - TLV)	2,688,119	20%	25%	30%	35%	40%	45%	50%
	15,000	3,031,502	2,941,854	2,852,102	2,762,330	2,672,557	2,582,784	2,493,012
	16,000	3,005,036	2,915,389	2,825,680	2,735,907	2,646,135	2,556,362	2,466,590
	17,000	2,978,571	2,888,923	2,799,258	2,709,485	2,619,712	2,529,940	2,440,167
	18,000	2,952,105	2,862,457	2,772,809	2,683,063	2,593,290	2,503,517	2,413,745
	19,000	2,925,639	2,835,991	2,746,344	2,656,640	2,566,868	2,477,095	2,387,323
Site Specific S106	20,000	2,899,173	2,809,526	2,719,878	2,630,218	2,540,445	2,450,673	2,360,900
21,200	21,000	2,872,708	2,783,060	2,693,412	2,603,764	2,514,023	2,424,251	2,334,478
	22,000	2,846,242	2,756,594	2,666,946	2,577,299	2,487,601	2,397,828	2,308,056
	23,000	2,819,776	2,730,128	2,640,481	2,550,833	2,461,178	2,371,406	2,281,633
	24,000	2,793,310	2,703,663	2,614,015	2,524,367	2,434,719	2,344,984	2,255,211
	25,000	2,766,845	2,677,197	2,587,549	2,497,901	2,408,253	2,318,561	2,228,789
	26,000	2,740,379	2,650,731	2,561,083	2,471,436	2,381,788	2,292,139	2,202,366
	27,000	2,713,913	2,624,265	2,534,618	2,444,970	2,355,322	2,265,674	2,175,944
	28,000	2,687,447	2,597,800	2,508,152	2,418,504	2,328,856	2,239,208	2,149,522
	29,000	2,660,982	2,571,334	2,481,686	2,392,038	2,302,391	2,212,743	2,123,095
	30,000	2,634,516	2,544,868	2,455,220	2,365,573	2,275,925	2,186,277	2,096,629
	31,000	2,608,050	2,518,402	2,428,755	2,339,107	2,249,459	2,159,811	2,070,163
	32,000	2,581,584	2,491,937	2,402,289	2,312,641	2,222,993	2,133,345	2,043,698
	33,000	2,555,107	2,465,471	2,375,823	2,286,175	2,196,528	2,106,880	2,017,232
	34,000	2,528,593	2,439,005	2,349,357	2,259,710	2,170,062	2,080,414	1,990,766
	35,000	2,502,079	2,412,531	2,322,892	2,233,244	2,143,596	2,053,948	1,964,300

		AH - % on site 30%						
Balance (RLV - TLV)	2,688,119	20%	25%	30%	35%	40%	45%	50%
	15%	3,364,642	3,243,918	3,123,193	3,002,468	2,881,659	2,760,810	2,639,961
	16%	3,265,197	3,150,687	3,036,178	2,921,669	2,807,075	2,692,441	2,577,807
Profit	17%	3,165,751	3,057,457	2,949,163	2,840,870	2,732,491	2,624,072	2,515,654
20.00%	18%	3,066,306	2,964,227	2,862,149	2,760,070	2,657,907	2,555,704	2,453,500
	19%	2,966,860	2,870,997	2,775,134	2,679,271	2,583,323	2,487,335	2,391,347
	20%	2,867,415	2,777,767	2,688,119	2,598,471	2,508,739	2,418,966	2,329,193
	21%	2,767,969	2,684,537	2,601,104	2,517,672	2,434,155	2,350,597	2,267,040
	22%	2,668,524	2,591,306	2,514,089	2,436,872	2,359,570	2,282,228	2,204,887
	23%	2,569,078	2,498,076	2,427,074	2,356,073	2,284,986	2,213,860	2,142,733
	24%	2,469,633	2,404,846	2,340,060	2,275,273	2,210,402	2,145,491	2,080,580
	25%	2,370,187	2,311,616	2,253,045	2,194,474	2,135,818	2,077,122	2,018,426

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: R
Title: 30 No. Units, Value Area - High A
Notes: Greenfield

AH - % on site 30%

Balance (RLV - TLV)	2,688,119	20%	25%	30%	35%	40%	45%	50%
	100,000	3,534,585	3,444,937	3,355,289	3,265,641	3,175,909	3,086,136	2,996,363
	150,000	3,411,035	3,321,387	3,231,739	3,142,091	3,052,359	2,962,586	2,872,813
TLV (per acre)	200,000	3,287,485	3,197,837	3,108,189	3,018,541	2,928,809	2,839,036	2,749,263
370,000	250,000	3,163,935	3,074,287	2,984,639	2,894,991	2,805,259	2,715,486	2,625,713
	300,000	3,040,385	2,950,737	2,861,089	2,771,441	2,681,709	2,591,936	2,502,163
	350,000	2,916,835	2,827,187	2,737,539	2,647,891	2,558,159	2,468,386	2,378,613
	400,000	2,793,285	2,703,637	2,613,989	2,524,341	2,434,609	2,344,836	2,255,063
	450,000	2,669,735	2,580,087	2,490,439	2,400,791	2,311,059	2,221,286	2,131,513
	500,000	2,546,185	2,456,537	2,366,889	2,277,241	2,187,509	2,097,736	2,007,963
	550,000	2,422,635	2,332,987	2,243,339	2,153,691	2,063,959	1,974,186	1,884,413

AH - % on site 30%

Balance (RLV - TLV)	2,688,119	20%	25%	30%	35%	40%	45%	50%
	25	2,684,561	2,594,913	2,505,265	2,415,617	2,325,885	2,236,112	2,146,339
	26	2,726,758	2,637,110	2,547,462	2,457,814	2,368,082	2,278,309	2,188,537
Density (dph)	27	2,765,829	2,676,181	2,586,533	2,496,886	2,407,153	2,317,380	2,227,608
30	28	2,802,110	2,712,462	2,622,814	2,533,166	2,443,434	2,353,661	2,263,888
	29	2,835,888	2,746,240	2,656,592	2,566,945	2,477,212	2,387,440	2,297,667
	30	2,867,415	2,777,767	2,688,119	2,598,471	2,508,739	2,418,966	2,329,193
	31	2,896,907	2,807,259	2,717,611	2,627,964	2,538,231	2,448,459	2,358,686
	32	2,924,556	2,834,909	2,745,261	2,655,613	2,565,881	2,476,108	2,386,335
	33	2,950,530	2,860,882	2,771,234	2,681,587	2,591,854	2,502,082	2,412,309
	34	2,974,976	2,885,328	2,795,680	2,706,032	2,616,300	2,526,527	2,436,755
	35	2,998,025	2,908,377	2,818,729	2,729,081	2,639,349	2,549,576	2,459,803

AH - % on site 30%

Balance (RLV - TLV)	2,688,119	20%	25%	30%	35%	40%	45%	50%
	25%	2,868,918	2,779,271	2,689,623	2,599,975	2,510,241	2,420,468	2,330,696
	30%	2,868,167	2,778,519	2,688,871	2,599,223	2,509,490	2,419,717	2,329,945
% Cat M4(2)	35%	2,867,415	2,777,767	2,688,119	2,598,471	2,508,739	2,418,966	2,329,193
35%	40%	2,866,663	2,777,015	2,687,367	2,597,719	2,507,988	2,418,215	2,328,442
	45%	2,865,911	2,776,263	2,686,615	2,596,967	2,507,236	2,417,464	2,327,691
	50%	2,865,159	2,775,511	2,685,863	2,596,215	2,506,485	2,416,713	2,326,940
	55%	2,864,407	2,774,759	2,685,111	2,595,463	2,505,734	2,415,962	2,326,189
	60%	2,863,655	2,774,007	2,684,359	2,594,711	2,504,983	2,415,211	2,325,438
	65%	2,862,903	2,773,255	2,683,607	2,593,959	2,504,232	2,414,460	2,324,687

AH - % on site 30%

Balance (RLV - TLV)	2,688,119	20%	25%	30%	35%	40%	45%	50%
	95%	3,088,368	2,995,896	2,903,325	2,810,731	2,718,137	2,625,544	2,532,950
	100%	2,867,415	2,777,767	2,688,119	2,598,471	2,508,739	2,418,966	2,329,193
Build rate (£psm)	105%	2,646,461	2,559,637	2,472,814	2,385,991	2,299,168	2,212,344	2,125,437
	110%	2,425,432	2,341,508	2,257,509	2,173,511	2,089,512	2,005,513	1,921,514
	115%	2,204,161	2,123,099	2,042,038	1,960,976	1,879,856	1,798,682	1,717,508
	120%	1,982,890	1,904,657	1,826,424	1,748,191	1,669,958	1,591,726	1,513,493
	125%	1,761,340	1,686,035	1,610,731	1,535,406	1,460,002	1,384,598	1,309,193
	130%	1,539,706	1,467,235	1,394,763	1,322,291	1,249,820	1,177,348	1,104,877

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: S
Title: 30 No. Units, Value Area - Medium B
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.0%	3.0	10%	3.0
3 bed House	20.0%	4.2	66.0%	5.9	34%	10.1
4 bed House	49.0%	10.3	0.0%	0.0	34%	10.3
5 bed House	30.0%	6.3	0.0%	0.0	21%	6.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	1.0%	0.2	1.0%	0.1	1%	0.3
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	21.0	100.0%	9.0	100%	30.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	229	2,462	229	2,462
3 bed House	399	4,295	564	6,074	963	10,369
4 bed House	1,142	12,294	0	0	1,142	12,294
5 bed House	907	9,765	0	0	907	9,765
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	11	113	5	48	15	161
2 bed Bungalow	0	0	0	0	0	0
	2,459	26,467	797	8,584	3,256	35,051
AH % by floor area:			*24.49%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	891,000
3 bed House	320,000	3,368	313	3,244,800
4 bed House	340,000	3,063	285	3,498,600
5 bed House	550,000	3,819	355	3,465,000
1 bed Flat	185,000	3,776	351	0
2 bed Flat	250,000	3,968	369	0
1 bed Bungalow	250,000	5,000	465	75,000
2 bed Bungalow	290,000	4,754	442	0
				11,174,400

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: S
Title: 30 No. Units, Value Area - Medium B
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	4.2	@	320,000		1,344,000
4 bed House	10.3	@	340,000		3,498,600
5 bed House	6.3	@	550,000		3,465,000
1 bed Flat	0.0	@	185,000		-
2 bed Flat	0.0	@	250,000		-
1 bed Bungalow	0.2	@	250,000		52,500
2 bed Bungalow	0.0	@	290,000		-
	21.0				8,360,100
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	2.2	@	183,000		396,762
3 bed House	4.3	@	195,200		846,426
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	112,850		-
2 bed Flat	0.0	@	152,500		-
1 bed Bungalow	0.1	@	152,500		10,019
2 bed Bungalow	0.0	@	176,900		-
	6.6				1,253,208
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.8	@	219,000		175,616
3 bed House	1.6	@	233,600		374,648
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	135,050		-
2 bed Flat	0.0	@	182,500		-
1 bed Bungalow	0.0	@	182,500		4,435
2 bed Bungalow	0.0	@	211,700		-
	2.4				554,699
Sub-total GDV Residential	**30.0**				**10,168,006**
AH on-site cost analysis:				*£MV less £GDV*	*1,006,394*
	309	*£ psm (total GIA sqm)*		*33,546*	*£ per unit (total units)*
Grant	30	@	0		-
Total GDV					**10,168,006**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: S
Title: 30 No. Units, Value Area - Medium B
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(30,000)
Statutory Planning Fees (Residential)									(11,550)
CIL			2,459	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		30	units @	21,200	per unit		(636,000)	(636,000)
S106 analysis:			*6.25%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			3,256	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			2.47	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		2.47	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			229	sqm @	1,195	psm			(273,285)
3 bed House			963	sqm @	1,195	psm			(1,151,144)
4 bed House			1,142	sqm @	1,195	psm			(1,364,917)
5 bed House			907	sqm @	1,195	psm			(1,084,104)
1 bed Flat			-	sqm @	1,372	psm			-
2 bed Flat			-	sqm @	1,372	psm			-
1 bed Bungalow			15	sqm @	1,195	psm			(17,925)
2 bed Bungalow		3,256	-	sqm @	1,195	psm			-
External works			3,891,374	@	15.0%				(583,706)
					19,457	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		30 units @	521	£ per dwelling		(5,471)
M4(3) Category 3 Housing		5%	of All units		30 units @	10,307	£ per dwelling		(15,461)
Water efficiency					30 units @	9	£ per dwelling		(270)
Contingency			4,496,281	@	3.0%				(134,888)
Professional Fees			4,496,281	@	6.5%				(292,258)
Disposal Costs -									
Marketing and Promotion			8,360,100	OMS @	3.00%				(250,803)
Residential Sales Agent Costs			8,360,100	OMS @	1.00%				(83,601)
Residential Sales Legal Costs			8,360,100	OMS @	0.50%				(41,801)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(18,008)
Developers Profit -									
Margin on AH			1,807,906		6.00%	on AH values			(108,474)
Profit on GDV			8,360,100		20.00%				(1,672,020)
			5,995,190		*27.89%*	*on costs*		*(1,672,020)*	
			10,168,006		*17.51%*	*blended*		*(1,780,494)*	
TOTAL COSTS									**(7,775,684)**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref:	**S**
Title:	**30 No. Units, Value Area - Medium B**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							2,392,322
SDLT			2,392,322	@	5.0%	(slabbed)	(109,116)
Acquisition Agent fees			2,392,322	@	1.0%		(23,923)
Acquisition Legal fees			2,392,322	@	0.5%		(11,962)
Interest on Land			2,392,322	@	6.0%		(143,539)
Residual Land Value							**2,103,782**
RLV analysis:	*70,126*	*£ per plot*	*2,103,782*	*£ per ha*	*851,389*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			1.00	ha	2.47	acres	
Density analysis:			*3,256*	*sqm/ha*	*14,185*	*sqft/ac*	
Threshold Land Value	21,415	£ per plot	642,460	£ per ha	260,000	£ per acre	**642,460**

BALANCE							
Surplus/(Deficit)			**1,461,322**	£ per ha	**591,389**	£ per acre	**1,461,322**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: S
Title: 30 No. Units, Value Area - Medium B
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	1,461,322	20%	25%	30%	35%	40%	45%	50%
	0	1,640,668	1,550,995	1,461,322	1,371,648	1,281,975	1,192,301	1,102,594
	10	1,614,731	1,526,678	1,438,626	1,350,574	1,262,521	1,174,469	1,086,417
	20	1,588,793	1,502,361	1,415,930	1,329,499	1,243,068	1,156,637	1,070,205
	30	1,562,855	1,478,045	1,393,234	1,308,424	1,223,614	1,138,804	1,053,994
	40	1,536,827	1,453,689	1,370,539	1,287,350	1,204,161	1,120,972	1,037,783
CIL £psm	50	1,510,763	1,429,254	1,347,745	1,266,236	1,184,707	1,103,140	1,021,572
0.00	60	1,484,699	1,404,819	1,324,939	1,245,058	1,165,178	1,085,298	1,005,361
	70	1,458,635	1,380,384	1,302,132	1,223,881	1,145,630	1,067,379	989,128
	80	1,432,570	1,355,948	1,279,326	1,202,704	1,126,082	1,049,460	972,837
	90	1,406,423	1,331,497	1,256,520	1,181,527	1,106,534	1,031,540	956,547
	100	1,380,232	1,306,942	1,233,653	1,160,350	1,086,985	1,013,621	940,257
	110	1,354,041	1,282,388	1,210,735	1,139,083	1,067,430	995,702	923,967
	120	1,327,850	1,257,834	1,187,818	1,117,802	1,047,787	977,771	907,677
	130	1,301,659	1,233,280	1,164,901	1,096,522	1,028,143	959,764	891,385
	140	1,275,388	1,208,726	1,141,984	1,075,242	1,008,500	941,758	875,016
	150	1,249,069	1,184,055	1,119,040	1,053,962	988,857	923,752	858,647
	160	1,222,751	1,159,381	1,096,011	1,032,642	969,213	905,745	842,277
	170	1,196,432	1,134,707	1,072,983	1,011,258	949,533	887,739	825,908
	180	1,170,113	1,110,034	1,049,954	989,874	929,794	869,715	809,538
	190	1,143,715	1,085,360	1,026,925	968,490	910,055	851,621	793,169
	200	1,117,268	1,060,585	1,003,896	947,106	890,316	833,527	776,737

		AH - % on site 30%						
Balance (RLV - TLV)	1,461,322	20%	25%	30%	35%	40%	45%	50%
	15,000	1,805,280	1,715,564	1,625,847	1,536,131	1,446,414	1,356,698	1,266,981
	16,000	1,778,766	1,689,049	1,599,333	1,509,617	1,419,900	1,330,184	1,240,467
	17,000	1,752,252	1,662,535	1,572,819	1,483,102	1,393,386	1,303,669	1,213,953
	18,000	1,725,684	1,636,011	1,546,305	1,456,588	1,366,872	1,277,155	1,187,439
	19,000	1,699,117	1,609,443	1,519,770	1,430,074	1,340,358	1,250,641	1,160,925
Site Specific S106	20,000	1,672,549	1,582,876	1,493,203	1,403,529	1,313,844	1,224,127	1,134,411
21,200	21,000	1,645,982	1,556,309	1,466,635	1,376,962	1,287,288	1,197,613	1,107,897
	22,000	1,619,415	1,529,741	1,440,068	1,350,394	1,260,721	1,171,047	1,081,374
	23,000	1,592,847	1,503,174	1,413,500	1,323,827	1,234,153	1,144,480	1,054,807
	24,000	1,566,280	1,476,606	1,386,933	1,297,259	1,207,586	1,117,912	1,028,239
	25,000	1,539,712	1,450,039	1,360,365	1,270,692	1,181,018	1,091,345	1,001,672
	26,000	1,513,145	1,423,471	1,333,798	1,244,124	1,154,451	1,064,778	975,104
	27,000	1,486,577	1,396,904	1,307,230	1,217,557	1,127,884	1,038,210	948,537
	28,000	1,460,010	1,370,336	1,280,663	1,190,990	1,101,316	1,011,643	921,969
	29,000	1,433,403	1,343,749	1,254,095	1,164,422	1,074,749	985,075	895,402
	30,000	1,406,777	1,317,123	1,227,469	1,137,815	1,048,160	958,506	868,834
	31,000	1,380,152	1,290,497	1,200,843	1,111,189	1,021,534	931,880	842,226
	32,000	1,353,526	1,263,872	1,174,217	1,084,563	994,909	905,254	815,600
	33,000	1,326,900	1,237,246	1,147,591	1,057,937	968,283	878,629	788,974
	34,000	1,300,274	1,210,620	1,120,966	1,031,311	941,657	852,003	762,349
	35,000	1,273,648	1,183,994	1,094,340	1,004,686	915,031	825,377	735,723

		AH - % on site 30%						
Balance (RLV - TLV)	1,461,322	20%	25%	30%	35%	40%	45%	50%
	15%	2,058,673	1,942,875	1,827,076	1,711,277	1,595,479	1,479,680	1,363,847
	16%	1,975,072	1,864,499	1,753,925	1,643,351	1,532,778	1,422,204	1,311,596
Profit	17%	1,891,471	1,786,123	1,680,774	1,575,426	1,470,077	1,364,728	1,259,346
20.00%	18%	1,807,870	1,707,747	1,607,623	1,507,500	1,407,376	1,307,253	1,207,095
	19%	1,724,269	1,629,371	1,534,473	1,439,574	1,344,676	1,249,777	1,154,844
	20%	1,640,668	1,550,995	1,461,322	1,371,648	1,281,975	1,192,301	1,102,594
	21%	1,557,067	1,472,619	1,388,171	1,303,722	1,219,274	1,134,826	1,050,343
	22%	1,473,466	1,394,243	1,315,020	1,235,797	1,156,573	1,077,350	998,092
	23%	1,389,865	1,315,867	1,241,869	1,167,871	1,093,873	1,019,874	945,842
	24%	1,306,264	1,237,491	1,168,718	1,099,945	1,031,172	962,399	893,591
	25%	1,222,663	1,159,115	1,095,567	1,032,019	968,471	904,923	841,341

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: S
Title: 30 No. Units, Value Area - Medium B
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	1,461,322	20%	25%	30%	35%	40%	45%	50%
	100,000	2,036,028	1,946,355	1,856,682	1,767,008	1,677,335	1,587,661	1,497,954
	150,000	1,912,478	1,822,805	1,733,132	1,643,458	1,553,785	1,464,111	1,374,404
TLV (per acre)	200,000	1,788,928	1,699,255	1,609,582	1,519,908	1,430,235	1,340,561	1,250,854
260,000	250,000	1,665,378	1,575,705	1,486,032	1,396,358	1,306,685	1,217,011	1,127,304
	300,000	1,541,828	1,452,155	1,362,482	1,272,808	1,183,135	1,093,461	1,003,754
	350,000	1,418,278	1,328,605	1,238,932	1,149,258	1,059,585	969,911	880,204
	400,000	1,294,728	1,205,055	1,115,382	1,025,708	936,035	846,361	756,654
	450,000	1,171,178	1,081,505	991,832	902,158	812,485	722,811	633,104
	500,000	1,047,628	957,955	868,282	778,608	688,935	599,261	509,554
	550,000	924,078	834,405	744,732	655,058	565,385	475,711	386,004

		AH - % on site 30%						
Balance (RLV - TLV)	1,461,322	20%	25%	30%	35%	40%	45%	50%
	25	1,512,176	1,422,503	1,332,830	1,243,156	1,153,483	1,063,809	974,102
	26	1,541,828	1,452,155	1,362,482	1,272,808	1,183,135	1,093,461	1,003,754
Density (dph)	27	1,569,284	1,479,611	1,389,937	1,300,264	1,210,590	1,120,917	1,031,209
30	28	1,594,778	1,505,105	1,415,432	1,325,758	1,236,085	1,146,411	1,056,704
	29	1,618,515	1,528,841	1,439,168	1,349,494	1,259,821	1,170,148	1,080,440
	30	1,640,668	1,550,995	1,461,322	1,371,648	1,281,975	1,192,301	1,102,594
	31	1,661,393	1,571,720	1,482,046	1,392,373	1,302,699	1,213,026	1,123,318
	32	1,680,822	1,591,149	1,501,475	1,411,802	1,322,129	1,232,455	1,142,747
	33	1,699,074	1,609,401	1,519,727	1,430,054	1,340,380	1,250,707	1,160,999
	34	1,716,252	1,626,579	1,536,905	1,447,232	1,357,558	1,267,885	1,178,177
	35	1,732,448	1,642,775	1,553,102	1,463,428	1,373,755	1,284,081	1,194,374

		AH - % on site 30%						
Balance (RLV - TLV)	1,461,322	20%	25%	30%	35%	40%	45%	50%
	25%	1,642,177	1,552,504	1,462,830	1,373,157	1,283,483	1,193,810	1,104,100
	30%	1,641,423	1,551,749	1,462,076	1,372,403	1,282,729	1,193,056	1,103,347
% Cat M4(2)	35%	1,640,668	1,550,995	1,461,322	1,371,648	1,281,975	1,192,301	1,102,594
35%	40%	1,639,914	1,550,241	1,460,567	1,370,894	1,281,221	1,191,547	1,101,841
	45%	1,639,160	1,549,486	1,459,813	1,370,140	1,280,466	1,190,793	1,101,088
	50%	1,638,406	1,548,732	1,459,059	1,369,385	1,279,712	1,190,038	1,100,334
	55%	1,637,651	1,547,978	1,458,304	1,368,631	1,278,958	1,189,284	1,099,581
	60%	1,636,897	1,547,224	1,457,550	1,367,877	1,278,203	1,188,530	1,098,828
	65%	1,636,143	1,546,469	1,456,796	1,367,122	1,277,449	1,187,776	1,098,075

		AH - % on site 30%						
Balance (RLV - TLV)	1,461,322	20%	25%	30%	35%	40%	45%	50%
	95%	1,862,163	1,769,618	1,677,073	1,584,528	1,491,983	1,399,438	1,306,893
	100%	1,640,668	1,550,995	1,461,322	1,371,648	1,281,975	1,192,301	1,102,594
Build rate (£psm)	105%	1,419,034	1,332,194	1,245,354	1,158,514	1,071,674	984,834	897,993
	110%	1,196,997	1,113,020	1,029,043	945,065	861,088	777,111	693,133
	115%	974,644	893,518	812,392	731,266	650,139	569,013	487,887
	120%	751,838	673,553	595,267	516,982	438,697	360,412	282,127
	125%	528,439	452,967	377,475	301,983	226,491	150,999	75,507
	130%	304,102	231,423	158,744	86,009	13,256	(59,497)	(132,279)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: T
Title: 30 No. Units, Value Area - Lower C
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.0%	3.0	10%	3.0
3 bed House	20.0%	4.2	66.0%	5.9	34%	10.1
4 bed House	49.0%	10.3	0.0%	0.0	34%	10.3
5 bed House	30.0%	6.3	0.0%	0.0	21%	6.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	1.0%	0.2	1.0%	0.1	1%	0.3
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	21.0	100.0%	9.0	100%	30.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	229	2,462	229	2,462
3 bed House	399	4,295	564	6,074	963	10,369
4 bed House	1,142	12,294	0	0	1,142	12,294
5 bed House	907	9,765	0	0	907	9,765
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	11	113	5	48	15	161
2 bed Bungalow	0	0	0	0	0	0
	2,459	26,467	797	8,584	3,256	35,051
AH % by floor area:			*24.49%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	831,600
3 bed House	300,000	3,158	293	3,042,000
4 bed House	320,000	2,883	268	3,292,800
5 bed House	500,000	3,472	323	3,150,000
1 bed Flat	175,000	3,571	332	0
2 bed Flat	200,000	3,175	295	0
1 bed Bungalow	190,000	3,800	353	57,000
2 bed Bungalow	250,000	4,098	381	0
				10,373,400

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: T
Title: 30 No. Units, Value Area - Lower C
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	0.0	@	280,000		-
3 bed House	4.2	@	300,000		1,260,000
4 bed House	10.3	@	320,000		3,292,800
5 bed House	6.3	@	500,000		3,150,000
1 bed Flat	0.0	@	175,000		-
2 bed Flat	0.0	@	200,000		-
1 bed Bungalow	0.2	@	190,000		39,900
2 bed Bungalow	0.0	@	250,000		-
	21.0				7,742,700
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	2.2	@	170,800		370,311
3 bed House	4.3	@	183,000		793,525
4 bed House	0.0	@	195,200		-
5 bed House	0.0	@	305,000		-
1 bed Flat	0.0	@	106,750		-
2 bed Flat	0.0	@	122,000		-
1 bed Bungalow	0.1	@	115,900		7,615
2 bed Bungalow	0.0	@	152,500		-
	6.6				1,171,451
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	0.8	@	204,400		163,908
3 bed House	1.6	@	219,000		351,232
4 bed House	0.0	@	233,600		-
5 bed House	0.0	@	365,000		-
1 bed Flat	0.0	@	127,750		-
2 bed Flat	0.0	@	146,000		-
1 bed Bungalow	0.0	@	138,700		3,370
2 bed Bungalow	0.0	@	182,500		-
	2.4				518,511
Sub-total GDV Residential	**30.0**				**9,432,662**
AH on-site cost analysis:				*£MV less £GDV*	*940,738*
	289	*£ psm (total GIA sqm)*		*31,358*	*£ per unit (total units)*
Grant	30	@	0		-
Total GDV					**9,432,662**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: T
Title: 30 No. Units, Value Area - Lower C
Notes: Greenfield

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(30,000)
Statutory Planning Fees (Residential)								(11,550)
CIL			2,459	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		30	units @	21,200	per unit	(636,000)	(636,000)
S106 analysis:			*6.74%*	*% of GDV*	*21,200*	*£ per unit (total units)*		
AH Commuted Sum			3,256	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			2.47	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		2.47	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			229	sqm @	1,195	psm		(273,285)
3 bed House			963	sqm @	1,195	psm		(1,151,144)
4 bed House			1,142	sqm @	1,195	psm		(1,364,917)
5 bed House			907	sqm @	1,195	psm		(1,084,104)
1 bed Flat			-	sqm @	1,372	psm		-
2 bed Flat			-	sqm @	1,372	psm		-
1 bed Bungalow			15	sqm @	1,195	psm		(17,925)
2 bed Bungalow		3,256	-	sqm @	1,195	psm		-
External works			3,891,374	@	15.0%			(583,706)
					19,457	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		30 units @	521	£ per dwelling	(5,471)
M4(3) Category 3 Housing		5%	of All units		30 units @	10,307	£ per dwelling	(15,461)
Water efficiency					30 units @	9	£ per dwelling	(270)
Contingency			4,496,281	@	3.0%			(134,888)
Professional Fees			4,496,281	@	6.5%			(292,258)
Disposal Costs -								
Marketing and Promotion			7,742,700	OMS @	3.00%			(232,281)
Residential Sales Agent Costs			7,742,700	OMS @	1.00%			(77,427)
Residential Sales Legal Costs			7,742,700	OMS @	0.50%			(38,714)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(20,383)
Developers Profit -								
Margin on AH			1,689,962		6.00%	on AH values		(101,398)
Profit on GDV			7,742,700		20.00%			(1,548,540)
			5,969,783		*25.94%*	*on costs*	*(1,548,540)*	
			9,432,662		*17.49%*	*blended*	*(1,649,938)*	
TOTAL COSTS								**(7,619,720)**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref:	**T**
Title:	**30 No. Units, Value Area - Lower C**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							1,812,941
SDLT			1,812,941	@	5.0%	(slabbed)	(80,147)
Acquisition Agent fees			1,812,941	@	1.0%		(18,129)
Acquisition Legal fees			1,812,941	@	0.5%		(9,065)
Interest on Land			1,812,941	@	6.0%		(108,776)
Residual Land Value							**1,596,824**
RLV analysis:	*53,227*	*£ per plot*	*1,596,824*	*£ per ha*	*646,226*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			1.00	ha	2.47	acres	
Density analysis:			*3,256*	*sqm/ha*	*14,185*	*sqft/ac*	
Threshold Land Value	14,826	£ per plot	444,780	£ per ha	180,000	£ per acre	**444,780**

BALANCE							
Surplus/(Deficit)			**1,152,044**	£ per ha	**466,226**	£ per acre	**1,152,044**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: T
Title: 30 No. Units, Value Area - Lower C
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	1,152,044	20%	25%	30%	35%	40%	45%	50%
	0	1,305,423	1,228,733	1,152,044	1,075,354	998,665	921,975	845,286
	10	1,279,358	1,204,298	1,129,237	1,054,177	979,116	904,056	828,995
	20	1,253,248	1,179,840	1,106,431	1,033,000	959,568	886,137	812,705
	30	1,227,057	1,155,286	1,083,516	1,011,746	939,975	868,205	796,415
	40	1,200,866	1,130,732	1,060,599	990,465	920,332	850,199	780,065
CIL £psm	50	1,174,674	1,106,178	1,037,682	969,185	900,689	832,192	763,696
0.00	60	1,148,449	1,081,624	1,014,764	947,905	881,045	814,186	747,326
	70	1,122,130	1,056,951	991,771	926,592	861,402	796,179	730,957
	80	1,095,811	1,032,277	968,742	905,208	841,673	778,139	714,587
	90	1,069,493	1,007,603	945,714	883,824	821,934	760,045	698,155
	100	1,043,149	982,930	922,685	862,440	802,195	741,951	681,706
	110	1,016,702	958,157	899,611	841,056	782,456	723,857	665,257
	120	990,255	933,363	876,470	819,578	762,685	705,762	648,808
	130	963,809	908,569	853,329	798,090	742,850	687,610	632,358
	140	937,343	883,775	830,188	776,602	723,015	669,428	615,841
	150	910,768	858,900	807,032	755,114	703,180	651,246	599,312
	160	884,192	833,985	783,778	733,571	683,345	633,064	582,783
	170	857,617	809,071	760,525	711,978	663,432	614,882	566,254
	180	831,027	784,156	737,271	690,386	643,501	596,615	549,725
	190	804,322	759,175	714,018	668,793	623,569	578,345	533,121
	200	777,618	734,140	690,662	647,184	603,638	560,074	516,511

		AH - % on site 30%						
Balance (RLV - TLV)	1,152,044	20%	25%	30%	35%	40%	45%	50%
	15,000	1,470,454	1,393,735	1,317,016	1,240,298	1,163,579	1,086,860	1,010,142
	16,000	1,443,877	1,367,168	1,290,449	1,213,730	1,137,012	1,060,293	983,574
	17,000	1,417,251	1,340,561	1,263,872	1,187,163	1,110,444	1,033,725	957,007
	18,000	1,390,625	1,313,936	1,237,246	1,160,557	1,083,867	1,007,158	930,439
	19,000	1,363,999	1,287,310	1,210,620	1,133,931	1,057,241	980,552	903,862
Site Specific S106	20,000	1,337,374	1,260,684	1,183,995	1,107,305	1,030,616	953,926	877,237
21,200	21,000	1,310,748	1,234,058	1,157,369	1,080,679	1,003,990	927,300	850,611
	22,000	1,284,122	1,207,433	1,130,743	1,054,053	977,364	900,674	823,985
	23,000	1,257,496	1,180,807	1,104,117	1,027,428	950,738	874,049	797,359
	24,000	1,230,870	1,154,181	1,077,491	1,000,802	924,112	847,423	770,733
	25,000	1,204,211	1,127,530	1,050,849	974,168	897,486	820,797	744,108
	26,000	1,177,522	1,100,841	1,024,160	947,479	870,797	794,116	717,435
	27,000	1,150,833	1,074,152	997,471	920,789	844,108	767,427	690,746
	28,000	1,124,144	1,047,463	970,781	894,100	817,419	740,738	664,057
	29,000	1,097,455	1,020,774	944,092	867,411	790,730	714,049	637,368
	30,000	1,070,766	994,084	917,403	840,722	764,041	687,360	610,678
	31,000	1,044,076	967,395	890,714	814,033	737,352	660,667	583,973
	32,000	1,017,379	940,685	863,991	787,297	710,603	633,910	557,216
	33,000	990,621	913,927	837,234	760,540	683,846	607,152	530,458
	34,000	963,864	887,170	810,476	733,782	657,088	580,394	503,701
	35,000	937,106	860,412	783,719	707,025	630,331	553,637	476,943

		AH - % on site 30%						
Balance (RLV - TLV)	1,152,044	20%	25%	30%	35%	40%	45%	50%
	15%	1,692,558	1,591,672	1,490,787	1,389,901	1,289,016	1,188,130	1,087,245
	16%	1,615,131	1,519,084	1,423,038	1,326,992	1,230,946	1,134,899	1,038,853
Profit	17%	1,537,704	1,446,497	1,355,290	1,264,082	1,172,875	1,081,668	990,461
20.00%	18%	1,460,277	1,373,909	1,287,541	1,201,173	1,114,805	1,028,437	942,069
	19%	1,382,850	1,301,321	1,219,792	1,138,264	1,056,735	975,206	893,677
	20%	1,305,423	1,228,733	1,152,044	1,075,354	998,665	921,975	845,286
	21%	1,227,996	1,156,145	1,084,295	1,012,445	940,594	868,744	796,894
	22%	1,150,569	1,083,558	1,016,546	949,535	882,524	815,513	748,502
	23%	1,073,142	1,010,970	948,798	886,626	824,454	762,282	700,110
	24%	995,715	938,382	881,049	823,716	766,384	709,051	651,718
	25%	918,288	865,794	813,301	760,807	708,313	655,820	603,326

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: T
Title: 30 No. Units, Value Area - Lower C
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	1,152,044	20%	25%	30%	35%	40%	45%	50%
	100,000	1,503,103	1,426,413	1,349,724	1,273,034	1,196,345	1,119,655	1,042,966
	150,000	1,379,553	1,302,863	1,226,174	1,149,484	1,072,795	996,105	919,416
TLV (per acre)	200,000	1,256,003	1,179,313	1,102,624	1,025,934	949,245	872,555	795,866
180,000	250,000	1,132,453	1,055,763	979,074	902,384	825,695	749,005	672,316
	300,000	1,008,903	932,213	855,524	778,834	702,145	625,455	548,766
	350,000	885,353	808,663	731,974	655,284	578,595	501,905	425,216
	400,000	761,803	685,113	608,424	531,734	455,045	378,355	301,666
	450,000	638,253	561,563	484,874	408,184	331,495	254,805	178,116
	500,000	514,703	438,013	361,324	284,634	207,945	131,255	54,566
	550,000	391,153	314,463	237,774	161,084	84,395	7,705	(68,984)

		AH - % on site 30%						
Balance (RLV - TLV)	1,152,044	20%	25%	30%	35%	40%	45%	50%
	25	1,216,467	1,139,777	1,063,088	986,398	909,709	833,019	756,330
	26	1,236,995	1,160,305	1,083,616	1,006,926	930,237	853,547	776,858
Density (dph)	27	1,256,003	1,179,313	1,102,624	1,025,934	949,245	872,555	795,866
30	28	1,273,653	1,196,963	1,120,274	1,043,584	966,895	890,205	813,516
	29	1,290,085	1,213,396	1,136,706	1,060,017	983,327	906,638	829,948
	30	1,305,423	1,228,733	1,152,044	1,075,354	998,665	921,975	845,286
	31	1,319,770	1,243,081	1,166,391	1,089,702	1,013,012	936,323	859,633
	32	1,333,221	1,256,532	1,179,842	1,103,153	1,026,463	949,774	873,084
	33	1,345,857	1,269,168	1,192,478	1,115,789	1,039,099	962,410	885,720
	34	1,357,750	1,281,060	1,204,371	1,127,681	1,050,992	974,302	897,613
	35	1,368,963	1,292,273	1,215,584	1,138,894	1,062,205	985,515	908,826

		AH - % on site 30%						
Balance (RLV - TLV)	1,152,044	20%	25%	30%	35%	40%	45%	50%
	25%	1,306,934	1,230,245	1,153,555	1,076,866	1,000,176	923,487	846,797
	30%	1,306,178	1,229,489	1,152,799	1,076,110	999,420	922,731	846,041
% Cat M4(2)	35%	1,305,423	1,228,733	1,152,044	1,075,354	998,665	921,975	845,286
35%	40%	1,304,667	1,227,977	1,151,288	1,074,598	997,909	921,219	844,530
	45%	1,303,911	1,227,222	1,150,532	1,073,843	997,153	920,464	843,774
	50%	1,303,156	1,226,466	1,149,777	1,073,087	996,398	919,708	843,019
	55%	1,302,400	1,225,710	1,149,021	1,072,331	995,642	918,952	842,263
	60%	1,301,644	1,224,955	1,148,265	1,071,576	994,886	918,197	841,507
	65%	1,300,888	1,224,199	1,147,509	1,070,820	994,130	917,441	840,751

		AH - % on site 30%						
Balance (RLV - TLV)	1,152,044	20%	25%	30%	35%	40%	45%	50%
	95%	1,527,370	1,447,818	1,368,266	1,288,714	1,209,162	1,129,610	1,050,058
	100%	1,305,423	1,228,733	1,152,044	1,075,354	998,665	921,975	845,286
Build rate (£psm)	105%	1,083,130	1,009,294	935,457	861,620	787,783	713,946	640,109
	110%	860,355	789,363	718,370	647,378	576,386	505,393	434,401
	115%	636,950	568,763	500,577	432,390	364,204	296,018	227,831
	120%	412,534	347,170	281,758	216,331	150,905	85,479	19,985
	125%	186,780	124,074	61,368	(1,389)	(64,205)	(127,082)	(190,027)
	130%	(41,166)	(101,320)	(161,537)	(221,847)	(282,312)	(342,933)	(403,773)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: U
Title: 50 No. Units, Value Area - High A
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	5.3	33.0%	5.0	20%	10.2
3 bed House	54.0%	18.9	66.0%	9.9	58%	28.8
4 bed House	20.0%	7.0	0.0%	0.0	14%	7.0
5 bed House	4.0%	1.4	0.0%	0.0	3%	1.4
1 bed Flat	3.0%	1.1	0.0%	0.0	2%	1.1
2 bed Flat	3.0%	1.1	0.0%	0.0	2%	1.1
1 bed Bungalow	1.0%	0.4	1.0%	0.2	1%	0.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	35.0	100.0%	15.0	100%	50.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	404	4,351	381	4,103	785	8,454
3 bed House	1,796	19,327	941	10,123	2,736	29,450
4 bed House	777	8,364	0	0	777	8,364
5 bed House	202	2,170	0	0	202	2,170
1 bed Flat	61	652	0	0	61	652
2 bed Flat	78	838	0	0	78	838
1 bed Bungalow	18	188	8	81	25	269
2 bed Bungalow	0	0	0	0	0	0
	3,334	35,889	1,329	14,307	4,663	50,196
AH % by floor area:			*28.50%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	3,825,000
3 bed House	425,000	4,474	416	12,240,000
4 bed House	420,000	3,784	352	2,940,000
5 bed House	600,000	4,167	387	840,000
1 bed Flat	275,000	5,612	521	288,750
2 bed Flat	325,000	5,159	479	341,250
1 bed Bungalow	275,000	5,500	511	137,500
2 bed Bungalow	340,000	5,574	518	0
				20,612,500

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: U
Title: 50 No. Units, Value Area - High A
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	5.3	@	375,000		1,968,750
3 bed House	18.9	@	425,000		8,032,500
4 bed House	7.0	@	420,000		2,940,000
5 bed House	1.4	@	600,000		840,000
1 bed Flat	1.1	@	275,000		288,750
2 bed Flat	1.1	@	325,000		341,250
1 bed Bungalow	0.4	@	275,000		96,250
2 bed Bungalow	0.0	@	340,000		-
	35.0				14,507,500
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	3.6	@	228,750		826,588
3 bed House	7.2	@	259,250		1,873,600
4 bed House	0.0	@	256,200		-
5 bed House	0.0	@	366,000		-
1 bed Flat	0.0	@	167,750		-
2 bed Flat	0.0	@	198,250		-
1 bed Bungalow	0.1	@	167,750		18,369
2 bed Bungalow	0.0	@	207,400		-
	11.0				2,718,557
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	1.3	@	273,750		365,867
3 bed House	2.7	@	310,250		829,298
4 bed House	0.0	@	306,600		-
5 bed House	0.0	@	438,000		-
1 bed Flat	0.0	@	200,750		-
2 bed Flat	0.0	@	237,250		-
1 bed Bungalow	0.0	@	200,750		8,130
2 bed Bungalow	0.0	@	248,200		-
	4.1				1,203,296
Sub-total GDV Residential	**50.0**				**18,429,352**
AH on-site cost analysis:				*£MV less £GDV*	*2,183,148*
	468 £ psm (total GIA sqm)			*43,663 £ per unit (total units)*	
Grant	50	@	0		-
Total GDV					**18,429,352**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: U
Title: 50 No. Units, Value Area - High A
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(19,250)
CIL			3,334	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		50	units @	21,200	per unit		(1,060,000)	(1,060,000)
S106 analysis:			*5.75%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			4,663	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			4.12	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		4.12	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			785	sqm @	1,195	psm			(938,553)
3 bed House			2,736	sqm @	1,195	psm			(3,269,520)
4 bed House			777	sqm @	1,195	psm			(928,515)
5 bed House			202	sqm @	1,195	psm			(240,912)
1 bed Flat			61	sqm @	1,372	psm			(83,046)
2 bed Flat			78	sqm @	1,372	psm			(106,774)
1 bed Bungalow			25	sqm @	1,195	psm			(29,875)
2 bed Bungalow		4,663	-	sqm @	1,195	psm			-
External works			5,597,195	@	15.0%				(839,579)
					16,792	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		50	units @	521	£ per dwelling	(9,118)
M4(3) Category 3 Housing		5%	of All units		50	units @	10,307	£ per dwelling	(25,768)
Water efficiency					50	units @	9	£ per dwelling	(450)
Contingency			6,472,110	@	3.0%				(194,163)
Professional Fees			6,472,110	@	6.5%				(420,687)
Disposal Costs -									
Marketing and Promotion			14,507,500	OMS @	3.00%				(435,225)
Residential Sales Agent Costs			14,507,500	OMS @	1.00%				(145,075)
Residential Sales Legal Costs			14,507,500	OMS @	0.50%				(72,538)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(15,742)
Developers Profit -									
Margin on AH			3,921,852		6.00%	on AH values			(235,311)
Profit on GDV			14,507,500		20.00%				(2,901,500)
			8,894,790		*32.62%*	*on costs*	*(2,901,500)*		
			18,429,352		*17.02%*	*blended*	*(3,136,811)*		
TOTAL COSTS									**(12,031,601)**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: U
Title: 50 No. Units, Value Area - High A
Notes: Greenfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							6,397,751
SDLT			6,397,751	@	5.0%	(slabbed)	(309,388)
Acquisition Agent fees			6,397,751	@	1.0%		(63,978)
Acquisition Legal fees			6,397,751	@	0.5%		(31,989)
Interest on Land			6,397,751	@	6.0%		(383,865)
Residual Land Value							**5,608,532**
RLV analysis:	*112,171*	*£ per plot*	*3,365,119*	*£ per ha*	*1,361,845*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			1.67	ha	4.12	acres	
Density analysis:			*2,798*	*sqm/ha*	*12,188*	*sqft/ac*	
Threshold Land Value	30,476	£ per plot	914,270	£ per ha	370,000	£ per acre	**1,523,783**

BALANCE							
Surplus/(Deficit)			**2,450,849**	£ per ha	**991,845**	£ per acre	**4,084,749**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: U
Title: 50 No. Units, Value Area - High A
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	4,084,749	20%	25%	30%	35%	40%	45%	50%
	0	4,329,618	4,207,209	4,084,749	3,962,231	3,839,714	3,717,197	3,594,679
	10	4,294,786	4,174,554	4,054,322	3,934,068	3,813,717	3,693,366	3,573,015
	20	4,259,955	4,141,900	4,023,844	3,905,789	3,787,720	3,669,535	3,551,351
	30	4,225,123	4,109,245	3,993,367	3,877,489	3,761,611	3,645,705	3,529,687
	40	4,190,292	4,076,591	3,962,889	3,849,188	3,735,487	3,621,786	3,508,022
CIL £psm	50	4,155,460	4,043,936	3,932,412	3,820,888	3,709,364	3,597,839	3,486,315
0.00	60	4,120,511	4,011,282	3,901,934	3,792,587	3,683,240	3,573,893	3,464,545
	70	4,085,510	3,978,496	3,871,457	3,764,287	3,657,116	3,549,946	3,442,776
	80	4,050,509	3,945,682	3,840,856	3,735,986	3,630,993	3,525,999	3,421,006
	90	4,015,508	3,912,869	3,810,230	3,707,591	3,604,869	3,502,053	3,399,237
	100	3,980,507	3,880,055	3,779,604	3,679,153	3,578,702	3,478,106	3,377,467
	110	3,945,506	3,847,242	3,748,978	3,650,715	3,552,451	3,454,160	3,355,697
	120	3,910,429	3,814,429	3,718,352	3,622,276	3,526,200	3,430,124	3,333,928
	130	3,875,258	3,781,564	3,687,727	3,593,838	3,499,949	3,406,061	3,312,158
	140	3,840,087	3,748,591	3,657,094	3,565,400	3,473,699	3,381,998	3,290,297
	150	3,804,915	3,715,617	3,626,319	3,536,961	3,447,448	3,357,934	3,268,421
	160	3,769,744	3,682,644	3,595,544	3,508,445	3,421,197	3,333,871	3,246,545
	170	3,734,573	3,649,671	3,564,770	3,479,868	3,394,946	3,309,808	3,224,670
	180	3,699,364	3,616,698	3,533,995	3,451,291	3,368,588	3,285,745	3,202,794
	190	3,664,022	3,583,725	3,503,220	3,422,715	3,342,209	3,261,682	3,180,918
	200	3,628,679	3,550,616	3,472,445	3,394,138	3,315,831	3,237,524	3,159,043

		AH - % on site 30%						
Balance (RLV - TLV)	4,084,749	20%	25%	30%	35%	40%	45%	50%
	15,000	4,602,266	4,479,749	4,357,232	4,234,714	4,112,197	3,989,679	3,867,162
	16,000	4,558,318	4,435,800	4,313,283	4,190,765	4,068,248	3,945,730	3,823,213
	17,000	4,514,369	4,391,851	4,269,334	4,146,816	4,024,299	3,901,782	3,779,264
	18,000	4,470,414	4,347,902	4,225,385	4,102,868	3,980,350	3,857,833	3,735,315
	19,000	4,426,415	4,303,954	4,181,436	4,058,919	3,936,401	3,813,884	3,691,367
Site Specific S106	20,000	4,382,416	4,260,005	4,137,487	4,014,970	3,892,453	3,769,935	3,647,418
21,200	21,000	4,338,417	4,216,008	4,093,539	3,971,021	3,848,504	3,725,986	3,603,469
	22,000	4,294,418	4,172,009	4,049,590	3,927,072	3,804,555	3,682,038	3,559,520
	23,000	4,250,419	4,128,010	4,005,601	3,883,124	3,760,606	3,638,089	3,515,571
	24,000	4,206,421	4,084,011	3,961,602	3,839,175	3,716,657	3,594,140	3,471,622
	25,000	4,162,422	4,040,013	3,917,604	3,795,195	3,672,708	3,550,191	3,427,674
	26,000	4,118,423	3,996,014	3,873,605	3,751,196	3,628,760	3,506,242	3,383,725
	27,000	4,074,424	3,952,015	3,829,606	3,707,197	3,584,788	3,462,293	3,339,776
	28,000	4,030,425	3,908,016	3,785,607	3,663,198	3,540,789	3,418,345	3,295,827
	29,000	3,986,426	3,864,017	3,741,608	3,619,199	3,496,790	3,374,381	3,251,878
	30,000	3,942,427	3,820,018	3,697,609	3,575,200	3,452,791	3,330,382	3,207,930
	31,000	3,898,428	3,776,019	3,653,610	3,531,201	3,408,792	3,286,383	3,163,974
	32,000	3,854,429	3,732,020	3,609,611	3,487,202	3,364,793	3,242,384	3,119,975
	33,000	3,810,430	3,688,021	3,565,612	3,443,203	3,320,794	3,198,385	3,075,976
	34,000	3,766,431	3,644,022	3,521,613	3,399,204	3,276,795	3,154,386	3,031,977
	35,000	3,722,432	3,600,023	3,477,614	3,355,205	3,232,796	3,110,387	2,987,978

		AH - % on site 30%						
Balance (RLV - TLV)	4,084,749	20%	25%	30%	35%	40%	45%	50%
	15%	5,054,993	4,887,248	4,719,452	4,551,599	4,383,745	4,215,892	4,048,039
	16%	4,909,918	4,751,240	4,592,511	4,433,725	4,274,939	4,116,153	3,957,367
Profit	17%	4,764,843	4,615,232	4,465,571	4,315,852	4,166,133	4,016,414	3,866,695
20.00%	18%	4,619,768	4,479,224	4,338,630	4,197,978	4,057,327	3,916,675	3,776,023
	19%	4,474,693	4,343,216	4,211,689	4,080,105	3,948,520	3,816,936	3,685,351
	20%	4,329,618	4,207,209	4,084,749	3,962,231	3,839,714	3,717,197	3,594,679
	21%	4,184,543	4,071,201	3,957,808	3,844,358	3,730,908	3,617,458	3,504,007
	22%	4,039,468	3,935,193	3,830,868	3,726,485	3,622,102	3,517,718	3,413,335
	23%	3,894,393	3,799,185	3,703,927	3,608,611	3,513,295	3,417,979	3,322,664
	24%	3,749,318	3,663,177	3,576,986	3,490,738	3,404,489	3,318,240	3,231,992
	25%	3,604,243	3,527,169	3,450,046	3,372,864	3,295,683	3,218,501	3,141,320

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: U
Title: 50 No. Units, Value Area - High A
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	4,084,749	20%	25%	30%	35%	40%	45%	50%
	100,000	5,441,568	5,319,159	5,196,699	5,074,181	4,951,664	4,829,147	4,706,629
	150,000	5,235,651	5,113,242	4,990,782	4,868,265	4,745,747	4,623,230	4,500,713
TLV (per acre)	200,000	5,029,734	4,907,325	4,784,866	4,662,348	4,539,831	4,417,313	4,294,796
370,000	250,000	4,823,818	4,701,409	4,578,949	4,456,431	4,333,914	4,211,397	4,088,879
	300,000	4,617,901	4,495,492	4,373,032	4,250,515	4,127,997	4,005,480	3,882,963
	350,000	4,411,984	4,289,575	4,167,116	4,044,598	3,922,081	3,799,563	3,677,046
	400,000	4,206,068	4,083,659	3,961,199	3,838,681	3,716,164	3,593,647	3,471,129
	450,000	4,000,151	3,877,742	3,755,282	3,632,765	3,510,247	3,387,730	3,265,213
	500,000	3,794,234	3,671,825	3,549,366	3,426,848	3,304,331	3,181,813	3,059,296
	550,000	3,588,318	3,465,909	3,343,449	3,220,931	3,098,414	2,975,897	2,853,379

		AH - % on site 30%						
Balance (RLV - TLV)	4,084,749	20%	25%	30%	35%	40%	45%	50%
	25	4,024,861	3,902,452	3,779,992	3,657,475	3,534,957	3,412,440	3,289,923
	26	4,095,189	3,972,780	3,850,321	3,727,803	3,605,286	3,482,768	3,360,251
Density (dph)	27	4,160,308	4,037,899	3,915,440	3,792,922	3,670,405	3,547,887	3,425,370
30	28	4,220,776	4,098,367	3,975,907	3,853,390	3,730,872	3,608,355	3,485,838
	29	4,277,073	4,154,664	4,032,205	3,909,687	3,787,170	3,664,652	3,542,135
	30	4,329,618	4,207,209	4,084,749	3,962,231	3,839,714	3,717,197	3,594,679
	31	4,378,772	4,256,363	4,133,903	4,011,386	3,888,868	3,766,351	3,643,833
	32	4,424,854	4,302,445	4,179,985	4,057,468	3,934,950	3,812,433	3,689,916
	33	4,468,143	4,345,734	4,223,275	4,100,757	3,978,240	3,855,722	3,733,205
	34	4,508,886	4,386,477	4,264,017	4,141,500	4,018,983	3,896,465	3,773,948
	35	4,547,301	4,424,892	4,302,432	4,179,915	4,057,397	3,934,880	3,812,363

		AH - % on site 30%						
Balance (RLV - TLV)	4,084,749	20%	25%	30%	35%	40%	45%	50%
	25%	4,332,121	4,209,712	4,087,250	3,964,732	3,842,215	3,719,698	3,597,180
	30%	4,330,869	4,208,460	4,085,999	3,963,482	3,840,965	3,718,447	3,595,930
% Cat M4(2)	35%	4,329,618	4,207,209	4,084,749	3,962,231	3,839,714	3,717,197	3,594,679
35%	40%	4,328,366	4,205,957	4,083,498	3,960,981	3,838,464	3,715,946	3,593,429
	45%	4,327,114	4,204,705	4,082,248	3,959,730	3,837,213	3,714,696	3,592,178
	50%	4,325,863	4,203,454	4,080,997	3,958,480	3,835,963	3,713,445	3,590,928
	55%	4,324,611	4,202,202	4,079,747	3,957,229	3,834,712	3,712,195	3,589,677
	60%	4,323,360	4,200,951	4,078,496	3,955,979	3,833,461	3,710,944	3,588,427
	65%	4,322,108	4,199,699	4,077,246	3,954,728	3,832,211	3,709,694	3,587,176

		AH - % on site 30%						
Balance (RLV - TLV)	4,084,749	20%	25%	30%	35%	40%	45%	50%
	95%	4,641,162	4,517,451	4,393,740	4,270,029	4,146,318	4,022,606	3,898,895
	100%	4,329,618	4,207,209	4,084,749	3,962,231	3,839,714	3,717,197	3,594,679
Build rate (£psm)	105%	4,017,984	3,896,769	3,775,555	3,654,341	3,533,110	3,411,787	3,290,463
	110%	3,706,350	3,586,330	3,466,311	3,346,291	3,226,272	3,106,252	2,986,233
	115%	3,394,716	3,275,891	3,157,066	3,038,241	2,919,417	2,800,592	2,681,767
	120%	3,082,787	2,965,244	2,847,700	2,730,157	2,612,562	2,494,932	2,377,302
	125%	2,770,854	2,654,507	2,538,160	2,421,812	2,305,465	2,189,118	2,072,771
	130%	2,458,840	2,343,752	2,228,619	2,113,468	1,998,316	1,883,165	1,768,014

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: V
Title: 50 No. Units, Value Area - Medium B
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	5.3	33.0%	5.0	20%	10.2
3 bed House	54.0%	18.9	66.0%	9.9	58%	28.8
4 bed House	20.0%	7.0	0.0%	0.0	14%	7.0
5 bed House	4.0%	1.4	0.0%	0.0	3%	1.4
1 bed Flat	3.0%	1.1	0.0%	0.0	2%	1.1
2 bed Flat	3.0%	1.1	0.0%	0.0	2%	1.1
1 bed Bungalow	1.0%	0.4	1.0%	0.2	1%	0.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	35.0	100.0%	15.0	100%	50.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	404	4,351	381	4,103	785	8,454
3 bed House	1,796	19,327	941	10,123	2,736	29,450
4 bed House	777	8,364	0	0	777	8,364
5 bed House	202	2,170	0	0	202	2,170
1 bed Flat	61	652	0	0	61	652
2 bed Flat	78	838	0	0	78	838
1 bed Bungalow	18	188	8	81	25	269
2 bed Bungalow	0	0	0	0	0	0
	3,334	35,889	1,329	14,307	4,663	50,196
AH % by floor area:			*28.50%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	3,060,000
3 bed House	320,000	3,368	313	9,216,000
4 bed House	340,000	3,063	285	2,380,000
5 bed House	550,000	3,819	355	770,000
1 bed Flat	185,000	3,776	351	194,250
2 bed Flat	250,000	3,968	369	262,500
1 bed Bungalow	250,000	5,000	465	125,000
2 bed Bungalow	290,000	4,754	442	0
				16,007,750

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: V
Title: 50 No. Units, Value Area - Medium B
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	5.3	@	300,000		1,575,000
3 bed House	18.9	@	320,000		6,048,000
4 bed House	7.0	@	340,000		2,380,000
5 bed House	1.4	@	550,000		770,000
1 bed Flat	1.1	@	185,000		194,250
2 bed Flat	1.1	@	250,000		262,500
1 bed Bungalow	0.4	@	250,000		87,500
2 bed Bungalow	0.0	@	290,000		-
	35.0				11,317,250
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	3.6	@	183,000		661,271
3 bed House	7.2	@	195,200		1,410,710
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	112,850		-
2 bed Flat	0.0	@	152,500		-
1 bed Bungalow	0.1	@	152,500		16,699
2 bed Bungalow	0.0	@	176,900		-
	11.0				2,088,680
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	1.3	@	219,000		292,694
3 bed House	2.7	@	233,600		624,413
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	135,050		-
2 bed Flat	0.0	@	182,500		-
1 bed Bungalow	0.0	@	182,500		7,391
2 bed Bungalow	0.0	@	211,700		-
	4.1				924,498
Sub-total GDV Residential	**50.0**				**14,330,427**
AH on-site cost analysis:				*£MV less £GDV*	*1,677,323*
	360	*£ psm (total GIA sqm)*		*33,546*	*£ per unit (total units)*
Grant	50	@	0		-
Total GDV					**14,330,427**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: V
Title: 50 No. Units, Value Area - Medium B
Notes: Greenfield

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(60,000)
Statutory Planning Fees (Residential)								(19,250)
CIL			3,334	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		50	units @	21,200	per unit	(1,060,000)	(1,060,000)
S106 analysis:			*7.40%*	*% of GDV*	*21,200*	*£ per unit (total units)*		
AH Commuted Sum			4,663	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			4.12	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		4.12	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			785	sqm @	1,195	psm		(938,553)
3 bed House			2,736	sqm @	1,195	psm		(3,269,520)
4 bed House			777	sqm @	1,195	psm		(928,515)
5 bed House			202	sqm @	1,195	psm		(240,912)
1 bed Flat			61	sqm @	1,372	psm		(83,046)
2 bed Flat			78	sqm @	1,372	psm		(106,774)
1 bed Bungalow			25	sqm @	1,195	psm		(29,875)
2 bed Bungalow		4,663	-	sqm @	1,195	psm		-
External works			5,597,195	@	15.0%			(839,579)
					16,792	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		50 units @	521	£ per dwelling	(9,118)
M4(3) Category 3 Housing		5%	of All units		50 units @	10,307	£ per dwelling	(25,768)
Water efficiency					50 units @	9	£ per dwelling	(450)
Contingency			6,472,110	@	3.0%			(194,163)
Professional Fees			6,472,110	@	6.5%			(420,687)
Disposal Costs -								
Marketing and Promotion			11,317,250	OMS @	3.00%			(339,518)
Residential Sales Agent Costs			11,317,250	OMS @	1.00%			(113,173)
Residential Sales Legal Costs			11,317,250	OMS @	0.50%			(56,586)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(20,667)
Developers Profit -								
Margin on AH			3,013,177		6.00%	on AH values		(180,791)
Profit on GDV			11,317,250		20.00%			(2,263,450)
			8,756,153		*25.85%*	*on costs*	*(2,263,450)*	
			14,330,427		*17.06%*	*blended*	*(2,444,241)*	
TOTAL COSTS								**(11,200,394)**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: V
Title: 50 No. Units, Value Area - Medium B
Notes: Greenfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							3,130,033
SDLT			3,130,033	@	5.0%	(slabbed)	(146,002)
Acquisition Agent fees			3,130,033	@	1.0%		(31,300)
Acquisition Legal fees			3,130,033	@	0.5%		(15,650)
Interest on Land			3,130,033	@	6.0%		(187,802)
Residual Land Value							**2,749,279**
RLV analysis:	*54,986*	*£ per plot*	*1,649,568*	*£ per ha*	*667,571*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			1.67	ha	4.12	acres	
Density analysis:			*2,798*	*sqm/ha*	*12,188*	*sqft/ac*	
Threshold Land Value	21,415	£ per plot	642,460	£ per ha	260,000	£ per acre	**1,070,767**

BALANCE							
Surplus/(Deficit)			**1,007,108**	£ per ha	**407,571**	£ per acre	**1,678,513**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: V
Title: 50 No. Units, Value Area - Medium B
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	1,678,513	20%	25%	30%	35%	40%	45%	50%
	0	1,871,479	1,774,996	1,678,513	1,582,029	1,485,546	1,389,063	1,292,580
	10	1,836,307	1,742,023	1,647,738	1,553,453	1,459,168	1,364,883	1,270,598
	20	1,801,040	1,708,997	1,616,953	1,524,876	1,432,789	1,340,703	1,248,616
	30	1,765,697	1,675,863	1,586,028	1,496,194	1,406,359	1,316,522	1,226,634
	40	1,730,355	1,642,729	1,555,104	1,467,478	1,379,853	1,292,227	1,204,601
CIL £psm	50	1,695,012	1,609,596	1,524,179	1,438,762	1,353,346	1,267,929	1,182,512
0.00	60	1,659,502	1,576,359	1,493,217	1,410,046	1,326,839	1,243,631	1,160,423
	70	1,623,987	1,543,064	1,462,142	1,381,219	1,300,296	1,219,333	1,138,334
	80	1,588,472	1,509,769	1,431,066	1,352,363	1,273,660	1,194,958	1,116,245
	90	1,552,887	1,476,474	1,399,991	1,323,508	1,247,025	1,170,541	1,094,058
	100	1,517,199	1,443,024	1,368,848	1,294,652	1,220,389	1,146,125	1,071,861
	110	1,481,512	1,409,567	1,337,621	1,265,676	1,193,731	1,121,709	1,049,665
	120	1,445,824	1,376,110	1,306,395	1,236,680	1,166,965	1,097,250	1,027,468
	130	1,409,987	1,342,603	1,275,168	1,207,684	1,140,200	1,072,715	1,005,231
	140	1,374,126	1,308,983	1,243,840	1,178,688	1,113,434	1,048,180	982,926
	150	1,338,265	1,275,363	1,212,461	1,149,559	1,086,657	1,023,645	960,622
	160	1,302,346	1,241,743	1,181,083	1,120,422	1,059,762	999,101	938,317
	170	1,266,311	1,208,014	1,149,704	1,091,285	1,032,866	974,446	916,012
	180	1,230,275	1,174,231	1,118,187	1,062,142	1,005,970	949,792	893,614
	190	1,194,239	1,140,447	1,086,655	1,032,863	979,072	925,137	871,201
	200	1,158,061	1,106,656	1,055,124	1,003,584	952,045	900,483	848,787

		AH - % on site 30%						
Balance (RLV - TLV)	1,678,513	20%	25%	30%	35%	40%	45%	50%
	15,000	2,144,987	2,048,461	1,951,935	1,855,409	1,758,883	1,662,357	1,565,831
	16,000	2,100,884	2,004,400	1,907,880	1,811,354	1,714,828	1,618,303	1,521,777
	17,000	2,056,767	1,960,284	1,863,801	1,767,300	1,670,774	1,574,248	1,477,722
	18,000	2,012,651	1,916,168	1,819,685	1,723,202	1,626,718	1,530,193	1,433,667
	19,000	1,968,535	1,872,052	1,775,568	1,679,085	1,582,602	1,486,119	1,389,612
Site Specific S106	20,000	1,924,418	1,827,935	1,731,452	1,634,969	1,538,486	1,442,003	1,345,520
21,200	21,000	1,880,302	1,783,819	1,687,336	1,590,853	1,494,370	1,397,886	1,301,403
	22,000	1,836,186	1,739,703	1,643,220	1,546,736	1,450,253	1,353,770	1,257,287
	23,000	1,792,069	1,695,586	1,599,103	1,502,620	1,406,137	1,309,654	1,213,171
	24,000	1,747,953	1,651,470	1,554,987	1,458,504	1,362,021	1,265,538	1,169,054
	25,000	1,703,827	1,607,354	1,510,871	1,414,388	1,317,904	1,221,421	1,124,938
	26,000	1,659,644	1,563,183	1,466,721	1,370,260	1,273,788	1,177,305	1,080,822
	27,000	1,615,460	1,518,999	1,422,538	1,326,077	1,229,615	1,133,154	1,036,693
	28,000	1,571,276	1,474,815	1,378,354	1,281,893	1,185,432	1,088,971	992,509
	29,000	1,527,093	1,430,632	1,334,170	1,237,709	1,141,248	1,044,787	948,326
	30,000	1,482,909	1,386,448	1,289,987	1,193,526	1,097,065	1,000,603	904,142
	31,000	1,438,726	1,342,264	1,245,803	1,149,342	1,052,881	956,420	859,959
	32,000	1,394,542	1,298,081	1,201,620	1,105,158	1,008,697	912,236	815,775
	33,000	1,350,358	1,253,897	1,157,436	1,060,975	964,514	868,053	771,591
	34,000	1,306,103	1,209,643	1,113,183	1,016,722	920,262	823,802	727,342
	35,000	1,261,847	1,165,386	1,068,926	972,466	876,006	779,545	683,085

		AH - % on site 30%						
Balance (RLV - TLV)	1,678,513	20%	25%	30%	35%	40%	45%	50%
	15%	2,437,341	2,305,492	2,173,642	2,041,793	1,909,943	1,778,094	1,646,244
	16%	2,324,169	2,199,393	2,074,616	1,949,840	1,825,064	1,700,288	1,575,511
Profit	17%	2,210,996	2,093,293	1,975,590	1,857,887	1,740,184	1,622,482	1,504,779
20.00%	18%	2,097,824	1,987,194	1,876,564	1,765,935	1,655,305	1,544,675	1,434,046
	19%	1,984,651	1,881,095	1,777,538	1,673,982	1,570,426	1,466,869	1,363,313
	20%	1,871,479	1,774,996	1,678,513	1,582,029	1,485,546	1,389,063	1,292,580
	21%	1,758,306	1,668,896	1,579,487	1,490,077	1,400,667	1,311,257	1,221,847
	22%	1,645,134	1,562,797	1,480,461	1,398,124	1,315,788	1,233,451	1,151,115
	23%	1,531,961	1,456,698	1,381,435	1,306,171	1,230,908	1,155,645	1,080,382
	24%	1,418,789	1,350,599	1,282,409	1,214,219	1,146,029	1,077,839	1,009,649
	25%	1,305,616	1,244,500	1,183,383	1,122,266	1,061,149	1,000,033	938,916

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: V
Title: 50 No. Units, Value Area - Medium B
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	1,678,513	20%	25%	30%	35%	40%	45%	50%
	100,000	2,530,412	2,433,929	2,337,446	2,240,963	2,144,480	2,047,997	1,951,513
	150,000	2,324,495	2,228,012	2,131,529	2,035,046	1,938,563	1,842,080	1,745,597
TLV (per acre)	200,000	2,118,579	2,022,096	1,925,613	1,829,129	1,732,646	1,636,163	1,539,680
260,000	250,000	1,912,662	1,816,179	1,719,696	1,623,213	1,526,730	1,430,247	1,333,763
	300,000	1,706,745	1,610,262	1,513,779	1,417,296	1,320,813	1,224,330	1,127,847
	350,000	1,500,829	1,404,346	1,307,863	1,211,379	1,114,896	1,018,413	921,930
	400,000	1,294,912	1,198,429	1,101,946	1,005,463	908,980	812,497	716,013
	450,000	1,088,995	992,512	896,029	799,546	703,063	606,580	510,097
	500,000	883,079	786,596	690,113	593,629	497,146	400,663	304,180
	550,000	677,162	580,679	484,196	387,713	291,230	194,747	98,263

		AH - % on site 30%						
Balance (RLV - TLV)	1,678,513	20%	25%	30%	35%	40%	45%	50%
	25	1,657,325	1,560,842	1,464,359	1,367,876	1,271,393	1,174,910	1,078,427
	26	1,706,745	1,610,262	1,513,779	1,417,296	1,320,813	1,224,330	1,127,847
Density (dph)	27	1,752,505	1,656,022	1,559,538	1,463,055	1,366,572	1,270,089	1,173,606
30	28	1,794,995	1,698,512	1,602,029	1,505,546	1,409,063	1,312,580	1,216,097
	29	1,834,556	1,738,073	1,641,590	1,545,106	1,448,623	1,352,140	1,255,657
	30	1,871,479	1,774,996	1,678,513	1,582,029	1,485,546	1,389,063	1,292,580
	31	1,906,020	1,809,537	1,713,053	1,616,570	1,520,087	1,423,604	1,327,121
	32	1,938,402	1,841,919	1,745,435	1,648,952	1,552,469	1,455,986	1,359,503
	33	1,968,821	1,872,338	1,775,855	1,679,372	1,582,889	1,486,406	1,389,923
	34	1,997,451	1,900,968	1,804,485	1,708,002	1,611,519	1,515,036	1,418,553
	35	2,024,445	1,927,962	1,831,479	1,734,996	1,638,513	1,542,030	1,445,547

		AH - % on site 30%						
Balance (RLV - TLV)	1,678,513	20%	25%	30%	35%	40%	45%	50%
	25%	1,873,987	1,777,504	1,681,021	1,584,538	1,488,055	1,391,571	1,295,088
	30%	1,872,733	1,776,250	1,679,767	1,583,284	1,486,800	1,390,317	1,293,834
% Cat M4(2)	35%	1,871,479	1,774,996	1,678,513	1,582,029	1,485,546	1,389,063	1,292,580
35%	40%	1,870,225	1,773,742	1,677,258	1,580,775	1,484,292	1,387,809	1,291,326
	45%	1,868,971	1,772,487	1,676,004	1,579,521	1,483,038	1,386,555	1,290,072
	50%	1,867,716	1,771,233	1,674,750	1,578,267	1,481,784	1,385,301	1,288,818
	55%	1,866,462	1,769,979	1,673,496	1,577,013	1,480,530	1,384,047	1,287,564
	60%	1,865,208	1,768,725	1,672,242	1,575,759	1,479,276	1,382,793	1,286,310
	65%	1,863,954	1,767,471	1,670,988	1,574,505	1,478,022	1,381,539	1,285,056

		AH - % on site 30%						
Balance (RLV - TLV)	1,678,513	20%	25%	30%	35%	40%	45%	50%
	95%	2,183,753	2,086,058	1,988,336	1,890,614	1,792,892	1,695,171	1,597,449
	100%	1,871,479	1,774,996	1,678,513	1,582,029	1,485,546	1,389,063	1,292,580
Build rate (£psm)	105%	1,559,065	1,463,803	1,368,540	1,273,278	1,178,015	1,082,753	987,489
	110%	1,246,405	1,152,341	1,058,278	964,214	870,150	776,086	682,022
	115%	933,321	840,462	747,602	654,743	561,884	469,015	376,141
	120%	619,822	528,150	436,449	344,744	253,038	161,333	69,628
	125%	305,701	215,149	124,596	34,043	(56,510)	(147,095)	(237,721)
	130%	(9,220)	(98,641)	(188,149)	(277,656)	(367,163)	(456,775)	(546,393)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: W
Title: 50 No. Units, Value Area - Lower C
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	5.3	33.0%	5.0	20%	10.2
3 bed House	54.0%	18.9	66.0%	9.9	58%	28.8
4 bed House	20.0%	7.0	0.0%	0.0	14%	7.0
5 bed House	4.0%	1.4	0.0%	0.0	3%	1.4
1 bed Flat	3.0%	1.1	0.0%	0.0	2%	1.1
2 bed Flat	3.0%	1.1	0.0%	0.0	2%	1.1
1 bed Bungalow	1.0%	0.4	1.0%	0.2	1%	0.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	35.0	100.0%	15.0	100%	50.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	404	4,351	381	4,103	785	8,454
3 bed House	1,796	19,327	941	10,123	2,736	29,450
4 bed House	777	8,364	0	0	777	8,364
5 bed House	202	2,170	0	0	202	2,170
1 bed Flat	61	652	0	0	61	652
2 bed Flat	78	838	0	0	78	838
1 bed Bungalow	18	188	8	81	25	269
2 bed Bungalow	0	0	0	0	0	0
	3,334	35,889	1,329	14,307	4,663	50,196
AH % by floor area:			*28.50%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	2,856,000
3 bed House	300,000	3,158	293	8,640,000
4 bed House	320,000	2,883	268	2,240,000
5 bed House	500,000	3,472	323	700,000
1 bed Flat	175,000	3,571	332	183,750
2 bed Flat	200,000	3,175	295	210,000
1 bed Bungalow	190,000	3,800	353	95,000
2 bed Bungalow	250,000	4,098	381	0
				14,924,750

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: W
Title: 50 No. Units, Value Area - Lower C
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	5.3	@	280,000		1,470,000
3 bed House	18.9	@	300,000		5,670,000
4 bed House	7.0	@	320,000		2,240,000
5 bed House	1.4	@	500,000		700,000
1 bed Flat	1.1	@	175,000		183,750
2 bed Flat	1.1	@	200,000		210,000
1 bed Bungalow	0.4	@	190,000		66,500
2 bed Bungalow	0.0	@	250,000		-
	35.0				10,540,250
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	3.6	@	170,800		617,186
3 bed House	7.2	@	183,000		1,322,541
4 bed House	0.0	@	195,200		-
5 bed House	0.0	@	305,000		-
1 bed Flat	0.0	@	106,750		-
2 bed Flat	0.0	@	122,000		-
1 bed Bungalow	0.1	@	115,900		12,691
2 bed Bungalow	0.0	@	152,500		-
	11.0				1,952,418
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	1.3	@	204,400		273,181
3 bed House	2.7	@	219,000		585,387
4 bed House	0.0	@	233,600		-
5 bed House	0.0	@	365,000		-
1 bed Flat	0.0	@	127,750		-
2 bed Flat	0.0	@	146,000		-
1 bed Bungalow	0.0	@	138,700		5,617
2 bed Bungalow	0.0	@	182,500		-
	4.1				864,185
Sub-total GDV Residential	**50.0**				**13,356,853**
AH on-site cost analysis:				*£MV less £GDV*	*1,567,897*
	336	*£ psm (total GIA sqm)*		*31,358*	*£ per unit (total units)*
Grant	50	@	0		-
Total GDV					**13,356,853**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: W
Title: 50 No. Units, Value Area - Lower C
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(19,250)
CIL			3,334	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		50	units @	21,200	per unit		(1,060,000)	(1,060,000)
S106 analysis:			*7.94%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			4,663	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			4.12	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		4.12	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			785	sqm @	1,195	psm			(938,553)
3 bed House			2,736	sqm @	1,195	psm			(3,269,520)
4 bed House			777	sqm @	1,195	psm			(928,515)
5 bed House			202	sqm @	1,195	psm			(240,912)
1 bed Flat			61	sqm @	1,372	psm			(83,046)
2 bed Flat			78	sqm @	1,372	psm			(106,774)
1 bed Bungalow			25	sqm @	1,195	psm			(29,875)
2 bed Bungalow		4,663	-	sqm @	1,195	psm			-
External works			5,597,195	@	15.0%				(839,579)
					16,792	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		50	units @	521	£ per dwelling	(9,118)
M4(3) Category 3 Housing		5%	of All units		50	units @	10,307	£ per dwelling	(25,768)
Water efficiency					50	units @	9	£ per dwelling	(450)
Contingency			6,472,110	@	3.0%				(194,163)
Professional Fees			6,472,110	@	6.5%				(420,687)
Disposal Costs -									
Marketing and Promotion			10,540,250	OMS @	3.00%				(316,208)
Residential Sales Agent Costs			10,540,250	OMS @	1.00%				(105,403)
Residential Sales Legal Costs			10,540,250	OMS @	0.50%				(52,701)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(23,085)
Developers Profit -									
Margin on AH			2,816,603		6.00%	on AH values			(168,996)
Profit on GDV			10,540,250		20.00%				(2,108,050)
			8,723,607		*24.16%*	*on costs*	*(2,108,050)*		
			13,356,853		*17.05%*	*blended*	*(2,277,046)*		
TOTAL COSTS									**(11,000,653)**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref:	**W**
Title:	**50 No. Units, Value Area - Lower C**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							2,356,200
SDLT			2,356,200	@	5.0%	(slabbed)	(107,310)
Acquisition Agent fees			2,356,200	@	1.0%		(23,562)
Acquisition Legal fees			2,356,200	@	0.5%		(11,781)
Interest on Land			2,356,200	@	6.0%		(141,372)
Residual Land Value							**2,072,175**
RLV analysis:	*41,444*	*£ per plot*	*1,243,305*	*£ per ha*	*503,159*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			1.67	ha	4.12	acres	
Density analysis:			*2,798*	*sqm/ha*	*12,188*	*sqft/ac*	
Threshold Land Value	14,826	£ per plot	444,780	£ per ha	180,000	£ per acre	**741,300**

BALANCE							
Surplus/(Deficit)			**798,525**	£ per ha	**323,159**	£ per acre	**1,330,875**

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: W
Title: 50 No. Units, Value Area - Lower C
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	1,330,875	20%	25%	30%	35%	40%	45%	50%
	0	1,504,422	1,417,648	1,330,875	1,244,102	1,157,328	1,070,555	983,782
	10	1,468,995	1,384,446	1,299,897	1,215,349	1,130,800	1,046,251	961,693
	20	1,433,480	1,351,151	1,268,822	1,186,493	1,104,164	1,021,835	939,506
	30	1,397,966	1,317,856	1,237,747	1,157,638	1,077,528	997,419	917,310
	40	1,362,357	1,284,496	1,206,635	1,128,775	1,050,892	973,003	895,113
CIL £psm	50	1,326,669	1,251,039	1,175,409	1,099,779	1,024,148	948,518	872,888
0.00	60	1,290,982	1,217,582	1,144,182	1,070,783	997,383	923,983	850,583
	70	1,255,188	1,184,061	1,112,934	1,041,787	970,617	899,448	828,279
	80	1,219,326	1,150,441	1,081,556	1,012,670	943,785	874,899	805,974
	90	1,183,465	1,116,821	1,050,177	983,533	916,889	850,245	783,601
	100	1,147,482	1,083,136	1,018,789	954,396	889,993	825,590	761,187
	110	1,111,447	1,049,352	987,258	925,164	863,069	800,936	738,774
	120	1,075,411	1,015,569	955,727	895,885	836,042	776,200	716,358
	130	1,039,236	981,716	924,195	866,606	809,016	751,426	693,836
	140	1,003,024	947,768	892,511	837,255	781,989	726,651	671,314
	150	966,813	913,820	860,827	807,833	754,840	701,847	648,791
	160	930,442	879,797	829,142	778,412	727,682	676,952	626,222
	170	894,055	845,683	797,312	748,940	700,523	652,057	603,590
	180	857,662	811,570	765,473	719,376	673,278	627,161	580,958
	190	821,097	777,373	733,634	689,811	645,988	602,165	558,326
	200	784,533	743,094	701,655	660,216	618,697	577,148	535,599

		AH - % on site 30%						
Balance (RLV - TLV)	1,330,875	20%	25%	30%	35%	40%	45%	50%
	15,000	1,778,360	1,691,565	1,604,767	1,517,970	1,431,173	1,344,375	1,257,578
	16,000	1,734,177	1,647,403	1,560,630	1,473,854	1,387,056	1,300,259	1,213,461
	17,000	1,689,993	1,603,220	1,516,446	1,429,673	1,342,900	1,256,126	1,169,345
	18,000	1,645,809	1,559,036	1,472,263	1,385,489	1,298,716	1,211,943	1,125,169
	19,000	1,601,626	1,514,852	1,428,079	1,341,306	1,254,532	1,167,759	1,080,986
Site Specific S106	20,000	1,557,442	1,470,669	1,383,895	1,297,122	1,210,349	1,123,575	1,036,802
21,200	21,000	1,513,258	1,426,485	1,339,712	1,252,938	1,166,165	1,079,392	992,618
	22,000	1,469,075	1,382,302	1,295,528	1,208,755	1,121,982	1,035,208	948,435
	23,000	1,424,847	1,338,079	1,251,311	1,164,542	1,077,774	991,006	904,237
	24,000	1,380,591	1,293,822	1,207,054	1,120,286	1,033,517	946,749	859,981
	25,000	1,336,334	1,249,566	1,162,797	1,076,029	989,261	902,492	815,724
	26,000	1,292,077	1,205,309	1,118,541	1,031,772	945,004	858,236	771,467
	27,000	1,247,821	1,161,052	1,074,284	987,515	900,747	813,979	727,210
	28,000	1,203,564	1,116,795	1,030,027	943,259	856,490	769,712	682,929
	29,000	1,159,289	1,072,506	985,724	898,941	812,159	725,376	638,594
	30,000	1,114,953	1,028,171	941,388	854,606	767,823	681,040	594,258
	31,000	1,070,618	983,835	897,052	810,270	723,487	636,705	549,922
	32,000	1,026,282	939,499	852,717	765,934	679,152	592,369	505,580
	33,000	981,946	895,164	808,381	721,599	634,791	547,975	461,159
	34,000	937,611	850,819	764,003	677,187	590,371	503,555	416,739
	35,000	893,215	806,399	719,583	632,767	545,951	459,135	372,319

		AH - % on site 30%						
Balance (RLV - TLV)	1,330,875	20%	25%	30%	35%	40%	45%	50%
	15%	2,031,434	1,911,723	1,792,011	1,672,299	1,552,588	1,432,876	1,313,165
	16%	1,926,032	1,812,908	1,699,784	1,586,660	1,473,536	1,360,412	1,247,288
Profit	17%	1,820,629	1,714,093	1,607,557	1,501,020	1,394,484	1,287,948	1,181,411
20.00%	18%	1,715,227	1,615,278	1,515,329	1,415,381	1,315,432	1,215,484	1,115,535
	19%	1,609,824	1,516,463	1,423,102	1,329,741	1,236,380	1,143,019	1,049,658
	20%	1,504,422	1,417,648	1,330,875	1,244,102	1,157,328	1,070,555	983,782
	21%	1,399,019	1,318,834	1,238,648	1,158,462	1,078,277	998,091	917,905
	22%	1,293,617	1,220,019	1,146,421	1,072,823	999,225	925,627	852,029
	23%	1,188,214	1,121,204	1,054,194	987,183	920,173	853,162	786,152
	24%	1,082,812	1,022,389	961,966	901,544	841,121	780,698	720,276
	25%	977,409	923,574	869,739	815,904	762,069	708,234	654,399

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171222 CBC Residential Appraisals_R-W_v4

Scheme Ref: W
Title: 50 No. Units, Value Area - Lower C
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	1,330,875	20%	25%	30%	35%	40%	45%	50%
	100,000	1,833,888	1,747,115	1,660,342	1,573,568	1,486,795	1,400,022	1,313,248
	150,000	1,627,972	1,541,198	1,454,425	1,367,652	1,280,878	1,194,105	1,107,332
TLV (per acre)	200,000	1,422,055	1,335,282	1,248,508	1,161,735	1,074,962	988,188	901,415
180,000	250,000	1,216,138	1,129,365	1,042,592	955,818	869,045	782,272	695,498
	300,000	1,010,222	923,448	836,675	749,902	663,128	576,355	489,582
	350,000	804,305	717,532	630,758	543,985	457,212	370,438	283,665
	400,000	598,388	511,615	424,842	338,068	251,295	164,522	77,748
	450,000	392,472	305,698	218,925	132,152	45,378	(41,395)	(128,168)
	500,000	186,555	99,782	13,008	(73,765)	(160,538)	(247,312)	(334,085)
	550,000	(19,362)	(106,135)	(192,908)	(279,682)	(366,455)	(453,228)	(540,002)

		AH - % on site 30%						
Balance (RLV - TLV)	1,330,875	20%	25%	30%	35%	40%	45%	50%
	25	1,356,162	1,269,388	1,182,615	1,095,842	1,009,068	922,295	835,522
	26	1,390,376	1,303,602	1,216,829	1,130,056	1,043,282	956,509	869,736
Density (dph)	27	1,422,055	1,335,282	1,248,508	1,161,735	1,074,962	988,188	901,415
30	28	1,451,472	1,364,698	1,277,925	1,191,152	1,104,378	1,017,605	930,832
	29	1,478,860	1,392,086	1,305,313	1,218,540	1,131,766	1,044,993	958,220
	30	1,504,422	1,417,648	1,330,875	1,244,102	1,157,328	1,070,555	983,782
	31	1,528,335	1,441,561	1,354,788	1,268,015	1,181,241	1,094,468	1,007,695
	32	1,550,753	1,463,980	1,377,206	1,290,433	1,203,660	1,116,886	1,030,113
	33	1,571,813	1,485,039	1,398,266	1,311,493	1,224,719	1,137,946	1,051,173
	34	1,591,634	1,504,860	1,418,087	1,331,314	1,244,540	1,157,767	1,070,994
	35	1,610,322	1,523,548	1,436,775	1,350,002	1,263,228	1,176,455	1,089,682

		AH - % on site 30%						
Balance (RLV - TLV)	1,330,875	20%	25%	30%	35%	40%	45%	50%
	25%	1,506,933	1,420,160	1,333,386	1,246,613	1,159,840	1,073,066	986,293
	30%	1,505,677	1,418,904	1,332,131	1,245,357	1,158,584	1,071,811	985,037
% Cat M4(2)	35%	1,504,422	1,417,648	1,330,875	1,244,102	1,157,328	1,070,555	983,782
35%	40%	1,503,166	1,416,393	1,329,619	1,242,846	1,156,073	1,069,299	982,526
	45%	1,501,910	1,415,137	1,328,364	1,241,590	1,154,817	1,068,044	981,270
	50%	1,500,655	1,413,881	1,327,108	1,240,335	1,153,561	1,066,788	980,015
	55%	1,499,399	1,412,626	1,325,852	1,239,079	1,152,306	1,065,532	978,759
	60%	1,498,144	1,411,370	1,324,597	1,237,824	1,151,050	1,064,277	977,504
	65%	1,496,888	1,410,115	1,323,341	1,236,568	1,149,795	1,063,021	976,248

		AH - % on site 30%						
Balance (RLV - TLV)	1,330,875	20%	25%	30%	35%	40%	45%	50%
	95%	1,817,082	1,729,110	1,641,126	1,553,132	1,465,137	1,377,142	1,289,148
	100%	1,504,422	1,417,648	1,330,875	1,244,102	1,157,328	1,070,555	983,782
Build rate (£psm)	105%	1,191,420	1,105,852	1,020,284	934,716	849,148	763,580	678,012
	110%	877,981	793,602	709,224	624,831	540,423	456,015	371,608
	115%	563,909	480,660	397,410	314,160	230,910	147,652	64,337
	120%	248,978	166,841	84,652	2,464	(79,735)	(162,025)	(244,314)
	125%	(67,184)	(148,377)	(229,570)	(310,879)	(392,236)	(473,720)	(555,355)
	130%	(385,265)	(465,683)	(546,224)	(626,944)	(707,900)	(797,512)	(890,906)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_R-W_v4 - Summary Table

Scheme Details:	Scheme Ref:	**R**	**S**	**T**	**U**	**V**	**W**
	Title:	30 No. Units, Value Area - High A	30 No. Units, Value Area - Medium B	30 No. Units, Value Area - Lower C	50 No. Units, Value Area - High A	50 No. Units, Value Area - Medium B	50 No. Units, Value Area - Lower C
	Notes:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
	Total GDV (£)	12,297,661	10,168,006	9,432,662	18,429,352	14,330,427	13,356,853
Policy Costs:	AH % (on-site)	30%	30%	30%	30%	30%	30%
	CIL (£ psm)	-	-	-	-	-	-
	CIL (£)	-	-	-	-	-	-
	Site Specific S106 (£/unit)	21,200	21,200	21,200	21,200	21,200	21,200
	Site Specific S106 (£)	636,000	636,000	636,000	1,060,000	1,060,000	1,060,000
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
	Developers Profit (% blended)	17.32%	17.51%	17.49%	17.02%	17.06%	17.05%
	Total Developers Profit (£)	2,130,097	1,780,494	1,649,938	3,136,811	2,444,241	2,277,046
Residual Land Value (RLV):	RLV (£/acre)	1,457,867	851,389	646,226	1,361,845	667,571	503,159
	RLV (£/ha)	3,602,389	2,103,782	1,596,824	3,365,119	1,649,568	1,243,305
	RLV (£ net)	3,602,389	2,103,782	1,596,824	5,608,532	2,749,279	2,072,175
Threshold Land Value (TLV):	TLV (£/acre)	370,000	260,000	180,000	370,000	260,000	180,000
	TLV (£/ha)	914,270	642,460	444,780	914,270	642,460	444,780
	TLV (£ net)	914,270	642,460	444,780	1,523,783	1,070,767	741,300
Balance for Plan VA:	Surplus/Deficit (£/acre)	1,087,867	591,389	466,226	991,845	407,571	323,159
	Surplus/Deficit (£/ha)	2,688,119	1,461,322	1,152,044	2,450,849	1,007,108	798,525
	Surplus/Deficit	2,688,119	1,461,322	1,152,044	4,084,749	1,678,513	1,330,875
	Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable

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171222 CBC Residential Appraisals_X-AC_v4 - Version Notes

Date	Version	Comments
171222	v4	

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: X
Title: 75 No. Units, Value Area - High A
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			75	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	7.9	33.0%	7.4	20%	15.3
3 bed House	54.0%	28.4	66.0%	14.9	58%	43.2
4 bed House	20.0%	10.5	0.0%	0.0	14%	10.5
5 bed House	4.0%	2.1	0.0%	0.0	3%	2.1
1 bed Flat	3.0%	1.6	0.0%	0.0	2%	1.6
2 bed Flat	3.0%	1.6	0.0%	0.0	2%	1.6
1 bed Bungalow	1.0%	0.5	1.0%	0.2	1%	0.8
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	52.5	100.0%	22.5	100%	75.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	606	6,527	572	6,154	1,178	12,681
3 bed House	2,693	28,990	1,411	15,185	4,104	44,175
4 bed House	1,166	12,545	0	0	1,166	12,545
5 bed House	302	3,255	0	0	302	3,255
1 bed Flat	91	977	0	0	91	977
2 bed Flat	117	1,257	0	0	117	1,257
1 bed Bungalow	26	283	11	121	38	404
2 bed Bungalow	0	0	0	0	0	0
	5,001	53,834	1,994	21,460	6,995	75,294
AH % by floor area:			*28.50%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	5,737,500
3 bed House	425,000	4,474	416	18,360,000
4 bed House	420,000	3,784	352	4,410,000
5 bed House	600,000	4,167	387	1,260,000
1 bed Flat	275,000	5,612	521	433,125
2 bed Flat	325,000	5,159	479	511,875
1 bed Bungalow	275,000	5,500	511	206,250
2 bed Bungalow	340,000	5,574	518	0
				30,918,750

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	7.9	@	375,000		2,953,125
3 bed House	28.4	@	425,000		12,048,750
4 bed House	10.5	@	420,000		4,410,000
5 bed House	2.1	@	600,000		1,260,000
1 bed Flat	1.6	@	275,000		433,125
2 bed Flat	1.6	@	325,000		511,875
1 bed Bungalow	0.5	@	275,000		144,375
2 bed Bungalow	0.0	@	340,000		-
	52.5				21,761,250
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	5.4	@	228,750		1,239,882
3 bed House	10.8	@	259,250		2,810,400
4 bed House	0.0	@	256,200		-
5 bed House	0.0	@	366,000		-
1 bed Flat	0.0	@	167,750		-
2 bed Flat	0.0	@	198,250		-
1 bed Bungalow	0.2	@	167,750		27,553
2 bed Bungalow	0.0	@	207,400		-
	16.4				4,077,835
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	2.0	@	273,750		548,800
3 bed House	4.0	@	310,250		1,243,947
4 bed House	0.0	@	306,600		-
5 bed House	0.0	@	438,000		-
1 bed Flat	0.0	@	200,750		-
2 bed Flat	0.0	@	237,250		-
1 bed Bungalow	0.1	@	200,750		12,196
2 bed Bungalow	0.0	@	248,200		-
	6.1				1,804,943
Sub-total GDV Residential	**75.0**				**27,644,028**
AH on-site cost analysis:				*£MV less £GDV*	*3,274,722*
	468 £ psm (total GIA sqm)			*43,663 £ per unit (total units)*	
Grant	75	@	0		-
Total GDV					**27,644,028**

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DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(70,000)
Statutory Planning Fees (Residential)									(21,924)
CIL			5,001	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		75	units @	21,200	per unit		(1,590,000)	(1,590,000)
S106 analysis:			*5.75%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			6,995	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			6.18	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		6.18	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			1,178	sqm @	1,195	psm			(1,407,830)
3 bed House			4,104	sqm @	1,195	psm			(4,904,280)
4 bed House			1,166	sqm @	1,195	psm			(1,392,773)
5 bed House			302	sqm @	1,195	psm			(361,368)
1 bed Flat			91	sqm @	1,372	psm			(124,570)
2 bed Flat			117	sqm @	1,372	psm			(160,161)
1 bed Bungalow			38	sqm @	1,195	psm			(44,813)
2 bed Bungalow		6,995	-	sqm @	1,195	psm			-
External works			8,395,793	@	15.0%				(1,259,369)
					16,792	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		75 units @	521	£ per dwelling		(13,676)
M4(3) Category 3 Housing		5%	of All units		75 units @	10,307	£ per dwelling		(38,651)
Water efficiency					75 units @	9	£ per dwelling		(675)
Contingency			9,708,164	@	3.0%				(291,245)
Professional Fees			9,708,164	@	6.5%				(631,031)
Disposal Costs -									
Marketing and Promotion			21,761,250	OMS @	3.00%				(652,838)
Residential Sales Agent Costs			21,761,250	OMS @	1.00%				(217,613)
Residential Sales Legal Costs			21,761,250	OMS @	0.50%				(108,806)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(17,855)
Developers Profit -									
Margin on AH			5,882,778		6.00%	on AH values			(352,967)
Profit on GDV			21,761,250		20.00%				(4,352,250)
			13,309,475		*32.70%*	*on costs*		*(4,352,250)*	
			27,644,028		*17.02%*	*blended*		*(4,705,217)*	
TOTAL COSTS									**(18,014,692)**

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RESIDUAL LAND VALUE							
Residual Land Value (gross)							9,629,336
SDLT			9,629,336	@	5.0%	(slabbed)	(470,967)
Acquisition Agent fees			9,629,336	@	1.0%		(96,293)
Acquisition Legal fees			9,629,336	@	0.5%		(48,147)
Interest on Land			9,629,336	@	6.0%		(577,760)
Residual Land Value							**8,436,169**
RLV analysis:	*112,482*	*£ per plot*	*3,374,468*	*£ per ha*	*1,365,628*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			2.50	ha	6.18	acres	
Density analysis:			*2,798*	*sqm/ha*	*12,188*	*sqft/ac*	
Threshold Land Value	30,476	£ per plot	914,270	£ per ha	370,000	£ per acre	**2,285,675**

BALANCE							
Surplus/(Deficit)			**2,460,198**	£ per ha	**995,628**	£ per acre	**6,150,494**

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SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	6,150,494	20%	25%	30%	35%	40%	45%	50%
	0	6,518,429	6,334,507	6,150,494	5,966,481	5,782,467	5,598,454	5,414,440
	10	6,466,181	6,285,547	6,104,913	5,924,235	5,743,472	5,562,708	5,381,944
	20	6,413,934	6,236,565	6,059,197	5,881,828	5,704,459	5,526,962	5,349,448
	30	6,361,687	6,187,584	6,013,480	5,839,377	5,665,274	5,491,171	5,316,951
	40	6,309,440	6,138,602	5,967,764	5,796,926	5,626,088	5,455,251	5,284,413
CIL £psm	50	6,257,067	6,089,620	5,922,048	5,754,475	5,586,903	5,419,331	5,251,758
0.00	60	6,204,565	6,040,435	5,876,305	5,712,025	5,547,718	5,383,411	5,219,104
	70	6,152,064	5,991,215	5,830,366	5,669,518	5,508,532	5,347,491	5,186,449
	80	6,099,562	5,941,995	5,784,427	5,626,860	5,469,293	5,311,571	5,153,795
	90	6,047,061	5,892,775	5,738,489	5,584,203	5,429,917	5,275,631	5,121,140
	100	5,994,393	5,843,555	5,692,550	5,541,545	5,390,541	5,239,536	5,088,486
	110	5,941,636	5,794,137	5,646,611	5,498,888	5,351,165	5,203,441	5,055,718
	120	5,888,879	5,744,678	5,600,477	5,456,230	5,311,788	5,167,346	5,022,905
	130	5,836,121	5,695,218	5,554,314	5,413,410	5,272,412	5,131,252	4,990,091
	140	5,783,364	5,645,758	5,508,152	5,370,545	5,232,939	5,095,157	4,957,278
	150	5,730,394	5,596,298	5,461,989	5,327,680	5,193,371	5,059,062	4,924,464
	160	5,677,380	5,546,642	5,415,827	5,284,815	5,153,803	5,022,792	4,891,651
	170	5,624,366	5,496,942	5,369,517	5,241,950	5,114,236	4,986,521	4,858,807
	180	5,571,353	5,447,241	5,323,130	5,199,018	5,074,668	4,950,251	4,825,834
	190	5,518,330	5,397,541	5,276,743	5,155,945	5,035,100	4,913,980	4,792,861
	200	5,465,058	5,347,840	5,230,356	5,112,871	4,995,386	4,877,710	4,759,887

		AH - % on site 30%						
Balance (RLV - TLV)	6,150,494	20%	25%	30%	35%	40%	45%	50%
	15,000	6,926,810	6,742,796	6,558,783	6,374,769	6,190,756	6,006,743	5,822,729
	16,000	6,860,957	6,676,943	6,492,930	6,308,916	6,124,903	5,940,890	5,756,876
	17,000	6,795,104	6,611,090	6,427,077	6,243,063	6,059,050	5,875,037	5,691,023
	18,000	6,729,251	6,545,237	6,361,224	6,177,210	5,993,197	5,809,183	5,625,170
	19,000	6,663,398	6,479,384	6,295,371	6,111,357	5,927,344	5,743,330	5,559,317
Site Specific S106	20,000	6,597,521	6,413,531	6,229,518	6,045,504	5,861,491	5,677,477	5,493,464
21,200	21,000	6,531,611	6,347,678	6,163,665	5,979,651	5,795,638	5,611,624	5,427,611
	22,000	6,465,700	6,281,800	6,097,811	5,913,798	5,729,785	5,545,771	5,361,758
	23,000	6,399,790	6,215,890	6,031,958	5,847,945	5,663,932	5,479,918	5,295,905
	24,000	6,333,879	6,149,979	5,966,080	5,782,092	5,598,079	5,414,065	5,230,052
	25,000	6,267,968	6,084,069	5,900,169	5,716,239	5,532,225	5,348,212	5,164,199
	26,000	6,202,058	6,018,158	5,834,259	5,650,359	5,466,372	5,282,359	5,098,346
	27,000	6,136,147	5,952,248	5,768,348	5,584,448	5,400,519	5,216,506	5,032,492
	28,000	6,070,237	5,886,337	5,702,438	5,518,538	5,334,638	5,150,653	4,966,639
	29,000	6,004,326	5,820,427	5,636,527	5,452,627	5,268,728	5,084,800	4,900,786
	30,000	5,938,416	5,754,516	5,570,616	5,386,717	5,202,817	5,018,917	4,834,933
	31,000	5,872,505	5,688,606	5,504,706	5,320,806	5,136,907	4,953,007	4,769,080
	32,000	5,806,595	5,622,695	5,438,795	5,254,896	5,070,996	4,887,096	4,703,197
	33,000	5,740,684	5,556,784	5,372,885	5,188,985	5,005,086	4,821,186	4,637,286
	34,000	5,674,774	5,490,874	5,306,974	5,123,075	4,939,175	4,755,275	4,571,376
	35,000	5,608,863	5,424,963	5,241,064	5,057,164	4,873,264	4,689,365	4,505,465

		AH - % on site 30%						
Balance (RLV - TLV)	6,150,494	20%	25%	30%	35%	40%	45%	50%
	15%	7,606,491	7,354,566	7,102,549	6,850,531	6,598,514	6,346,497	6,094,479
	16%	7,388,879	7,150,554	6,912,138	6,673,721	6,435,305	6,196,888	5,958,471
Profit	17%	7,171,266	6,946,543	6,721,727	6,496,911	6,272,095	6,047,279	5,822,464
20.00%	18%	6,953,654	6,742,531	6,531,316	6,320,101	6,108,886	5,897,671	5,686,456
	19%	6,736,041	6,538,519	6,340,905	6,143,291	5,945,676	5,748,062	5,550,448
	20%	6,518,429	6,334,507	6,150,494	5,966,481	5,782,467	5,598,454	5,414,440
	21%	6,300,816	6,130,496	5,960,083	5,789,670	5,619,258	5,448,845	5,278,432
	22%	6,083,204	5,926,484	5,769,672	5,612,860	5,456,048	5,299,236	5,142,425
	23%	5,865,591	5,722,472	5,579,261	5,436,050	5,292,839	5,149,628	5,006,417
	24%	5,647,979	5,518,460	5,388,850	5,259,240	5,129,630	5,000,019	4,870,409
	25%	5,430,366	5,314,449	5,198,439	5,082,430	4,966,420	4,850,411	4,734,401

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Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	6,150,494	20%	25%	30%	35%	40%	45%	50%
	100,000	8,186,354	8,002,432	7,818,419	7,634,406	7,450,392	7,266,379	7,082,365
	150,000	7,877,479	7,693,557	7,509,544	7,325,531	7,141,517	6,957,504	6,773,490
TLV (per acre)	200,000	7,568,604	7,384,682	7,200,669	7,016,656	6,832,642	6,648,629	6,464,615
370,000	250,000	7,259,729	7,075,807	6,891,794	6,707,781	6,523,767	6,339,754	6,155,740
	300,000	6,950,854	6,766,932	6,582,919	6,398,906	6,214,892	6,030,879	5,846,865
	350,000	6,641,979	6,458,057	6,274,044	6,090,031	5,906,017	5,722,004	5,537,990
	400,000	6,333,104	6,149,182	5,965,169	5,781,156	5,597,142	5,413,129	5,229,115
	450,000	6,024,229	5,840,307	5,656,294	5,472,281	5,288,267	5,104,254	4,920,240
	500,000	5,715,354	5,531,432	5,347,419	5,163,406	4,979,392	4,795,379	4,611,365
	550,000	5,406,479	5,222,557	5,038,544	4,854,531	4,670,517	4,486,504	4,302,490

		AH - % on site 30%						
Balance (RLV - TLV)	6,150,494	20%	25%	30%	35%	40%	45%	50%
	25	6,061,294	5,877,372	5,693,359	5,509,346	5,325,332	5,141,319	4,957,305
	26	6,166,786	5,982,865	5,798,852	5,614,838	5,430,825	5,246,811	5,062,798
Density (dph)	27	6,264,465	6,080,543	5,896,530	5,712,517	5,528,503	5,344,490	5,160,476
30	28	6,355,166	6,171,245	5,987,231	5,803,218	5,619,205	5,435,191	5,251,178
	29	6,439,612	6,255,691	6,071,678	5,887,664	5,703,651	5,519,637	5,335,624
	30	6,518,429	6,334,507	6,150,494	5,966,481	5,782,467	5,598,454	5,414,440
	31	6,592,160	6,408,239	6,224,225	6,040,212	5,856,199	5,672,185	5,488,172
	32	6,661,283	6,477,362	6,293,349	6,109,335	5,925,322	5,741,308	5,557,295
	33	6,726,217	6,542,296	6,358,283	6,174,269	5,990,256	5,806,242	5,622,229
	34	6,787,331	6,603,410	6,419,397	6,235,383	6,051,370	5,867,357	5,683,343
	35	6,844,954	6,661,032	6,477,019	6,293,006	6,108,992	5,924,979	5,740,965

		AH - % on site 30%						
Balance (RLV - TLV)	6,150,494	20%	25%	30%	35%	40%	45%	50%
	25%	6,522,180	6,338,257	6,154,244	5,970,230	5,786,217	5,602,203	5,418,190
	30%	6,520,305	6,336,382	6,152,369	5,968,355	5,784,342	5,600,328	5,416,315
% Cat M4(2)	35%	6,518,429	6,334,507	6,150,494	5,966,481	5,782,467	5,598,454	5,414,440
35%	40%	6,516,553	6,332,633	6,148,619	5,964,606	5,780,592	5,596,579	5,412,565
	45%	6,514,677	6,330,758	6,146,744	5,962,731	5,778,717	5,594,704	5,410,691
	50%	6,512,801	6,328,883	6,144,870	5,960,856	5,776,843	5,592,829	5,408,816
	55%	6,510,925	6,327,008	6,142,995	5,958,981	5,774,968	5,590,954	5,406,941
	60%	6,509,049	6,325,133	6,141,120	5,957,106	5,773,093	5,589,080	5,405,066
	65%	6,507,173	6,323,259	6,139,245	5,955,232	5,771,218	5,587,205	5,403,191

		AH - % on site 30%						
Balance (RLV - TLV)	6,150,494	20%	25%	30%	35%	40%	45%	50%
	95%	6,985,351	6,799,548	6,613,745	6,427,941	6,242,138	6,056,335	5,870,532
	100%	6,518,429	6,334,507	6,150,494	5,966,481	5,782,467	5,598,454	5,414,440
Build rate (£psm)	105%	6,051,311	5,869,202	5,687,094	5,504,985	5,322,796	5,140,572	4,958,349
	110%	5,584,194	5,403,876	5,223,558	5,043,240	4,862,922	4,682,604	4,502,257
	115%	5,117,076	4,938,549	4,760,022	4,581,495	4,402,968	4,224,441	4,045,914
	120%	4,649,761	4,473,112	4,296,463	4,119,751	3,943,014	3,766,278	3,589,542
	125%	4,182,308	4,007,451	3,832,594	3,657,737	3,482,879	3,308,022	3,133,165
	130%	3,714,855	3,541,790	3,368,725	3,195,660	3,022,595	2,849,530	2,676,465

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: Y
Title: 75 No. Units, Value Area - Medium B
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			75	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	7.9	33.0%	7.4	20%	15.3
3 bed House	54.0%	28.4	66.0%	14.9	58%	43.2
4 bed House	20.0%	10.5	0.0%	0.0	14%	10.5
5 bed House	4.0%	2.1	0.0%	0.0	3%	2.1
1 bed Flat	3.0%	1.6	0.0%	0.0	2%	1.6
2 bed Flat	3.0%	1.6	0.0%	0.0	2%	1.6
1 bed Bungalow	1.0%	0.5	1.0%	0.2	1%	0.8
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	52.5	100.0%	22.5	100%	75.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	606	6,527	572	6,154	1,178	12,681
3 bed House	2,693	28,990	1,411	15,185	4,104	44,175
4 bed House	1,166	12,545	0	0	1,166	12,545
5 bed House	302	3,255	0	0	302	3,255
1 bed Flat	91	977	0	0	91	977
2 bed Flat	117	1,257	0	0	117	1,257
1 bed Bungalow	26	283	11	121	38	404
2 bed Bungalow	0	0	0	0	0	0
	5,001	53,834	1,994	21,460	6,995	75,294
AH % by floor area:			*28.50%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	4,590,000
3 bed House	320,000	3,368	313	13,824,000
4 bed House	340,000	3,063	285	3,570,000
5 bed House	550,000	3,819	355	1,155,000
1 bed Flat	185,000	3,776	351	291,375
2 bed Flat	250,000	3,968	369	393,750
1 bed Bungalow	250,000	5,000	465	187,500
2 bed Bungalow	290,000	4,754	442	0
				24,011,625

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	7.9	@	300,000		2,362,500
3 bed House	28.4	@	320,000		9,072,000
4 bed House	10.5	@	340,000		3,570,000
5 bed House	2.1	@	550,000		1,155,000
1 bed Flat	1.6	@	185,000		291,375
2 bed Flat	1.6	@	250,000		393,750
1 bed Bungalow	0.5	@	250,000		131,250
2 bed Bungalow	0.0	@	290,000		-
	52.5				16,975,875
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	5.4	@	183,000		991,906
3 bed House	10.8	@	195,200		2,116,066
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	112,850		-
2 bed Flat	0.0	@	152,500		-
1 bed Bungalow	0.2	@	152,500		25,048
2 bed Bungalow	0.0	@	176,900		-
	16.4				3,133,019
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	2.0	@	219,000		439,040
3 bed House	4.0	@	233,600		936,619
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	135,050		-
2 bed Flat	0.0	@	182,500		-
1 bed Bungalow	0.1	@	182,500		11,087
2 bed Bungalow	0.0	@	211,700		-
	6.1				1,386,746
Sub-total GDV Residential	**75.0**				**21,495,641**
AH on-site cost analysis:				*£MV less £GDV*	*2,515,984*
	360	*£ psm (total GIA sqm)*		*33,546*	*£ per unit (total units)*
Grant	75	@	0		-
Total GDV					**21,495,641**

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Scheme Ref: Y
Title: 75 No. Units, Value Area - Medium B
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(70,000)
Statutory Planning Fees (Residential)									(21,924)
CIL			5,001	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		75	units @	21,200	per unit		(1,590,000)	(1,590,000)
S106 analysis:			*7.40%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			6,995	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			6.18	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		6.18	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			1,178	sqm @	1,195	psm			(1,407,830)
3 bed House			4,104	sqm @	1,195	psm			(4,904,280)
4 bed House			1,166	sqm @	1,195	psm			(1,392,773)
5 bed House			302	sqm @	1,195	psm			(361,368)
1 bed Flat			91	sqm @	1,372	psm			(124,570)
2 bed Flat			117	sqm @	1,372	psm			(160,161)
1 bed Bungalow			38	sqm @	1,195	psm			(44,813)
2 bed Bungalow		6,995	-	sqm @	1,195	psm			-
External works			8,395,793	@	15.0%				(1,259,369)
					16,792	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		75	units @	521	£ per dwelling	(13,676)
M4(3) Category 3 Housing		5%	of All units		75	units @	10,307	£ per dwelling	(38,651)
Water efficiency					75	units @	9	£ per dwelling	(675)
Contingency			9,708,164	@	3.0%				(291,245)
Professional Fees			9,708,164	@	6.5%				(631,031)
Disposal Costs -									
Marketing and Promotion			16,975,875	OMS @	3.00%				(509,276)
Residential Sales Agent Costs			16,975,875	OMS @	1.00%				(169,759)
Residential Sales Legal Costs			16,975,875	OMS @	0.50%				(84,879)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(23,157)
Developers Profit -									
Margin on AH			4,519,766		6.00%	on AH values			(271,186)
Profit on GDV			16,975,875		20.00%				(3,395,175)
			13,099,435		*25.92%*	*on costs*	*(3,395,175)*		
			21,495,641		*17.06%*	*blended*	*(3,666,361)*		
TOTAL COSTS									**(16,765,796)**

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RESIDUAL LAND VALUE							
Residual Land Value (gross)							4,729,844
SDLT			4,729,844	@	5.0%	(slabbed)	(225,992)
Acquisition Agent fees			4,729,844	@	1.0%		(47,298)
Acquisition Legal fees			4,729,844	@	0.5%		(23,649)
Interest on Land			4,729,844	@	6.0%		(283,791)
Residual Land Value							**4,149,114**
RLV analysis:	*55,322*	*£ per plot*	*1,659,646*	*£ per ha*	*671,649*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			2.50	ha	6.18	acres	
Density analysis:			*2,798*	*sqm/ha*	*12,188*	*sqft/ac*	
Threshold Land Value	21,415	£ per plot	642,460	£ per ha	260,000	£ per acre	**1,606,150**

BALANCE							
Surplus/(Deficit)			**1,017,186**	£ per ha	**411,649**	£ per acre	**2,542,964**

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Title: 75 No. Units, Value Area - Medium B
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	2,542,964	20%	25%	30%	35%	40%	45%	50%
	0	2,832,978	2,687,971	2,542,964	2,397,957	2,252,950	2,107,943	1,962,935
	10	2,780,221	2,638,511	2,496,801	2,355,092	2,213,382	2,071,672	1,929,962
	20	2,727,384	2,589,016	2,450,639	2,312,227	2,173,814	2,035,402	1,896,989
	30	2,674,370	2,539,315	2,404,261	2,269,206	2,134,151	1,999,096	1,864,016
	40	2,621,357	2,489,615	2,357,873	2,226,132	2,094,390	1,962,649	1,830,907
CIL £psm	50	2,568,212	2,439,851	2,311,486	2,183,058	2,054,630	1,926,202	1,797,774
0.00	60	2,514,940	2,389,908	2,264,877	2,139,845	2,014,813	1,889,755	1,764,640
	70	2,461,668	2,339,966	2,218,264	2,096,562	1,974,859	1,853,157	1,731,455
	80	2,408,210	2,289,928	2,171,645	2,053,278	1,934,905	1,816,533	1,698,160
	90	2,354,679	2,239,742	2,124,806	2,009,869	1,894,932	1,779,908	1,664,865
	100	2,301,148	2,189,557	2,077,966	1,966,375	1,854,784	1,743,193	1,631,570
	110	2,247,371	2,139,240	2,031,108	1,922,881	1,814,635	1,706,390	1,598,145
	120	2,193,580	2,088,810	1,984,041	1,879,271	1,774,487	1,669,587	1,564,688
	130	2,139,741	2,038,380	1,936,973	1,835,565	1,734,158	1,632,750	1,531,231
	140	2,085,688	1,987,780	1,889,872	1,791,859	1,693,814	1,595,768	1,497,723
	150	2,031,634	1,937,105	1,842,575	1,748,046	1,653,470	1,558,786	1,464,103
	160	1,977,468	1,886,429	1,795,278	1,704,127	1,612,976	1,521,805	1,430,483
	170	1,923,151	1,835,540	1,747,930	1,660,209	1,572,436	1,484,663	1,396,863
	180	1,868,835	1,784,619	1,700,402	1,616,186	1,531,895	1,447,501	1,363,106
	190	1,814,335	1,733,684	1,652,875	1,572,054	1,491,233	1,410,339	1,329,323
	200	1,759,754	1,682,514	1,605,274	1,527,922	1,450,495	1,373,069	1,295,539

		AH - % on site 30%						
Balance (RLV - TLV)	2,542,964	20%	25%	30%	35%	40%	45%	50%
	15,000	3,242,309	3,097,264	2,952,219	2,807,174	2,662,130	2,517,085	2,372,040
	16,000	3,176,334	3,031,289	2,886,245	2,741,200	2,596,155	2,451,110	2,306,066
	17,000	3,110,360	2,965,315	2,820,270	2,675,225	2,530,181	2,385,136	2,240,091
	18,000	3,044,323	2,899,316	2,754,296	2,609,251	2,464,206	2,319,161	2,174,116
	19,000	2,978,277	2,833,270	2,688,263	2,543,256	2,398,231	2,253,187	2,108,142
Site Specific S106	20,000	2,912,232	2,767,225	2,622,218	2,477,211	2,332,204	2,187,197	2,042,167
21,200	21,000	2,846,187	2,701,180	2,556,173	2,411,166	2,266,159	2,121,152	1,976,144
	22,000	2,780,142	2,635,135	2,490,128	2,345,121	2,200,114	2,055,106	1,910,099
	23,000	2,714,097	2,569,090	2,424,083	2,279,075	2,134,068	1,989,061	1,844,054
	24,000	2,648,052	2,503,045	2,358,037	2,213,030	2,068,023	1,923,016	1,778,009
	25,000	2,582,007	2,436,999	2,291,992	2,146,985	2,001,978	1,856,971	1,711,964
	26,000	2,515,961	2,370,954	2,225,947	2,080,940	1,935,933	1,790,926	1,645,919
	27,000	2,449,902	2,304,907	2,159,902	2,014,895	1,869,888	1,724,881	1,579,873
	28,000	2,383,780	2,238,785	2,093,790	1,948,795	1,803,800	1,658,805	1,513,810
	29,000	2,317,657	2,172,662	2,027,667	1,882,672	1,737,677	1,592,682	1,447,687
	30,000	2,251,535	2,106,540	1,961,545	1,816,550	1,671,555	1,526,560	1,381,565
	31,000	2,185,413	2,040,418	1,895,423	1,750,428	1,605,433	1,460,438	1,315,442
	32,000	2,119,290	1,974,295	1,829,300	1,684,305	1,539,310	1,394,315	1,249,320
	33,000	2,053,168	1,908,173	1,763,178	1,618,183	1,473,188	1,328,193	1,183,198
	34,000	1,987,046	1,842,050	1,697,055	1,552,060	1,407,065	1,262,070	1,117,075
	35,000	1,920,923	1,775,917	1,630,908	1,485,900	1,340,891	1,195,882	1,050,874

		AH - % on site 30%						
Balance (RLV - TLV)	2,542,964	20%	25%	30%	35%	40%	45%	50%
	15%	3,681,772	3,483,715	3,285,658	3,087,602	2,889,545	2,691,488	2,493,432
	16%	3,512,013	3,324,566	3,137,120	2,949,673	2,762,226	2,574,779	2,387,332
Profit	17%	3,342,254	3,165,417	2,988,581	2,811,744	2,634,907	2,458,070	2,281,233
20.00%	18%	3,172,496	3,006,269	2,840,042	2,673,815	2,507,588	2,341,361	2,175,134
	19%	3,002,737	2,847,120	2,691,503	2,535,886	2,380,269	2,224,652	2,069,035
	20%	2,832,978	2,687,971	2,542,964	2,397,957	2,252,950	2,107,943	1,962,935
	21%	2,663,219	2,528,822	2,394,425	2,260,028	2,125,631	1,991,233	1,856,836
	22%	2,493,461	2,369,673	2,245,886	2,122,099	1,998,312	1,874,524	1,750,737
	23%	2,323,702	2,210,525	2,097,347	1,984,170	1,870,992	1,757,815	1,644,638
	24%	2,153,943	2,051,376	1,948,808	1,846,241	1,743,673	1,641,106	1,538,539
	25%	1,984,184	1,892,227	1,800,269	1,708,312	1,616,354	1,524,397	1,432,439

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Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	2,542,964	20%	25%	30%	35%	40%	45%	50%
	100,000	3,821,378	3,676,371	3,531,364	3,386,357	3,241,350	3,096,343	2,951,335
	150,000	3,512,503	3,367,496	3,222,489	3,077,482	2,932,475	2,787,468	2,642,460
TLV (per acre)	200,000	3,203,628	3,058,621	2,913,614	2,768,607	2,623,600	2,478,593	2,333,585
260,000	250,000	2,894,753	2,749,746	2,604,739	2,459,732	2,314,725	2,169,718	2,024,710
	300,000	2,585,878	2,440,871	2,295,864	2,150,857	2,005,850	1,860,843	1,715,835
	350,000	2,277,003	2,131,996	1,986,989	1,841,982	1,696,975	1,551,968	1,406,960
	400,000	1,968,128	1,823,121	1,678,114	1,533,107	1,388,100	1,243,093	1,098,085
	450,000	1,659,253	1,514,246	1,369,239	1,224,232	1,079,225	934,218	789,210
	500,000	1,350,378	1,205,371	1,060,364	915,357	770,350	625,343	480,335
	550,000	1,041,503	896,496	751,489	606,482	461,475	316,468	171,460

		AH - % on site 30%						
Balance (RLV - TLV)	2,542,964	20%	25%	30%	35%	40%	45%	50%
	25	2,511,748	2,366,741	2,221,734	2,076,727	1,931,720	1,786,713	1,641,705
	26	2,585,878	2,440,871	2,295,864	2,150,857	2,005,850	1,860,843	1,715,835
Density (dph)	27	2,654,517	2,509,510	2,364,503	2,219,496	2,074,489	1,929,481	1,784,474
30	28	2,718,253	2,573,246	2,428,239	2,283,232	2,138,225	1,993,218	1,848,210
	29	2,777,594	2,632,587	2,487,579	2,342,572	2,197,565	2,052,558	1,907,551
	30	2,832,978	2,687,971	2,542,964	2,397,957	2,252,950	2,107,943	1,962,935
	31	2,884,789	2,739,782	2,594,775	2,449,768	2,304,761	2,159,754	2,014,747
	32	2,933,363	2,788,355	2,643,348	2,498,341	2,353,334	2,208,327	2,063,320
	33	2,978,992	2,833,985	2,688,978	2,543,970	2,398,963	2,253,956	2,108,949
	34	3,021,937	2,876,930	2,731,923	2,586,916	2,441,908	2,296,901	2,151,894
	35	3,062,428	2,917,421	2,772,414	2,627,407	2,482,400	2,337,393	2,192,385

		AH - % on site 30%						
Balance (RLV - TLV)	2,542,964	20%	25%	30%	35%	40%	45%	50%
	25%	2,836,736	2,691,729	2,546,722	2,401,714	2,256,707	2,111,700	1,966,693
	30%	2,834,857	2,689,850	2,544,843	2,399,836	2,254,829	2,109,821	1,964,814
% Cat M4(2)	35%	2,832,978	2,687,971	2,542,964	2,397,957	2,252,950	2,107,943	1,962,935
35%	40%	2,831,099	2,686,092	2,541,085	2,396,078	2,251,071	2,106,064	1,961,057
	45%	2,829,220	2,684,213	2,539,206	2,394,199	2,249,192	2,104,185	1,959,178
	50%	2,827,342	2,682,334	2,537,327	2,392,320	2,247,313	2,102,306	1,957,299
	55%	2,825,463	2,680,456	2,535,448	2,390,441	2,245,434	2,100,427	1,955,420
	60%	2,823,584	2,678,577	2,533,570	2,388,563	2,243,555	2,098,548	1,953,541
	65%	2,821,705	2,676,698	2,531,691	2,386,684	2,241,677	2,096,669	1,951,662

		AH - % on site 30%						
Balance (RLV - TLV)	2,542,964	20%	25%	30%	35%	40%	45%	50%
	95%	3,300,720	3,153,883	3,007,046	2,860,209	2,713,372	2,566,535	2,419,698
	100%	2,832,978	2,687,971	2,542,964	2,397,957	2,252,950	2,107,943	1,962,935
Build rate (£psm)	105%	2,365,140	2,221,927	2,078,713	1,935,500	1,792,286	1,649,073	1,505,859
	110%	1,896,869	1,755,464	1,614,060	1,472,655	1,331,251	1,189,847	1,048,442
	115%	1,428,307	1,288,690	1,149,073	1,009,456	869,838	730,221	590,604
	120%	959,310	821,458	683,607	545,756	407,905	270,053	132,154
	125%	489,730	353,624	217,517	81,367	(54,819)	(191,004)	(327,190)
	130%	19,419	(115,065)	(249,548)	(384,032)	(518,585)	(653,196)	(787,840)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: Z
Title: 75 No. Units, Value Area - Lower C
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			75	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	7.9	33.0%	7.4	20%	15.3
3 bed House	54.0%	28.4	66.0%	14.9	58%	43.2
4 bed House	20.0%	10.5	0.0%	0.0	14%	10.5
5 bed House	4.0%	2.1	0.0%	0.0	3%	2.1
1 bed Flat	3.0%	1.6	0.0%	0.0	2%	1.6
2 bed Flat	3.0%	1.6	0.0%	0.0	2%	1.6
1 bed Bungalow	1.0%	0.5	1.0%	0.2	1%	0.8
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	52.5	100.0%	22.5	100%	75.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	606	6,527	572	6,154	1,178	12,681
3 bed House	2,693	28,990	1,411	15,185	4,104	44,175
4 bed House	1,166	12,545	0	0	1,166	12,545
5 bed House	302	3,255	0	0	302	3,255
1 bed Flat	91	977	0	0	91	977
2 bed Flat	117	1,257	0	0	117	1,257
1 bed Bungalow	26	283	11	121	38	404
2 bed Bungalow	0	0	0	0	0	0
	5,001	53,834	1,994	21,460	6,995	75,294
AH % by floor area:			*28.50%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	4,284,000
3 bed House	300,000	3,158	293	12,960,000
4 bed House	320,000	2,883	268	3,360,000
5 bed House	500,000	3,472	323	1,050,000
1 bed Flat	175,000	3,571	332	275,625
2 bed Flat	200,000	3,175	295	315,000
1 bed Bungalow	190,000	3,800	353	142,500
2 bed Bungalow	250,000	4,098	381	0
				22,387,125

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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Scheme Ref: Z
Title: 75 No. Units, Value Area - Lower C
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	7.9	@	280,000		2,205,000
3 bed House	28.4	@	300,000		8,505,000
4 bed House	10.5	@	320,000		3,360,000
5 bed House	2.1	@	500,000		1,050,000
1 bed Flat	1.6	@	175,000		275,625
2 bed Flat	1.6	@	200,000		315,000
1 bed Bungalow	0.5	@	190,000		99,750
2 bed Bungalow	0.0	@	250,000		-
	52.5				15,810,375
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	5.4	@	170,800		925,779
3 bed House	10.8	@	183,000		1,983,812
4 bed House	0.0	@	195,200		-
5 bed House	0.0	@	305,000		-
1 bed Flat	0.0	@	106,750		-
2 bed Flat	0.0	@	122,000		-
1 bed Bungalow	0.2	@	115,900		19,037
2 bed Bungalow	0.0	@	152,500		-
	16.4				2,928,627
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	2.0	@	204,400		409,771
3 bed House	4.0	@	219,000		878,081
4 bed House	0.0	@	233,600		-
5 bed House	0.0	@	365,000		-
1 bed Flat	0.0	@	127,750		-
2 bed Flat	0.0	@	146,000		-
1 bed Bungalow	0.1	@	138,700		8,426
2 bed Bungalow	0.0	@	182,500		-
	6.1				1,296,277
Sub-total GDV Residential	**75.0**				**20,035,279**
AH on-site cost analysis:				*£MV less £GDV*	*2,351,846*
	336	*£ psm (total GIA sqm)*		*31,358*	*£ per unit (total units)*
Grant	75	@	0		-
Total GDV					**20,035,279**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: Z
Title: 75 No. Units, Value Area - Lower C
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(70,000)
Statutory Planning Fees (Residential)									(21,924)
CIL			5,001	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		75	units @		21,200	per unit	(1,590,000)	(1,590,000)
S106 analysis:			*7.94%*	*% of GDV*		*21,200*	*£ per unit (total units)*		
AH Commuted Sum			6,995	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			6.18	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		6.18	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			1,178	sqm @		1,195	psm		(1,407,830)
3 bed House			4,104	sqm @		1,195	psm		(4,904,280)
4 bed House			1,166	sqm @		1,195	psm		(1,392,773)
5 bed House			302	sqm @		1,195	psm		(361,368)
1 bed Flat			91	sqm @		1,372	psm		(124,570)
2 bed Flat			117	sqm @		1,372	psm		(160,161)
1 bed Bungalow			38	sqm @		1,195	psm		(44,813)
2 bed Bungalow		6,995	-	sqm @		1,195	psm		-
External works			8,395,793	@		15.0%			(1,259,369)
						16,792	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		75	units @	521	£ per dwelling	(13,676)
M4(3) Category 3 Housing		5%	of All units		75	units @	10,307	£ per dwelling	(38,651)
Water efficiency					75	units @	9	£ per dwelling	(675)
Contingency			9,708,164	@		3.0%			(291,245)
Professional Fees			9,708,164	@		6.5%			(631,031)
Disposal Costs -									
Marketing and Promotion			15,810,375	OMS @		3.00%			(474,311)
Residential Sales Agent Costs			15,810,375	OMS @		1.00%			(158,104)
Residential Sales Legal Costs			15,810,375	OMS @		0.50%			(79,052)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(25,777)
Developers Profit -									
Margin on AH			4,224,904			6.00%	on AH values		(253,494)
Profit on GDV			15,810,375			20.00%			(3,162,075)
			13,049,608			*24.23%*	*on costs*	*(3,162,075)*	
			20,035,279			*17.05%*	*blended*	*(3,415,569)*	
TOTAL COSTS									**(16,465,177)**

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Scheme Ref: Z
Title: 75 No. Units, Value Area - Lower C
Notes: Greenfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							3,570,102
SDLT			3,570,102	@	5.0%	(slabbed)	(168,005)
Acquisition Agent fees			3,570,102	@	1.0%		(35,701)
Acquisition Legal fees			3,570,102	@	0.5%		(17,851)
Interest on Land			3,570,102	@	6.0%		(214,206)
Residual Land Value							**3,134,339**
RLV analysis:	*41,791*	*£ per plot*	*1,253,736*	*£ per ha*	*507,380*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			2.50	ha	6.18	acres	
Density analysis:			*2,798*	*sqm/ha*	*12,188*	*sqft/ac*	
Threshold Land Value	14,826	£ per plot	444,780	£ per ha	180,000	£ per acre	**1,111,950**

BALANCE							
Surplus/(Deficit)			**808,956**	£ per ha	**327,380**	£ per acre	**2,022,389**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: Z
Title: 75 No. Units, Value Area - Lower C
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	2,022,389	20%	25%	30%	35%	40%	45%	50%
	0	2,283,287	2,152,838	2,022,389	1,891,940	1,761,491	1,631,042	1,500,593
	10	2,230,273	2,103,138	1,976,002	1,848,867	1,721,731	1,594,595	1,467,460
	20	2,177,013	2,053,215	1,929,417	1,805,619	1,681,821	1,558,023	1,434,225
	30	2,123,741	2,003,273	1,882,804	1,762,336	1,641,867	1,521,399	1,400,930
	40	2,070,304	1,953,198	1,836,092	1,718,986	1,601,881	1,484,774	1,367,635
CIL £psm	50	2,016,773	1,903,013	1,789,252	1,675,492	1,561,732	1,447,972	1,334,212
0.00	60	1,963,154	1,852,782	1,742,410	1,631,998	1,521,584	1,411,170	1,300,755
	70	1,909,362	1,802,352	1,695,342	1,588,333	1,481,323	1,374,313	1,267,298
	80	1,855,559	1,751,923	1,648,275	1,544,627	1,440,979	1,337,331	1,233,683
	90	1,801,506	1,701,288	1,601,070	1,500,853	1,400,635	1,300,349	1,200,063
	100	1,747,452	1,650,613	1,553,774	1,456,934	1,360,095	1,263,256	1,166,417
	110	1,693,198	1,599,815	1,506,433	1,413,016	1,319,555	1,226,094	1,132,633
	120	1,638,882	1,548,894	1,458,905	1,368,917	1,278,929	1,188,932	1,098,850
	130	1,584,435	1,497,930	1,411,378	1,324,785	1,238,192	1,151,598	1,065,005
	140	1,529,854	1,446,760	1,363,666	1,280,572	1,197,454	1,114,256	1,031,057
	150	1,475,212	1,395,590	1,315,908	1,236,225	1,156,542	1,076,859	997,109
	160	1,420,365	1,344,208	1,268,052	1,191,878	1,115,606	1,039,335	963,063
	170	1,365,518	1,292,790	1,220,061	1,147,332	1,074,603	1,001,810	928,950
	180	1,310,409	1,241,234	1,172,058	1,102,769	1,033,468	964,167	894,837
	190	1,255,296	1,189,564	1,123,833	1,058,102	992,333	926,460	860,587
	200	1,199,982	1,137,831	1,075,609	1,013,322	951,036	888,749	826,308

		AH - % on site 30%						
Balance (RLV - TLV)	2,022,389	20%	25%	30%	35%	40%	45%	50%
	15,000	2,693,096	2,562,632	2,432,168	2,301,703	2,171,239	2,040,774	1,910,310
	16,000	2,627,051	2,496,587	2,366,122	2,235,658	2,105,194	1,974,729	1,844,265
	17,000	2,561,001	2,430,542	2,300,077	2,169,613	2,039,148	1,908,684	1,778,220
	18,000	2,494,879	2,364,430	2,233,981	2,103,532	1,973,083	1,842,634	1,712,174
	19,000	2,428,757	2,298,308	2,167,859	2,037,410	1,906,961	1,776,512	1,646,063
Site Specific S106	20,000	2,362,634	2,232,185	2,101,736	1,971,287	1,840,838	1,710,389	1,579,940
21,200	21,000	2,296,512	2,166,063	2,035,614	1,905,165	1,774,716	1,644,267	1,513,818
	22,000	2,230,389	2,099,940	1,969,491	1,839,042	1,708,593	1,578,145	1,447,696
	23,000	2,164,267	2,033,818	1,903,369	1,772,920	1,642,471	1,512,022	1,381,573
	24,000	2,098,145	1,967,696	1,837,247	1,706,798	1,576,349	1,445,895	1,315,438
	25,000	2,031,973	1,901,516	1,771,059	1,640,602	1,510,145	1,379,688	1,249,231
	26,000	1,965,767	1,835,310	1,704,853	1,574,396	1,443,939	1,313,482	1,183,025
	27,000	1,899,561	1,769,104	1,638,647	1,508,190	1,377,733	1,247,276	1,116,819
	28,000	1,833,355	1,702,898	1,572,441	1,441,984	1,311,527	1,181,070	1,050,613
	29,000	1,767,149	1,636,692	1,506,235	1,375,778	1,245,321	1,114,864	984,383
	30,000	1,700,942	1,570,485	1,440,028	1,309,552	1,179,063	1,048,574	918,086
	31,000	1,634,720	1,504,232	1,373,743	1,243,255	1,112,766	982,278	851,789
	32,000	1,568,424	1,437,935	1,307,447	1,176,958	1,046,470	915,981	785,492
	33,000	1,502,127	1,371,638	1,241,150	1,110,661	980,173	849,684	719,193
	34,000	1,435,830	1,305,342	1,174,853	1,044,365	913,876	783,343	652,799
	35,000	1,369,534	1,239,045	1,108,556	978,037	847,493	716,949	586,405

		AH - % on site 30%						
Balance (RLV - TLV)	2,022,389	20%	25%	30%	35%	40%	45%	50%
	15%	3,073,806	2,893,950	2,714,093	2,534,237	2,354,380	2,174,524	1,994,668
	16%	2,915,702	2,745,727	2,575,752	2,405,778	2,235,803	2,065,828	1,895,853
Profit	17%	2,757,599	2,597,505	2,437,412	2,277,318	2,117,225	1,957,131	1,797,038
20.00%	18%	2,599,495	2,449,283	2,299,071	2,148,859	1,998,647	1,848,435	1,698,223
	19%	2,441,391	2,301,061	2,160,730	2,020,400	1,880,069	1,739,739	1,599,408
	20%	2,283,287	2,152,838	2,022,389	1,891,940	1,761,491	1,631,042	1,500,593
	21%	2,125,184	2,004,616	1,884,049	1,763,481	1,642,914	1,522,346	1,401,779
	22%	1,967,080	1,856,394	1,745,708	1,635,022	1,524,336	1,413,650	1,302,964
	23%	1,808,976	1,708,172	1,607,367	1,506,562	1,405,758	1,304,953	1,204,149
	24%	1,650,872	1,559,949	1,469,026	1,378,103	1,287,180	1,196,257	1,105,334
	25%	1,492,769	1,411,727	1,330,685	1,249,644	1,168,602	1,087,561	1,006,519

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: Z
Title: 75 No. Units, Value Area - Lower C
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	2,022,389	20%	25%	30%	35%	40%	45%	50%
	100,000	2,777,487	2,647,038	2,516,589	2,386,140	2,255,691	2,125,242	1,994,793
	150,000	2,468,612	2,338,163	2,207,714	2,077,265	1,946,816	1,816,367	1,685,918
TLV (per acre)	200,000	2,159,737	2,029,288	1,898,839	1,768,390	1,637,941	1,507,492	1,377,043
180,000	250,000	1,850,862	1,720,413	1,589,964	1,459,515	1,329,066	1,198,617	1,068,168
	300,000	1,541,987	1,411,538	1,281,089	1,150,640	1,020,191	889,742	759,293
	350,000	1,233,112	1,102,663	972,214	841,765	711,316	580,867	450,418
	400,000	924,237	793,788	663,339	532,890	402,441	271,992	141,543
	450,000	615,362	484,913	354,464	224,015	93,566	(36,883)	(167,332)
	500,000	306,487	176,038	45,589	(84,860)	(215,309)	(345,758)	(476,207)
	550,000	(2,388)	(132,837)	(263,286)	(393,735)	(524,184)	(654,633)	(785,082)

		AH - % on site 30%						
Balance (RLV - TLV)	2,022,389	20%	25%	30%	35%	40%	45%	50%
	25	2,060,897	1,930,448	1,799,999	1,669,550	1,539,101	1,408,652	1,278,203
	26	2,112,218	1,981,769	1,851,320	1,720,871	1,590,422	1,459,973	1,329,524
Density (dph)	27	2,159,737	2,029,288	1,898,839	1,768,390	1,637,941	1,507,492	1,377,043
30	28	2,203,862	2,073,413	1,942,964	1,812,515	1,682,066	1,551,617	1,421,168
	29	2,244,944	2,114,495	1,984,046	1,853,597	1,723,148	1,592,699	1,462,250
	30	2,283,287	2,152,838	2,022,389	1,891,940	1,761,491	1,631,042	1,500,593
	31	2,319,157	2,188,708	2,058,259	1,927,810	1,797,361	1,666,912	1,536,463
	32	2,352,784	2,222,335	2,091,886	1,961,437	1,830,988	1,700,539	1,570,090
	33	2,384,374	2,253,925	2,123,476	1,993,027	1,862,578	1,732,129	1,601,680
	34	2,414,105	2,283,656	2,153,207	2,022,758	1,892,309	1,761,860	1,631,411
	35	2,442,137	2,311,688	2,181,239	2,050,790	1,920,341	1,789,892	1,659,443

		AH - % on site 30%						
Balance (RLV - TLV)	2,022,389	20%	25%	30%	35%	40%	45%	50%
	25%	2,287,048	2,156,599	2,026,151	1,895,702	1,765,253	1,634,804	1,504,355
	30%	2,285,168	2,154,719	2,024,270	1,893,821	1,763,372	1,632,923	1,502,474
% Cat M4(2)	35%	2,283,287	2,152,838	2,022,389	1,891,940	1,761,491	1,631,042	1,500,593
35%	40%	2,281,407	2,150,958	2,020,509	1,890,060	1,759,611	1,629,162	1,498,713
	45%	2,279,526	2,149,077	2,018,628	1,888,179	1,757,730	1,627,281	1,496,832
	50%	2,277,646	2,147,197	2,016,748	1,886,299	1,755,850	1,625,401	1,494,952
	55%	2,275,765	2,145,316	2,014,867	1,884,418	1,753,969	1,623,520	1,493,071
	60%	2,273,884	2,143,435	2,012,986	1,882,537	1,752,088	1,621,639	1,491,190
	65%	2,272,004	2,141,555	2,011,106	1,880,657	1,750,208	1,619,759	1,489,310

		AH - % on site 30%						
Balance (RLV - TLV)	2,022,389	20%	25%	30%	35%	40%	45%	50%
	95%	2,751,454	2,619,196	2,486,938	2,354,680	2,222,422	2,090,164	1,957,906
	100%	2,283,287	2,152,838	2,022,389	1,891,940	1,761,491	1,631,042	1,500,593
Build rate (£psm)	105%	1,814,802	1,686,142	1,557,483	1,428,823	1,300,163	1,171,503	1,042,843
	110%	1,345,853	1,218,963	1,092,073	965,183	838,293	711,403	584,512
	115%	876,294	751,154	626,015	500,846	375,634	250,423	125,212
	120%	405,938	282,438	158,938	35,439	(88,151)	(211,766)	(335,430)
	125%	(65,609)	(187,550)	(309,492)	(431,547)	(553,648)	(675,931)	(798,353)
	130%	(538,939)	(659,446)	(780,113)	(900,981)	(1,022,075)	(1,149,519)	(1,288,802)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AA
Title: 100 No. Units, Value Area - High A
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	10.5	32.0%	9.6	20%	20.1
3 bed House	54.0%	37.8	34.0%	10.2	48%	48.0
4 bed House	20.0%	14.0	6.0%	1.8	16%	15.8
5 bed House	4.0%	2.8	0.0%	0.0	3%	2.8
1 bed Flat	3.0%	2.1	14.0%	4.2	6%	6.3
2 bed Flat	3.0%	2.1	13.0%	3.9	6%	6.0
1 bed Bungalow	1.0%	0.7	1.0%	0.3	1%	1.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	70.0	100.0%	30.0	100%	100.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	809	8,703	739	7,957	1,548	16,659
3 bed House	3,591	38,653	969	10,430	4,560	49,083
4 bed House	1,554	16,727	200	2,151	1,754	18,878
5 bed House	403	4,340	0	0	403	4,340
1 bed Flat	121	1,303	242	2,606	363	3,909
2 bed Flat	156	1,675	289	3,111	445	4,787
1 bed Bungalow	35	377	15	161	50	538
2 bed Bungalow	0	0	0	0	0	0
	6,668	71,778	2,454	26,417	9,123	98,195
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	7,537,500
3 bed House	425,000	4,474	416	20,400,000
4 bed House	420,000	3,784	352	6,636,000
5 bed House	600,000	4,167	387	1,680,000
1 bed Flat	275,000	5,612	521	1,732,500
2 bed Flat	325,000	5,159	479	1,950,000
1 bed Bungalow	275,000	5,500	511	275,000
2 bed Bungalow	340,000	5,574	518	0
				40,211,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AA
Title: 100 No. Units, Value Area - High A
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	10.5	@	375,000		3,937,500
3 bed House	37.8	@	425,000		16,065,000
4 bed House	14.0	@	420,000		5,880,000
5 bed House	2.8	@	600,000		1,680,000
1 bed Flat	2.1	@	275,000		577,500
2 bed Flat	2.1	@	325,000		682,500
1 bed Bungalow	0.7	@	275,000		192,500
2 bed Bungalow	0.0	@	340,000		-
	70.0				29,015,000
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	7.0	@	228,750		1,603,080
3 bed House	7.4	@	259,250		1,930,376
4 bed House	1.3	@	256,200		336,647
5 bed House	0.0	@	366,000		-
1 bed Flat	3.1	@	167,750		514,322
2 bed Flat	2.8	@	198,250		564,418
1 bed Bungalow	0.2	@	167,750		36,737
2 bed Bungalow	0.0	@	207,400		-
	21.9				4,985,579
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	2.6	@	273,750		709,560
3 bed House	2.8	@	310,250		854,429
4 bed House	0.5	@	306,600		149,008
5 bed House	0.0	@	438,000		-
1 bed Flat	1.1	@	200,750		227,651
2 bed Flat	1.1	@	237,250		249,824
1 bed Bungalow	0.1	@	200,750		16,261
2 bed Bungalow	0.0	@	248,200		-
	8.1				2,206,732
Sub-total GDV Residential	**100.0**				**36,207,310**
AH on-site cost analysis:				*£MV less £GDV*	*4,003,690*
	439	*£ psm (total GIA sqm)*		*40,037*	*£ per unit (total units)*
Grant	100	@	0		-
Total GDV					**36,207,310**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AA
Title: 100 No. Units, Value Area - High A
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(70,000)
Statutory Planning Fees (Residential)									(24,799)
CIL			6,668	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		100	units @		21,200	per unit	(2,120,000)	(2,120,000)
S106 analysis:			*5.86%*	*% of GDV*		*21,200*	*£ per unit (total units)*		
AH Commuted Sum			9,123	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			8.24	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		8.24	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			1,548	sqm @		1,195	psm		(1,849,502)
3 bed House			4,560	sqm @		1,195	psm		(5,449,200)
4 bed House			1,754	sqm @		1,195	psm		(2,095,791)
5 bed House			403	sqm @		1,195	psm		(481,824)
1 bed Flat			363	sqm @		1,372	psm		(498,278)
2 bed Flat			445	sqm @		1,372	psm		(610,136)
1 bed Bungalow			50	sqm @		1,195	psm		(59,750)
2 bed Bungalow		9,123	-	sqm @		1,195	psm		-
External works			11,044,481	@		15.0%			(1,656,672)
						16,567	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		100	units @	521	£ per dwelling	(18,235)
M4(3) Category 3 Housing		5%	of All units		100	units @	10,307	£ per dwelling	(51,535)
Water efficiency					100	units @	9	£ per dwelling	(900)
Contingency			12,771,823	@		3.0%			(383,155)
Professional Fees			12,771,823	@		6.5%			(830,169)
Disposal Costs -									
Marketing and Promotion			29,015,000	OMS @		3.00%			(870,450)
Residential Sales Agent Costs			29,015,000	OMS @		1.00%			(290,150)
Residential Sales Legal Costs			29,015,000	OMS @		0.50%			(145,075)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(19,066)
Developers Profit -									
Margin on AH			7,192,310			6.00%	on AH values		(431,539)
Profit on GDV			29,015,000			20.00%			(5,803,000)
			17,524,686			*33.11%*	*on costs*	*(5,803,000)*	
			36,207,310			*17.22%*	*blended*	*(6,234,539)*	
TOTAL COSTS									**(23,759,225)**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AA
Title: 100 No. Units, Value Area - High A
Notes: Greenfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							12,448,086
SDLT			12,448,086	@	5.0%	(slabbed)	(611,904)
Acquisition Agent fees			12,448,086	@	1.0%		(124,481)
Acquisition Legal fees			12,448,086	@	0.5%		(62,240)
Interest on Land			12,448,086	@	6.0%		(746,885)
Residual Land Value							**10,902,575**
RLV analysis:	*109,026*	*£ per plot*	*3,270,772*	*£ per ha*	*1,323,663*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			3.33	ha	8.24	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	30,476	£ per plot	914,270	£ per ha	370,000	£ per acre	**3,047,567**

BALANCE							
Surplus/(Deficit)			**2,356,502**	£ per ha	**953,663**	£ per acre	**7,855,008**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AA
Title: 100 No. Units, Value Area - High A
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	7,855,008	20%	25%	30%	35%	40%	45%	50%
	0	8,469,587	8,162,331	7,855,008	7,547,662	7,240,315	6,932,968	6,625,622
	10	8,399,924	8,097,022	7,794,120	7,491,218	7,188,316	6,885,307	6,582,293
	20	8,330,261	8,031,713	7,733,165	7,434,617	7,136,069	6,837,521	6,538,965
	30	8,260,599	7,966,404	7,672,210	7,378,016	7,083,822	6,789,628	6,495,433
	40	8,190,789	7,901,082	7,611,255	7,321,415	7,031,575	6,741,734	6,451,894
CIL £psm	50	8,120,787	7,835,455	7,550,124	7,264,793	6,979,327	6,693,841	6,408,355
0.00	60	8,050,785	7,769,829	7,488,872	7,207,916	6,926,960	6,645,948	6,364,815
	70	7,980,783	7,704,202	7,427,621	7,151,039	6,874,458	6,597,877	6,321,276
	80	7,910,595	7,638,566	7,366,369	7,094,163	6,821,957	6,549,751	6,277,545
	90	7,840,252	7,572,620	7,304,988	7,037,286	6,769,455	6,501,624	6,233,794
	100	7,769,909	7,506,674	7,243,438	6,980,202	6,716,954	6,453,498	6,190,042
	110	7,699,566	7,440,727	7,181,888	6,923,049	6,664,210	6,405,370	6,146,291
	120	7,628,991	7,374,770	7,120,338	6,865,895	6,611,453	6,357,010	6,102,540
	130	7,558,306	7,308,503	7,058,700	6,808,742	6,558,696	6,308,649	6,058,603
	140	7,487,621	7,242,236	6,996,851	6,751,465	6,505,939	6,260,289	6,014,639
	150	7,416,936	7,175,969	6,935,001	6,694,034	6,453,066	6,211,928	5,970,674
	160	7,345,965	7,109,683	6,873,152	6,636,602	6,400,052	6,163,503	5,926,710
	170	7,274,936	7,043,093	6,811,249	6,579,170	6,347,039	6,114,907	5,882,746
	180	7,203,907	6,976,503	6,749,099	6,521,695	6,294,025	6,066,311	5,838,597
	190	7,132,878	6,909,913	6,686,948	6,463,984	6,241,011	6,017,715	5,794,419
	200	7,061,503	6,843,290	6,624,798	6,406,273	6,187,747	5,969,119	5,750,241

		AH - % on site 30%						
Balance (RLV - TLV)	7,855,008	20%	25%	30%	35%	40%	45%	50%
	15,000	9,013,728	8,706,381	8,399,035	8,091,688	7,784,341	7,476,995	7,169,648
	16,000	8,925,982	8,618,635	8,311,288	8,003,942	7,696,595	7,389,248	7,081,902
	17,000	8,838,235	8,530,889	8,223,542	7,916,196	7,608,849	7,301,502	6,994,156
	18,000	8,750,489	8,443,143	8,135,796	7,828,449	7,521,103	7,213,756	6,906,410
	19,000	8,662,743	8,355,396	8,048,050	7,740,703	7,433,357	7,126,010	6,818,663
Site Specific S106	20,000	8,574,957	8,267,650	7,960,304	7,652,957	7,345,610	7,038,264	6,730,917
21,200	21,000	8,487,149	8,179,893	7,872,558	7,565,211	7,257,864	6,950,518	6,643,171
	22,000	8,399,341	8,092,085	7,784,811	7,477,465	7,170,118	6,862,772	6,555,425
	23,000	8,311,532	8,004,276	7,697,020	7,389,719	7,082,372	6,775,025	6,467,679
	24,000	8,223,724	7,916,468	7,609,212	7,301,956	6,994,626	6,687,279	6,379,933
	25,000	8,135,916	7,828,660	7,521,404	7,214,148	6,906,880	6,599,533	6,292,186
	26,000	8,048,108	7,740,852	7,433,596	7,126,340	6,819,084	6,511,787	6,204,440
	27,000	7,960,300	7,653,044	7,345,788	7,038,532	6,731,276	6,424,020	6,116,694
	28,000	7,872,491	7,565,235	7,257,979	6,950,723	6,643,467	6,336,211	6,028,948
	29,000	7,784,683	7,477,427	7,170,171	6,862,915	6,555,659	6,248,403	5,941,147
	30,000	7,696,875	7,389,619	7,082,363	6,775,107	6,467,851	6,160,595	5,853,339
	31,000	7,609,067	7,301,811	6,994,555	6,687,299	6,380,043	6,072,787	5,765,531
	32,000	7,521,259	7,214,003	6,906,747	6,599,491	6,292,235	5,984,979	5,677,723
	33,000	7,433,450	7,126,194	6,818,938	6,511,682	6,204,426	5,897,170	5,589,914
	34,000	7,345,642	7,038,386	6,731,130	6,423,874	6,116,618	5,809,362	5,502,106
	35,000	7,257,834	6,950,578	6,643,322	6,336,066	6,028,810	5,721,554	5,414,298

		AH - % on site 30%						
Balance (RLV - TLV)	7,855,008	20%	25%	30%	35%	40%	45%	50%
	15%	9,920,337	9,522,409	9,124,415	8,726,396	8,328,378	7,930,359	7,532,341
	16%	9,630,187	9,250,394	8,870,533	8,490,649	8,110,765	7,730,881	7,350,997
Profit	17%	9,340,037	8,978,378	8,616,652	8,254,902	7,893,153	7,531,403	7,169,653
20.00%	18%	9,049,887	8,706,362	8,362,771	8,019,155	7,675,540	7,331,925	6,988,309
	19%	8,759,737	8,434,347	8,108,890	7,783,409	7,457,928	7,132,447	6,806,966
	20%	8,469,587	8,162,331	7,855,008	7,547,662	7,240,315	6,932,968	6,625,622
	21%	8,179,437	7,890,316	7,601,127	7,311,915	7,022,703	6,733,490	6,444,278
	22%	7,889,287	7,618,300	7,347,246	7,076,168	6,805,090	6,534,012	6,262,934
	23%	7,599,137	7,346,284	7,093,365	6,840,421	6,587,478	6,334,534	6,081,591
	24%	7,308,987	7,074,269	6,839,483	6,604,674	6,369,865	6,135,056	5,900,247
	25%	7,018,837	6,802,253	6,585,602	6,368,927	6,152,253	5,935,578	5,718,903

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AA
Title: 100 No. Units, Value Area - High A
Notes: Greenfield

AH - % on site 30%

Balance (RLV - TLV)	7,855,008	20%	25%	30%	35%	40%	45%	50%
	100,000	10,693,487	10,386,231	10,078,908	9,771,562	9,464,215	9,156,868	8,849,522
	150,000	10,281,654	9,974,398	9,667,075	9,359,728	9,052,382	8,745,035	8,437,688
TLV (per acre)	200,000	9,869,821	9,562,565	9,255,242	8,947,895	8,640,548	8,333,202	8,025,855
370,000	250,000	9,457,987	9,150,731	8,843,408	8,536,062	8,228,715	7,921,368	7,614,022
	300,000	9,046,154	8,738,898	8,431,575	8,124,228	7,816,882	7,509,535	7,202,188
	350,000	8,634,321	8,327,065	8,019,742	7,712,395	7,405,048	7,097,702	6,790,355
	400,000	8,222,487	7,915,231	7,607,908	7,300,562	6,993,215	6,685,868	6,378,522
	450,000	7,810,654	7,503,398	7,196,075	6,888,728	6,581,382	6,274,035	5,966,688
	500,000	7,398,821	7,091,565	6,784,242	6,476,895	6,169,548	5,862,202	5,554,855
	550,000	6,986,987	6,679,731	6,372,408	6,065,062	5,757,715	5,450,368	5,143,022

AH - % on site 30%

Balance (RLV - TLV)	7,855,008	20%	25%	30%	35%	40%	45%	50%
	25	7,860,074	7,552,818	7,245,495	6,938,148	6,630,802	6,323,455	6,016,108
	26	8,000,731	7,693,475	7,386,152	7,078,805	6,771,459	6,464,112	6,156,765
Density (dph)	27	8,130,969	7,823,713	7,516,390	7,209,043	6,901,697	6,594,350	6,287,003
30	28	8,251,904	7,944,648	7,637,325	7,329,978	7,022,632	6,715,285	6,407,938
	29	8,364,499	8,057,243	7,749,920	7,442,573	7,135,227	6,827,880	6,520,533
	30	8,469,587	8,162,331	7,855,008	7,547,662	7,240,315	6,932,968	6,625,622
	31	8,567,896	8,260,640	7,953,317	7,645,970	7,338,624	7,031,277	6,723,930
	32	8,660,060	8,352,804	8,045,481	7,738,135	7,430,788	7,123,441	6,816,095
	33	8,746,639	8,439,383	8,132,060	7,824,713	7,517,367	7,210,020	6,902,673
	34	8,828,124	8,520,868	8,213,546	7,906,199	7,598,852	7,291,506	6,984,159
	35	8,904,954	8,597,698	8,290,375	7,983,028	7,675,682	7,368,335	7,060,988

AH - % on site 30%

Balance (RLV - TLV)	7,855,008	20%	25%	30%	35%	40%	45%	50%
	25%	8,474,588	8,167,332	7,860,006	7,552,660	7,245,313	6,937,966	6,630,620
	30%	8,472,087	8,164,831	7,857,507	7,550,161	7,242,814	6,935,467	6,628,121
% Cat M4(2)	35%	8,469,587	8,162,331	7,855,008	7,547,662	7,240,315	6,932,968	6,625,622
35%	40%	8,467,087	8,159,831	7,852,509	7,545,163	7,237,816	6,930,469	6,623,123
	45%	8,464,587	8,157,331	7,850,010	7,542,664	7,235,317	6,927,970	6,620,624
	50%	8,462,087	8,154,831	7,847,511	7,540,165	7,232,818	6,925,472	6,618,125
	55%	8,459,586	8,152,330	7,845,012	7,537,666	7,230,319	6,922,973	6,615,626
	60%	8,457,086	8,149,830	7,842,513	7,535,167	7,227,820	6,920,474	6,613,127
	65%	8,454,586	8,147,330	7,840,014	7,532,668	7,225,321	6,917,975	6,610,628

AH - % on site 30%

Balance (RLV - TLV)	7,855,008	20%	25%	30%	35%	40%	45%	50%
	95%	9,086,439	8,775,329	8,464,218	8,153,108	7,841,997	7,530,887	7,219,777
	100%	8,469,587	8,162,331	7,855,008	7,547,662	7,240,315	6,932,968	6,625,622
Build rate (£psm)	105%	7,852,546	7,549,056	7,245,566	6,942,075	6,638,585	6,335,050	6,031,467
	110%	7,235,505	6,935,781	6,636,056	6,336,331	6,036,606	5,736,882	5,437,157
	115%	6,618,464	6,322,505	6,026,546	5,730,587	5,434,628	5,138,669	4,842,710
	120%	6,001,213	5,709,077	5,416,941	5,124,806	4,832,650	4,540,456	4,248,263
	125%	5,383,817	5,095,449	4,807,081	4,518,713	4,230,345	3,941,977	3,653,609
	130%	4,766,421	4,481,821	4,197,221	3,912,621	3,628,021	3,343,421	3,058,820

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AB
Title: 100 No. Units, Value Area - Medium B
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	10.5	32.0%	9.6	20%	20.1
3 bed House	54.0%	37.8	34.0%	10.2	48%	48.0
4 bed House	20.0%	14.0	6.0%	1.8	16%	15.8
5 bed House	4.0%	2.8	0.0%	0.0	3%	2.8
1 bed Flat	3.0%	2.1	14.0%	4.2	6%	6.3
2 bed Flat	3.0%	2.1	13.0%	3.9	6%	6.0
1 bed Bungalow	1.0%	0.7	1.0%	0.3	1%	1.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	70.0	100.0%	30.0	100%	100.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	809	8,703	739	7,957	1,548	16,659
3 bed House	3,591	38,653	969	10,430	4,560	49,083
4 bed House	1,554	16,727	200	2,151	1,754	18,878
5 bed House	403	4,340	0	0	403	4,340
1 bed Flat	121	1,303	242	2,606	363	3,909
2 bed Flat	156	1,675	289	3,111	445	4,787
1 bed Bungalow	35	377	15	161	50	538
2 bed Bungalow	0	0	0	0	0	0
	6,668	71,778	2,454	26,417	9,123	98,195
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	6,030,000
3 bed House	320,000	3,368	313	15,360,000
4 bed House	340,000	3,063	285	5,372,000
5 bed House	550,000	3,819	355	1,540,000
1 bed Flat	185,000	3,776	351	1,165,500
2 bed Flat	250,000	3,968	369	1,500,000
1 bed Bungalow	250,000	5,000	465	250,000
2 bed Bungalow	290,000	4,754	442	0
				31,217,500

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AB
Title: 100 No. Units, Value Area - Medium B
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	10.5	@	300,000		3,150,000
3 bed House	37.8	@	320,000		12,096,000
4 bed House	14.0	@	340,000		4,760,000
5 bed House	2.8	@	550,000		1,540,000
1 bed Flat	2.1	@	185,000		388,500
2 bed Flat	2.1	@	250,000		525,000
1 bed Bungalow	0.7	@	250,000		175,000
2 bed Bungalow	0.0	@	290,000		-
	70.0				22,634,500
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	7.0	@	183,000		1,282,464
3 bed House	7.4	@	195,200		1,453,459
4 bed House	1.3	@	207,400		272,524
5 bed House	0.0	@	335,500		-
1 bed Flat	3.1	@	112,850		345,998
2 bed Flat	2.8	@	152,500		434,168
1 bed Bungalow	0.2	@	152,500		33,398
2 bed Bungalow	0.0	@	176,900		-
	21.9				3,822,010
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	2.6	@	219,000		567,648
3 bed House	2.8	@	233,600		643,334
4 bed House	0.5	@	248,200		120,625
5 bed House	0.0	@	401,500		-
1 bed Flat	1.1	@	135,050		153,147
2 bed Flat	1.1	@	182,500		192,173
1 bed Bungalow	0.1	@	182,500		14,783
2 bed Bungalow	0.0	@	211,700		-
	8.1				1,691,709
Sub-total GDV Residential	**100.0**				**28,148,219**
AH on-site cost analysis:				*£MV less £GDV*	*3,069,281*
	336	*£ psm (total GIA sqm)*		*30,693*	*£ per unit (total units)*
Grant	100	@	0		-
Total GDV					**28,148,219**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AB
Title: 100 No. Units, Value Area - Medium B
Notes: Greenfield

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(70,000)
Statutory Planning Fees (Residential)								(24,799)
CIL			6,668	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		100	units @	21,200	per unit	(2,120,000)	(2,120,000)
S106 analysis:			*7.53%*	*% of GDV*	*21,200*	*£ per unit (total units)*		
AH Commuted Sum			9,123	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			8.24	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		8.24	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			1,548	sqm @	1,195	psm		(1,849,502)
3 bed House			4,560	sqm @	1,195	psm		(5,449,200)
4 bed House			1,754	sqm @	1,195	psm		(2,095,791)
5 bed House			403	sqm @	1,195	psm		(481,824)
1 bed Flat			363	sqm @	1,372	psm		(498,278)
2 bed Flat			445	sqm @	1,372	psm		(610,136)
1 bed Bungalow			50	sqm @	1,195	psm		(59,750)
2 bed Bungalow		9,123	-	sqm @	1,195	psm		-
External works			11,044,481	@	15.0%			(1,656,672)
					16,567	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		100 units @	521	£ per dwelling	(18,235)
M4(3) Category 3 Housing		5%	of All units		100 units @	10,307	£ per dwelling	(51,535)
Water efficiency					100 units @	9	£ per dwelling	(900)
Contingency			12,771,823	@	3.0%			(383,155)
Professional Fees			12,771,823	@	6.5%			(830,169)
Disposal Costs -								
Marketing and Promotion			22,634,500	OMS @	3.00%			(679,035)
Residential Sales Agent Costs			22,634,500	OMS @	1.00%			(226,345)
Residential Sales Legal Costs			22,634,500	OMS @	0.50%			(113,173)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(24,803)
Developers Profit -								
Margin on AH			5,513,719		6.00%	on AH values		(330,823)
Profit on GDV			22,634,500		20.00%			(4,526,900)
			17,243,301		*26.25%*	*on costs*	*(4,526,900)*	
			28,148,219		*17.26%*	*blended*	*(4,857,723)*	
TOTAL COSTS								**(22,101,024)**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AB
Title: 100 No. Units, Value Area - Medium B
Notes: Greenfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							6,047,195
SDLT			6,047,195	@	5.0%	(slabbed)	(291,860)
Acquisition Agent fees			6,047,195	@	1.0%		(60,472)
Acquisition Legal fees			6,047,195	@	0.5%		(30,236)
Interest on Land			6,047,195	@	6.0%		(362,832)
Residual Land Value							**5,301,796**
RLV analysis:	*53,018*	*£ per plot*	*1,590,539*	*£ per ha*	*643,682*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			3.33	ha	8.24	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	21,415	£ per plot	642,460	£ per ha	260,000	£ per acre	**2,141,533**

BALANCE							
Surplus/(Deficit)			**948,079**	£ per ha	**383,682**	£ per acre	**3,160,263**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AB
Title: 100 No. Units, Value Area - Medium B
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	3,160,263	20%	25%	30%	35%	40%	45%	50%
	0	3,633,042	3,396,653	3,160,263	2,923,873	2,687,483	2,451,093	2,214,703
	10	3,562,700	3,330,706	3,098,713	2,866,719	2,634,726	2,402,733	2,170,739
	20	3,492,146	3,264,568	3,036,989	2,809,411	2,581,832	2,354,254	2,126,675
	30	3,421,461	3,198,300	2,975,140	2,751,979	2,528,818	2,305,658	2,082,497
	40	3,350,652	3,131,938	2,913,224	2,694,510	2,475,797	2,257,062	2,038,319
CIL £psm	50	3,279,623	3,065,348	2,851,074	2,636,799	2,422,525	2,208,250	1,993,976
0.00	60	3,208,553	2,998,758	2,788,923	2,579,088	2,369,253	2,159,418	1,949,583
	70	3,137,178	2,931,844	2,726,510	2,521,175	2,315,841	2,110,506	1,905,172
	80	3,065,803	2,864,930	2,664,057	2,463,183	2,262,310	2,061,436	1,860,563
	90	2,994,122	2,797,782	2,601,442	2,405,102	2,208,762	2,012,366	1,815,953
	100	2,922,400	2,730,542	2,538,685	2,346,827	2,154,970	1,963,113	1,771,255
	110	2,850,447	2,663,156	2,475,865	2,288,553	2,101,178	1,913,803	1,726,429
	120	2,778,376	2,595,589	2,412,803	2,230,016	2,047,230	1,864,443	1,681,602
	130	2,706,147	2,527,960	2,349,740	2,171,458	1,993,176	1,814,894	1,636,612
	140	2,633,725	2,460,065	2,286,405	2,112,744	1,939,084	1,765,345	1,591,567
	150	2,561,216	2,392,169	2,223,035	2,053,901	1,884,768	1,715,634	1,546,500
	160	2,488,441	2,323,963	2,159,485	1,995,007	1,830,451	1,665,844	1,501,236
	170	2,415,646	2,255,737	2,095,807	1,935,878	1,775,948	1,616,019	1,455,972
	180	2,342,517	2,187,278	2,032,039	1,876,748	1,721,367	1,565,986	1,410,605
	190	2,269,388	2,118,719	1,968,051	1,817,382	1,666,713	1,515,953	1,365,121
	200	2,195,947	2,050,003	1,904,059	1,757,964	1,611,866	1,465,768	1,319,636

		AH - % on site 30%						
Balance (RLV - TLV)	3,160,263	20%	25%	30%	35%	40%	45%	50%
	15,000	4,178,182	3,941,784	3,705,386	3,468,988	3,232,589	2,996,191	2,759,793
	16,000	4,090,305	3,853,907	3,617,509	3,381,110	3,144,712	2,908,314	2,671,916
	17,000	4,002,428	3,766,029	3,529,631	3,293,233	3,056,835	2,820,437	2,584,038
	18,000	3,914,494	3,678,104	3,441,714	3,205,324	2,968,934	2,732,544	2,496,155
	19,000	3,826,540	3,590,150	3,353,760	3,117,371	2,880,981	2,644,591	2,408,201
Site Specific S106	20,000	3,738,587	3,502,197	3,265,807	3,029,417	2,793,027	2,556,637	2,320,247
21,200	21,000	3,650,633	3,414,243	3,177,853	2,941,464	2,705,074	2,468,684	2,232,294
	22,000	3,562,680	3,326,290	3,089,900	2,853,510	2,617,120	2,380,730	2,144,340
	23,000	3,474,726	3,238,336	3,001,946	2,765,556	2,529,167	2,292,777	2,056,387
	24,000	3,386,773	3,150,383	2,913,993	2,677,603	2,441,213	2,204,823	1,968,433
	25,000	3,298,819	3,062,429	2,826,039	2,589,649	2,353,260	2,116,870	1,880,480
	26,000	3,210,865	2,974,476	2,738,086	2,501,696	2,265,283	2,028,869	1,792,455
	27,000	3,122,903	2,886,488	2,650,074	2,413,660	2,177,246	1,940,832	1,704,418
	28,000	3,034,866	2,798,452	2,562,038	2,325,623	2,089,209	1,852,795	1,616,381
	29,000	2,946,829	2,710,415	2,474,001	2,237,587	2,001,173	1,764,758	1,528,344
	30,000	2,858,792	2,622,378	2,385,964	2,149,550	1,913,136	1,676,722	1,440,308
	31,000	2,770,755	2,534,341	2,297,927	2,061,513	1,825,099	1,588,685	1,352,271
	32,000	2,682,718	2,446,304	2,209,890	1,973,476	1,737,062	1,500,638	1,264,167
	33,000	2,594,681	2,358,267	2,121,853	1,885,439	1,648,982	1,412,511	1,176,039
	34,000	2,506,645	2,270,231	2,033,796	1,797,325	1,560,854	1,324,383	1,087,912
	35,000	2,418,608	2,182,140	1,945,669	1,709,198	1,472,727	1,236,256	999,785

		AH - % on site 30%						
Balance (RLV - TLV)	3,160,263	20%	25%	30%	35%	40%	45%	50%
	15%	4,764,767	4,457,645	4,150,522	3,843,399	3,536,277	3,229,154	2,922,031
	16%	4,538,422	4,245,446	3,952,470	3,659,494	3,366,518	3,073,542	2,780,566
Profit	17%	4,312,077	4,033,248	3,754,418	3,475,589	3,196,759	2,917,930	2,639,100
20.00%	18%	4,085,732	3,821,049	3,556,366	3,291,683	3,027,000	2,762,317	2,497,635
	19%	3,859,387	3,608,851	3,358,315	3,107,778	2,857,242	2,606,705	2,356,169
	20%	3,633,042	3,396,653	3,160,263	2,923,873	2,687,483	2,451,093	2,214,703
	21%	3,406,697	3,184,454	2,962,211	2,739,967	2,517,724	2,295,481	2,073,238
	22%	3,180,352	2,972,256	2,764,159	2,556,062	2,347,965	2,139,869	1,931,772
	23%	2,954,007	2,760,057	2,566,107	2,372,157	2,178,207	1,984,257	1,790,306
	24%	2,727,662	2,547,859	2,368,055	2,188,252	2,008,448	1,828,644	1,648,841
	25%	2,501,317	2,335,660	2,170,003	2,004,346	1,838,689	1,673,032	1,507,375

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AB
Title: 100 No. Units, Value Area - Medium B
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	3,160,263	20%	25%	30%	35%	40%	45%	50%
	100,000	4,950,909	4,714,519	4,478,129	4,241,739	4,005,350	3,768,960	3,532,570
	150,000	4,539,076	4,302,686	4,066,296	3,829,906	3,593,516	3,357,126	3,120,737
TLV (per acre)	200,000	4,127,242	3,890,853	3,654,463	3,418,073	3,181,683	2,945,293	2,708,903
260,000	250,000	3,715,409	3,479,019	3,242,629	3,006,239	2,769,850	2,533,460	2,297,070
	300,000	3,303,576	3,067,186	2,830,796	2,594,406	2,358,016	2,121,626	1,885,237
	350,000	2,891,742	2,655,353	2,418,963	2,182,573	1,946,183	1,709,793	1,473,403
	400,000	2,479,909	2,243,519	2,007,129	1,770,739	1,534,350	1,297,960	1,061,570
	450,000	2,068,076	1,831,686	1,595,296	1,358,906	1,122,516	886,126	649,737
	500,000	1,656,242	1,419,853	1,183,463	947,073	710,683	474,293	237,903
	550,000	1,244,409	1,008,019	771,629	535,239	298,850	62,460	(173,930)

		AH - % on site 30%						
Balance (RLV - TLV)	3,160,263	20%	25%	30%	35%	40%	45%	50%
	25	3,204,736	2,968,346	2,731,956	2,495,566	2,259,176	2,022,786	1,786,397
	26	3,303,576	3,067,186	2,830,796	2,594,406	2,358,016	2,121,626	1,885,237
Density (dph)	27	3,395,094	3,158,704	2,922,315	2,685,925	2,449,535	2,213,145	1,976,755
30	28	3,480,076	3,243,686	3,007,296	2,770,906	2,534,516	2,298,126	2,061,737
	29	3,559,196	3,322,807	3,086,417	2,850,027	2,613,637	2,377,247	2,140,857
	30	3,633,042	3,396,653	3,160,263	2,923,873	2,687,483	2,451,093	2,214,703
	31	3,702,124	3,465,734	3,229,344	2,992,955	2,756,565	2,520,175	2,283,785
	32	3,766,888	3,530,498	3,294,108	3,057,719	2,821,329	2,584,939	2,348,549
	33	3,827,727	3,591,337	3,354,948	3,118,558	2,882,168	2,645,778	2,409,388
	34	3,884,987	3,648,598	3,412,208	3,175,818	2,939,428	2,703,038	2,466,648
	35	3,938,976	3,702,586	3,466,196	3,229,806	2,993,416	2,757,026	2,520,637

		AH - % on site 30%						
Balance (RLV - TLV)	3,160,263	20%	25%	30%	35%	40%	45%	50%
	25%	3,638,049	3,401,659	3,165,269	2,928,879	2,692,490	2,456,100	2,219,710
	30%	3,635,546	3,399,156	3,162,766	2,926,376	2,689,986	2,453,596	2,217,207
% Cat M4(2)	35%	3,633,042	3,396,653	3,160,263	2,923,873	2,687,483	2,451,093	2,214,703
35%	40%	3,630,539	3,394,149	3,157,759	2,921,370	2,684,980	2,448,590	2,212,200
	45%	3,628,036	3,391,646	3,155,256	2,918,866	2,682,476	2,446,087	2,209,697
	50%	3,625,532	3,389,143	3,152,753	2,916,363	2,679,973	2,443,583	2,207,193
	55%	3,623,029	3,386,639	3,150,250	2,913,860	2,677,470	2,441,080	2,204,690
	60%	3,620,526	3,384,136	3,147,746	2,911,356	2,674,967	2,438,577	2,202,187
	65%	3,618,023	3,381,633	3,145,243	2,908,853	2,672,463	2,436,073	2,199,684

		AH - % on site 30%						
Balance (RLV - TLV)	3,160,263	20%	25%	30%	35%	40%	45%	50%
	95%	4,250,739	4,010,573	3,770,407	3,530,241	3,290,075	3,049,909	2,809,743
	100%	3,633,042	3,396,653	3,160,263	2,923,873	2,687,483	2,451,093	2,214,703
Build rate (£psm)	105%	3,015,240	2,782,614	2,549,973	2,317,332	2,084,691	1,852,050	1,619,409
	110%	2,396,994	2,168,126	1,939,258	1,710,390	1,481,522	1,252,631	1,023,713
	115%	1,778,452	1,553,310	1,328,168	1,103,025	877,883	652,687	427,465
	120%	1,159,462	938,019	716,577	495,135	273,617	52,067	(169,484)
	125%	539,867	322,100	104,327	(113,576)	(331,479)	(549,426)	(767,496)
	130%	(80,488)	(294,696)	(508,975)	(723,290)	(937,763)	(1,152,342)	(1,367,085)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AC
Title: 100 No. Units, Value Area - Lower C
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	10.5	32.0%	9.6	20%	20.1
3 bed House	54.0%	37.8	34.0%	10.2	48%	48.0
4 bed House	20.0%	14.0	6.0%	1.8	16%	15.8
5 bed House	4.0%	2.8	0.0%	0.0	3%	2.8
1 bed Flat	3.0%	2.1	14.0%	4.2	6%	6.3
2 bed Flat	3.0%	2.1	13.0%	3.9	6%	6.0
1 bed Bungalow	1.0%	0.7	1.0%	0.3	1%	1.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	70.0	100.0%	30.0	100%	100.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	809	8,703	739	7,957	1,548	16,659
3 bed House	3,591	38,653	969	10,430	4,560	49,083
4 bed House	1,554	16,727	200	2,151	1,754	18,878
5 bed House	403	4,340	0	0	403	4,340
1 bed Flat	121	1,303	242	2,606	363	3,909
2 bed Flat	156	1,675	289	3,111	445	4,787
1 bed Bungalow	35	377	15	161	50	538
2 bed Bungalow	0	0	0	0	0	0
	6,668	71,778	2,454	26,417	9,123	98,195
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	5,628,000
3 bed House	300,000	3,158	293	14,400,000
4 bed House	320,000	2,883	268	5,056,000
5 bed House	500,000	3,472	323	1,400,000
1 bed Flat	175,000	3,571	332	1,102,500
2 bed Flat	200,000	3,175	295	1,200,000
1 bed Bungalow	190,000	3,800	353	190,000
2 bed Bungalow	250,000	4,098	381	0
				28,976,500

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AC
Title: 100 No. Units, Value Area - Lower C
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	10.5	@	280,000		2,940,000
3 bed House	37.8	@	300,000		11,340,000
4 bed House	14.0	@	320,000		4,480,000
5 bed House	2.8	@	500,000		1,400,000
1 bed Flat	2.1	@	175,000		367,500
2 bed Flat	2.1	@	200,000		420,000
1 bed Bungalow	0.7	@	190,000		133,000
2 bed Bungalow	0.0	@	250,000		-
	70.0				21,080,500
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	7.0	@	170,800		1,196,966
3 bed House	7.4	@	183,000		1,362,618
4 bed House	1.3	@	195,200		256,493
5 bed House	0.0	@	305,000		-
1 bed Flat	3.1	@	106,750		327,296
2 bed Flat	2.8	@	122,000		347,334
1 bed Bungalow	0.2	@	115,900		25,382
2 bed Bungalow	0.0	@	152,500		-
	21.9				3,516,089
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	2.6	@	204,400		529,805
3 bed House	2.8	@	219,000		603,126
4 bed House	0.5	@	233,600		113,530
5 bed House	0.0	@	365,000		-
1 bed Flat	1.1	@	127,750		144,869
2 bed Flat	1.1	@	146,000		153,738
1 bed Bungalow	0.1	@	138,700		11,235
2 bed Bungalow	0.0	@	182,500		-
	8.1				1,556,302
Sub-total GDV Residential	**100.0**				**26,152,890**
AH on-site cost analysis:				*£MV less £GDV*	*2,823,610*
	310	*£ psm (total GIA sqm)*		*28,236*	*£ per unit (total units)*
Grant	100	@	0		-
Total GDV					**26,152,890**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AC
Title: 100 No. Units, Value Area - Lower C
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(70,000)
Statutory Planning Fees (Residential)									(24,799)
CIL			6,668	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		100	units @		21,200	per unit	(2,120,000)	(2,120,000)
S106 analysis:			*8.11%*	*% of GDV*		*21,200*	*£ per unit (total units)*		
AH Commuted Sum			9,123	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			8.24	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		8.24	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			1,548	sqm @		1,195	psm		(1,849,502)
3 bed House			4,560	sqm @		1,195	psm		(5,449,200)
4 bed House			1,754	sqm @		1,195	psm		(2,095,791)
5 bed House			403	sqm @		1,195	psm		(481,824)
1 bed Flat			363	sqm @		1,372	psm		(498,278)
2 bed Flat			445	sqm @		1,372	psm		(610,136)
1 bed Bungalow			50	sqm @		1,195	psm		(59,750)
2 bed Bungalow		9,123	-	sqm @		1,195	psm		-
External works			11,044,481	@		15.0%			(1,656,672)
						16,567	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		100	units @	521	£ per dwelling	(18,235)
M4(3) Category 3 Housing		5%	of All units		100	units @	10,307	£ per dwelling	(51,535)
Water efficiency					100	units @	9	£ per dwelling	(900)
Contingency			12,771,823	@		3.0%			(383,155)
Professional Fees			12,771,823	@		6.5%			(830,169)
Disposal Costs -									
Marketing and Promotion			21,080,500	OMS @		3.00%			(632,415)
Residential Sales Agent Costs			21,080,500	OMS @		1.00%			(210,805)
Residential Sales Legal Costs			21,080,500	OMS @		0.50%			(105,403)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(27,844)
Developers Profit -									
Margin on AH			5,072,390			6.00%	on AH values		(304,343)
Profit on GDV			21,080,500			20.00%			(4,216,100)
			17,176,412			*24.55%*	*on costs*	*(4,216,100)*	
			26,152,890			*17.28%*	*blended*	*(4,520,443)*	
TOTAL COSTS									**(21,696,856)**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AC
Title: 100 No. Units, Value Area - Lower C
Notes: Greenfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							4,456,035
SDLT			4,456,035	@	5.0%	(slabbed)	(212,302)
Acquisition Agent fees			4,456,035	@	1.0%		(44,560)
Acquisition Legal fees			4,456,035	@	0.5%		(22,280)
Interest on Land			4,456,035	@	6.0%		(267,362)
Residual Land Value							**3,909,530**
RLV analysis:	*39,095*	*£ per plot*	*1,172,859*	*£ per ha*	*474,650*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			3.33	ha	8.24	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	14,826	£ per plot	444,780	£ per ha	180,000	£ per acre	**1,482,600**

BALANCE							
Surplus/(Deficit)			**728,079**	£ per ha	**294,650**	£ per acre	**2,426,930**

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AC
Title: 100 No. Units, Value Area - Lower C
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	2,426,930	20%	25%	30%	35%	40%	45%	50%
	0	2,874,200	2,650,565	2,426,930	2,203,296	1,979,661	1,756,020	1,532,330
	10	2,803,442	2,584,191	2,364,940	2,145,690	1,926,439	1,707,188	1,487,937
	20	2,732,413	2,517,602	2,302,790	2,087,978	1,873,167	1,658,355	1,443,506
	30	2,661,261	2,450,867	2,240,473	2,030,079	1,819,685	1,609,291	1,398,897
	40	2,589,886	2,383,953	2,178,020	1,972,087	1,766,154	1,560,221	1,354,272
CIL £psm	50	2,518,333	2,316,852	2,115,371	1,913,889	1,712,408	1,510,927	1,309,446
0.00	60	2,446,611	2,249,612	2,052,614	1,855,615	1,658,616	1,461,618	1,264,619
	70	2,374,653	2,182,141	1,989,628	1,797,116	1,604,604	1,412,092	1,219,579
	80	2,302,581	2,114,574	1,926,566	1,738,558	1,550,550	1,362,542	1,174,535
	90	2,230,212	2,046,726	1,863,239	1,679,753	1,496,267	1,312,780	1,129,294
	100	2,157,779	1,978,827	1,799,870	1,620,910	1,441,950	1,262,990	1,084,030
	110	2,085,004	1,910,601	1,736,198	1,561,795	1,387,391	1,212,988	1,038,585
	120	2,012,151	1,842,318	1,672,485	1,502,652	1,332,810	1,162,955	993,100
	130	1,939,022	1,773,760	1,608,497	1,443,235	1,277,973	1,112,710	947,448
	140	1,865,743	1,705,087	1,544,431	1,383,775	1,223,119	1,062,434	901,742
	150	1,792,259	1,636,195	1,480,132	1,324,069	1,168,006	1,011,942	855,879
	160	1,718,549	1,567,128	1,415,708	1,264,287	1,112,867	961,421	809,951
	170	1,644,706	1,497,901	1,351,095	1,204,290	1,057,485	910,680	763,874
	180	1,570,559	1,428,434	1,286,308	1,144,182	1,002,057	859,913	717,723
	190	1,496,331	1,358,869	1,221,381	1,083,893	946,405	808,917	671,429
	200	1,421,768	1,288,997	1,156,226	1,023,454	890,683	757,903	625,053

		AH - % on site 30%						
Balance (RLV - TLV)	2,426,930	20%	25%	30%	35%	40%	45%	50%
	15,000	3,419,879	3,196,269	2,972,659	2,749,049	2,525,439	2,301,829	2,078,220
	16,000	3,331,925	3,108,315	2,884,705	2,661,087	2,437,453	2,213,818	1,990,183
	17,000	3,243,954	3,020,320	2,796,685	2,573,050	2,349,416	2,125,781	1,902,147
	18,000	3,155,918	2,932,283	2,708,648	2,485,014	2,261,379	2,037,744	1,814,110
	19,000	3,067,881	2,844,246	2,620,611	2,396,977	2,173,342	1,949,708	1,726,073
Site Specific S106	20,000	2,979,844	2,756,209	2,532,575	2,308,940	2,085,305	1,861,671	1,638,036
21,200	21,000	2,891,807	2,668,172	2,444,538	2,220,903	1,997,268	1,773,634	1,549,956
	22,000	2,803,770	2,580,136	2,356,501	2,132,866	1,909,209	1,685,518	1,461,828
	23,000	2,715,733	2,492,099	2,268,462	2,044,772	1,821,081	1,597,391	1,373,701
	24,000	2,627,696	2,404,025	2,180,334	1,956,644	1,732,954	1,509,264	1,285,574
	25,000	2,539,588	2,315,897	2,092,207	1,868,517	1,644,827	1,421,136	1,197,446
	26,000	2,451,460	2,227,770	2,004,080	1,780,390	1,556,699	1,333,009	1,109,244
	27,000	2,363,333	2,139,643	1,915,952	1,692,262	1,468,572	1,244,796	1,021,019
	28,000	2,275,206	2,051,515	1,827,825	1,604,125	1,380,348	1,156,571	932,794
	29,000	2,187,078	1,963,388	1,739,677	1,515,900	1,292,123	1,068,346	844,569
	30,000	2,098,951	1,875,228	1,651,452	1,427,675	1,203,898	980,121	756,274
	31,000	2,010,780	1,787,003	1,563,226	1,339,450	1,115,673	891,839	667,944
	32,000	1,922,555	1,698,778	1,475,001	1,251,225	1,027,403	803,509	579,614
	33,000	1,834,330	1,610,553	1,386,776	1,162,968	939,073	715,179	491,274
	34,000	1,746,105	1,522,328	1,298,532	1,074,638	850,743	626,849	402,832
	35,000	1,657,880	1,434,097	1,210,202	986,308	762,413	538,433	314,390

		AH - % on site 30%						
Balance (RLV - TLV)	2,426,930	20%	25%	30%	35%	40%	45%	50%
	15%	3,928,225	3,638,713	3,349,202	3,059,691	2,770,180	2,480,663	2,191,096
	16%	3,717,420	3,441,084	3,164,748	2,888,412	2,612,076	2,335,734	2,059,343
Profit	17%	3,506,615	3,243,454	2,980,294	2,717,133	2,453,972	2,190,806	1,927,589
20.00%	18%	3,295,810	3,045,824	2,795,839	2,545,854	2,295,869	2,045,877	1,795,836
	19%	3,085,005	2,848,195	2,611,385	2,374,575	2,137,765	1,900,949	1,664,083
	20%	2,874,200	2,650,565	2,426,930	2,203,296	1,979,661	1,756,020	1,532,330
	21%	2,663,395	2,452,935	2,242,476	2,032,017	1,821,557	1,611,092	1,400,577
	22%	2,452,590	2,255,306	2,058,022	1,860,738	1,663,454	1,466,163	1,268,824
	23%	2,241,785	2,057,676	1,873,567	1,689,459	1,505,350	1,321,235	1,137,071
	24%	2,030,980	1,860,046	1,689,113	1,518,179	1,347,246	1,176,307	1,005,318
	25%	1,820,175	1,662,417	1,504,659	1,346,900	1,189,142	1,031,378	873,564

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171222 CBC Residential Appraisals_X-AC_v4

Scheme Ref: AC
Title: 100 No. Units, Value Area - Lower C
Notes: Greenfield

AH - % on site 30%

Balance (RLV - TLV)	2,426,930	20%	25%	30%	35%	40%	45%	50%
	100,000	3,533,133	3,309,498	3,085,864	2,862,229	2,638,594	2,414,954	2,191,263
	150,000	3,121,300	2,897,665	2,674,030	2,450,396	2,226,761	2,003,120	1,779,430
TLV (per acre)	200,000	2,709,466	2,485,832	2,262,197	2,038,562	1,814,928	1,591,287	1,367,597
180,000	250,000	2,297,633	2,073,998	1,850,364	1,626,729	1,403,094	1,179,454	955,763
	300,000	1,885,800	1,662,165	1,438,530	1,214,896	991,261	767,620	543,930
	350,000	1,473,966	1,250,332	1,026,697	803,062	579,428	355,787	132,097
	400,000	1,062,133	838,498	614,864	391,229	167,594	(56,046)	(279,737)
	450,000	650,300	426,665	203,030	(20,604)	(244,239)	(467,880)	(691,570)
	500,000	238,466	14,832	(208,803)	(432,438)	(656,072)	(879,713)	(1,103,403)
	550,000	(173,367)	(397,002)	(620,636)	(844,271)	(1,067,906)	(1,291,546)	(1,515,237)

AH - % on site 30%

Balance (RLV - TLV)	2,426,930	20%	25%	30%	35%	40%	45%	50%
	25	2,577,680	2,354,045	2,130,410	1,906,776	1,683,141	1,459,500	1,235,810
	26	2,646,107	2,422,473	2,198,838	1,975,203	1,751,569	1,527,928	1,304,238
Density (dph)	27	2,709,466	2,485,832	2,262,197	2,038,562	1,814,928	1,591,287	1,367,597
30	28	2,768,300	2,544,665	2,321,030	2,097,396	1,873,761	1,650,120	1,426,430
	29	2,823,076	2,599,441	2,375,806	2,152,172	1,928,537	1,704,896	1,481,206
	30	2,874,200	2,650,565	2,426,930	2,203,296	1,979,661	1,756,020	1,532,330
	31	2,922,025	2,698,391	2,474,756	2,251,122	2,027,487	1,803,846	1,580,156
	32	2,966,862	2,743,228	2,519,593	2,295,958	2,072,324	1,848,683	1,624,993
	33	3,008,981	2,785,347	2,561,712	2,338,078	2,114,443	1,890,802	1,667,112
	34	3,048,623	2,824,989	2,601,354	2,377,719	2,154,085	1,930,444	1,706,754
	35	3,086,000	2,862,365	2,638,730	2,415,096	2,191,461	1,967,820	1,744,130

AH - % on site 30%

Balance (RLV - TLV)	2,426,930	20%	25%	30%	35%	40%	45%	50%
	25%	2,879,210	2,655,575	2,431,941	2,208,306	1,984,671	1,761,035	1,537,345
	30%	2,876,705	2,653,070	2,429,436	2,205,801	1,982,166	1,758,528	1,534,837
% Cat M4(2)	35%	2,874,200	2,650,565	2,426,930	2,203,296	1,979,661	1,756,020	1,532,330
35%	40%	2,871,694	2,648,060	2,424,425	2,200,791	1,977,156	1,753,513	1,529,823
	45%	2,869,189	2,645,555	2,421,920	2,198,285	1,974,651	1,751,006	1,527,316
	50%	2,866,684	2,643,050	2,419,415	2,195,780	1,972,146	1,748,499	1,524,808
	55%	2,864,179	2,640,544	2,416,910	2,193,275	1,969,641	1,745,991	1,522,301
	60%	2,861,674	2,638,039	2,414,405	2,190,770	1,967,135	1,743,484	1,519,794
	65%	2,859,169	2,635,534	2,411,899	2,188,265	1,964,630	1,740,977	1,517,287

AH - % on site 30%

Balance (RLV - TLV)	2,426,930	20%	25%	30%	35%	40%	45%	50%
	95%	3,492,370	3,264,989	3,037,609	2,810,229	2,582,830	2,355,422	2,128,014
	100%	2,874,200	2,650,565	2,426,930	2,203,296	1,979,661	1,756,020	1,532,330
Build rate (£psm)	105%	2,255,699	2,035,785	1,815,871	1,595,957	1,376,043	1,156,064	936,067
	110%	1,636,715	1,420,497	1,204,280	988,059	771,732	555,404	339,076
	115%	1,017,091	804,547	591,930	379,249	166,568	(46,256)	(259,104)
	120%	396,643	187,587	(21,470)	(230,694)	(439,982)	(649,455)	(859,153)
	125%	(225,063)	(430,709)	(636,461)	(842,409)	(1,048,642)	(1,255,251)	(1,462,339)
	130%	(848,581)	(1,051,058)	(1,253,861)	(1,457,080)	(1,687,892)	(1,921,839)	(2,157,354)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_X-AC_v4 - Summary Table

Scheme Details:	Scheme Ref:	**X**	**Y**	**Z**	**AA**	**AB**	**AC**
	Title:	75 No. Units, Value Area - High A	75 No. Units, Value Area - Medium B	75 No. Units, Value Area - Lower C	100 No. Units, Value Area - High A	100 No. Units, Value Area - Medium B	100 No. Units, Value Area - Lower C
	Notes:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
	Total GDV (£)	27,644,028	21,495,641	20,035,279	36,207,310	28,148,219	26,152,890
Policy Costs:	AH % (on-site)	30%	30%	30%	30%	30%	30%
	CIL (£ psm)	-	-	-	-	-	-
	CIL (£)	-	-	-	-	-	-
	Site Specific S106 (£/unit)	21,200	21,200	21,200	21,200	21,200	21,200
	Site Specific S106 (£)	1,590,000	1,590,000	1,590,000	2,120,000	2,120,000	2,120,000
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
	Developers Profit (% blended)	17.02%	17.06%	17.05%	17.22%	17.26%	17.28%
	Total Developers Profit (£)	4,705,217	3,666,361	3,415,569	6,234,539	4,857,723	4,520,443
Residual Land Value (RLV):	RLV (£/acre)	1,365,628	671,649	507,380	1,323,663	643,682	474,650
	RLV (£/ha)	3,374,468	1,659,646	1,253,736	3,270,772	1,590,539	1,172,859
	RLV (£ net)	8,436,169	4,149,114	3,134,339	10,902,575	5,301,796	3,909,530
Threshold Land Value (TLV):	TLV (£/acre)	370,000	260,000	180,000	370,000	260,000	180,000
	TLV (£/ha)	914,270	642,460	444,780	914,270	642,460	444,780
	TLV (£ net)	2,285,675	1,606,150	1,111,950	3,047,567	2,141,533	1,482,600
Balance for Plan VA:	Surplus/Deficit (£/acre)	995,628	411,649	327,380	953,663	383,682	294,650
	Surplus/Deficit (£/ha)	2,460,198	1,017,186	808,956	2,356,502	948,079	728,079
	Surplus/Deficit	6,150,494	2,542,964	2,022,389	7,855,008	3,160,263	2,426,930
	Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable

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171222 CBC Residential Appraisals_AD-AI_v4 - Version Notes

Date	Version	Comments
171222	v4	

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AD
Title: 150 No. Units, Value Area - High A
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			150	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	15.8	32.0%	14.4	20%	30.2
3 bed House	54.0%	56.7	34.0%	15.3	48%	72.0
4 bed House	20.0%	21.0	6.0%	2.7	16%	23.7
5 bed House	4.0%	4.2	0.0%	0.0	3%	4.2
1 bed Flat	3.0%	3.2	14.0%	6.3	6%	9.5
2 bed Flat	3.0%	3.2	13.0%	5.9	6%	9.0
1 bed Bungalow	1.0%	1.1	1.0%	0.5	1%	1.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	105.0	100.0%	45.0	100%	150.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,213	13,054	1,109	11,935	2,322	24,989
3 bed House	5,387	57,980	1,454	15,645	6,840	73,625
4 bed House	2,331	25,091	300	3,226	2,631	28,317
5 bed House	605	6,510	0	0	605	6,510
1 bed Flat	182	1,955	363	3,909	545	5,864
2 bed Flat	233	2,513	434	4,667	667	7,180
1 bed Bungalow	53	565	23	242	75	807
2 bed Bungalow	0	0	0	0	0	0
	10,003	107,667	3,681	39,625	13,684	147,292
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	11,306,250
3 bed House	425,000	4,474	416	30,600,000
4 bed House	420,000	3,784	352	9,954,000
5 bed House	600,000	4,167	387	2,520,000
1 bed Flat	275,000	5,612	521	2,598,750
2 bed Flat	325,000	5,159	479	2,925,000
1 bed Bungalow	275,000	5,500	511	412,500
2 bed Bungalow	340,000	5,574	518	0
				60,316,500

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	15.8	@	375,000		5,906,250
3 bed House	56.7	@	425,000		24,097,500
4 bed House	21.0	@	420,000		8,820,000
5 bed House	4.2	@	600,000		2,520,000
1 bed Flat	3.2	@	275,000		866,250
2 bed Flat	3.2	@	325,000		1,023,750
1 bed Bungalow	1.1	@	275,000		288,750
2 bed Bungalow	0.0	@	340,000		-
	105.0				43,522,500
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	10.5	@	228,750		2,404,620
3 bed House	11.2	@	259,250		2,895,563
4 bed House	2.0	@	256,200		504,970
5 bed House	0.0	@	366,000		-
1 bed Flat	4.6	@	167,750		771,482
2 bed Flat	4.3	@	198,250		846,627
1 bed Bungalow	0.3	@	167,750		55,106
2 bed Bungalow	0.0	@	207,400		-
	32.9				7,478,368
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	3.9	@	273,750		1,064,340
3 bed House	4.1	@	310,250		1,281,643
4 bed House	0.7	@	306,600		223,511
5 bed House	0.0	@	438,000		-
1 bed Flat	1.7	@	200,750		341,476
2 bed Flat	1.6	@	237,250		374,736
1 bed Bungalow	0.1	@	200,750		24,391
2 bed Bungalow	0.0	@	248,200		-
	12.2				3,310,097
Sub-total GDV Residential	**150.0**				**54,310,966**
AH on-site cost analysis:				*£MV less £GDV*	*6,005,534*
	439	*£ psm (total GIA sqm)*		*40,037*	*£ per unit (total units)*
Grant	150	@	0		-
Total GDV					**54,310,966**

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DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(90,000)
Statutory Planning Fees (Residential)									(30,549)
CIL			10,003	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		150	units @		21,200	per unit	(3,180,000)	(3,180,000)
S106 analysis:			*5.86%*	*% of GDV*		*21,200*	*£ per unit (total units)*		
AH Commuted Sum			13,684	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			12.36	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		12.36	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			2,322	sqm @		1,195	psm		(2,774,252)
3 bed House			6,840	sqm @		1,195	psm		(8,173,800)
4 bed House			2,631	sqm @		1,195	psm		(3,143,687)
5 bed House			605	sqm @		1,195	psm		(722,736)
1 bed Flat			545	sqm @		1,372	psm		(747,417)
2 bed Flat			667	sqm @		1,372	psm		(915,205)
1 bed Bungalow			75	sqm @		1,195	psm		(89,625)
2 bed Bungalow		13,684	-	sqm @		1,195	psm		-
External works			16,566,722	@		15.0%			(2,485,008)
						16,567	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		150	units @	521	£ per dwelling	(27,353)
M4(3) Category 3 Housing		5%	of All units		150	units @	10,307	£ per dwelling	(77,303)
Water efficiency					150	units @	9	£ per dwelling	(1,350)
Contingency			19,157,735	@		3.0%			(574,732)
Professional Fees			19,157,735	@		6.5%			(1,245,253)
Disposal Costs -									
Marketing and Promotion			43,522,500	OMS @		3.00%			(1,305,675)
Residential Sales Agent Costs			43,522,500	OMS @		1.00%			(435,225)
Residential Sales Legal Costs			43,522,500	OMS @		0.50%			(217,613)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(23,959)
Developers Profit -									
Margin on AH			10,788,466			6.00%	on AH values		(647,308)
Profit on GDV			43,522,500			20.00%			(8,704,500)
			26,260,740			*33.15%*	*on costs*	*(8,704,500)*	
			54,310,966			*17.22%*	*blended*	*(9,351,808)*	
TOTAL COSTS									**(35,612,548)**

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RESIDUAL LAND VALUE							
Residual Land Value (gross)							18,698,417
SDLT			18,698,417	@	5.0%	(slabbed)	(924,421)
Acquisition Agent fees			18,698,417	@	1.0%		(186,984)
Acquisition Legal fees			18,698,417	@	0.5%		(93,492)
Interest on Land			18,698,417	@	6.0%		(1,121,905)
Residual Land Value							**16,371,615**
RLV analysis:	*109,144*	*£ per plot*	*3,274,323*	*£ per ha*	*1,325,100*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			5.00	ha	12.36	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	30,476	£ per plot	914,270	£ per ha	370,000	£ per acre	**4,571,350**

BALANCE							
Surplus/(Deficit)			**2,360,053**	£ per ha	**955,100**	£ per acre	**11,800,265**

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SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	11,800,265	20%	25%	30%	35%	40%	45%	50%
	0	12,722,557	12,261,457	11,800,265	11,339,073	10,877,880	10,416,688	9,955,495
	10	12,618,063	12,163,510	11,708,957	11,254,405	10,799,852	10,345,196	9,890,503
	20	12,513,569	12,065,547	11,617,525	11,169,503	10,721,481	10,273,459	9,825,437
	30	12,409,074	11,967,583	11,526,092	11,084,601	10,643,110	10,201,619	9,760,128
	40	12,304,130	11,869,352	11,434,574	10,999,700	10,564,740	10,129,780	9,694,819
CIL £psm	50	12,199,127	11,770,912	11,342,697	10,914,482	10,486,267	10,057,940	9,629,511
0.00	60	12,094,124	11,672,471	11,250,819	10,829,167	10,407,514	9,985,862	9,564,202
	70	11,988,812	11,573,947	11,158,941	10,743,852	10,328,762	9,913,672	9,498,583
	80	11,883,298	11,475,028	11,066,758	10,658,488	10,250,010	9,841,483	9,432,956
	90	11,777,784	11,376,109	10,974,433	10,572,758	10,171,083	9,769,293	9,367,329
	100	11,672,096	11,277,189	10,882,108	10,487,028	10,091,947	9,696,866	9,301,702
	110	11,566,068	11,177,883	10,789,697	10,401,298	10,012,811	9,624,325	9,235,839
	120	11,460,041	11,078,482	10,696,923	10,315,364	9,933,676	9,551,784	9,169,893
	130	11,353,967	10,979,081	10,604,149	10,229,217	9,854,285	9,479,244	9,103,947
	140	11,247,423	10,879,463	10,511,375	10,143,069	9,774,764	9,406,458	9,038,000
	150	11,140,880	10,779,578	10,418,276	10,056,922	9,695,243	9,333,564	8,971,886
	160	11,034,336	10,679,693	10,325,050	9,970,408	9,615,722	9,260,670	8,905,618
	170	10,927,349	10,579,755	10,231,825	9,883,841	9,535,857	9,187,776	8,839,351
	180	10,820,286	10,479,384	10,138,481	9,797,274	9,455,949	9,114,625	8,773,084
	190	10,713,224	10,379,013	10,044,801	9,710,590	9,376,042	9,041,376	8,706,710
	200	10,605,830	10,278,642	9,951,122	9,623,602	9,296,082	8,968,127	8,640,120

		AH - % on site 30%						
Balance (RLV - TLV)	11,800,265	20%	25%	30%	35%	40%	45%	50%
	15,000	13,538,323	13,077,131	12,615,938	12,154,746	11,693,553	11,232,361	10,771,168
	16,000	13,406,763	12,945,570	12,484,378	12,023,186	11,561,993	11,100,801	10,639,608
	17,000	13,275,203	12,814,010	12,352,818	11,891,625	11,430,433	10,969,241	10,508,048
	18,000	13,143,642	12,682,450	12,221,258	11,760,065	11,298,873	10,837,680	10,376,488
	19,000	13,012,082	12,550,890	12,089,697	11,628,505	11,167,313	10,706,120	10,244,928
Site Specific S106	20,000	12,880,522	12,419,330	11,958,137	11,496,945	11,035,752	10,574,560	10,113,368
21,200	21,000	12,748,885	12,287,770	11,826,577	11,365,385	10,904,192	10,443,000	9,981,807
	22,000	12,617,247	12,156,163	11,695,017	11,233,825	10,772,632	10,311,440	9,850,247
	23,000	12,485,608	12,024,525	11,563,441	11,102,264	10,641,072	10,179,880	9,718,687
	24,000	12,353,970	11,892,886	11,431,803	10,970,704	10,509,512	10,048,319	9,587,127
	25,000	12,222,332	11,761,248	11,300,164	10,839,081	10,377,952	9,916,759	9,455,567
	26,000	12,090,693	11,629,610	11,168,526	10,707,442	10,246,359	9,785,199	9,324,007
	27,000	11,959,055	11,497,971	11,036,888	10,575,804	10,114,720	9,653,637	9,192,447
	28,000	11,827,417	11,366,333	10,905,249	10,444,166	9,983,082	9,521,998	9,060,886
	29,000	11,695,778	11,234,695	10,773,611	10,312,527	9,851,444	9,390,360	8,929,276
	30,000	11,564,140	11,103,056	10,641,973	10,180,889	9,719,805	9,258,722	8,797,638
	31,000	11,432,502	10,971,418	10,510,334	10,049,251	9,588,167	9,127,083	8,666,000
	32,000	11,300,863	10,839,780	10,378,696	9,917,612	9,456,529	8,995,445	8,534,361
	33,000	11,169,225	10,708,141	10,247,058	9,785,974	9,324,890	8,863,807	8,402,723
	34,000	11,037,587	10,576,503	10,115,419	9,654,336	9,193,252	8,732,168	8,271,085
	35,000	10,905,948	10,444,865	9,983,781	9,522,697	9,061,614	8,600,530	8,139,446

		AH - % on site 30%						
Balance (RLV - TLV)	11,800,265	20%	25%	30%	35%	40%	45%	50%
	15%	14,898,682	14,301,575	13,704,374	13,107,174	12,509,974	11,912,774	11,315,574
	16%	14,463,457	13,893,551	13,323,553	12,753,554	12,183,555	11,613,557	11,043,558
Profit	17%	14,028,232	13,485,528	12,942,731	12,399,934	11,857,137	11,314,339	10,771,542
20.00%	18%	13,593,007	13,077,504	12,561,909	12,046,313	11,530,718	11,015,122	10,499,527
	19%	13,157,782	12,669,481	12,181,087	11,692,693	11,204,299	10,715,905	10,227,511
	20%	12,722,557	12,261,457	11,800,265	11,339,073	10,877,880	10,416,688	9,955,495
	21%	12,287,332	11,853,434	11,419,443	10,985,452	10,551,462	10,117,471	9,683,480
	22%	11,852,107	11,445,411	11,038,621	10,631,832	10,225,043	9,818,253	9,411,464
	23%	11,416,882	11,037,387	10,657,799	10,278,212	9,898,624	9,519,036	9,139,449
	24%	10,981,657	10,629,364	10,276,978	9,924,591	9,572,205	9,219,819	8,867,433
	25%	10,546,432	10,221,340	9,896,156	9,570,971	9,245,787	8,920,602	8,595,417

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		AH - % on site 30%						
Balance (RLV - TLV)	11,800,265	20%	25%	30%	35%	40%	45%	50%
	100,000	16,058,407	15,597,307	15,136,115	14,674,923	14,213,730	13,752,538	13,291,345
	150,000	15,440,657	14,979,557	14,518,365	14,057,173	13,595,980	13,134,788	12,673,595
TLV (per acre)	200,000	14,822,907	14,361,807	13,900,615	13,439,423	12,978,230	12,517,038	12,055,845
370,000	250,000	14,205,157	13,744,057	13,282,865	12,821,673	12,360,480	11,899,288	11,438,095
	300,000	13,587,407	13,126,307	12,665,115	12,203,923	11,742,730	11,281,538	10,820,345
	350,000	12,969,657	12,508,557	12,047,365	11,586,173	11,124,980	10,663,788	10,202,595
	400,000	12,351,907	11,890,807	11,429,615	10,968,423	10,507,230	10,046,038	9,584,845
	450,000	11,734,157	11,273,057	10,811,865	10,350,673	9,889,480	9,428,288	8,967,095
	500,000	11,116,407	10,655,307	10,194,115	9,732,923	9,271,730	8,810,538	8,349,345
	550,000	10,498,657	10,037,557	9,576,365	9,115,173	8,653,980	8,192,788	7,731,595

		AH - % on site 30%						
Balance (RLV - TLV)	11,800,265	20%	25%	30%	35%	40%	45%	50%
	25	11,808,287	11,347,187	10,885,995	10,424,803	9,963,610	9,502,418	9,041,225
	26	12,019,273	11,558,173	11,096,980	10,635,788	10,174,596	9,713,403	9,252,211
Density (dph)	27	12,214,630	11,753,530	11,292,337	10,831,145	10,369,952	9,908,760	9,447,568
30	28	12,396,032	11,934,932	11,473,740	11,012,548	10,551,355	10,090,163	9,628,970
	29	12,564,925	12,103,825	11,642,632	11,181,440	10,720,248	10,259,055	9,797,863
	30	12,722,557	12,261,457	11,800,265	11,339,073	10,877,880	10,416,688	9,955,495
	31	12,870,020	12,408,920	11,947,728	11,486,536	11,025,343	10,564,151	10,102,958
	32	13,008,267	12,547,167	12,085,974	11,624,782	11,163,590	10,702,397	10,241,205
	33	13,138,135	12,677,035	12,215,842	11,754,650	11,293,458	10,832,265	10,371,073
	34	13,260,363	12,799,263	12,338,071	11,876,879	11,415,686	10,954,494	10,493,301
	35	13,375,607	12,914,507	12,453,315	11,992,123	11,530,930	11,069,738	10,608,545

		AH - % on site 30%						
Balance (RLV - TLV)	11,800,265	20%	25%	30%	35%	40%	45%	50%
	25%	12,730,056	12,268,953	11,807,760	11,346,568	10,885,376	10,424,183	9,962,991
	30%	12,726,307	12,265,205	11,804,013	11,342,820	10,881,628	10,420,436	9,959,243
% Cat M4(2)	35%	12,722,557	12,261,457	11,800,265	11,339,073	10,877,880	10,416,688	9,955,495
35%	40%	12,718,808	12,257,710	11,796,517	11,335,325	10,874,133	10,412,940	9,951,748
	45%	12,715,059	12,253,962	11,792,770	11,331,577	10,870,385	10,409,192	9,948,000
	50%	12,711,310	12,250,214	11,789,022	11,327,830	10,866,637	10,405,445	9,944,252
	55%	12,707,560	12,246,467	11,785,274	11,324,082	10,862,889	10,401,697	9,940,505
	60%	12,703,811	12,242,719	11,781,527	11,320,334	10,859,142	10,397,949	9,936,757
	65%	12,700,062	12,238,971	11,777,779	11,316,587	10,855,394	10,394,202	9,933,009

		AH - % on site 30%						
Balance (RLV - TLV)	11,800,265	20%	25%	30%	35%	40%	45%	50%
	95%	13,647,567	13,180,731	12,713,894	12,247,057	11,780,220	11,313,383	10,846,546
	100%	12,722,557	12,261,457	11,800,265	11,339,073	10,877,880	10,416,688	9,955,495
Build rate (£psm)	105%	11,797,260	11,341,824	10,886,387	10,430,950	9,975,513	9,519,993	9,064,445
	110%	10,871,963	10,422,173	9,972,383	9,522,594	9,072,804	8,623,014	8,173,224
	115%	9,946,666	9,502,523	9,058,380	8,614,237	8,170,094	7,725,951	7,281,808
	120%	9,021,179	8,582,749	8,144,318	7,705,881	7,267,384	6,828,888	6,390,392
	125%	8,095,438	7,662,657	7,229,877	6,797,096	6,364,316	5,931,535	5,498,754
	130%	7,169,697	6,742,566	6,315,435	5,888,304	5,461,173	5,034,042	4,606,911

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme Ref: AE
Title: 150 No. Units, Value Area - Medium B
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			150	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	15.8	32.0%	14.4	20%	30.2
3 bed House	54.0%	56.7	34.0%	15.3	48%	72.0
4 bed House	20.0%	21.0	6.0%	2.7	16%	23.7
5 bed House	4.0%	4.2	0.0%	0.0	3%	4.2
1 bed Flat	3.0%	3.2	14.0%	6.3	6%	9.5
2 bed Flat	3.0%	3.2	13.0%	5.9	6%	9.0
1 bed Bungalow	1.0%	1.1	1.0%	0.5	1%	1.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	105.0	100.0%	45.0	100%	150.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,213	13,054	1,109	11,935	2,322	24,989
3 bed House	5,387	57,980	1,454	15,645	6,840	73,625
4 bed House	2,331	25,091	300	3,226	2,631	28,317
5 bed House	605	6,510	0	0	605	6,510
1 bed Flat	182	1,955	363	3,909	545	5,864
2 bed Flat	233	2,513	434	4,667	667	7,180
1 bed Bungalow	53	565	23	242	75	807
2 bed Bungalow	0	0	0	0	0	0
	10,003	107,667	3,681	39,625	13,684	147,292
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	9,045,000
3 bed House	320,000	3,368	313	23,040,000
4 bed House	340,000	3,063	285	8,058,000
5 bed House	550,000	3,819	355	2,310,000
1 bed Flat	185,000	3,776	351	1,748,250
2 bed Flat	250,000	3,968	369	2,250,000
1 bed Bungalow	250,000	5,000	465	375,000
2 bed Bungalow	290,000	4,754	442	0
				46,826,250

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	15.8	@	300,000		4,725,000
3 bed House	56.7	@	320,000		18,144,000
4 bed House	21.0	@	340,000		7,140,000
5 bed House	4.2	@	550,000		2,310,000
1 bed Flat	3.2	@	185,000		582,750
2 bed Flat	3.2	@	250,000		787,500
1 bed Bungalow	1.1	@	250,000		262,500
2 bed Bungalow	0.0	@	290,000		-
	105.0				33,951,750
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	10.5	@	183,000		1,923,696
3 bed House	11.2	@	195,200		2,180,189
4 bed House	2.0	@	207,400		408,785
5 bed House	0.0	@	335,500		-
1 bed Flat	4.6	@	112,850		518,997
2 bed Flat	4.3	@	152,500		651,251
1 bed Bungalow	0.3	@	152,500		50,096
2 bed Bungalow	0.0	@	176,900		-
	32.9				5,733,015
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	3.9	@	219,000		851,472
3 bed House	4.1	@	233,600		965,002
4 bed House	0.7	@	248,200		180,938
5 bed House	0.0	@	401,500		-
1 bed Flat	1.7	@	135,050		229,720
2 bed Flat	1.6	@	182,500		288,259
1 bed Bungalow	0.1	@	182,500		22,174
2 bed Bungalow	0.0	@	211,700		-
	12.2				2,537,564
Sub-total GDV Residential	**150.0**				**42,222,329**
AH on-site cost analysis:				*£MV less £GDV*	*4,603,921*
	336	*£ psm (total GIA sqm)*		*30,693*	*£ per unit (total units)*
Grant	150	@	0		-
Total GDV					**42,222,329**

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Title: 150 No. Units, Value Area - Medium B
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(90,000)
Statutory Planning Fees (Residential)									(30,549)
CIL			10,003	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		150	units @		21,200	per unit	(3,180,000)	(3,180,000)
S106 analysis:			*7.53%*	*% of GDV*		*21,200*	*£ per unit (total units)*		
AH Commuted Sum			13,684	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			12.36	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		12.36	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			2,322	sqm @		1,195	psm		(2,774,252)
3 bed House			6,840	sqm @		1,195	psm		(8,173,800)
4 bed House			2,631	sqm @		1,195	psm		(3,143,687)
5 bed House			605	sqm @		1,195	psm		(722,736)
1 bed Flat			545	sqm @		1,372	psm		(747,417)
2 bed Flat			667	sqm @		1,372	psm		(915,205)
1 bed Bungalow			75	sqm @		1,195	psm		(89,625)
2 bed Bungalow		13,684	-	sqm @		1,195	psm		-
External works			16,566,722	@		15.0%			(2,485,008)
						16,567	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		150	units @	521	£ per dwelling	(27,353)
M4(3) Category 3 Housing		5%	of All units		150	units @	10,307	£ per dwelling	(77,303)
Water efficiency					150	units @	9	£ per dwelling	(1,350)
Contingency			19,157,735	@		3.0%			(574,732)
Professional Fees			19,157,735	@		6.5%			(1,245,253)
Disposal Costs -									
Marketing and Promotion			33,951,750	OMS @		3.00%			(1,018,553)
Residential Sales Agent Costs			33,951,750	OMS @		1.00%			(339,518)
Residential Sales Legal Costs			33,951,750	OMS @		0.50%			(169,759)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(31,006)
Developers Profit -									
Margin on AH			8,270,579			6.00%	on AH values		(496,235)
Profit on GDV			33,951,750			20.00%			(6,790,350)
			25,837,103			*26.28%*	*on costs*	*(6,790,350)*	
			42,222,329			*17.26%*	*blended*	*(7,286,585)*	
TOTAL COSTS									**(33,123,688)**

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RESIDUAL LAND VALUE							
Residual Land Value (gross)							9,098,641
SDLT			9,098,641	@	5.0%	(slabbed)	(444,432)
Acquisition Agent fees			9,098,641	@	1.0%		(90,986)
Acquisition Legal fees			9,098,641	@	0.5%		(45,493)
Interest on Land			9,098,641	@	6.0%		(545,918)
Residual Land Value							**7,971,811**
RLV analysis:	*53,145*	*£ per plot*	*1,594,362*	*£ per ha*	*645,230*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			5.00	ha	12.36	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	21,415	£ per plot	642,460	£ per ha	260,000	£ per acre	**3,212,300**

BALANCE							
Surplus/(Deficit)			**951,902**	£ per ha	**385,230**	£ per acre	**4,759,511**

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SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	4,759,511	20%	25%	30%	35%	40%	45%	50%
	0	5,469,043	5,114,277	4,759,511	4,404,745	4,049,978	3,695,212	3,340,446
	10	5,363,529	5,015,358	4,667,186	4,319,014	3,970,843	3,622,671	3,274,500
	20	5,257,665	4,916,115	4,574,565	4,233,015	3,891,465	3,549,915	3,208,365
	30	5,151,638	4,816,714	4,481,791	4,146,868	3,811,944	3,477,021	3,142,098
	40	5,045,213	4,716,966	4,388,719	4,060,472	3,732,225	3,403,978	3,075,731
CIL £psm	50	4,938,669	4,617,081	4,295,493	3,973,905	3,652,317	3,330,730	3,009,142
0.00	60	4,831,676	4,516,820	4,201,964	3,887,107	3,572,251	3,257,395	2,942,539
	70	4,724,614	4,416,449	4,108,284	3,800,119	3,491,954	3,183,790	2,875,625
	80	4,617,044	4,315,667	4,014,290	3,712,913	3,411,536	3,110,159	2,808,711
	90	4,509,414	4,214,807	3,920,154	3,625,501	3,330,848	3,036,195	2,741,542
	100	4,401,307	4,113,498	3,825,689	3,537,880	3,250,072	2,962,232	2,674,302
	110	4,293,087	4,012,147	3,731,095	3,450,043	3,168,991	2,887,939	2,606,887
	120	4,184,453	3,910,303	3,636,152	3,362,002	3,087,851	2,813,616	2,539,320
	130	4,075,636	3,808,411	3,541,098	3,273,737	3,006,376	2,739,015	2,471,654
	140	3,966,473	3,706,072	3,445,670	3,185,269	2,924,867	2,664,330	2,403,759
	150	3,857,050	3,603,633	3,350,153	3,096,574	2,842,995	2,589,417	2,335,838
	160	3,747,357	3,500,795	3,254,234	3,007,673	2,761,112	2,514,368	2,267,611
	170	3,637,320	3,397,802	3,158,252	2,918,547	2,678,841	2,439,136	2,199,385
	180	3,527,092	3,294,463	3,061,834	2,829,206	2,596,571	2,363,722	2,130,872
	190	3,416,433	3,190,907	2,965,381	2,739,646	2,513,906	2,288,167	2,062,314
	200	3,305,669	3,087,066	2,868,462	2,649,859	2,431,236	2,212,385	1,993,535

		AH - % on site 30%						
Balance (RLV - TLV)	4,759,511	20%	25%	30%	35%	40%	45%	50%
	15,000	6,286,048	5,931,278	5,576,507	5,221,736	4,866,965	4,512,195	4,157,424
	16,000	6,154,323	5,799,552	5,444,781	5,090,011	4,735,240	4,380,469	4,025,698
	17,000	6,022,598	5,667,827	5,313,056	4,958,285	4,603,515	4,248,744	3,893,973
	18,000	5,890,872	5,536,101	5,181,331	4,826,560	4,471,789	4,117,018	3,762,248
	19,000	5,759,050	5,404,284	5,049,518	4,694,752	4,339,986	3,985,219	3,630,453
Site Specific S106	20,000	5,627,229	5,272,463	4,917,697	4,562,930	4,208,164	3,853,398	3,498,632
21,200	21,000	5,495,407	5,140,641	4,785,875	4,431,109	4,076,343	3,721,577	3,366,810
	22,000	5,363,586	5,008,820	4,654,054	4,299,288	3,944,521	3,589,755	3,234,989
	23,000	5,231,765	4,876,998	4,522,232	4,167,466	3,812,700	3,457,934	3,103,168
	24,000	5,099,943	4,745,177	4,390,411	4,035,645	3,680,878	3,326,112	2,971,346
	25,000	4,968,122	4,613,356	4,258,589	3,903,823	3,549,057	3,194,291	2,839,525
	26,000	4,836,300	4,481,534	4,126,768	3,772,002	3,417,236	3,062,456	2,707,653
	27,000	4,704,479	4,349,713	3,994,940	3,640,137	3,285,333	2,930,530	2,575,727
	28,000	4,572,621	4,217,817	3,863,014	3,508,210	3,153,407	2,798,604	2,443,800
	29,000	4,440,694	4,085,891	3,731,088	3,376,284	3,021,481	2,666,677	2,311,874
	30,000	4,308,768	3,953,965	3,599,161	3,244,358	2,889,554	2,534,751	2,179,947
	31,000	4,176,842	3,822,038	3,467,235	3,112,431	2,757,628	2,402,824	2,048,021
	32,000	4,044,915	3,690,112	3,335,308	2,980,505	2,625,701	2,270,898	1,916,054
	33,000	3,912,989	3,558,185	3,203,382	2,848,578	2,493,775	2,138,896	1,784,013
	34,000	3,781,062	3,426,259	3,071,455	2,716,622	2,361,739	2,006,856	1,651,973
	35,000	3,649,136	3,294,332	2,939,464	2,584,581	2,229,698	1,874,815	1,519,933

		AH - % on site 30%						
Balance (RLV - TLV)	4,759,511	20%	25%	30%	35%	40%	45%	50%
	15%	7,166,631	6,705,765	6,244,900	5,784,034	5,323,169	4,862,304	4,401,438
	16%	6,827,113	6,387,468	5,947,822	5,508,177	5,068,531	4,628,885	4,189,240
Profit	17%	6,487,596	6,069,170	5,650,744	5,232,319	4,813,893	4,395,467	3,977,041
20.00%	18%	6,148,078	5,750,872	5,353,666	4,956,461	4,559,255	4,162,049	3,764,843
	19%	5,808,561	5,432,575	5,056,589	4,680,603	4,304,617	3,928,631	3,552,645
	20%	5,469,043	5,114,277	4,759,511	4,404,745	4,049,978	3,695,212	3,340,446
	21%	5,129,526	4,795,979	4,462,433	4,128,887	3,795,340	3,461,794	3,128,248
	22%	4,790,008	4,477,682	4,165,355	3,853,029	3,540,702	3,228,376	2,916,049
	23%	4,450,491	4,159,384	3,868,277	3,577,171	3,286,064	2,994,957	2,703,851
	24%	4,110,973	3,841,086	3,571,200	3,301,313	3,031,426	2,761,539	2,491,652
	25%	3,771,456	3,522,789	3,274,122	3,025,455	2,776,788	2,528,121	2,279,454

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Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	4,759,511	20%	25%	30%	35%	40%	45%	50%
	100,000	7,445,843	7,091,077	6,736,311	6,381,545	6,026,778	5,672,012	5,317,246
	150,000	6,828,093	6,473,327	6,118,561	5,763,795	5,409,028	5,054,262	4,699,496
TLV (per acre)	200,000	6,210,343	5,855,577	5,500,811	5,146,045	4,791,278	4,436,512	4,081,746
260,000	250,000	5,592,593	5,237,827	4,883,061	4,528,295	4,173,528	3,818,762	3,463,996
	300,000	4,974,843	4,620,077	4,265,311	3,910,545	3,555,778	3,201,012	2,846,246
	350,000	4,357,093	4,002,327	3,647,561	3,292,795	2,938,028	2,583,262	2,228,496
	400,000	3,739,343	3,384,577	3,029,811	2,675,045	2,320,278	1,965,512	1,610,746
	450,000	3,121,593	2,766,827	2,412,061	2,057,295	1,702,528	1,347,762	992,996
	500,000	2,503,843	2,149,077	1,794,311	1,439,545	1,084,778	730,012	375,246
	550,000	1,886,093	1,531,327	1,176,561	821,795	467,028	112,262	(242,504)

		AH - % on site 30%						
Balance (RLV - TLV)	4,759,511	20%	25%	30%	35%	40%	45%	50%
	25	4,826,583	4,471,817	4,117,051	3,762,285	3,407,518	3,052,752	2,697,986
	26	4,974,843	4,620,077	4,265,311	3,910,545	3,555,778	3,201,012	2,846,246
Density (dph)	27	5,112,121	4,757,355	4,402,589	4,047,822	3,693,056	3,338,290	2,983,524
30	28	5,239,593	4,884,827	4,530,061	4,175,295	3,820,528	3,465,762	3,110,996
	29	5,358,274	5,003,508	4,648,742	4,293,976	3,939,210	3,584,443	3,229,677
	30	5,469,043	5,114,277	4,759,511	4,404,745	4,049,978	3,695,212	3,340,446
	31	5,572,666	5,217,900	4,863,133	4,508,367	4,153,601	3,798,835	3,444,069
	32	5,669,812	5,315,046	4,960,280	4,605,513	4,250,747	3,895,981	3,541,215
	33	5,761,070	5,406,304	5,051,538	4,696,772	4,342,006	3,987,240	3,632,473
	34	5,846,961	5,492,195	5,137,428	4,782,662	4,427,896	4,073,130	3,718,364
	35	5,927,943	5,573,177	5,218,411	4,863,645	4,508,878	4,154,112	3,799,346

		AH - % on site 30%						
Balance (RLV - TLV)	4,759,511	20%	25%	30%	35%	40%	45%	50%
	25%	5,476,549	5,121,783	4,767,017	4,412,251	4,057,485	3,702,719	3,347,952
	30%	5,472,796	5,118,030	4,763,264	4,408,498	4,053,732	3,698,965	3,344,199
% Cat M4(2)	35%	5,469,043	5,114,277	4,759,511	4,404,745	4,049,978	3,695,212	3,340,446
35%	40%	5,465,290	5,110,524	4,755,758	4,400,992	4,046,225	3,691,459	3,336,693
	45%	5,461,537	5,106,771	4,752,005	4,397,238	4,042,472	3,687,706	3,332,940
	50%	5,457,784	5,103,018	4,748,252	4,393,485	4,038,719	3,683,953	3,329,187
	55%	5,454,031	5,099,265	4,744,498	4,389,732	4,034,966	3,680,200	3,325,434
	60%	5,450,278	5,095,512	4,740,745	4,385,979	4,031,213	3,676,447	3,321,681
	65%	5,446,525	5,091,758	4,736,992	4,382,226	4,027,460	3,672,694	3,317,928

		AH - % on site 30%						
Balance (RLV - TLV)	4,759,511	20%	25%	30%	35%	40%	45%	50%
	95%	6,395,092	6,034,671	5,674,251	5,313,831	4,953,410	4,592,990	4,232,570
	100%	5,469,043	5,114,277	4,759,511	4,404,745	4,049,978	3,695,212	3,340,446
Build rate (£psm)	105%	4,542,794	4,193,681	3,844,567	3,495,454	3,146,309	2,797,162	2,448,015
	110%	3,616,076	3,272,585	2,929,094	2,585,603	2,242,112	1,898,620	1,555,090
	115%	2,689,006	2,351,103	2,013,200	1,675,298	1,337,395	999,492	661,487
	120%	1,761,391	1,429,044	1,096,696	764,349	432,002	99,510	(232,983)
	125%	833,038	506,214	179,391	(147,492)	(474,496)	(801,501)	(1,128,678)
	130%	(96,248)	(417,579)	(739,084)	(1,060,631)	(1,382,336)	(1,704,144)	(2,026,248)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AF
Title: 150 No. Units, Value Area - Lower C
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			150	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	15.8	32.0%	14.4	20%	30.2
3 bed House	54.0%	56.7	34.0%	15.3	48%	72.0
4 bed House	20.0%	21.0	6.0%	2.7	16%	23.7
5 bed House	4.0%	4.2	0.0%	0.0	3%	4.2
1 bed Flat	3.0%	3.2	14.0%	6.3	6%	9.5
2 bed Flat	3.0%	3.2	13.0%	5.9	6%	9.0
1 bed Bungalow	1.0%	1.1	1.0%	0.5	1%	1.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	105.0	100.0%	45.0	100%	150.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,213	13,054	1,109	11,935	2,322	24,989
3 bed House	5,387	57,980	1,454	15,645	6,840	73,625
4 bed House	2,331	25,091	300	3,226	2,631	28,317
5 bed House	605	6,510	0	0	605	6,510
1 bed Flat	182	1,955	363	3,909	545	5,864
2 bed Flat	233	2,513	434	4,667	667	7,180
1 bed Bungalow	53	565	23	242	75	807
2 bed Bungalow	0	0	0	0	0	0
	10,003	107,667	3,681	39,625	13,684	147,292
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	8,442,000
3 bed House	300,000	3,158	293	21,600,000
4 bed House	320,000	2,883	268	7,584,000
5 bed House	500,000	3,472	323	2,100,000
1 bed Flat	175,000	3,571	332	1,653,750
2 bed Flat	200,000	3,175	295	1,800,000
1 bed Bungalow	190,000	3,800	353	285,000
2 bed Bungalow	250,000	4,098	381	0
				43,464,750

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AF
Title: 150 No. Units, Value Area - Lower C
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	15.8	@	280,000		4,410,000
3 bed House	56.7	@	300,000		17,010,000
4 bed House	21.0	@	320,000		6,720,000
5 bed House	4.2	@	500,000		2,100,000
1 bed Flat	3.2	@	175,000		551,250
2 bed Flat	3.2	@	200,000		630,000
1 bed Bungalow	1.1	@	190,000		199,500
2 bed Bungalow	0.0	@	250,000		-
	105.0				31,620,750
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	10.5	@	170,800		1,795,450
3 bed House	11.2	@	183,000		2,043,927
4 bed House	2.0	@	195,200		384,739
5 bed House	0.0	@	305,000		-
1 bed Flat	4.6	@	106,750		490,943
2 bed Flat	4.3	@	122,000		521,001
1 bed Bungalow	0.3	@	115,900		38,073
2 bed Bungalow	0.0	@	152,500		-
	32.9				5,274,133
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	3.9	@	204,400		794,707
3 bed House	4.1	@	219,000		904,689
4 bed House	0.7	@	233,600		170,294
5 bed House	0.0	@	365,000		-
1 bed Flat	1.7	@	127,750		217,303
2 bed Flat	1.6	@	146,000		230,607
1 bed Bungalow	0.1	@	138,700		16,852
2 bed Bungalow	0.0	@	182,500		-
	12.2				2,334,452
Sub-total GDV Residential	**150.0**				**39,229,336**
AH on-site cost analysis:				*£MV less £GDV*	*4,235,414*
	310 £ psm (total GIA sqm)			*28,236 £ per unit (total units)*	
Grant	150	@	0		-
Total GDV					**39,229,336**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AF
Title: 150 No. Units, Value Area - Lower C
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(90,000)
Statutory Planning Fees (Residential)									(30,549)
CIL			10,003	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		150	units @	21,200	per unit		(3,180,000)	(3,180,000)
S106 analysis:			*8.11%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			13,684	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			12.36	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		12.36	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			2,322	sqm @	1,195	psm			(2,774,252)
3 bed House			6,840	sqm @	1,195	psm			(8,173,800)
4 bed House			2,631	sqm @	1,195	psm			(3,143,687)
5 bed House			605	sqm @	1,195	psm			(722,736)
1 bed Flat			545	sqm @	1,372	psm			(747,417)
2 bed Flat			667	sqm @	1,372	psm			(915,205)
1 bed Bungalow			75	sqm @	1,195	psm			(89,625)
2 bed Bungalow		13,684	-	sqm @	1,195	psm			-
External works			16,566,722	@	15.0%				(2,485,008)
					16,567	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		150	units @	521	£ per dwelling	(27,353)
M4(3) Category 3 Housing		5%	of All units		150	units @	10,307	£ per dwelling	(77,303)
Water efficiency					150	units @	9	£ per dwelling	(1,350)
Contingency			19,157,735	@	3.0%				(574,732)
Professional Fees			19,157,735	@	6.5%				(1,245,253)
Disposal Costs -									
Marketing and Promotion			31,620,750	OMS @	3.00%				(948,623)
Residential Sales Agent Costs			31,620,750	OMS @	1.00%				(316,208)
Residential Sales Legal Costs			31,620,750	OMS @	0.50%				(158,104)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(34,754)
Developers Profit -									
Margin on AH			7,608,586		6.00%	on AH values			(456,515)
Profit on GDV			31,620,750		20.00%				(6,324,150)
			25,735,957		*24.57%*	*on costs*	*(6,324,150)*		
			39,229,336		*17.28%*	*blended*	*(6,780,665)*		
TOTAL COSTS									**(32,516,622)**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref:	**AF**
Title:	**150 No. Units, Value Area - Lower C**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							6,712,714
SDLT			6,712,714	@	5.0%	(slabbed)	(325,136)
Acquisition Agent fees			6,712,714	@	1.0%		(67,127)
Acquisition Legal fees			6,712,714	@	0.5%		(33,564)
Interest on Land			6,712,714	@	6.0%		(402,763)
Residual Land Value							**5,884,125**
RLV analysis:	*39,227*	*£ per plot*	*1,176,825*	*£ per ha*	*476,255*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			5.00	ha	12.36	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	14,826	£ per plot	444,780	£ per ha	180,000	£ per acre	**2,223,900**

BALANCE							
Surplus/(Deficit)			**732,045**	£ per ha	**296,255**	£ per acre	**3,660,225**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AF
Title: 150 No. Units, Value Area - Lower C
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	3,660,225	20%	25%	30%	35%	40%	45%	50%
	0	4,331,464	3,995,844	3,660,225	3,324,605	2,988,985	2,653,365	2,317,716
	10	4,225,353	3,896,315	3,567,277	3,238,240	2,909,202	2,580,164	2,251,126
	20	4,118,810	3,796,431	3,474,052	3,151,673	2,829,294	2,506,869	2,184,438
	30	4,011,962	3,696,222	3,380,482	3,064,743	2,749,003	2,433,263	2,117,524
	40	3,904,889	3,595,814	3,286,739	2,977,664	2,668,589	2,359,514	2,050,440
CIL £psm	50	3,797,306	3,494,955	3,192,604	2,890,253	2,587,902	2,285,551	1,983,200
0.00	60	3,689,481	3,393,853	3,098,225	2,802,598	2,506,970	2,211,342	1,915,714
	70	3,581,374	3,292,503	3,003,632	2,714,761	2,425,890	2,137,019	1,848,148
	80	3,472,788	3,190,700	2,908,611	2,626,522	2,344,433	2,062,345	1,780,256
	90	3,363,962	3,088,683	2,813,403	2,538,123	2,262,843	1,987,563	1,712,283
	100	3,254,800	2,986,343	2,717,886	2,449,428	2,180,971	1,912,514	1,644,057
	110	3,145,198	2,883,610	2,622,022	2,360,434	2,098,845	1,837,257	1,575,669
	120	3,035,346	2,780,654	2,525,962	2,271,270	2,016,575	1,761,843	1,507,110
	130	2,925,118	2,677,315	2,429,513	2,181,710	1,933,907	1,686,105	1,438,302
	140	2,814,474	2,573,629	2,332,784	2,091,939	1,851,094	1,610,248	1,369,403
	150	2,703,569	2,469,709	2,235,850	2,001,943	1,768,021	1,534,098	1,300,176
	160	2,592,266	2,365,363	2,138,460	1,911,557	1,684,654	1,457,751	1,230,848
	170	2,480,554	2,260,699	2,040,844	1,820,989	1,601,134	1,381,230	1,161,283
	180	2,368,570	2,155,792	1,942,979	1,730,115	1,517,250	1,304,385	1,091,520
	190	2,256,181	2,050,427	1,844,673	1,638,919	1,433,165	1,227,412	1,021,617
	200	2,143,375	1,944,761	1,746,147	1,547,534	1,348,873	1,150,144	951,414

		AH - % on site 30%						
Balance (RLV - TLV)	3,660,225	20%	25%	30%	35%	40%	45%	50%
	15,000	5,149,139	4,813,556	4,477,974	4,142,392	3,806,810	3,471,227	3,135,645
	16,000	5,017,317	4,681,735	4,346,153	4,010,570	3,674,988	3,339,383	3,003,763
	17,000	4,885,496	4,549,914	4,214,316	3,878,696	3,543,076	3,207,456	2,871,836
	18,000	4,753,629	4,418,009	4,082,389	3,746,769	3,411,150	3,075,530	2,739,910
	19,000	4,621,702	4,286,082	3,950,463	3,614,843	3,279,223	2,943,603	2,607,984
Site Specific S106	20,000	4,489,776	4,154,156	3,818,536	3,482,916	3,147,297	2,811,677	2,476,057
21,200	21,000	4,357,849	4,022,230	3,686,610	3,350,990	3,015,370	2,679,750	2,344,124
	22,000	4,225,923	3,890,303	3,554,683	3,219,064	2,883,444	2,547,780	2,212,083
	23,000	4,093,997	3,758,377	3,422,757	3,087,134	2,751,437	2,415,740	2,080,043
	24,000	3,962,070	3,626,450	3,290,790	2,955,093	2,619,396	2,283,699	1,948,002
	25,000	3,830,143	3,494,446	3,158,750	2,823,053	2,487,356	2,151,659	1,815,962
	26,000	3,698,103	3,362,406	3,026,709	2,691,012	2,355,315	2,019,618	1,683,881
	27,000	3,566,062	3,230,366	2,894,669	2,558,972	2,223,275	1,887,531	1,551,717
	28,000	3,434,022	3,098,325	2,762,628	2,426,931	2,091,181	1,755,367	1,419,554
	29,000	3,301,982	2,966,285	2,630,588	2,294,831	1,959,018	1,623,204	1,287,390
	30,000	3,169,941	2,834,244	2,498,482	2,162,668	1,826,854	1,491,040	1,155,195
	31,000	3,037,901	2,702,132	2,366,318	2,030,504	1,694,690	1,358,870	1,022,900
	32,000	2,905,782	2,569,968	2,234,155	1,898,341	1,562,527	1,226,575	890,604
	33,000	2,773,619	2,437,805	2,101,991	1,766,177	1,430,250	1,094,279	758,308
	34,000	2,641,455	2,305,641	1,969,827	1,633,925	1,297,954	961,983	625,921
	35,000	2,509,292	2,173,478	1,837,600	1,501,629	1,165,658	829,651	493,484

		AH - % on site 30%						
Balance (RLV - TLV)	3,660,225	20%	25%	30%	35%	40%	45%	50%
	15%	5,912,502	5,478,067	5,043,632	4,609,198	4,174,763	3,740,328	3,305,864
	16%	5,596,294	5,181,622	4,766,951	4,352,279	3,937,607	3,522,936	3,108,234
Profit	17%	5,280,087	4,885,178	4,490,269	4,095,361	3,700,452	3,305,543	2,910,605
20.00%	18%	4,963,879	4,588,733	4,213,588	3,838,442	3,463,296	3,088,151	2,712,975
	19%	4,647,672	4,292,289	3,936,906	3,581,523	3,226,141	2,870,758	2,515,345
	20%	4,331,464	3,995,844	3,660,225	3,324,605	2,988,985	2,653,365	2,317,716
	21%	4,015,257	3,699,400	3,383,543	3,067,686	2,751,829	2,435,973	2,120,086
	22%	3,699,049	3,402,955	3,106,861	2,810,768	2,514,674	2,218,580	1,922,456
	23%	3,382,842	3,106,511	2,830,180	2,553,849	2,277,518	2,001,187	1,724,827
	24%	3,066,634	2,810,066	2,553,498	2,296,930	2,040,362	1,783,795	1,527,197
	25%	2,750,427	2,513,622	2,276,817	2,040,012	1,803,207	1,566,402	1,329,567

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AF
Title: 150 No. Units, Value Area - Lower C
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	3,660,225	20%	25%	30%	35%	40%	45%	50%
	100,000	5,319,864	4,984,244	4,648,625	4,313,005	3,977,385	3,641,765	3,306,116
	150,000	4,702,114	4,366,494	4,030,875	3,695,255	3,359,635	3,024,015	2,688,366
TLV (per acre)	200,000	4,084,364	3,748,744	3,413,125	3,077,505	2,741,885	2,406,265	2,070,616
180,000	250,000	3,466,614	3,130,994	2,795,375	2,459,755	2,124,135	1,788,515	1,452,866
	300,000	2,848,864	2,513,244	2,177,625	1,842,005	1,506,385	1,170,765	835,116
	350,000	2,231,114	1,895,494	1,559,875	1,224,255	888,635	553,015	217,366
	400,000	1,613,364	1,277,744	942,125	606,505	270,885	(64,735)	(400,384)
	450,000	995,614	659,994	324,375	(11,245)	(346,865)	(682,485)	(1,018,134)
	500,000	377,864	42,244	(293,375)	(628,995)	(964,615)	(1,300,235)	(1,635,884)
	550,000	(239,886)	(575,506)	(911,125)	(1,246,745)	(1,582,365)	(1,917,985)	(2,253,634)

		AH - % on site 30%						
Balance (RLV - TLV)	3,660,225	20%	25%	30%	35%	40%	45%	50%
	25	3,886,684	3,551,064	3,215,445	2,879,825	2,544,205	2,208,585	1,872,936
	26	3,989,326	3,653,706	3,318,086	2,982,466	2,646,847	2,311,227	1,975,577
Density (dph)	27	4,084,364	3,748,744	3,413,125	3,077,505	2,741,885	2,406,265	2,070,616
30	28	4,172,614	3,836,994	3,501,375	3,165,755	2,830,135	2,494,515	2,158,866
	29	4,254,778	3,919,158	3,583,538	3,247,919	2,912,299	2,576,679	2,241,029
	30	4,331,464	3,995,844	3,660,225	3,324,605	2,988,985	2,653,365	2,317,716
	31	4,403,203	4,067,583	3,731,963	3,396,343	3,060,724	2,725,104	2,389,454
	32	4,470,458	4,134,838	3,799,218	3,463,599	3,127,979	2,792,359	2,456,709
	33	4,533,637	4,198,017	3,862,397	3,526,777	3,191,158	2,855,538	2,519,888
	34	4,593,099	4,257,480	3,921,860	3,586,240	3,250,620	2,915,000	2,579,351
	35	4,649,164	4,313,544	3,977,925	3,642,305	3,306,685	2,971,065	2,635,416

		AH - % on site 30%						
Balance (RLV - TLV)	3,660,225	20%	25%	30%	35%	40%	45%	50%
	25%	4,338,975	4,003,355	3,667,735	3,332,116	2,996,496	2,660,876	2,325,232
	30%	4,335,220	3,999,600	3,663,980	3,328,360	2,992,740	2,657,121	2,321,474
% Cat M4(2)	35%	4,331,464	3,995,844	3,660,225	3,324,605	2,988,985	2,653,365	2,317,716
35%	40%	4,327,709	3,992,089	3,656,469	3,320,849	2,985,230	2,649,610	2,313,958
	45%	4,323,953	3,988,334	3,652,714	3,317,094	2,981,474	2,645,854	2,310,200
	50%	4,320,198	3,984,578	3,648,958	3,313,339	2,977,719	2,642,099	2,306,442
	55%	4,316,442	3,980,823	3,645,203	3,309,583	2,973,963	2,638,344	2,302,684
	60%	4,312,687	3,977,067	3,641,447	3,305,828	2,970,208	2,634,588	2,298,926
	65%	4,308,932	3,973,312	3,637,692	3,302,072	2,966,453	2,630,833	2,295,168

		AH - % on site 30%						
Balance (RLV - TLV)	3,660,225	20%	25%	30%	35%	40%	45%	50%
	95%	5,258,095	4,916,860	4,575,625	4,234,390	3,893,155	3,551,907	3,210,631
	100%	4,331,464	3,995,844	3,660,225	3,324,605	2,988,985	2,653,365	2,317,716
Build rate (£psm)	105%	3,404,436	3,074,399	2,744,363	2,414,326	2,084,289	1,754,236	1,424,087
	110%	2,476,819	2,152,334	1,827,849	1,503,364	1,178,823	854,190	529,557
	115%	1,548,418	1,229,455	910,491	591,375	272,229	(46,998)	(366,364)
	120%	619,040	305,474	(8,213)	(321,975)	(635,917)	(950,068)	(1,264,470)
	125%	(311,795)	(620,117)	(928,660)	(1,237,455)	(1,546,551)	(1,856,064)	(2,166,242)
	130%	(1,244,631)	(1,548,098)	(1,851,917)	(2,156,234)	(2,496,701)	(2,846,479)	(3,198,099)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AG
Title: 200 No. Units, Value Area - High A
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	21.0	32.0%	19.2	20%	40.2
3 bed House	54.0%	75.6	34.0%	20.4	48%	96.0
4 bed House	20.0%	28.0	6.0%	3.6	16%	31.6
5 bed House	4.0%	5.6	0.0%	0.0	3%	5.6
1 bed Flat	3.0%	4.2	14.0%	8.4	6%	12.6
2 bed Flat	3.0%	4.2	13.0%	7.8	6%	12.0
1 bed Bungalow	1.0%	1.4	1.0%	0.6	1%	2.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	140.0	100.0%	60.0	100%	200.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,617	17,405	1,478	15,913	3,095	33,319
3 bed House	7,182	77,306	1,938	20,860	9,120	98,167
4 bed House	3,108	33,454	400	4,301	3,508	37,755
5 bed House	806	8,680	0	0	806	8,680
1 bed Flat	242	2,606	484	5,212	726	7,818
2 bed Flat	311	3,351	578	6,223	889	9,574
1 bed Bungalow	70	753	30	323	100	1,076
2 bed Bungalow	0	0	0	0	0	0
	13,337	143,556	4,908	52,833	18,245	196,389
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	15,075,000
3 bed House	425,000	4,474	416	40,800,000
4 bed House	420,000	3,784	352	13,272,000
5 bed House	600,000	4,167	387	3,360,000
1 bed Flat	275,000	5,612	521	3,465,000
2 bed Flat	325,000	5,159	479	3,900,000
1 bed Bungalow	275,000	5,500	511	550,000
2 bed Bungalow	340,000	5,574	518	0
				80,422,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AG
Title: 200 No. Units, Value Area - High A
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	21.0	@	375,000		7,875,000
3 bed House	75.6	@	425,000		32,130,000
4 bed House	28.0	@	420,000		11,760,000
5 bed House	5.6	@	600,000		3,360,000
1 bed Flat	4.2	@	275,000		1,155,000
2 bed Flat	4.2	@	325,000		1,365,000
1 bed Bungalow	1.4	@	275,000		385,000
2 bed Bungalow	0.0	@	340,000		-
	140.0				58,030,000
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	14.0	@	228,750		3,206,160
3 bed House	14.9	@	259,250		3,860,751
4 bed House	2.6	@	256,200		673,294
5 bed House	0.0	@	366,000		-
1 bed Flat	6.1	@	167,750		1,028,643
2 bed Flat	5.7	@	198,250		1,128,836
1 bed Bungalow	0.4	@	167,750		73,475
2 bed Bungalow	0.0	@	207,400		-
	43.8				9,971,158
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	5.2	@	273,750		1,419,120
3 bed House	5.5	@	310,250		1,708,857
4 bed House	1.0	@	306,600		298,015
5 bed House	0.0	@	438,000		-
1 bed Flat	2.3	@	200,750		455,301
2 bed Flat	2.1	@	237,250		499,649
1 bed Bungalow	0.2	@	200,750		32,522
2 bed Bungalow	0.0	@	248,200		-
	16.2				4,413,463
Sub-total GDV Residential	**200.0**				**72,414,621**
AH on-site cost analysis:				*£MV less £GDV*	*8,007,379*
	439 £ psm (total GIA sqm)			*40,037 £ per unit (total units)*	
Grant	200	@	0		-
Total GDV					**72,414,621**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AG
Title: 200 No. Units, Value Area - High A
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(110,000)
Statutory Planning Fees (Residential)									(36,299)
CIL			13,337	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		200	units @	21,200	per unit		(4,240,000)	(4,240,000)
S106 analysis:			*5.86%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			18,245	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			16.47	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		16.47	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			3,095	sqm @	1,195	psm			(3,699,003)
3 bed House			9,120	sqm @	1,195	psm			(10,898,400)
4 bed House			3,508	sqm @	1,195	psm			(4,191,582)
5 bed House			806	sqm @	1,195	psm			(963,648)
1 bed Flat			726	sqm @	1,372	psm			(996,556)
2 bed Flat			889	sqm @	1,372	psm			(1,220,273)
1 bed Bungalow			100	sqm @	1,195	psm			(119,500)
2 bed Bungalow		18,245	-	sqm @	1,195	psm			-
External works			22,088,962	@	15.0%				(3,313,344)
					16,567	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		200	units @	521	£ per dwelling	(36,470)
M4(3) Category 3 Housing		5%	of All units		200	units @	10,307	£ per dwelling	(103,070)
Water efficiency					200	units @	9	£ per dwelling	(1,800)
Contingency			25,543,647	@	3.0%				(766,309)
Professional Fees			25,543,647	@	6.5%				(1,660,337)
Disposal Costs -									
Marketing and Promotion			58,030,000	OMS @	3.00%				(1,740,900)
Residential Sales Agent Costs			58,030,000	OMS @	1.00%				(580,300)
Residential Sales Legal Costs			58,030,000	OMS @	0.50%				(290,150)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(25,652)
Developers Profit -									
Margin on AH			14,384,621		6.00%	on AH values			(863,077)
Profit on GDV			58,030,000		20.00%				(11,606,000)
			34,993,594		*33.17%*	*on costs*	*(11,606,000)*		
			72,414,621		*17.22%*	*blended*	*(12,469,077)*		
TOTAL COSTS									**(47,462,671)**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AG
Title: 200 No. Units, Value Area - High A
Notes: Greenfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							24,951,949
SDLT			24,951,949	@	5.0%	(slabbed)	(1,237,097)
Acquisition Agent fees			24,951,949	@	1.0%		(249,519)
Acquisition Legal fees			24,951,949	@	0.5%		(124,760)
Interest on Land			24,951,949	@	6.0%		(1,497,117)
Residual Land Value							**21,843,456**
RLV analysis:	*109,217*	*£ per plot*	*3,276,518*	*£ per ha*	*1,325,989*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			6.67	ha	16.47	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	30,476	£ per plot	914,270	£ per ha	370,000	£ per acre	**6,095,133**

BALANCE							
Surplus/(Deficit)			**2,362,248**	£ per ha	**955,989**	£ per acre	**15,748,322**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AG
Title: 200 No. Units, Value Area - High A
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	15,748,322	20%	25%	30%	35%	40%	45%	50%
	0	16,978,602	16,363,498	15,748,322	15,133,116	14,517,909	13,902,702	13,287,495
	10	16,839,277	16,232,881	15,626,485	15,020,089	14,413,693	13,807,297	13,200,838
	20	16,699,951	16,102,263	15,504,575	14,906,886	14,309,198	13,711,510	13,113,822
	30	16,560,161	15,971,355	15,382,550	14,793,684	14,204,704	13,615,724	13,026,743
	40	16,420,157	15,840,102	15,260,046	14,679,991	14,099,936	13,519,880	12,939,665
CIL £psm	50	16,280,029	15,708,848	15,137,543	14,566,238	13,994,933	13,423,628	12,852,323
0.00	60	16,139,343	15,577,036	15,014,728	14,452,421	13,889,930	13,327,375	12,764,820
	70	15,998,658	15,445,143	14,891,629	14,338,114	13,784,600	13,231,085	12,677,318
	80	15,857,498	15,313,054	14,768,529	14,223,807	13,679,086	13,134,364	12,589,642
	90	15,716,127	15,180,520	14,644,912	14,109,304	13,573,572	13,037,643	12,501,714
	100	15,574,609	15,047,985	14,521,213	13,994,441	13,467,669	12,940,897	12,413,785
	110	15,432,550	14,914,967	14,397,383	13,879,578	13,361,641	12,843,705	12,325,769
	120	15,290,492	14,781,787	14,273,082	13,764,378	13,255,614	12,746,513	12,237,412
	130	15,147,915	14,648,474	14,148,781	13,648,955	13,149,129	12,649,303	12,149,056
	140	15,005,165	14,514,646	14,024,127	13,533,533	13,042,585	12,551,638	12,060,690
	150	14,862,209	14,380,818	13,899,221	13,417,623	12,936,026	12,453,973	11,971,904
	160	14,718,765	14,246,551	13,774,315	13,301,639	12,828,964	12,356,288	11,883,117
	170	14,575,320	14,112,071	13,648,823	13,185,574	12,721,901	12,258,148	11,794,331
	180	14,431,278	13,977,490	13,523,308	13,069,025	12,614,742	12,160,007	11,705,176
	190	14,287,135	13,842,356	13,397,577	12,952,476	12,507,158	12,061,840	11,615,957
	200	14,142,694	13,707,222	13,271,452	12,835,681	12,399,575	11,963,222	11,526,738

		AH - % on site 30%						
Balance (RLV - TLV)	15,748,322	20%	25%	30%	35%	40%	45%	50%
	15,000	18,065,679	17,450,472	16,835,265	16,220,058	15,604,851	14,989,644	14,374,438
	16,000	17,890,365	17,275,158	16,659,952	16,044,745	15,429,538	14,814,331	14,199,124
	17,000	17,715,052	17,099,845	16,484,638	15,869,432	15,254,225	14,639,018	14,023,811
	18,000	17,539,739	16,924,532	16,309,325	15,694,118	15,078,911	14,463,705	13,848,498
	19,000	17,364,425	16,749,219	16,134,012	15,518,805	14,903,598	14,288,391	13,673,184
Site Specific S106	20,000	17,189,073	16,573,905	15,958,698	15,343,492	14,728,285	14,113,078	13,497,871
21,200	21,000	17,013,681	16,398,577	15,783,385	15,168,178	14,552,972	13,937,765	13,322,558
	22,000	16,838,289	16,223,185	15,608,072	14,992,865	14,377,658	13,762,451	13,147,245
	23,000	16,662,896	16,047,792	15,432,689	14,817,552	14,202,345	13,587,138	12,971,931
	24,000	16,487,504	15,872,400	15,257,296	14,642,192	14,027,032	13,411,825	12,796,618
	25,000	16,312,112	15,697,008	15,081,904	14,466,800	13,851,696	13,236,511	12,621,305
	26,000	16,136,719	15,521,616	14,906,512	14,291,408	13,676,304	13,061,198	12,445,991
	27,000	15,961,327	15,346,223	14,731,119	14,116,016	13,500,912	12,885,808	12,270,678
	28,000	15,785,935	15,170,831	14,555,727	13,940,623	13,325,519	12,710,416	12,095,312
	29,000	15,610,543	14,995,439	14,380,335	13,765,231	13,150,127	12,535,023	11,919,919
	30,000	15,435,150	14,820,047	14,204,943	13,589,839	12,974,735	12,359,631	11,744,527
	31,000	15,259,758	14,644,654	14,029,550	13,414,447	12,799,343	12,184,239	11,569,135
	32,000	15,084,366	14,469,262	13,854,158	13,239,054	12,623,950	12,008,847	11,393,743
	33,000	14,908,974	14,293,870	13,678,766	13,063,662	12,448,558	11,833,454	11,218,350
	34,000	14,733,581	14,118,478	13,503,374	12,888,270	12,273,166	11,658,062	11,042,958
	35,000	14,558,189	13,943,085	13,327,981	12,712,878	12,097,774	11,482,670	10,867,566

		AH - % on site 30%						
Balance (RLV - TLV)	15,748,322	20%	25%	30%	35%	40%	45%	50%
	15%	19,880,102	19,083,655	18,287,135	17,490,584	16,694,034	15,897,483	15,100,933
	16%	19,299,802	18,539,623	17,779,372	17,019,091	16,258,809	15,498,527	14,738,245
Profit	17%	18,719,502	17,995,592	17,271,610	16,547,597	15,823,584	15,099,571	14,375,558
20.00%	18%	18,139,202	17,451,561	16,763,847	16,076,103	15,388,359	14,700,615	14,012,870
	19%	17,558,902	16,907,530	16,256,085	15,604,609	14,953,134	14,301,658	13,650,183
	20%	16,978,602	16,363,498	15,748,322	15,133,116	14,517,909	13,902,702	13,287,495
	21%	16,398,302	15,819,467	15,240,560	14,661,622	14,082,684	13,503,746	12,924,808
	22%	15,818,002	15,275,436	14,732,797	14,190,128	13,647,459	13,104,790	12,562,120
	23%	15,237,702	14,731,405	14,225,035	13,718,634	13,212,234	12,705,833	12,199,433
	24%	14,657,402	14,187,373	13,717,272	13,247,141	12,777,009	12,306,877	11,836,745
	25%	14,077,102	13,643,342	13,209,510	12,775,647	12,341,784	11,907,921	11,474,058

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AG
Title: 200 No. Units, Value Area - High A
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	15,748,322	20%	25%	30%	35%	40%	45%	50%
	100,000	21,426,402	20,811,298	20,196,122	19,580,916	18,965,709	18,350,502	17,735,295
	150,000	20,602,736	19,987,632	19,372,456	18,757,249	18,142,042	17,526,835	16,911,629
TLV (per acre)	200,000	19,779,069	19,163,965	18,548,789	17,933,582	17,318,376	16,703,169	16,087,962
370,000	250,000	18,955,402	18,340,298	17,725,122	17,109,916	16,494,709	15,879,502	15,264,295
	300,000	18,131,736	17,516,632	16,901,456	16,286,249	15,671,042	15,055,835	14,440,629
	350,000	17,308,069	16,692,965	16,077,789	15,462,582	14,847,376	14,232,169	13,616,962
	400,000	16,484,402	15,869,298	15,254,122	14,638,916	14,023,709	13,408,502	12,793,295
	450,000	15,660,736	15,045,632	14,430,456	13,815,249	13,200,042	12,584,835	11,969,629
	500,000	14,837,069	14,221,965	13,606,789	12,991,582	12,376,376	11,761,169	11,145,962
	550,000	14,013,402	13,398,298	12,783,122	12,167,916	11,552,709	10,937,502	10,322,295

		AH - % on site 30%						
Balance (RLV - TLV)	15,748,322	20%	25%	30%	35%	40%	45%	50%
	25	15,759,576	15,144,472	14,529,296	13,914,089	13,298,882	12,683,675	12,068,469
	26	16,040,890	15,425,786	14,810,610	14,195,403	13,580,196	12,964,989	12,349,782
Density (dph)	27	16,301,365	15,686,261	15,071,085	14,455,879	13,840,672	13,225,465	12,610,258
30	28	16,543,236	15,928,132	15,312,956	14,697,749	14,082,542	13,467,335	12,852,129
	29	16,768,425	16,153,321	15,538,145	14,922,939	14,307,732	13,692,525	13,077,318
	30	16,978,602	16,363,498	15,748,322	15,133,116	14,517,909	13,902,702	13,287,495
	31	17,175,220	16,560,116	15,944,940	15,329,733	14,714,526	14,099,319	13,484,112
	32	17,359,548	16,744,444	16,129,268	15,514,061	14,898,855	14,283,648	13,668,441
	33	17,532,705	16,917,601	16,302,426	15,687,219	15,072,012	14,456,805	13,841,598
	34	17,695,677	17,080,573	16,465,397	15,850,190	15,234,983	14,619,777	14,004,570
	35	17,849,336	17,234,232	16,619,056	16,003,849	15,388,642	14,773,435	14,158,229

		AH - % on site 30%						
Balance (RLV - TLV)	15,748,322	20%	25%	30%	35%	40%	45%	50%
	25%	16,988,597	16,373,493	15,758,314	15,143,107	14,527,900	13,912,693	13,297,487
	30%	16,983,600	16,368,496	15,753,318	15,138,111	14,522,904	13,907,698	13,292,491
% Cat M4(2)	35%	16,978,602	16,363,498	15,748,322	15,133,116	14,517,909	13,902,702	13,287,495
35%	40%	16,973,605	16,358,501	15,743,327	15,128,120	14,512,913	13,897,706	13,282,500
	45%	16,968,608	16,353,504	15,738,331	15,123,124	14,507,918	13,892,711	13,277,504
	50%	16,963,611	16,348,507	15,733,336	15,118,129	14,502,922	13,887,715	13,272,508
	55%	16,958,614	16,343,510	15,728,340	15,113,133	14,497,926	13,882,719	13,267,513
	60%	16,953,616	16,338,513	15,723,344	15,108,137	14,492,931	13,877,724	13,262,517
	65%	16,948,619	16,333,515	15,718,349	15,103,142	14,487,935	13,872,728	13,257,521

		AH - % on site 30%						
Balance (RLV - TLV)	15,748,322	20%	25%	30%	35%	40%	45%	50%
	95%	18,211,645	17,588,914	16,966,183	16,343,452	15,720,721	15,097,990	14,475,259
	100%	16,978,602	16,363,498	15,748,322	15,133,116	14,517,909	13,902,702	13,287,495
Build rate (£psm)	105%	15,745,314	15,137,736	14,530,159	13,922,582	13,315,004	12,707,414	12,099,731
	110%	14,512,025	13,911,974	13,311,923	12,711,873	12,111,822	11,511,771	10,911,720
	115%	13,278,737	12,686,212	12,093,688	11,501,163	10,908,639	10,316,114	9,723,590
	120%	12,045,244	11,460,304	10,875,365	10,290,425	9,705,456	9,120,458	8,535,460
	125%	10,811,512	10,234,101	9,656,691	9,079,280	8,501,870	7,924,459	7,347,049
	130%	9,577,780	9,007,898	8,438,017	7,868,136	7,298,254	6,728,373	6,158,492

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AH
Title: 200 No. Units, Value Area - Medium B
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	21.0	32.0%	19.2	20%	40.2
3 bed House	54.0%	75.6	34.0%	20.4	48%	96.0
4 bed House	20.0%	28.0	6.0%	3.6	16%	31.6
5 bed House	4.0%	5.6	0.0%	0.0	3%	5.6
1 bed Flat	3.0%	4.2	14.0%	8.4	6%	12.6
2 bed Flat	3.0%	4.2	13.0%	7.8	6%	12.0
1 bed Bungalow	1.0%	1.4	1.0%	0.6	1%	2.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	140.0	100.0%	60.0	100%	200.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,617	17,405	1,478	15,913	3,095	33,319
3 bed House	7,182	77,306	1,938	20,860	9,120	98,167
4 bed House	3,108	33,454	400	4,301	3,508	37,755
5 bed House	806	8,680	0	0	806	8,680
1 bed Flat	242	2,606	484	5,212	726	7,818
2 bed Flat	311	3,351	578	6,223	889	9,574
1 bed Bungalow	70	753	30	323	100	1,076
2 bed Bungalow	0	0	0	0	0	0
	13,337	143,556	4,908	52,833	18,245	196,389
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	12,060,000
3 bed House	320,000	3,368	313	30,720,000
4 bed House	340,000	3,063	285	10,744,000
5 bed House	550,000	3,819	355	3,080,000
1 bed Flat	185,000	3,776	351	2,331,000
2 bed Flat	250,000	3,968	369	3,000,000
1 bed Bungalow	250,000	5,000	465	500,000
2 bed Bungalow	290,000	4,754	442	0
				62,435,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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Scheme Ref: AH
Title: 200 No. Units, Value Area - Medium B
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	21.0	@	300,000		6,300,000
3 bed House	75.6	@	320,000		24,192,000
4 bed House	28.0	@	340,000		9,520,000
5 bed House	5.6	@	550,000		3,080,000
1 bed Flat	4.2	@	185,000		777,000
2 bed Flat	4.2	@	250,000		1,050,000
1 bed Bungalow	1.4	@	250,000		350,000
2 bed Bungalow	0.0	@	290,000		-
	140.0				45,269,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	14.0	@	183,000		2,564,928
3 bed House	14.9	@	195,200		2,906,918
4 bed House	2.6	@	207,400		545,047
5 bed House	0.0	@	335,500		-
1 bed Flat	6.1	@	112,850		691,996
2 bed Flat	5.7	@	152,500		868,335
1 bed Bungalow	0.4	@	152,500		66,795
2 bed Bungalow	0.0	@	176,900		-
	43.8				7,644,020
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	5.2	@	219,000		1,135,296
3 bed House	5.5	@	233,600		1,286,669
4 bed House	1.0	@	248,200		241,250
5 bed House	0.0	@	401,500		-
1 bed Flat	2.3	@	135,050		306,293
2 bed Flat	2.1	@	182,500		384,345
1 bed Bungalow	0.2	@	182,500		29,565
2 bed Bungalow	0.0	@	211,700		-
	16.2				3,383,419
Sub-total GDV Residential	**200.0**				**56,296,438**
AH on-site cost analysis:				*£MV less £GDV*	*6,138,562*
	336	*£ psm (total GIA sqm)*		*30,693*	*£ per unit (total units)*
Grant	200	@	0		-
Total GDV					**56,296,438**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AH
Title: 200 No. Units, Value Area - Medium B
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(110,000)
Statutory Planning Fees (Residential)									(36,299)
CIL			13,337	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		200	units @		21,200	per unit	(4,240,000)	(4,240,000)
S106 analysis:			*7.53%*	*% of GDV*		*21,200*	*£ per unit (total units)*		
AH Commuted Sum			18,245	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			16.47	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		16.47	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			3,095	sqm @		1,195	psm		(3,699,003)
3 bed House			9,120	sqm @		1,195	psm		(10,898,400)
4 bed House			3,508	sqm @		1,195	psm		(4,191,582)
5 bed House			806	sqm @		1,195	psm		(963,648)
1 bed Flat			726	sqm @		1,372	psm		(996,556)
2 bed Flat			889	sqm @		1,372	psm		(1,220,273)
1 bed Bungalow			100	sqm @		1,195	psm		(119,500)
2 bed Bungalow		18,245	-	sqm @		1,195	psm		-
External works			22,088,962	@		15.0%			(3,313,344)
						16,567	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		200	units @	521	£ per dwelling	(36,470)
M4(3) Category 3 Housing		5%	of All units		200	units @	10,307	£ per dwelling	(103,070)
Water efficiency					200	units @	9	£ per dwelling	(1,800)
Contingency			25,543,647	@		3.0%			(766,309)
Professional Fees			25,543,647	@		6.5%			(1,660,337)
Disposal Costs -									
Marketing and Promotion			45,269,000	OMS @		3.00%			(1,358,070)
Residential Sales Agent Costs			45,269,000	OMS @		1.00%			(452,690)
Residential Sales Legal Costs			45,269,000	OMS @		0.50%			(226,345)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(32,902)
Developers Profit -									
Margin on AH			11,027,438			6.00%	on AH values		(661,646)
Profit on GDV			45,269,000			20.00%			(9,053,800)
			34,426,599			*26.30%*	*on costs*	*(9,053,800)*	
			56,296,438			*17.26%*	*blended*	*(9,715,446)*	
TOTAL COSTS									**(44,142,045)**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref:	**AH**
Title:	**200 No. Units, Value Area - Medium B**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							12,154,393
SDLT			12,154,393	@	5.0%	(slabbed)	(597,220)
Acquisition Agent fees			12,154,393	@	1.0%		(121,544)
Acquisition Legal fees			12,154,393	@	0.5%		(60,772)
Interest on Land			12,154,393	@	6.0%		(729,264)
Residual Land Value							**10,645,594**
RLV analysis:	*53,228*	*£ per plot*	*1,596,839*	*£ per ha*	*646,232*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			6.67	ha	16.47	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	21,415	£ per plot	642,460	£ per ha	260,000	£ per acre	**4,283,067**

BALANCE							
Surplus/(Deficit)			**954,379**	£ per ha	**386,232**	£ per acre	**6,362,527**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AH
Title: 200 No. Units, Value Area - Medium B
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	6,362,527	20%	25%	30%	35%	40%	45%	50%
	0	7,309,148	6,835,838	6,362,527	5,889,217	5,415,906	4,942,596	4,469,285
	10	7,168,457	6,703,936	6,239,415	5,774,894	5,310,372	4,845,851	4,381,330
	20	7,027,087	6,571,401	6,115,716	5,660,030	5,204,345	4,748,659	4,292,974
	30	6,885,342	6,438,532	5,991,721	5,544,910	5,098,100	4,651,289	4,204,478
	40	6,743,224	6,305,331	5,867,420	5,429,488	4,991,556	4,553,624	4,115,692
CIL £psm	50	6,600,474	6,171,503	5,742,533	5,313,562	4,884,591	4,455,620	4,026,649
0.00	60	6,457,282	6,037,316	5,617,350	5,197,384	4,777,418	4,357,452	3,937,431
	70	6,313,703	5,902,786	5,491,836	5,080,836	4,669,835	4,258,834	3,847,834
	80	6,169,560	5,767,652	5,365,744	4,963,836	4,561,928	4,160,020	3,758,112
	90	6,024,887	5,632,116	5,239,345	4,846,575	4,453,804	4,060,922	3,668,022
	100	5,879,812	5,496,224	5,112,606	4,728,889	4,345,171	3,961,453	3,577,735
	110	5,734,263	5,359,771	4,985,280	4,610,788	4,236,297	3,861,806	3,487,207
	120	5,588,072	5,222,854	4,857,635	4,492,416	4,127,135	3,761,741	3,396,346
	130	5,441,467	5,085,567	4,729,659	4,373,581	4,017,503	3,661,426	3,305,348
	140	5,294,440	4,947,782	4,601,068	4,254,353	3,907,639	3,560,873	3,213,937
	150	5,146,754	4,809,450	4,472,146	4,134,841	3,797,411	3,459,882	3,122,353
	160	4,998,582	4,670,735	4,342,888	4,014,847	3,686,773	3,358,699	3,030,497
	170	4,849,974	4,531,606	4,213,035	3,894,463	3,575,891	3,257,165	2,938,321
	180	4,700,847	4,391,826	4,082,805	3,773,784	3,464,588	3,155,292	2,845,996
	190	4,551,072	4,251,650	3,952,228	3,652,619	3,352,918	3,053,217	2,753,243
	200	4,400,846	4,111,072	3,821,107	3,531,050	3,240,994	2,950,693	2,660,313

		AH - % on site 30%						
Balance (RLV - TLV)	6,362,527	20%	25%	30%	35%	40%	45%	50%
	15,000	8,397,453	7,924,145	7,450,838	6,977,530	6,504,222	6,030,915	5,557,607
	16,000	8,221,973	7,748,665	7,275,357	6,802,050	6,328,742	5,855,434	5,382,127
	17,000	8,046,493	7,573,185	7,099,877	6,626,570	6,153,262	5,679,954	5,206,646
	18,000	7,870,995	7,397,685	6,924,374	6,451,064	5,977,753	5,504,443	5,031,132
	19,000	7,695,418	7,222,108	6,748,797	6,275,486	5,802,176	5,328,865	4,855,555
Site Specific S106	20,000	7,519,841	7,046,530	6,573,220	6,099,909	5,626,599	5,153,288	4,679,978
21,200	21,000	7,344,264	6,870,953	6,397,643	5,924,332	5,451,022	4,977,711	4,504,400
	22,000	7,168,687	6,695,376	6,222,065	5,748,755	5,275,444	4,802,134	4,328,823
	23,000	6,993,109	6,519,799	6,046,488	5,573,178	5,099,867	4,626,557	4,153,246
	24,000	6,817,532	6,344,222	5,870,911	5,397,601	4,924,290	4,450,979	3,977,669
	25,000	6,641,955	6,168,644	5,695,334	5,222,023	4,748,713	4,275,402	3,802,090
	26,000	6,466,378	5,993,067	5,519,757	5,046,446	4,573,120	4,099,764	3,626,407
	27,000	6,290,801	5,817,490	5,344,151	4,870,794	4,397,437	3,924,080	3,450,724
	28,000	6,115,181	5,641,824	5,168,467	4,695,111	4,221,754	3,748,397	3,275,040
	29,000	5,939,498	5,466,141	4,992,784	4,519,427	4,046,071	3,572,714	3,099,357
	30,000	5,763,814	5,290,458	4,817,101	4,343,744	3,870,387	3,397,031	2,923,674
	31,000	5,588,131	5,114,774	4,641,418	4,168,061	3,694,704	3,221,347	2,747,991
	32,000	5,412,448	4,939,091	4,465,734	3,992,378	3,519,021	3,045,661	2,572,215
	33,000	5,236,765	4,763,408	4,290,051	3,816,694	3,343,309	2,869,863	2,396,416
	34,000	5,061,081	4,587,725	4,114,368	3,640,957	3,167,511	2,694,064	2,220,618
	35,000	4,885,398	4,412,041	3,938,606	3,465,159	2,991,712	2,518,266	2,044,819

		AH - % on site 30%						
Balance (RLV - TLV)	6,362,527	20%	25%	30%	35%	40%	45%	50%
	15%	9,572,598	8,957,822	8,343,046	7,728,270	7,113,494	6,498,717	5,883,941
	16%	9,119,908	8,533,425	7,946,942	7,360,459	6,773,976	6,187,493	5,601,010
Profit	17%	8,667,218	8,109,028	7,550,838	6,992,649	6,434,459	5,876,269	5,318,079
20.00%	18%	8,214,528	7,684,632	7,154,735	6,624,838	6,094,941	5,565,044	5,035,147
	19%	7,761,838	7,260,235	6,758,631	6,257,027	5,755,424	5,253,820	4,752,216
	20%	7,309,148	6,835,838	6,362,527	5,889,217	5,415,906	4,942,596	4,469,285
	21%	6,856,458	6,411,441	5,966,423	5,521,406	5,076,389	4,631,371	4,186,354
	22%	6,403,768	5,987,044	5,570,320	5,153,595	4,736,871	4,320,147	3,903,422
	23%	5,951,078	5,562,647	5,174,216	4,785,785	4,397,354	4,008,922	3,620,491
	24%	5,498,388	5,138,250	4,778,112	4,417,974	4,057,836	3,697,698	3,337,560
	25%	5,045,698	4,713,853	4,382,008	4,050,164	3,718,319	3,386,474	3,054,629

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AH
Title: 200 No. Units, Value Area - Medium B
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	6,362,527	20%	25%	30%	35%	40%	45%	50%
	100,000	9,944,882	9,471,571	8,998,261	8,524,950	8,051,639	7,578,329	7,105,018
	150,000	9,121,215	8,647,904	8,174,594	7,701,283	7,227,973	6,754,662	6,281,352
TLV (per acre)	200,000	8,297,548	7,824,238	7,350,927	6,877,617	6,404,306	5,930,996	5,457,685
260,000	250,000	7,473,882	7,000,571	6,527,261	6,053,950	5,580,639	5,107,329	4,634,018
	300,000	6,650,215	6,176,904	5,703,594	5,230,283	4,756,973	4,283,662	3,810,352
	350,000	5,826,548	5,353,238	4,879,927	4,406,617	3,933,306	3,459,996	2,986,685
	400,000	5,002,882	4,529,571	4,056,261	3,582,950	3,109,639	2,636,329	2,163,018
	450,000	4,179,215	3,705,904	3,232,594	2,759,283	2,285,973	1,812,662	1,339,352
	500,000	3,355,548	2,882,238	2,408,927	1,935,617	1,462,306	988,996	515,685
	550,000	2,531,882	2,058,571	1,585,261	1,111,950	638,639	165,329	(307,982)

		AH - % on site 30%						
Balance (RLV - TLV)	6,362,527	20%	25%	30%	35%	40%	45%	50%
	25	6,452,535	5,979,224	5,505,914	5,032,603	4,559,293	4,085,982	3,612,672
	26	6,650,215	6,176,904	5,703,594	5,230,283	4,756,973	4,283,662	3,810,352
Density (dph)	27	6,833,252	6,359,941	5,886,631	5,413,320	4,940,010	4,466,699	3,993,389
30	28	7,003,215	6,529,904	6,056,594	5,583,283	5,109,973	4,636,662	4,163,352
	29	7,161,456	6,688,146	6,214,835	5,741,525	5,268,214	4,794,904	4,321,593
	30	7,309,148	6,835,838	6,362,527	5,889,217	5,415,906	4,942,596	4,469,285
	31	7,447,312	6,974,001	6,500,691	6,027,380	5,554,070	5,080,759	4,607,448
	32	7,576,840	7,103,529	6,630,219	6,156,908	5,683,598	5,210,287	4,736,977
	33	7,698,518	7,225,207	6,751,897	6,278,586	5,805,276	5,331,965	4,858,655
	34	7,813,039	7,339,728	6,866,417	6,393,107	5,919,796	5,446,486	4,973,175
	35	7,921,015	7,447,704	6,974,394	6,501,083	6,027,773	5,554,462	5,081,152

		AH - % on site 30%						
Balance (RLV - TLV)	6,362,527	20%	25%	30%	35%	40%	45%	50%
	25%	7,319,150	6,845,840	6,372,529	5,899,219	5,425,908	4,952,598	4,479,287
	30%	7,314,149	6,840,839	6,367,528	5,894,218	5,420,907	4,947,597	4,474,286
% Cat M4(2)	35%	7,309,148	6,835,838	6,362,527	5,889,217	5,415,906	4,942,596	4,469,285
35%	40%	7,304,147	6,830,837	6,357,526	5,884,216	5,410,905	4,937,594	4,464,284
	45%	7,299,146	6,825,836	6,352,525	5,879,215	5,405,904	4,932,593	4,459,283
	50%	7,294,145	6,820,835	6,347,524	5,874,214	5,400,903	4,927,592	4,454,282
	55%	7,289,144	6,815,834	6,342,523	5,869,212	5,395,902	4,922,591	4,449,281
	60%	7,284,143	6,810,833	6,337,522	5,864,211	5,390,901	4,917,590	4,444,280
	65%	7,279,142	6,805,831	6,332,521	5,859,210	5,385,900	4,912,589	4,439,279

		AH - % on site 30%						
Balance (RLV - TLV)	6,362,527	20%	25%	30%	35%	40%	45%	50%
	95%	8,543,208	8,062,371	7,581,534	7,100,697	6,619,860	6,139,024	5,658,187
	100%	7,309,148	6,835,838	6,362,527	5,889,217	5,415,906	4,942,596	4,469,285
Build rate (£psm)	105%	6,074,908	5,609,130	5,143,351	4,677,550	4,211,729	3,745,908	3,280,087
	110%	4,840,200	4,381,914	3,923,629	3,465,344	3,007,059	2,548,773	2,090,409
	115%	3,605,160	3,154,333	2,703,505	2,252,678	1,801,850	1,351,013	900,065
	120%	2,369,598	1,926,194	1,482,789	1,039,385	595,981	152,429	(291,134)
	125%	1,133,319	697,304	261,290	(174,741)	(610,952)	(1,047,163)	(1,483,535)
	130%	(103,872)	(532,529)	(961,284)	(1,390,175)	(1,819,164)	(2,248,329)	(2,677,761)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AI
Title: 200 No. Units, Value Area - Lower C
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	21.0	32.0%	19.2	20%	40.2
3 bed House	54.0%	75.6	34.0%	20.4	48%	96.0
4 bed House	20.0%	28.0	6.0%	3.6	16%	31.6
5 bed House	4.0%	5.6	0.0%	0.0	3%	5.6
1 bed Flat	3.0%	4.2	14.0%	8.4	6%	12.6
2 bed Flat	3.0%	4.2	13.0%	7.8	6%	12.0
1 bed Bungalow	1.0%	1.4	1.0%	0.6	1%	2.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	140.0	100.0%	60.0	100%	200.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,617	17,405	1,478	15,913	3,095	33,319
3 bed House	7,182	77,306	1,938	20,860	9,120	98,167
4 bed House	3,108	33,454	400	4,301	3,508	37,755
5 bed House	806	8,680	0	0	806	8,680
1 bed Flat	242	2,606	484	5,212	726	7,818
2 bed Flat	311	3,351	578	6,223	889	9,574
1 bed Bungalow	70	753	30	323	100	1,076
2 bed Bungalow	0	0	0	0	0	0
	13,337	143,556	4,908	52,833	18,245	196,389
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	11,256,000
3 bed House	300,000	3,158	293	28,800,000
4 bed House	320,000	2,883	268	10,112,000
5 bed House	500,000	3,472	323	2,800,000
1 bed Flat	175,000	3,571	332	2,205,000
2 bed Flat	200,000	3,175	295	2,400,000
1 bed Bungalow	190,000	3,800	353	380,000
2 bed Bungalow	250,000	4,098	381	0
				57,953,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AI
Title: 200 No. Units, Value Area - Lower C
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	21.0	@	280,000		5,880,000
3 bed House	75.6	@	300,000		22,680,000
4 bed House	28.0	@	320,000		8,960,000
5 bed House	5.6	@	500,000		2,800,000
1 bed Flat	4.2	@	175,000		735,000
2 bed Flat	4.2	@	200,000		840,000
1 bed Bungalow	1.4	@	190,000		266,000
2 bed Bungalow	0.0	@	250,000		-
	140.0				42,161,000
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	14.0	@	170,800		2,393,933
3 bed House	14.9	@	183,000		2,725,236
4 bed House	2.6	@	195,200		512,986
5 bed House	0.0	@	305,000		-
1 bed Flat	6.1	@	106,750		654,591
2 bed Flat	5.7	@	122,000		694,668
1 bed Bungalow	0.4	@	115,900		50,764
2 bed Bungalow	0.0	@	152,500		-
	43.8				7,032,178
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	5.2	@	204,400		1,059,610
3 bed House	5.5	@	219,000		1,206,252
4 bed House	1.0	@	233,600		227,059
5 bed House	0.0	@	365,000		-
1 bed Flat	2.3	@	127,750		289,737
2 bed Flat	2.1	@	146,000		307,476
1 bed Bungalow	0.2	@	138,700		22,469
2 bed Bungalow	0.0	@	182,500		-
	16.2				3,112,603
Sub-total GDV Residential	**200.0**				**52,305,781**
AH on-site cost analysis:				*£MV less £GDV*	*5,647,219*
	310	*£ psm (total GIA sqm)*		*28,236*	*£ per unit (total units)*
Grant	200	@	0		-
Total GDV					**52,305,781**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AI
Title: 200 No. Units, Value Area - Lower C
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(110,000)
Statutory Planning Fees (Residential)									(36,299)
CIL			13,337	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		200	units @		21,200	per unit	(4,240,000)	(4,240,000)
S106 analysis:			*8.11%*	*% of GDV*		*21,200*	*£ per unit (total units)*		
AH Commuted Sum			18,245	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			16.47	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		16.47	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			3,095	sqm @		1,195	psm		(3,699,003)
3 bed House			9,120	sqm @		1,195	psm		(10,898,400)
4 bed House			3,508	sqm @		1,195	psm		(4,191,582)
5 bed House			806	sqm @		1,195	psm		(963,648)
1 bed Flat			726	sqm @		1,372	psm		(996,556)
2 bed Flat			889	sqm @		1,372	psm		(1,220,273)
1 bed Bungalow			100	sqm @		1,195	psm		(119,500)
2 bed Bungalow		18,245	-	sqm @		1,195	psm		-
External works			22,088,962	@		15.0%			(3,313,344)
						16,567	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		200	units @	521	£ per dwelling	(36,470)
M4(3) Category 3 Housing		5%	of All units		200	units @	10,307	£ per dwelling	(103,070)
Water efficiency					200	units @	9	£ per dwelling	(1,800)
Contingency			25,543,647	@		3.0%			(766,309)
Professional Fees			25,543,647	@		6.5%			(1,660,337)
Disposal Costs -									
Marketing and Promotion			42,161,000	OMS @		3.00%			(1,264,830)
Residential Sales Agent Costs			42,161,000	OMS @		1.00%			(421,610)
Residential Sales Legal Costs			42,161,000	OMS @		0.50%			(210,805)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(36,705)
Developers Profit -									
Margin on AH			10,144,781			6.00%	on AH values		(608,687)
Profit on GDV			42,161,000			20.00%			(8,432,200)
			34,290,542			*24.59%*	*on costs*	*(8,432,200)*	
			52,305,781			*17.28%*	*blended*	*(9,040,887)*	
TOTAL COSTS									**(43,331,428)**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref:	**AI**
Title:	**200 No. Units, Value Area - Lower C**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							8,974,352
SDLT			8,974,352	@	5.0%	(slabbed)	(438,218)
Acquisition Agent fees			8,974,352	@	1.0%		(89,744)
Acquisition Legal fees			8,974,352	@	0.5%		(44,872)
Interest on Land			8,974,352	@	6.0%		(538,461)
Residual Land Value							**7,863,058**
RLV analysis:	*39,315*	*£ per plot*	*1,179,459*	*£ per ha*	*477,320*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			6.67	ha	16.47	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	14,826	£ per plot	444,780	£ per ha	180,000	£ per acre	**2,965,200**

BALANCE							
Surplus/(Deficit)			**734,679**	£ per ha	**297,320**	£ per acre	**4,897,858**

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AI
Title: 200 No. Units, Value Area - Lower C
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	4,897,858	20%	25%	30%	35%	40%	45%	50%
	0	5,793,370	5,345,614	4,897,858	4,450,103	4,002,347	3,554,591	3,106,759
	10	5,651,755	5,212,792	4,773,828	4,334,864	3,895,900	3,456,937	3,017,973
	20	5,509,597	5,079,470	4,649,343	4,219,216	3,789,090	3,358,963	2,928,836
	30	5,366,847	4,945,642	4,524,399	4,103,155	3,681,911	3,260,667	2,839,423
	40	5,223,442	4,811,164	4,398,885	3,986,606	3,574,328	3,162,045	2,749,730
CIL £psm	50	5,079,478	4,676,172	4,272,866	3,869,560	3,466,253	3,062,947	2,659,641
0.00	60	4,934,947	4,540,661	4,146,374	3,752,087	3,357,800	2,963,513	2,569,226
	70	4,789,845	4,404,624	4,019,403	3,634,183	3,248,962	2,863,742	2,478,521
	80	4,644,163	4,268,056	3,891,950	3,515,843	3,139,737	2,763,630	2,387,524
	90	4,497,896	4,130,940	3,763,974	3,397,009	3,030,043	2,663,078	2,296,113
	100	4,350,927	3,993,168	3,635,409	3,277,650	2,919,891	2,562,133	2,204,374
	110	4,203,354	3,854,850	3,506,347	3,157,843	2,809,340	2,460,836	2,112,333
	120	4,055,180	3,715,981	3,376,782	3,037,583	2,698,384	2,359,185	2,019,986
	130	3,906,398	3,576,553	3,246,709	2,916,864	2,587,019	2,257,157	1,927,234
	140	3,757,003	3,436,562	3,116,122	2,795,682	2,475,174	2,154,650	1,834,126
	150	3,606,987	3,296,001	2,985,001	2,673,927	2,362,852	2,051,777	1,740,703
	160	3,456,344	3,154,831	2,853,257	2,551,683	2,250,109	1,948,535	1,646,961
	170	3,305,029	3,013,007	2,720,985	2,428,962	2,136,940	1,844,918	1,552,847
	180	3,153,016	2,870,598	2,588,179	2,305,760	2,023,341	1,740,889	1,458,324
	190	3,000,359	2,727,596	2,454,833	2,182,070	1,909,303	1,636,387	1,363,471
	200	2,847,052	2,583,997	2,320,943	2,057,888	1,794,714	1,531,500	1,268,287

		AH - % on site 30%						
Balance (RLV - TLV)	4,897,858	20%	25%	30%	35%	40%	45%	50%
	15,000	6,882,338	6,434,629	5,986,919	5,539,209	5,091,499	4,643,789	4,196,072
	16,000	6,706,761	6,259,051	5,811,341	5,363,632	4,915,900	4,468,144	4,020,389
	17,000	6,531,184	6,083,474	5,635,728	5,187,972	4,740,217	4,292,461	3,844,706
	18,000	6,355,556	5,907,800	5,460,045	5,012,289	4,564,534	4,116,778	3,669,022
	19,000	6,179,873	5,732,117	5,284,362	4,836,606	4,388,850	3,941,095	3,493,339
Site Specific S106	20,000	6,004,190	5,556,434	5,108,678	4,660,923	4,213,167	3,765,411	3,317,656
21,200	21,000	5,828,506	5,380,751	4,932,995	4,485,239	4,037,484	3,589,728	3,141,919
	22,000	5,652,823	5,205,067	4,757,312	4,309,556	3,861,801	3,413,963	2,966,120
	23,000	5,477,140	5,029,384	4,581,628	4,133,849	3,686,007	3,238,164	2,790,322
	24,000	5,301,456	4,853,701	4,405,893	3,958,051	3,510,208	3,062,366	2,614,524
	25,000	5,125,773	4,677,937	4,230,095	3,782,252	3,334,410	2,886,568	2,438,725
	26,000	4,949,981	4,502,139	4,054,296	3,606,454	3,158,612	2,710,769	2,262,844
	27,000	4,774,183	4,326,340	3,878,498	3,430,656	2,982,813	2,534,892	2,086,922
	28,000	4,598,384	4,150,542	3,702,700	3,254,857	2,806,940	2,358,969	1,910,999
	29,000	4,422,586	3,974,743	3,526,901	3,078,987	2,631,017	2,183,046	1,735,076
	30,000	4,246,787	3,798,945	3,351,035	2,903,064	2,455,094	2,007,124	1,559,086
	31,000	4,070,989	3,623,082	3,175,112	2,727,142	2,279,171	1,831,170	1,383,030
	32,000	3,895,130	3,447,160	2,999,189	2,551,219	2,103,248	1,655,113	1,206,974
	33,000	3,719,207	3,271,237	2,823,267	2,375,296	1,927,197	1,479,057	1,030,917
	34,000	3,543,285	3,095,314	2,647,344	2,199,280	1,751,141	1,303,001	854,738
	35,000	3,367,362	2,919,391	2,471,364	2,023,224	1,575,084	1,126,890	678,539

		AH - % on site 30%						
Balance (RLV - TLV)	4,897,858	20%	25%	30%	35%	40%	45%	50%
	15%	7,901,420	7,321,911	6,742,402	6,162,893	5,583,385	5,003,876	4,424,290
	16%	7,479,810	6,926,651	6,373,493	5,820,335	5,267,177	4,714,019	4,160,784
Profit	17%	7,058,200	6,531,392	6,004,585	5,477,777	4,950,970	4,424,162	3,897,278
20.00%	18%	6,636,590	6,136,133	5,635,676	5,135,219	4,634,762	4,134,305	3,633,772
	19%	6,214,980	5,740,873	5,266,767	4,792,661	4,318,555	3,844,448	3,370,265
	20%	5,793,370	5,345,614	4,897,858	4,450,103	4,002,347	3,554,591	3,106,759
	21%	5,371,760	4,950,355	4,528,950	4,107,545	3,686,140	3,264,735	2,843,253
	22%	4,950,150	4,555,095	4,160,041	3,764,986	3,369,932	2,974,878	2,579,747
	23%	4,528,540	4,159,836	3,791,132	3,422,428	3,053,725	2,685,021	2,316,240
	24%	4,106,930	3,764,576	3,422,223	3,079,870	2,737,517	2,395,164	2,052,734
	25%	3,685,320	3,369,317	3,053,315	2,737,312	2,421,310	2,105,307	1,789,228

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171222 CBC Residential Appraisals_AD-AI_v4

Scheme Ref: AI
Title: 200 No. Units, Value Area - Lower C
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	4,897,858	20%	25%	30%	35%	40%	45%	50%
	100,000	7,111,236	6,663,481	6,215,725	5,767,969	5,320,214	4,872,458	4,424,626
	150,000	6,287,570	5,839,814	5,392,058	4,944,303	4,496,547	4,048,791	3,600,959
TLV (per acre)	200,000	5,463,903	5,016,147	4,568,392	4,120,636	3,672,880	3,225,125	2,777,293
180,000	250,000	4,640,236	4,192,481	3,744,725	3,296,969	2,849,214	2,401,458	1,953,626
	300,000	3,816,570	3,368,814	2,921,058	2,473,303	2,025,547	1,577,791	1,129,959
	350,000	2,992,903	2,545,147	2,097,392	1,649,636	1,201,880	754,125	306,293
	400,000	2,169,236	1,721,481	1,273,725	825,969	378,214	(69,542)	(517,374)
	450,000	1,345,570	897,814	450,058	2,303	(445,453)	(893,209)	(1,341,041)
	500,000	521,903	74,147	(373,608)	(821,364)	(1,269,120)	(1,716,875)	(2,164,707)
	550,000	(301,764)	(749,519)	(1,197,275)	(1,645,031)	(2,092,786)	(2,540,542)	(2,988,374)

		AH - % on site 30%						
Balance (RLV - TLV)	4,897,858	20%	25%	30%	35%	40%	45%	50%
	25	5,200,330	4,752,574	4,304,818	3,857,063	3,409,307	2,961,551	2,513,719
	26	5,337,185	4,889,429	4,441,674	3,993,918	3,546,162	3,098,407	2,650,575
Density (dph)	27	5,463,903	5,016,147	4,568,392	4,120,636	3,672,880	3,225,125	2,777,293
30	28	5,581,570	5,133,814	4,686,058	4,238,303	3,790,547	3,342,791	2,894,959
	29	5,691,121	5,243,366	4,795,610	4,347,854	3,900,099	3,452,343	3,004,511
	30	5,793,370	5,345,614	4,897,858	4,450,103	4,002,347	3,554,591	3,106,759
	31	5,889,021	5,441,266	4,993,510	4,545,754	4,097,999	3,650,243	3,202,411
	32	5,978,695	5,530,939	5,083,183	4,635,428	4,187,672	3,739,916	3,292,084
	33	6,062,933	5,615,178	5,167,422	4,719,666	4,271,911	3,824,155	3,376,323
	34	6,142,217	5,694,461	5,246,705	4,798,950	4,351,194	3,903,439	3,455,606
	35	6,216,970	5,769,214	5,321,458	4,873,703	4,425,947	3,978,191	3,530,359

		AH - % on site 30%						
Balance (RLV - TLV)	4,897,858	20%	25%	30%	35%	40%	45%	50%
	25%	5,803,376	5,355,621	4,907,865	4,460,109	4,012,354	3,564,598	3,116,771
	30%	5,798,373	5,350,617	4,902,862	4,455,106	4,007,350	3,559,595	3,111,765
% Cat M4(2)	35%	5,793,370	5,345,614	4,897,858	4,450,103	4,002,347	3,554,591	3,106,759
35%	40%	5,788,366	5,340,611	4,892,855	4,445,099	3,997,344	3,549,588	3,101,753
	45%	5,783,363	5,335,607	4,887,852	4,440,096	3,992,340	3,544,585	3,096,747
	50%	5,778,359	5,330,604	4,882,848	4,435,093	3,987,337	3,539,581	3,091,741
	55%	5,773,356	5,325,600	4,877,845	4,430,089	3,982,334	3,534,578	3,086,735
	60%	5,768,353	5,320,597	4,872,842	4,425,086	3,977,330	3,529,572	3,081,729
	65%	5,763,349	5,315,594	4,867,838	4,420,083	3,972,327	3,524,566	3,076,723

		AH - % on site 30%						
Balance (RLV - TLV)	4,897,858	20%	25%	30%	35%	40%	45%	50%
	95%	7,028,000	6,572,758	6,117,516	5,662,274	5,207,018	4,751,726	4,296,435
	100%	5,793,370	5,345,614	4,897,858	4,450,103	4,002,347	3,554,591	3,106,759
Build rate (£psm)	105%	4,558,361	4,118,059	3,677,756	3,237,453	2,797,150	2,356,808	1,916,381
	110%	3,322,784	2,889,901	2,457,018	2,024,136	1,591,198	1,158,156	725,113
	115%	2,086,442	1,660,948	1,235,454	809,836	384,147	(41,611)	(467,536)
	120%	849,142	430,987	12,620	(405,761)	(824,399)	(1,243,207)	(1,662,290)
	125%	(389,483)	(800,555)	(1,211,887)	(1,623,425)	(2,035,288)	(2,447,598)	(2,860,523)
	130%	(1,630,030)	(2,034,321)	(2,438,989)	(2,844,152)	(3,292,188)	(3,757,183)	(4,223,920)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AD-AI_v4 - Summary Table

Scheme Details:	Scheme Ref:	**AD**	**AE**	**AF**	**AG**	**AH**	**AI**
	Title:	150 No. Units, Value Area - High A	150 No. Units, Value Area - Medium B	150 No. Units, Value Area - Lower C	200 No. Units, Value Area - High A	200 No. Units, Value Area - Medium B	200 No. Units, Value Area - Lower C
	Notes:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
	Total GDV (£)	54,310,966	42,222,329	39,229,336	72,414,621	56,296,438	52,305,781
Policy Costs:	AH % (on-site)	30%	30%	30%	30%	30%	30%
	CIL (£ psm)	-	-	-	-	-	-
	CIL (£)	-	-	-	-	-	-
	Site Specific S106 (£/unit)	21,200	21,200	21,200	21,200	21,200	21,200
	Site Specific S106 (£)	3,180,000	3,180,000	3,180,000	4,240,000	4,240,000	4,240,000
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
	Developers Profit (% blended)	17.22%	17.26%	17.28%	17.22%	17.26%	17.28%
	Total Developers Profit (£)	9,351,808	7,286,585	6,780,665	12,469,077	9,715,446	9,040,887
Residual Land Value (RLV):	RLV (£/acre)	1,325,100	645,230	476,255	1,325,989	646,232	477,320
	RLV (£/ha)	3,274,323	1,594,362	1,176,825	3,276,518	1,596,839	1,179,459
	RLV (£ net)	16,371,615	7,971,811	5,884,125	21,843,456	10,645,594	7,863,058
Threshold Land Value (TLV):	TLV (£/acre)	370,000	260,000	180,000	370,000	260,000	180,000
	TLV (£/ha)	914,270	642,460	444,780	914,270	642,460	444,780
	TLV (£ net)	4,571,350	3,212,300	2,223,900	6,095,133	4,283,067	2,965,200
Balance for Plan VA:	Surplus/Deficit (£/acre)	955,100	385,230	296,255	955,989	386,232	297,320
	Surplus/Deficit (£/ha)	2,360,053	951,902	732,045	2,362,248	954,379	734,679
	Surplus/Deficit	11,800,265	4,759,511	3,660,225	15,748,322	6,362,527	4,897,858
	Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable

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171222 CBC Residential Appraisals_AJ-AO_v4 - Version Notes

Date	Version	Comments
171222	v4	

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AJ
Title: 250 No. Units, Value Area - High A
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			250	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	26.3	32.0%	24.0	20%	50.3
3 bed House	54.0%	94.5	34.0%	25.5	48%	120.0
4 bed House	20.0%	35.0	6.0%	4.5	16%	39.5
5 bed House	4.0%	7.0	0.0%	0.0	3%	7.0
1 bed Flat	3.0%	5.3	14.0%	10.5	6%	15.8
2 bed Flat	3.0%	5.3	13.0%	9.8	6%	15.0
1 bed Bungalow	1.0%	1.8	1.0%	0.8	1%	2.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	175.0	100.0%	75.0	100%	250.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	2,021	21,757	1,848	19,892	3,869	41,648
3 bed House	8,978	96,633	2,423	26,076	11,400	122,709
4 bed House	3,885	41,818	500	5,377	4,385	47,194
5 bed House	1,008	10,850	0	0	1,008	10,850
1 bed Flat	303	3,258	605	6,515	908	9,773
2 bed Flat	389	4,188	723	7,779	1,112	11,967
1 bed Bungalow	88	942	38	404	125	1,345
2 bed Bungalow	0	0	0	0	0	0
	16,671	179,445	6,135	66,041	22,806	245,487
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	18,843,750
3 bed House	425,000	4,474	416	51,000,000
4 bed House	420,000	3,784	352	16,590,000
5 bed House	600,000	4,167	387	4,200,000
1 bed Flat	275,000	5,612	521	4,331,250
2 bed Flat	325,000	5,159	479	4,875,000
1 bed Bungalow	275,000	5,500	511	687,500
2 bed Bungalow	340,000	5,574	518	0
				100,527,500

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	26.3	@	375,000		9,843,750
3 bed House	94.5	@	425,000		40,162,500
4 bed House	35.0	@	420,000		14,700,000
5 bed House	7.0	@	600,000		4,200,000
1 bed Flat	5.3	@	275,000		1,443,750
2 bed Flat	5.3	@	325,000		1,706,250
1 bed Bungalow	1.8	@	275,000		481,250
2 bed Bungalow	0.0	@	340,000		-
	175.0				72,537,500
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	17.5	@	228,750		4,007,700
3 bed House	18.6	@	259,250		4,825,939
4 bed House	3.3	@	256,200		841,617
5 bed House	0.0	@	366,000		-
1 bed Flat	7.7	@	167,750		1,285,804
2 bed Flat	7.1	@	198,250		1,411,044
1 bed Bungalow	0.5	@	167,750		91,843
2 bed Bungalow	0.0	@	207,400		-
	54.8				12,463,947
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	6.5	@	273,750		1,773,900
3 bed House	6.9	@	310,250		2,136,071
4 bed House	1.2	@	306,600		372,519
5 bed House	0.0	@	438,000		-
1 bed Flat	2.8	@	200,750		569,126
2 bed Flat	2.6	@	237,250		624,561
1 bed Bungalow	0.2	@	200,750		40,652
2 bed Bungalow	0.0	@	248,200		-
	20.3				5,516,829
Sub-total GDV Residential	**250.0**				**90,518,276**
AH on-site cost analysis:				*£MV less £GDV*	*10,009,224*
	439 £ psm (total GIA sqm)			*40,037 £ per unit (total units)*	
Grant	250	@	0		-
Total GDV					**90,518,276**

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Scheme Ref: AJ
Title: 250 No. Units, Value Area - High A
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(130,000)
Statutory Planning Fees (Residential)									(42,049)
CIL			16,671	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		250	units @	21,200	per unit		(5,300,000)	(5,300,000)
S106 analysis:			*5.86%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			22,806	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			20.59	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		20.59	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			3,869	sqm @	1,195	psm			(4,623,754)
3 bed House			11,400	sqm @	1,195	psm			(13,623,000)
4 bed House			4,385	sqm @	1,195	psm			(5,239,478)
5 bed House			1,008	sqm @	1,195	psm			(1,204,560)
1 bed Flat			908	sqm @	1,372	psm			(1,245,695)
2 bed Flat			1,112	sqm @	1,372	psm			(1,525,341)
1 bed Bungalow			125	sqm @	1,195	psm			(149,375)
2 bed Bungalow		22,806	-	sqm @	1,195	psm			-
External works			27,611,203	@	15.0%				(4,141,680)
					16,567	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		250	units @	521	£ per dwelling	(45,588)
M4(3) Category 3 Housing		5%	of All units		250	units @	10,307	£ per dwelling	(128,838)
Water efficiency					250	units @	9	£ per dwelling	(2,250)
Contingency			31,929,558	@	3.0%				(957,887)
Professional Fees			31,929,558	@	6.5%				(2,075,421)
Disposal Costs -									
Marketing and Promotion			72,537,500	OMS @	3.00%				(2,176,125)
Residential Sales Agent Costs			72,537,500	OMS @	1.00%				(725,375)
Residential Sales Legal Costs			72,537,500	OMS @	0.50%				(362,688)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(27,364)
Developers Profit -									
Margin on AH			17,980,776		6.00%	on AH values			(1,078,847)
Profit on GDV			72,537,500		20.00%				(14,507,500)
			43,726,466		*33.18%*	*on costs*	*(14,507,500)*		
			90,518,276		*17.22%*	*blended*	*(15,586,347)*		
TOTAL COSTS									**(59,312,813)**

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Scheme Ref:	**AJ**
Title:	**250 No. Units, Value Area - High A**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							31,205,463
SDLT			31,205,463	@	5.0%	(slabbed)	(1,549,773)
Acquisition Agent fees			31,205,463	@	1.0%		(312,055)
Acquisition Legal fees			31,205,463	@	0.5%		(156,027)
Interest on Land			31,205,463	@	6.0%		(1,872,328)
Residual Land Value							**27,315,280**
RLV analysis:	*109,261*	*£ per plot*	*3,277,834*	*£ per ha*	*1,326,521*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			8.33	ha	20.59	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	30,476	£ per plot	914,270	£ per ha	370,000	£ per acre	**7,618,917**

BALANCE							
Surplus/(Deficit)			**2,363,564**	£ per ha	**956,521**	£ per acre	**19,696,364**

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Scheme Ref: AJ
Title: 250 No. Units, Value Area - High A
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	19,696,364	20%	25%	30%	35%	40%	45%	50%
	0	21,234,602	20,465,483	19,696,364	18,927,151	18,157,932	17,388,713	16,619,495
	10	21,060,445	20,302,210	19,543,976	18,785,742	18,027,507	17,269,273	16,511,038
	20	20,886,108	20,138,907	19,391,588	18,644,239	17,896,889	17,149,540	16,402,190
	30	20,711,103	19,974,840	19,238,577	18,502,315	17,766,052	17,029,789	16,293,342
	40	20,535,936	19,810,773	19,085,448	18,360,123	17,634,798	16,909,473	16,184,148
CIL £psm	50	20,360,079	19,645,944	18,931,809	18,217,674	17,503,539	16,789,157	16,074,770
0.00	60	20,184,069	19,481,079	18,777,935	18,074,791	17,371,647	16,668,503	15,965,359
	70	20,007,356	19,315,507	18,623,658	17,931,808	17,239,754	16,547,601	15,855,449
	80	19,830,491	19,149,839	18,469,034	17,788,229	17,107,424	16,426,620	15,745,538
	90	19,652,918	18,983,513	18,314,108	17,644,650	16,974,890	16,305,130	15,635,369
	100	19,475,184	18,817,039	18,158,732	17,500,426	16,842,119	16,183,640	15,524,924
	110	19,296,747	18,649,947	18,003,148	17,356,148	16,708,940	16,061,732	15,414,478
	120	19,118,133	18,482,662	17,847,015	17,211,367	16,575,720	15,939,650	15,303,540
	130	18,938,827	18,314,794	17,690,761	17,066,387	16,441,892	15,817,397	15,192,557
	140	18,759,320	18,146,695	17,533,868	16,921,041	16,308,064	15,694,721	15,081,378
	150	18,579,141	17,978,038	17,376,934	16,775,355	16,173,735	15,572,046	14,969,855
	160	18,398,728	17,809,120	17,219,277	16,629,435	16,039,256	15,448,843	14,858,332
	170	18,217,672	17,639,662	17,061,621	16,483,040	15,904,458	15,325,570	14,746,363
	180	18,036,340	17,469,923	16,903,228	16,336,534	15,769,324	15,202,004	14,634,297
	190	17,854,403	17,299,652	16,744,805	16,189,426	15,634,048	15,078,131	14,522,072
	200	17,672,138	17,129,086	16,585,706	16,042,319	15,498,256	14,954,194	14,409,460

		AH - % on site 30%						
Balance (RLV - TLV)	19,696,364	20%	25%	30%	35%	40%	45%	50%
	15,000	22,593,011	21,823,792	21,054,574	20,285,355	19,516,136	18,746,918	17,977,699
	16,000	22,373,946	21,604,727	20,835,508	20,066,290	19,297,071	18,527,853	17,758,634
	17,000	22,154,880	21,385,662	20,616,443	19,847,225	19,078,006	18,308,787	17,539,569
	18,000	21,935,815	21,166,597	20,397,378	19,628,159	18,858,941	18,089,722	17,320,504
	19,000	21,716,720	20,947,531	20,178,313	19,409,094	18,639,876	17,870,657	17,101,438
Site Specific S106	20,000	21,497,576	20,728,456	19,959,248	19,190,029	18,420,810	17,651,592	16,882,373
21,200	21,000	21,278,431	20,509,312	19,740,182	18,970,964	18,201,745	17,432,527	16,663,308
	22,000	21,059,286	20,290,167	19,521,048	18,751,899	17,982,680	17,213,461	16,444,243
	23,000	20,840,142	20,071,022	19,301,903	18,532,784	17,763,615	16,994,396	16,225,177
	24,000	20,620,997	19,851,878	19,082,759	18,313,639	17,544,520	16,775,331	16,006,112
	25,000	20,401,852	19,632,733	18,863,614	18,094,495	17,325,375	16,556,256	15,787,047
	26,000	20,182,708	19,413,588	18,644,469	17,875,350	17,106,231	16,337,112	15,567,982
	27,000	19,963,563	19,194,444	18,425,325	17,656,205	16,887,086	16,117,967	15,348,848
	28,000	19,744,418	18,975,299	18,206,180	17,437,061	16,667,942	15,898,822	15,129,703
	29,000	19,525,274	18,756,154	17,987,035	17,217,916	16,448,797	15,679,678	14,910,558
	30,000	19,306,129	18,537,010	17,767,891	16,998,771	16,229,652	15,460,533	14,691,414
	31,000	19,086,984	18,317,865	17,548,746	16,779,627	16,010,508	15,241,388	14,472,269
	32,000	18,867,840	18,098,720	17,329,601	16,560,482	15,791,363	15,022,244	14,253,124
	33,000	18,648,695	17,879,576	17,110,457	16,341,337	15,572,218	14,803,099	14,033,980
	34,000	18,429,550	17,660,431	16,891,312	16,122,193	15,353,074	14,583,954	13,814,835
	35,000	18,210,406	17,441,287	16,672,167	15,903,048	15,133,929	14,364,810	13,595,691

		AH - % on site 30%						
Balance (RLV - TLV)	19,696,364	20%	25%	30%	35%	40%	45%	50%
	15%	24,861,477	23,865,678	22,869,879	21,873,987	20,878,088	19,882,190	18,886,292
	16%	24,136,102	23,185,639	22,235,176	21,284,619	20,334,057	19,383,495	18,432,932
Profit	17%	23,410,727	22,505,600	21,600,473	20,695,252	19,790,026	18,884,799	17,979,573
20.00%	18%	22,685,352	21,825,561	20,965,770	20,105,885	19,245,995	18,386,104	17,526,214
	19%	21,959,977	21,145,522	20,331,067	19,516,518	18,701,963	17,887,409	17,072,854
	20%	21,234,602	20,465,483	19,696,364	18,927,151	18,157,932	17,388,713	16,619,495
	21%	20,509,227	19,785,444	19,061,660	18,337,784	17,613,901	16,890,018	16,166,135
	22%	19,783,852	19,105,405	18,426,957	17,748,416	17,069,870	16,391,323	15,712,776
	23%	19,058,477	18,425,366	17,792,254	17,159,049	16,525,838	15,892,628	15,259,417
	24%	18,333,102	17,745,326	17,157,551	16,569,682	15,981,807	15,393,932	14,806,057
	25%	17,607,727	17,065,287	16,522,848	15,980,315	15,437,776	14,895,237	14,352,698

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Scheme Ref: AJ
Title: 250 No. Units, Value Area - High A
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	19,696,364	20%	25%	30%	35%	40%	45%	50%
	100,000	26,794,352	26,025,233	25,256,114	24,486,901	23,717,682	22,948,463	22,179,245
	150,000	25,764,769	24,995,649	24,226,530	23,457,317	22,688,099	21,918,880	21,149,662
TLV (per acre)	200,000	24,735,185	23,966,066	23,196,947	22,427,734	21,658,515	20,889,297	20,120,078
370,000	250,000	23,705,602	22,936,483	22,167,364	21,398,151	20,628,932	19,859,713	19,090,495
	300,000	22,676,019	21,906,899	21,137,780	20,368,567	19,599,349	18,830,130	18,060,912
	350,000	21,646,435	20,877,316	20,108,197	19,338,984	18,569,765	17,800,547	17,031,328
	400,000	20,616,852	19,847,733	19,078,614	18,309,401	17,540,182	16,770,963	16,001,745
	450,000	19,587,269	18,818,149	18,049,030	17,279,817	16,510,599	15,741,380	14,972,162
	500,000	18,557,685	17,788,566	17,019,447	16,250,234	15,481,015	14,711,797	13,942,578
	550,000	17,528,102	16,758,983	15,989,864	15,220,651	14,451,432	13,682,213	12,912,995

		AH - % on site 30%						
Balance (RLV - TLV)	19,696,364	20%	25%	30%	35%	40%	45%	50%
	25	19,710,819	18,941,699	18,172,580	17,403,367	16,634,149	15,864,930	15,095,712
	26	20,062,461	19,293,342	18,524,223	17,755,010	16,985,791	16,216,572	15,447,354
Density (dph)	27	20,388,056	19,618,936	18,849,817	18,080,604	17,311,386	16,542,167	15,772,949
30	28	20,690,394	19,921,274	19,152,155	18,382,942	17,613,724	16,844,505	16,075,287
	29	20,971,881	20,202,761	19,433,642	18,664,429	17,895,211	17,125,992	16,356,774
	30	21,234,602	20,465,483	19,696,364	18,927,151	18,157,932	17,388,713	16,619,495
	31	21,480,373	20,711,254	19,942,135	19,172,922	18,403,704	17,634,485	16,865,266
	32	21,710,784	20,941,665	20,172,546	19,403,333	18,634,114	17,864,896	17,095,677
	33	21,927,231	21,158,112	20,388,992	19,619,780	18,850,561	18,081,342	17,312,124
	34	22,130,945	21,361,826	20,592,707	19,823,494	19,054,275	18,285,057	17,515,838
	35	22,323,019	21,553,899	20,784,780	20,015,567	19,246,349	18,477,130	17,707,912

		AH - % on site 30%						
Balance (RLV - TLV)	19,696,364	20%	25%	30%	35%	40%	45%	50%
	25%	21,247,092	20,477,973	19,708,854	18,939,638	18,170,419	17,401,201	16,631,982
	30%	21,240,847	20,471,728	19,702,609	18,933,394	18,164,176	17,394,957	16,625,738
% Cat M4(2)	35%	21,234,602	20,465,483	19,696,364	18,927,151	18,157,932	17,388,713	16,619,495
35%	40%	21,228,357	20,459,238	19,690,118	18,920,907	18,151,688	17,382,470	16,613,251
	45%	21,222,112	20,452,992	19,683,873	18,914,663	18,145,445	17,376,226	16,607,008
	50%	21,215,866	20,446,747	19,677,628	18,908,420	18,139,201	17,369,983	16,600,764
	55%	21,209,621	20,440,502	19,671,383	18,902,176	18,132,958	17,363,739	16,594,520
	60%	21,203,376	20,434,257	19,665,138	18,895,933	18,126,714	17,357,495	16,588,277
	65%	21,197,131	20,428,012	19,658,893	18,889,689	18,120,470	17,351,252	16,582,033

		AH - % on site 30%						
Balance (RLV - TLV)	19,696,364	20%	25%	30%	35%	40%	45%	50%
	95%	22,775,707	21,997,085	21,218,462	20,439,840	19,661,218	18,882,595	18,103,973
	100%	21,234,602	20,465,483	19,696,364	18,927,151	18,157,932	17,388,713	16,619,495
Build rate (£psm)	105%	19,693,322	18,933,609	18,173,896	17,414,183	16,654,469	15,894,756	15,135,017
	110%	18,152,042	17,401,735	16,651,428	15,901,121	15,150,814	14,400,506	13,650,199
	115%	16,610,762	15,869,861	15,128,960	14,388,059	13,647,158	12,906,257	12,165,356
	120%	15,069,223	14,337,782	13,606,341	12,874,899	12,143,458	11,412,007	10,680,512
	125%	13,527,500	12,805,467	12,083,435	11,361,402	10,639,370	9,917,337	9,195,305
	130%	11,985,776	11,273,152	10,560,528	9,847,905	9,135,281	8,422,657	7,710,033

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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Scheme Ref: AK
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Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			250	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	26.3	32.0%	24.0	20%	50.3
3 bed House	54.0%	94.5	34.0%	25.5	48%	120.0
4 bed House	20.0%	35.0	6.0%	4.5	16%	39.5
5 bed House	4.0%	7.0	0.0%	0.0	3%	7.0
1 bed Flat	3.0%	5.3	14.0%	10.5	6%	15.8
2 bed Flat	3.0%	5.3	13.0%	9.8	6%	15.0
1 bed Bungalow	1.0%	1.8	1.0%	0.8	1%	2.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	175.0	100.0%	75.0	100%	250.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	2,021	21,757	1,848	19,892	3,869	41,648
3 bed House	8,978	96,633	2,423	26,076	11,400	122,709
4 bed House	3,885	41,818	500	5,377	4,385	47,194
5 bed House	1,008	10,850	0	0	1,008	10,850
1 bed Flat	303	3,258	605	6,515	908	9,773
2 bed Flat	389	4,188	723	7,779	1,112	11,967
1 bed Bungalow	88	942	38	404	125	1,345
2 bed Bungalow	0	0	0	0	0	0
	16,671	179,445	6,135	66,041	22,806	245,487
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	15,075,000
3 bed House	320,000	3,368	313	38,400,000
4 bed House	340,000	3,063	285	13,430,000
5 bed House	550,000	3,819	355	3,850,000
1 bed Flat	185,000	3,776	351	2,913,750
2 bed Flat	250,000	3,968	369	3,750,000
1 bed Bungalow	250,000	5,000	465	625,000
2 bed Bungalow	290,000	4,754	442	0
				78,043,750

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	26.3	@	300,000		7,875,000
3 bed House	94.5	@	320,000		30,240,000
4 bed House	35.0	@	340,000		11,900,000
5 bed House	7.0	@	550,000		3,850,000
1 bed Flat	5.3	@	185,000		971,250
2 bed Flat	5.3	@	250,000		1,312,500
1 bed Bungalow	1.8	@	250,000		437,500
2 bed Bungalow	0.0	@	290,000		-
	175.0				56,586,250
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	17.5	@	183,000		3,206,160
3 bed House	18.6	@	195,200		3,633,648
4 bed House	3.3	@	207,400		681,309
5 bed House	0.0	@	335,500		-
1 bed Flat	7.7	@	112,850		864,995
2 bed Flat	7.1	@	152,500		1,085,419
1 bed Bungalow	0.5	@	152,500		83,494
2 bed Bungalow	0.0	@	176,900		-
	54.8				9,555,025
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	6.5	@	219,000		1,419,120
3 bed House	6.9	@	233,600		1,608,336
4 bed House	1.2	@	248,200		301,563
5 bed House	0.0	@	401,500		-
1 bed Flat	2.8	@	135,050		382,867
2 bed Flat	2.6	@	182,500		480,431
1 bed Bungalow	0.2	@	182,500		36,956
2 bed Bungalow	0.0	@	211,700		-
	20.3				4,229,273
Sub-total GDV Residential	**250.0**				**70,370,548**
AH on-site cost analysis:				*£MV less £GDV*	*7,673,202*
	336	*£ psm (total GIA sqm)*		*30,693*	*£ per unit (total units)*
Grant	250	@	0		-
Total GDV					**70,370,548**

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DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(130,000)
Statutory Planning Fees (Residential)									(42,049)
CIL			16,671	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		250	units @	21,200	per unit		(5,300,000)	(5,300,000)
S106 analysis:			*7.53%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			22,806	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			20.59	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		20.59	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			3,869	sqm @	1,195	psm			(4,623,754)
3 bed House			11,400	sqm @	1,195	psm			(13,623,000)
4 bed House			4,385	sqm @	1,195	psm			(5,239,478)
5 bed House			1,008	sqm @	1,195	psm			(1,204,560)
1 bed Flat			908	sqm @	1,372	psm			(1,245,695)
2 bed Flat			1,112	sqm @	1,372	psm			(1,525,341)
1 bed Bungalow			125	sqm @	1,195	psm			(149,375)
2 bed Bungalow		22,806	-	sqm @	1,195	psm			-
External works			27,611,203	@	15.0%				(4,141,680)
					16,567	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		250	units @	521	£ per dwelling	(45,588)
M4(3) Category 3 Housing		5%	of All units		250	units @	10,307	£ per dwelling	(128,838)
Water efficiency					250	units @	9	£ per dwelling	(2,250)
Contingency			31,929,558	@	3.0%				(957,887)
Professional Fees			31,929,558	@	6.5%				(2,075,421)
Disposal Costs -									
Marketing and Promotion			56,586,250	OMS @	3.00%				(1,697,588)
Residential Sales Agent Costs			56,586,250	OMS @	1.00%				(565,863)
Residential Sales Legal Costs			56,586,250	OMS @	0.50%				(282,931)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(34,889)
Developers Profit -									
Margin on AH			13,784,298		6.00%	on AH values			(827,058)
Profit on GDV			56,586,250		20.00%				(11,317,250)
			43,016,185		*26.31%*	*on costs*	*(11,317,250)*		
			70,370,548		*17.26%*	*blended*	*(12,144,308)*		
TOTAL COSTS									**(55,160,493)**

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RESIDUAL LAND VALUE							
Residual Land Value (gross)							15,210,055
SDLT			15,210,055	@	5.0%	(slabbed)	(750,003)
Acquisition Agent fees			15,210,055	@	1.0%		(152,101)
Acquisition Legal fees			15,210,055	@	0.5%		(76,050)
Interest on Land			15,210,055	@	6.0%		(912,603)
Residual Land Value							**13,319,298**
RLV analysis:	*53,277*	*£ per plot*	*1,598,316*	*£ per ha*	*646,830*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			8.33	ha	20.59	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	21,415	£ per plot	642,460	£ per ha	260,000	£ per acre	**5,353,833**

BALANCE							
Surplus/(Deficit)			**955,856**	£ per ha	**386,830**	£ per acre	**7,965,465**

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SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	7,965,465	20%	25%	30%	35%	40%	45%	50%
	0	9,149,157	8,557,311	7,965,465	7,373,619	6,781,773	6,189,927	5,598,081
	10	8,973,077	8,392,224	7,811,371	7,230,518	6,649,665	6,068,812	5,487,959
	20	8,796,301	8,226,504	7,656,707	7,086,910	6,517,113	5,947,316	5,377,514
	30	8,618,728	8,060,029	7,501,331	6,942,632	6,383,933	5,825,234	5,266,536
	40	8,440,384	7,892,859	7,345,333	6,797,808	6,250,283	5,702,758	5,155,233
CIL £psm	50	8,261,323	7,725,036	7,188,749	6,652,462	6,116,175	5,579,888	5,043,600
0.00	60	8,081,540	7,556,555	7,031,571	6,506,587	5,981,603	5,456,615	4,931,534
	70	7,901,024	7,387,409	6,873,793	6,360,178	5,846,469	5,332,746	4,819,023
	80	7,719,770	7,217,589	6,715,370	6,213,070	5,710,771	5,208,471	4,706,172
	90	7,537,768	7,047,023	6,556,214	6,065,404	5,574,594	5,083,785	4,592,975
	100	7,354,946	6,875,693	6,396,440	5,917,188	5,437,935	4,958,682	4,479,265
	110	7,171,299	6,703,671	6,236,043	5,768,415	5,300,787	4,832,992	4,365,166
	120	6,986,885	6,530,950	6,075,015	5,619,080	5,163,003	4,706,857	4,250,711
	130	6,801,696	6,357,522	5,913,349	5,469,087	5,024,689	4,580,292	4,135,890
	140	6,615,723	6,183,380	5,751,032	5,318,452	4,885,873	4,453,293	4,020,516
	150	6,428,958	6,008,517	5,587,931	5,167,239	4,746,547	4,325,759	3,904,773
	160	6,241,393	5,832,908	5,424,174	5,015,441	4,606,707	4,197,700	3,788,658
	170	6,053,019	5,656,460	5,259,755	4,863,050	4,466,220	4,069,193	3,672,153
	180	5,863,829	5,479,271	5,094,667	4,710,062	4,325,175	3,940,234	3,555,095
	190	5,673,765	5,301,333	4,928,901	4,556,383	4,183,600	3,810,817	3,437,651
	200	5,482,824	5,122,638	4,762,452	4,402,042	4,041,490	3,680,781	3,319,819

		AH - % on site 30%						
Balance (RLV - TLV)	7,965,465	20%	25%	30%	35%	40%	45%	50%
	15,000	10,508,788	9,916,949	9,325,111	8,733,272	8,141,434	7,549,595	6,957,756
	16,000	10,289,555	9,697,716	9,105,877	8,514,039	7,922,200	7,330,362	6,738,523
	17,000	10,070,321	9,478,483	8,886,644	8,294,806	7,702,962	7,111,116	6,519,270
	18,000	9,851,015	9,259,169	8,667,323	8,075,477	7,483,631	6,891,785	6,299,939
	19,000	9,631,684	9,039,838	8,447,992	7,856,146	7,264,301	6,672,455	6,080,609
Site Specific S106	20,000	9,412,353	8,820,508	8,228,662	7,636,816	7,044,970	6,453,124	5,861,278
21,200	21,000	9,193,023	8,601,177	8,009,331	7,417,485	6,825,639	6,233,793	5,641,947
	22,000	8,973,692	8,381,846	7,790,000	7,198,154	6,606,308	6,014,462	5,422,617
	23,000	8,754,361	8,162,515	7,570,669	6,978,824	6,386,978	5,795,132	5,203,286
	24,000	8,535,031	7,943,185	7,351,339	6,759,493	6,167,647	5,575,801	4,983,955
	25,000	8,315,700	7,723,854	7,132,008	6,540,162	5,948,316	5,356,440	4,764,542
	26,000	8,096,369	7,504,523	6,912,677	6,320,798	5,728,900	5,137,002	4,545,105
	27,000	7,877,038	7,285,155	6,693,258	6,101,360	5,509,463	4,917,565	4,325,667
	28,000	7,657,615	7,065,718	6,473,820	5,881,923	5,290,025	4,698,128	4,106,230
	29,000	7,438,178	6,846,280	6,254,383	5,662,485	5,070,588	4,478,690	3,886,793
	30,000	7,218,740	6,626,843	6,034,945	5,443,048	4,851,150	4,259,253	3,667,355
	31,000	6,999,303	6,407,406	5,815,508	5,223,610	4,631,713	4,039,815	3,447,862
	32,000	6,779,866	6,187,968	5,596,071	5,004,173	4,412,275	3,820,303	3,228,309
	33,000	6,560,428	5,968,531	5,376,633	4,784,736	4,192,743	3,600,750	3,008,756
	34,000	6,340,991	5,749,093	5,157,177	4,565,184	3,973,190	3,381,196	2,789,203
	35,000	6,121,553	5,529,618	4,937,624	4,345,630	3,753,637	3,161,643	2,569,649

		AH - % on site 30%						
Balance (RLV - TLV)	7,965,465	20%	25%	30%	35%	40%	45%	50%
	15%	11,978,469	11,209,791	10,441,113	9,672,435	8,903,757	8,135,079	7,366,401
	16%	11,412,607	10,679,295	9,945,984	9,212,672	8,479,360	7,746,049	7,012,737
Profit	17%	10,846,744	10,148,799	9,450,854	8,752,909	8,054,964	7,357,018	6,659,073
20.00%	18%	10,280,882	9,618,303	8,955,724	8,293,145	7,630,567	6,967,988	6,305,409
	19%	9,715,019	9,087,807	8,460,594	7,833,382	7,206,170	6,578,957	5,951,745
	20%	9,149,157	8,557,311	7,965,465	7,373,619	6,781,773	6,189,927	5,598,081
	21%	8,583,294	8,026,815	7,470,335	6,913,856	6,357,376	5,800,897	5,244,417
	22%	8,017,432	7,496,318	6,975,205	6,454,092	5,932,979	5,411,866	4,890,753
	23%	7,451,569	6,965,822	6,480,076	5,994,329	5,508,582	5,022,836	4,537,089
	24%	6,885,707	6,435,326	5,984,946	5,534,566	5,084,185	4,633,805	4,183,425
	25%	6,319,844	5,904,830	5,489,816	5,074,802	4,659,789	4,244,775	3,829,761

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Title: 250 No. Units, Value Area - Medium B
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	7,965,465	20%	25%	30%	35%	40%	45%	50%
TLV (per acre) 260,000	100,000	12,443,823	11,851,977	11,260,131	10,668,286	10,076,440	9,484,594	8,892,748
	150,000	11,414,240	10,822,394	10,230,548	9,638,702	9,046,856	8,455,010	7,863,164
	200,000	10,384,657	9,792,811	9,200,965	8,609,119	8,017,273	7,425,427	6,833,581
	250,000	9,355,073	8,763,227	8,171,381	7,579,536	6,987,690	6,395,844	5,803,998
	300,000	8,325,490	7,733,644	7,141,798	6,549,952	5,958,106	5,366,260	4,774,414
	350,000	7,295,907	6,704,061	6,112,215	5,520,369	4,928,523	4,336,677	3,744,831
	400,000	6,266,323	5,674,477	5,082,631	4,490,786	3,898,940	3,307,094	2,715,248
	450,000	5,236,740	4,644,894	4,053,048	3,461,202	2,869,356	2,277,510	1,685,664
	500,000	4,207,157	3,615,311	3,023,465	2,431,619	1,839,773	1,247,927	656,081
	550,000	3,177,573	2,585,727	1,993,881	1,402,036	810,190	218,344	(373,502)

		AH - % on site 30%						
Balance (RLV - TLV)	7,965,465	20%	25%	30%	35%	40%	45%	50%
Density (dph) 30	25	8,078,390	7,486,544	6,894,698	6,302,852	5,711,006	5,119,160	4,527,314
	26	8,325,490	7,733,644	7,141,798	6,549,952	5,958,106	5,366,260	4,774,414
	27	8,554,286	7,962,440	7,370,594	6,778,748	6,186,903	5,595,057	5,003,211
	28	8,766,740	8,174,894	7,583,048	6,991,202	6,399,356	5,807,510	5,215,664
	29	8,964,542	8,372,696	7,780,850	7,189,004	6,597,158	6,005,312	5,413,466
	30	9,149,157	8,557,311	7,965,465	7,373,619	6,781,773	6,189,927	5,598,081
	31	9,321,861	8,730,015	8,138,169	7,546,323	6,954,477	6,362,631	5,770,785
	32	9,483,771	8,891,925	8,300,079	7,708,233	7,116,388	6,524,542	5,932,696
	33	9,635,869	9,044,023	8,452,177	7,860,331	7,268,485	6,676,639	6,084,793
	34	9,779,019	9,187,173	8,595,328	8,003,482	7,411,636	6,819,790	6,227,944
	35	9,913,990	9,322,144	8,730,298	8,138,452	7,546,606	6,954,760	6,362,914

		AH - % on site 30%						
Balance (RLV - TLV)	7,965,465	20%	25%	30%	35%	40%	45%	50%
% Cat M4(2) 35%	25%	9,161,655	8,569,809	7,977,963	7,386,117	6,794,271	6,202,425	5,610,579
	30%	9,155,406	8,563,560	7,971,714	7,379,868	6,788,022	6,196,176	5,604,330
	35%	9,149,157	8,557,311	7,965,465	7,373,619	6,781,773	6,189,927	5,598,081
	40%	9,142,908	8,551,062	7,959,216	7,367,370	6,775,524	6,183,678	5,591,832
	45%	9,136,659	8,544,813	7,952,967	7,361,121	6,769,275	6,177,429	5,585,583
	50%	9,130,410	8,538,564	7,946,718	7,354,872	6,763,026	6,171,180	5,579,334
	55%	9,124,161	8,532,315	7,940,469	7,348,623	6,756,777	6,164,931	5,573,085
	60%	9,117,912	8,526,066	7,934,220	7,342,374	6,750,528	6,158,682	5,566,836
	65%	9,111,663	8,519,817	7,927,971	7,336,125	6,744,279	6,152,433	5,560,587

		AH - % on site 30%						
Balance (RLV - TLV)	7,965,465	20%	25%	30%	35%	40%	45%	50%
Build rate (£psm)	95%	10,691,266	10,090,019	9,488,771	8,887,524	8,286,277	7,685,029	7,083,782
	100%	9,149,157	8,557,311	7,965,465	7,373,619	6,781,773	6,189,927	5,598,081
	105%	7,606,925	7,024,491	6,442,020	5,859,538	5,277,056	4,694,574	4,112,091
	110%	6,064,179	5,491,112	4,918,046	4,344,979	3,771,912	3,198,784	2,625,628
	115%	4,521,116	3,957,380	3,393,644	2,829,908	2,266,172	1,702,370	1,138,506
	120%	2,977,541	2,423,101	1,868,661	1,314,221	759,752	205,145	(349,462)
	125%	1,433,263	888,084	342,905	(202,312)	(747,696)	(1,293,081)	(1,838,668)
	130%	(111,913)	(647,864)	(1,183,915)	(1,720,109)	(2,256,415)	(2,792,895)	(3,329,668)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AL
Title: 250 No. Units, Value Area - Lower C
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			250	Units	
AH Policy requirement (% Target)			30%		
AH tenure split %	Affordable Rent:			73%	
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%		
			100%		
CIL Rate (£ psm)			0.00	£ psm	

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	26.3	32.0%	24.0	20%	50.3
3 bed House	54.0%	94.5	34.0%	25.5	48%	120.0
4 bed House	20.0%	35.0	6.0%	4.5	16%	39.5
5 bed House	4.0%	7.0	0.0%	0.0	3%	7.0
1 bed Flat	3.0%	5.3	14.0%	10.5	6%	15.8
2 bed Flat	3.0%	5.3	13.0%	9.8	6%	15.0
1 bed Bungalow	1.0%	1.8	1.0%	0.8	1%	2.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	175.0	100.0%	75.0	100%	250.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	2,021	21,757	1,848	19,892	3,869	41,648
3 bed House	8,978	96,633	2,423	26,076	11,400	122,709
4 bed House	3,885	41,818	500	5,377	4,385	47,194
5 bed House	1,008	10,850	0	0	1,008	10,850
1 bed Flat	303	3,258	605	6,515	908	9,773
2 bed Flat	389	4,188	723	7,779	1,112	11,967
1 bed Bungalow	88	942	38	404	125	1,345
2 bed Bungalow	0	0	0	0	0	0
	16,671	179,445	6,135	66,041	22,806	245,487
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	14,070,000
3 bed House	300,000	3,158	293	36,000,000
4 bed House	320,000	2,883	268	12,640,000
5 bed House	500,000	3,472	323	3,500,000
1 bed Flat	175,000	3,571	332	2,756,250
2 bed Flat	200,000	3,175	295	3,000,000
1 bed Bungalow	190,000	3,800	353	475,000
2 bed Bungalow	250,000	4,098	381	0
				72,441,250

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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Scheme Ref: AL
Title: 250 No. Units, Value Area - Lower C
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	26.3	@	280,000		7,350,000
3 bed House	94.5	@	300,000		28,350,000
4 bed House	35.0	@	320,000		11,200,000
5 bed House	7.0	@	500,000		3,500,000
1 bed Flat	5.3	@	175,000		918,750
2 bed Flat	5.3	@	200,000		1,050,000
1 bed Bungalow	1.8	@	190,000		332,500
2 bed Bungalow	0.0	@	250,000		-
	175.0				52,701,250
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	17.5	@	170,800		2,992,416
3 bed House	18.6	@	183,000		3,406,545
4 bed House	3.3	@	195,200		641,232
5 bed House	0.0	@	305,000		-
1 bed Flat	7.7	@	106,750		818,239
2 bed Flat	7.1	@	122,000		868,335
1 bed Bungalow	0.5	@	115,900		63,455
2 bed Bungalow	0.0	@	152,500		-
	54.8				8,790,222
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	6.5	@	204,400		1,324,512
3 bed House	6.9	@	219,000		1,507,815
4 bed House	1.2	@	233,600		283,824
5 bed House	0.0	@	365,000		-
1 bed Flat	2.8	@	127,750		362,171
2 bed Flat	2.6	@	146,000		384,345
1 bed Bungalow	0.2	@	138,700		28,087
2 bed Bungalow	0.0	@	182,500		-
	20.3				3,890,754
Sub-total GDV Residential	**250.0**				**65,382,226**
AH on-site cost analysis:				*£MV less £GDV*	*7,059,024*
	310 £ psm (total GIA sqm)			*28,236 £ per unit (total units)*	
Grant	250	@	0		-
Total GDV					**65,382,226**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AL
Title: 250 No. Units, Value Area - Lower C
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(130,000)
Statutory Planning Fees (Residential)									(42,049)
CIL			16,671	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		250	units @	21,200	per unit		(5,300,000)	(5,300,000)
S106 analysis:			*8.11%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			22,806	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			20.59	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		20.59	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			3,869	sqm @	1,195	psm			(4,623,754)
3 bed House			11,400	sqm @	1,195	psm			(13,623,000)
4 bed House			4,385	sqm @	1,195	psm			(5,239,478)
5 bed House			1,008	sqm @	1,195	psm			(1,204,560)
1 bed Flat			908	sqm @	1,372	psm			(1,245,695)
2 bed Flat			1,112	sqm @	1,372	psm			(1,525,341)
1 bed Bungalow			125	sqm @	1,195	psm			(149,375)
2 bed Bungalow		22,806	-	sqm @	1,195	psm			-
External works			27,611,203	@	15.0%				(4,141,680)
					16,567	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		250	units @	521	£ per dwelling	(45,588)
M4(3) Category 3 Housing		5%	of All units		250	units @	10,307	£ per dwelling	(128,838)
Water efficiency					250	units @	9	£ per dwelling	(2,250)
Contingency			31,929,558	@	3.0%				(957,887)
Professional Fees			31,929,558	@	6.5%				(2,075,421)
Disposal Costs -									
Marketing and Promotion			52,701,250	OMS @	3.00%				(1,581,038)
Residential Sales Agent Costs			52,701,250	OMS @	1.00%				(527,013)
Residential Sales Legal Costs			52,701,250	OMS @	0.50%				(263,506)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(38,777)
Developers Profit -									
Margin on AH			12,680,976		6.00%	on AH values			(760,859)
Profit on GDV			52,701,250		20.00%				(10,540,250)
			42,845,249		*24.60%*	*on costs*	*(10,540,250)*		
			65,382,226		*17.28%*	*blended*	*(11,301,109)*		
TOTAL COSTS									**(54,146,357)**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AL
Title: 250 No. Units, Value Area - Lower C
Notes: Greenfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							11,235,869
SDLT			11,235,869	@	5.0%	(slabbed)	(551,293)
Acquisition Agent fees			11,235,869	@	1.0%		(112,359)
Acquisition Legal fees			11,235,869	@	0.5%		(56,179)
Interest on Land			11,235,869	@	6.0%		(674,152)
Residual Land Value							**9,841,885**
RLV analysis:	*39,368*	*£ per plot*	*1,181,026*	*£ per ha*	*477,955*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			8.33	ha	20.59	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	14,826	£ per plot	444,780	£ per ha	180,000	£ per acre	**3,706,500**

BALANCE							
Surplus/(Deficit)			**736,246**	£ per ha	**297,955**	£ per acre	**6,135,385**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AL
Title: 250 No. Units, Value Area - Lower C
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	6,135,385	20%	25%	30%	35%	40%	45%	50%
	0	7,255,145	6,695,265	6,135,385	5,575,506	5,015,626	4,455,687	3,895,714
	10	7,077,976	6,529,102	5,980,228	5,431,354	4,882,480	4,333,592	3,784,637
	20	6,899,929	6,362,126	5,824,324	5,286,521	4,748,719	4,210,916	3,673,074
	30	6,720,995	6,194,330	5,667,666	5,141,002	4,614,337	4,087,673	3,561,008
	40	6,541,165	6,025,706	5,510,247	4,994,788	4,479,329	3,963,870	3,448,411
CIL £psm	50	6,360,430	5,856,245	5,352,059	4,847,873	4,343,687	3,839,501	3,335,315
0.00	60	6,178,783	5,685,939	5,193,094	4,700,250	4,207,406	3,714,561	3,221,717
	70	5,996,214	5,514,780	5,033,346	4,551,912	4,070,478	3,589,044	3,107,610
	80	5,812,715	5,342,761	4,872,807	4,402,853	3,932,899	3,462,945	2,992,991
	90	5,628,277	5,169,873	4,711,469	4,253,065	3,794,661	3,336,257	2,877,854
	100	5,442,890	4,996,107	4,549,324	4,102,541	3,655,758	3,208,975	2,762,192
	110	5,256,546	4,821,455	4,386,365	3,951,274	3,516,184	3,081,093	2,646,003
	120	5,069,177	4,645,909	4,222,583	3,799,257	3,375,931	2,952,605	2,529,278
	130	4,880,823	4,469,423	4,057,971	3,646,482	3,234,993	2,823,504	2,412,015
	140	4,691,479	4,292,006	3,892,522	3,492,943	3,093,364	2,693,785	2,294,207
	150	4,501,137	4,113,665	3,726,192	3,338,632	2,951,037	2,563,442	2,175,848
	160	4,309,787	3,934,390	3,558,994	3,183,541	2,808,005	2,432,469	2,056,933
	170	4,117,419	3,754,174	3,390,929	3,027,663	2,664,261	2,300,859	1,937,457
	180	3,924,025	3,573,007	3,221,990	2,870,972	2,519,799	2,168,607	1,817,415
	190	3,729,594	3,390,881	3,052,168	2,713,455	2,374,611	2,035,705	1,696,799
	200	3,534,116	3,207,785	2,881,455	2,555,124	2,228,690	1,902,148	1,575,606

		AH - % on site 30%						
Balance (RLV - TLV)	6,135,385	20%	25%	30%	35%	40%	45%	50%
	15,000	8,615,437	8,055,608	7,495,779	6,935,950	6,376,121	5,816,258	5,256,378
	16,000	8,396,106	7,836,277	7,276,448	6,716,580	6,156,700	5,596,821	5,036,941
	17,000	8,176,776	7,616,902	7,057,022	6,497,143	5,937,263	5,377,383	4,817,503
	18,000	7,957,345	7,397,465	6,837,585	6,277,705	5,717,825	5,157,946	4,598,066
	19,000	7,737,907	7,178,027	6,618,148	6,058,268	5,498,388	4,938,508	4,378,628
Site Specific S106	20,000	7,518,470	6,958,590	6,398,710	5,838,830	5,278,951	4,719,071	4,159,178
21,200	21,000	7,299,032	6,739,153	6,179,273	5,619,393	5,059,513	4,499,597	3,939,625
	22,000	7,079,595	6,519,715	5,959,835	5,399,956	4,840,017	4,280,044	3,720,072
	23,000	6,860,158	6,300,278	5,740,398	5,180,436	4,620,463	4,060,491	3,500,518
	24,000	6,640,720	6,080,827	5,520,855	4,960,882	4,400,910	3,840,937	3,280,965
	25,000	6,421,247	5,861,274	5,301,302	4,741,329	4,181,357	3,621,384	3,061,382
	26,000	6,201,693	5,641,721	5,081,748	4,521,776	3,961,803	3,401,811	2,841,704
	27,000	5,982,140	5,422,168	4,862,195	4,302,223	3,742,240	3,182,133	2,622,025
	28,000	5,762,587	5,202,614	4,642,642	4,082,669	3,522,561	2,962,454	2,402,347
	29,000	5,543,033	4,983,061	4,423,088	3,862,990	3,302,883	2,742,776	2,182,667
	30,000	5,323,480	4,763,508	4,203,419	3,643,312	3,083,205	2,523,097	1,962,854
	31,000	5,103,927	4,543,848	3,983,741	3,423,633	2,863,526	2,303,326	1,743,042
	32,000	4,884,277	4,324,169	3,764,062	3,203,955	2,643,797	2,083,513	1,523,229
	33,000	4,664,598	4,104,491	3,544,384	2,984,269	2,423,984	1,863,700	1,303,371
	34,000	4,444,920	3,884,813	3,324,705	2,764,456	2,204,172	1,643,887	1,083,414
	35,000	4,225,241	3,665,134	3,104,927	2,544,643	1,984,359	1,423,961	863,458

		AH - % on site 30%						
Balance (RLV - TLV)	6,135,385	20%	25%	30%	35%	40%	45%	50%
	15%	9,890,207	9,165,636	8,441,065	7,716,494	6,991,923	6,267,292	5,542,628
	16%	9,363,195	8,671,562	7,979,929	7,288,296	6,596,663	5,904,971	5,213,246
Profit	17%	8,836,182	8,177,488	7,518,793	6,860,098	6,201,404	5,542,650	4,883,863
20.00%	18%	8,309,170	7,683,414	7,057,657	6,431,901	5,806,144	5,180,329	4,554,480
	19%	7,782,157	7,189,339	6,596,521	6,003,703	5,410,885	4,818,008	4,225,097
	20%	7,255,145	6,695,265	6,135,385	5,575,506	5,015,626	4,455,687	3,895,714
	21%	6,728,132	6,201,191	5,674,249	5,147,308	4,620,366	4,093,366	3,566,331
	22%	6,201,120	5,707,117	5,213,113	4,719,110	4,225,107	3,731,045	3,236,949
	23%	5,674,107	5,213,042	4,751,977	4,290,913	3,829,848	3,368,723	2,907,566
	24%	5,147,095	4,718,968	4,290,842	3,862,715	3,434,588	3,006,402	2,578,183
	25%	4,620,082	4,224,894	3,829,706	3,434,517	3,039,329	2,644,081	2,248,800

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AL
Title: 250 No. Units, Value Area - Lower C
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	6,135,385	20%	25%	30%	35%	40%	45%	50%
	100,000	8,902,478	8,342,598	7,782,719	7,222,839	6,662,959	6,103,020	5,543,048
	150,000	7,872,895	7,313,015	6,753,135	6,193,256	5,633,376	5,073,437	4,513,464
TLV (per acre)	200,000	6,843,312	6,283,432	5,723,552	5,163,672	4,603,792	4,043,853	3,483,881
180,000	250,000	5,813,728	5,253,848	4,693,969	4,134,089	3,574,209	3,014,270	2,454,298
	300,000	4,784,145	4,224,265	3,664,385	3,104,506	2,544,626	1,984,687	1,424,714
	350,000	3,754,562	3,194,682	2,634,802	2,074,922	1,515,042	955,103	395,131
	400,000	2,724,978	2,165,098	1,605,219	1,045,339	485,459	(74,480)	(634,452)
	450,000	1,695,395	1,135,515	575,635	15,756	(544,124)	(1,104,063)	(1,664,036)
	500,000	665,812	105,932	(453,948)	(1,013,828)	(1,573,708)	(2,133,647)	(2,693,619)
	550,000	(363,772)	(923,652)	(1,483,531)	(2,043,411)	(2,603,291)	(3,163,230)	(3,723,202)

		AH - % on site 30%						
Balance (RLV - TLV)	6,135,385	20%	25%	30%	35%	40%	45%	50%
	25	6,513,845	5,953,965	5,394,085	4,834,206	4,274,326	3,714,387	3,154,414
	26	6,684,914	6,125,034	5,565,155	5,005,275	4,445,395	3,885,456	3,325,483
Density (dph)	27	6,843,312	6,283,432	5,723,552	5,163,672	4,603,792	4,043,853	3,483,881
30	28	6,990,395	6,430,515	5,870,635	5,310,756	4,750,876	4,190,937	3,630,964
	29	7,127,335	6,567,455	6,007,575	5,447,695	4,887,815	4,327,876	3,767,904
	30	7,255,145	6,695,265	6,135,385	5,575,506	5,015,626	4,455,687	3,895,714
	31	7,374,709	6,814,830	6,254,950	5,695,070	5,135,190	4,575,251	4,015,279
	32	7,486,801	6,926,921	6,367,042	5,807,162	5,247,282	4,687,343	4,127,371
	33	7,592,099	7,032,220	6,472,340	5,912,460	5,352,580	4,792,641	4,232,669
	34	7,691,204	7,131,324	6,571,444	6,011,564	5,451,685	4,891,746	4,331,773
	35	7,784,645	7,224,765	6,664,885	6,105,006	5,545,126	4,985,187	4,425,214

		AH - % on site 30%						
Balance (RLV - TLV)	6,135,385	20%	25%	30%	35%	40%	45%	50%
	25%	7,267,648	6,707,768	6,147,888	5,588,008	5,028,128	4,468,195	3,908,222
	30%	7,261,396	6,701,516	6,141,637	5,581,757	5,021,877	4,461,941	3,901,968
% Cat M4(2)	35%	7,255,145	6,695,265	6,135,385	5,575,506	5,015,626	4,455,687	3,895,714
35%	40%	7,248,894	6,689,014	6,129,134	5,569,254	5,009,374	4,449,433	3,889,460
	45%	7,242,642	6,682,762	6,122,883	5,563,003	5,003,123	4,443,179	3,883,206
	50%	7,236,391	6,676,511	6,116,631	5,556,752	4,996,872	4,436,925	3,876,953
	55%	7,230,140	6,670,260	6,110,380	5,550,500	4,990,620	4,430,671	3,870,699
	60%	7,223,888	6,664,008	6,104,129	5,544,249	4,984,369	4,424,417	3,864,445
	65%	7,217,637	6,657,757	6,097,877	5,537,998	4,978,118	4,418,163	3,858,191

		AH - % on site 30%						
Balance (RLV - TLV)	6,135,385	20%	25%	30%	35%	40%	45%	50%
	95%	8,797,819	8,228,578	7,659,337	7,090,065	6,520,770	5,951,474	5,382,179
	100%	7,255,145	6,695,265	6,135,385	5,575,506	5,015,626	4,455,687	3,895,714
Build rate (£psm)	105%	5,712,105	5,161,552	4,610,999	4,060,446	3,509,892	2,959,237	2,408,554
	110%	4,168,508	3,627,248	3,085,988	2,544,727	2,003,366	1,461,938	920,510
	115%	2,624,159	2,092,159	1,560,160	1,028,006	495,803	(36,508)	(568,957)
	120%	1,078,863	556,071	33,061	(489,976)	(1,013,267)	(1,536,753)	(2,060,528)
	125%	(467,727)	(981,574)	(1,495,670)	(2,009,985)	(2,524,642)	(3,039,761)	(3,555,517)
	130%	(2,016,190)	(2,521,356)	(3,026,913)	(3,532,984)	(4,088,825)	(4,669,157)	(5,251,258)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AM
Title: 350 No. Units, Value Area - High A
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			350	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	36.8	32.0%	33.6	20%	70.4
3 bed House	54.0%	132.3	34.0%	35.7	48%	168.0
4 bed House	20.0%	49.0	6.0%	6.3	16%	55.3
5 bed House	4.0%	9.8	0.0%	0.0	3%	9.8
1 bed Flat	3.0%	7.4	14.0%	14.7	6%	22.1
2 bed Flat	3.0%	7.4	13.0%	13.7	6%	21.0
1 bed Bungalow	1.0%	2.5	1.0%	1.1	1%	3.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	245.0	100.0%	105.0	100%	350.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	2,830	30,459	2,587	27,848	5,417	58,308
3 bed House	12,569	135,286	3,392	36,506	15,960	171,792
4 bed House	5,439	58,545	699	7,527	6,138	66,072
5 bed House	1,411	15,190	0	0	1,411	15,190
1 bed Flat	424	4,561	847	9,121	1,271	13,682
2 bed Flat	545	5,864	1,012	10,890	1,556	16,754
1 bed Bungalow	123	1,319	53	565	175	1,884
2 bed Bungalow	0	0	0	0	0	0
	23,339	251,223	8,590	92,458	31,929	343,681
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	26,381,250
3 bed House	425,000	4,474	416	71,400,000
4 bed House	420,000	3,784	352	23,226,000
5 bed House	600,000	4,167	387	5,880,000
1 bed Flat	275,000	5,612	521	6,063,750
2 bed Flat	325,000	5,159	479	6,825,000
1 bed Bungalow	275,000	5,500	511	962,500
2 bed Bungalow	340,000	5,574	518	0
				140,738,500

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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Scheme Ref: AM
Title: 350 No. Units, Value Area - High A
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	36.8	@	375,000		13,781,250
3 bed House	132.3	@	425,000		56,227,500
4 bed House	49.0	@	420,000		20,580,000
5 bed House	9.8	@	600,000		5,880,000
1 bed Flat	7.4	@	275,000		2,021,250
2 bed Flat	7.4	@	325,000		2,388,750
1 bed Bungalow	2.5	@	275,000		673,750
2 bed Bungalow	0.0	@	340,000		-
	245.0				101,552,500
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	24.5	@	228,750		5,610,780
3 bed House	26.1	@	259,250		6,756,314
4 bed House	4.6	@	256,200		1,178,264
5 bed House	0.0	@	366,000		-
1 bed Flat	10.7	@	167,750		1,800,125
2 bed Flat	10.0	@	198,250		1,975,462
1 bed Bungalow	0.8	@	167,750		128,580
2 bed Bungalow	0.0	@	207,400		-
	76.7				17,449,526
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	9.1	@	273,750		2,483,460
3 bed House	9.6	@	310,250		2,990,500
4 bed House	1.7	@	306,600		521,527
5 bed House	0.0	@	438,000		-
1 bed Flat	4.0	@	200,750		796,777
2 bed Flat	3.7	@	237,250		874,385
1 bed Bungalow	0.3	@	200,750		56,913
2 bed Bungalow	0.0	@	248,200		-
	28.4				7,723,561
Sub-total GDV Residential	**350.0**				**126,725,586**
AH on-site cost analysis:				*£MV less £GDV*	*14,012,914*
	439	*£ psm (total GIA sqm)*		*40,037*	*£ per unit (total units)*
Grant	350	@	0		-
Total GDV					**126,725,586**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AM
Title: 350 No. Units, Value Area - High A
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(160,000)
Statutory Planning Fees (Residential)									(53,549)
CIL			23,339	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		350	units @	21,200	per unit		(7,420,000)	(7,420,000)
S106 analysis:			*5.86%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			31,929	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			28.83	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		28.83	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			5,417	sqm @	1,195	psm			(6,473,255)
3 bed House			15,960	sqm @	1,195	psm			(19,072,200)
4 bed House			6,138	sqm @	1,195	psm			(7,335,269)
5 bed House			1,411	sqm @	1,195	psm			(1,686,384)
1 bed Flat			1,271	sqm @	1,372	psm			(1,743,973)
2 bed Flat			1,556	sqm @	1,372	psm			(2,135,478)
1 bed Bungalow			175	sqm @	1,195	psm			(209,125)
2 bed Bungalow		31,929	-	sqm @	1,195	psm			-
External works			38,655,684	@	15.0%				(5,798,353)
					16,567	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		350	units @	521	£ per dwelling	(63,823)
M4(3) Category 3 Housing		5%	of All units		350	units @	10,307	£ per dwelling	(180,373)
Water efficiency					350	units @	9	£ per dwelling	(3,150)
Contingency			44,701,381	@	3.0%				(1,341,041)
Professional Fees			44,701,381	@	6.5%				(2,905,590)
Disposal Costs -									
Marketing and Promotion			101,552,500	OMS @	3.00%				(3,046,575)
Residential Sales Agent Costs			101,552,500	OMS @	1.00%				(1,015,525)
Residential Sales Legal Costs			101,552,500	OMS @	0.50%				(507,763)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(29,242)
Developers Profit -									
Margin on AH			25,173,086		6.00%	on AH values			(1,510,385)
Profit on GDV			101,552,500		20.00%				(20,310,500)
			61,180,666		*33.20%*	*on costs*	*(20,310,500)*		
			126,725,586		*17.22%*	*blended*	*(21,820,885)*		
TOTAL COSTS									**(83,001,551)**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AM
Title: 350 No. Units, Value Area - High A
Notes: Greenfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							43,724,036
SDLT			43,724,036	@	5.0%	(slabbed)	(2,175,702)
Acquisition Agent fees			43,724,036	@	1.0%		(437,240)
Acquisition Legal fees			43,724,036	@	0.5%		(218,620)
Interest on Land			43,724,036	@	6.0%		(2,623,442)
Residual Land Value							**38,269,031**
RLV analysis:	*109,340*	*£ per plot*	*3,280,203*	*£ per ha*	*1,327,480*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			11.67	ha	28.83	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	30,476	£ per plot	914,270	£ per ha	370,000	£ per acre	**10,666,483**

BALANCE							
Surplus/(Deficit)			**2,365,933**	£ per ha	**957,480**	£ per acre	**27,602,548**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AM
Title: 350 No. Units, Value Area - High A
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	27,602,548	20%	25%	30%	35%	40%	45%	50%
	0	29,756,959	28,679,753	27,602,548	26,525,342	25,448,137	24,370,863	23,293,569
	10	29,513,139	28,451,172	27,389,205	26,327,238	25,265,272	24,203,305	23,141,338
	20	29,268,198	28,221,653	27,175,107	26,128,561	25,082,016	24,035,470	22,988,925
	30	29,022,501	27,991,471	26,960,442	25,929,413	24,898,261	23,867,028	22,835,795
	40	28,776,037	27,760,620	26,745,017	25,729,376	24,713,734	23,698,092	22,682,450
CIL £psm	50	28,528,639	27,528,684	26,528,729	25,528,774	24,528,820	23,528,830	22,528,575
0.00	60	28,280,195	27,296,025	26,311,854	25,327,683	24,343,271	23,358,779	22,374,286
	70	28,030,961	27,062,672	26,094,327	25,125,694	24,157,060	23,188,427	22,219,663
	80	27,780,925	26,828,473	25,875,797	24,923,121	23,970,445	23,017,513	22,064,417
	90	27,529,897	26,593,277	25,656,658	24,720,038	23,783,086	22,846,023	21,908,961
	100	27,277,828	26,357,365	25,436,902	24,516,078	23,595,148	22,674,218	21,752,828
	110	27,024,933	26,120,727	25,216,183	24,311,486	23,406,789	22,501,636	21,596,395
	120	26,771,201	25,883,092	24,994,728	24,106,365	23,217,601	22,328,669	21,439,503
	130	26,516,490	25,644,562	24,772,634	23,900,414	23,027,893	22,155,247	21,282,081
	140	26,260,671	25,405,282	24,549,762	23,693,753	22,837,745	21,981,105	21,124,425
	150	26,003,990	25,165,244	24,325,936	23,486,544	22,646,711	21,806,623	20,966,003
	160	25,746,436	24,924,121	24,101,450	23,278,583	22,455,188	21,631,508	20,807,339
	170	25,487,987	24,682,140	23,876,294	23,069,805	22,263,208	21,455,827	20,648,144
	180	25,228,291	24,439,376	23,650,151	22,860,458	22,070,310	21,279,788	20,488,459
	190	24,967,695	24,195,818	23,423,217	22,650,468	21,876,928	21,102,965	20,328,489
	200	24,706,188	23,951,157	23,195,591	22,439,521	21,683,070	20,925,704	20,167,770

		AH - % on site 30%						
Balance (RLV - TLV)	27,602,548	20%	25%	30%	35%	40%	45%	50%
	15,000	31,657,921	30,580,627	29,503,333	28,426,040	27,348,746	26,271,452	25,194,158
	16,000	31,351,375	30,274,081	29,196,787	28,119,493	27,042,199	25,964,905	24,887,611
	17,000	31,044,769	29,967,534	28,890,240	27,812,946	26,735,652	25,658,358	24,581,064
	18,000	30,738,147	29,660,942	28,583,694	27,506,400	26,429,106	25,351,812	24,274,518
	19,000	30,431,526	29,354,320	28,277,115	27,199,853	26,122,559	25,045,265	23,967,971
Site Specific S106	20,000	30,124,905	29,047,699	27,970,493	26,893,288	25,816,013	24,738,719	23,661,425
21,200	21,000	29,818,283	28,741,078	27,663,872	26,586,666	25,509,461	24,432,172	23,354,878
	22,000	29,511,662	28,434,456	27,357,251	26,280,045	25,202,840	24,125,625	23,048,331
	23,000	29,205,041	28,127,835	27,050,629	25,973,424	24,896,218	23,819,013	22,741,785
	24,000	28,898,419	27,821,214	26,744,008	25,666,802	24,589,597	23,512,391	22,435,186
	25,000	28,591,798	27,514,592	26,437,387	25,360,181	24,282,975	23,205,770	22,128,564
	26,000	28,285,176	27,207,971	26,130,765	25,053,560	23,976,354	22,899,149	21,821,943
	27,000	27,978,555	26,901,349	25,824,144	24,746,938	23,669,733	22,592,527	21,515,322
	28,000	27,671,934	26,594,728	25,517,523	24,440,317	23,363,111	22,285,906	21,208,700
	29,000	27,365,312	26,288,107	25,210,901	24,133,696	23,056,490	21,979,284	20,902,079
	30,000	27,058,691	25,981,485	24,904,280	23,827,074	22,749,869	21,672,663	20,595,457
	31,000	26,752,070	25,674,864	24,597,658	23,520,453	22,443,247	21,366,042	20,288,836
	32,000	26,445,448	25,368,243	24,291,037	23,213,832	22,136,626	21,059,420	19,982,215
	33,000	26,138,827	25,061,621	23,984,416	22,907,210	21,830,005	20,752,799	19,675,593
	34,000	25,832,206	24,755,000	23,677,794	22,600,589	21,523,383	20,446,178	19,368,972
	35,000	25,525,584	24,448,379	23,371,173	22,293,967	21,216,762	20,139,556	19,062,351

		AH - % on site 30%						
Balance (RLV - TLV)	27,602,548	20%	25%	30%	35%	40%	45%	50%
	15%	34,834,584	33,440,027	32,045,470	30,650,913	29,256,355	27,861,730	26,467,084
	16%	33,819,059	32,487,972	31,156,885	29,825,798	28,494,712	27,163,556	25,832,381
Profit	17%	32,803,534	31,535,917	30,268,301	29,000,684	27,733,068	26,465,383	25,197,678
20.00%	18%	31,788,009	30,583,863	29,379,717	28,175,570	26,971,424	25,767,210	24,562,975
	19%	30,772,484	29,631,808	28,491,132	27,350,456	26,209,780	25,069,036	23,928,272
	20%	29,756,959	28,679,753	27,602,548	26,525,342	25,448,137	24,370,863	23,293,569
	21%	28,741,434	27,727,699	26,713,963	25,700,228	24,686,493	23,672,689	22,658,866
	22%	27,725,909	26,775,644	25,825,379	24,875,114	23,924,849	22,974,516	22,024,162
	23%	26,710,384	25,823,589	24,936,795	24,050,000	23,163,205	22,276,342	21,389,459
	24%	25,694,859	24,871,535	24,048,210	23,224,886	22,401,562	21,578,169	20,754,756
	25%	24,679,334	23,919,480	23,159,626	22,399,772	21,639,918	20,879,995	20,120,053

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AM
Title: 350 No. Units, Value Area - High A
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	27,602,548	20%	25%	30%	35%	40%	45%	50%
	100,000	37,540,609	36,463,403	35,386,198	34,308,992	33,231,787	32,154,513	31,077,219
	150,000	36,099,192	35,021,987	33,944,781	32,867,576	31,790,370	30,713,096	29,635,802
TLV (per acre)	200,000	34,657,776	33,580,570	32,503,364	31,426,159	30,348,953	29,271,679	28,194,385
370,000	250,000	33,216,359	32,139,153	31,061,948	29,984,742	28,907,537	27,830,263	26,752,969
	300,000	31,774,942	30,697,737	29,620,531	28,543,326	27,466,120	26,388,846	25,311,552
	350,000	30,333,526	29,256,320	28,179,114	27,101,909	26,024,703	24,947,429	23,870,135
	400,000	28,892,109	27,814,903	26,737,698	25,660,492	24,583,287	23,506,013	22,428,719
	450,000	27,450,692	26,373,487	25,296,281	24,219,076	23,141,870	22,064,596	20,987,302
	500,000	26,009,276	24,932,070	23,854,864	22,777,659	21,700,453	20,623,179	19,545,885
	550,000	24,567,859	23,490,653	22,413,448	21,336,242	20,259,037	19,181,763	18,104,469

		AH - % on site 30%						
Balance (RLV - TLV)	27,602,548	20%	25%	30%	35%	40%	45%	50%
	25	27,623,662	26,546,457	25,469,251	24,392,046	23,314,840	22,237,566	21,160,272
	26	28,115,962	27,038,756	25,961,550	24,884,345	23,807,139	22,729,865	21,652,571
Density (dph)	27	28,571,794	27,494,589	26,417,383	25,340,177	24,262,972	23,185,698	22,108,404
30	28	28,995,067	27,917,862	26,840,656	25,763,451	24,686,245	23,608,971	22,531,677
	29	29,389,149	28,311,944	27,234,738	26,157,532	25,080,327	24,003,053	22,925,759
	30	29,756,959	28,679,753	27,602,548	26,525,342	25,448,137	24,370,863	23,293,569
	31	30,101,039	29,023,833	27,946,628	26,869,422	25,792,217	24,714,943	23,637,649
	32	30,423,614	29,346,409	28,269,203	27,191,997	26,114,792	25,037,518	23,960,224
	33	30,726,639	29,649,434	28,572,228	27,495,023	26,417,817	25,340,543	24,263,249
	34	31,011,839	29,934,634	28,857,428	27,780,223	26,703,017	25,625,743	24,548,449
	35	31,280,742	30,203,537	29,126,331	28,049,126	26,971,920	25,894,646	24,817,352

		AH - % on site 30%						
Balance (RLV - TLV)	27,602,548	20%	25%	30%	35%	40%	45%	50%
	25%	29,774,440	28,697,235	27,620,029	26,542,824	25,465,618	24,388,341	23,311,047
	30%	29,765,700	28,688,494	27,611,289	26,534,083	25,456,877	24,379,602	23,302,308
% Cat M4(2)	35%	29,756,959	28,679,753	27,602,548	26,525,342	25,448,137	24,370,863	23,293,569
35%	40%	29,748,218	28,671,013	27,593,807	26,516,602	25,439,396	24,362,123	23,284,829
	45%	29,739,478	28,662,272	27,585,066	26,507,861	25,430,655	24,353,384	23,276,090
	50%	29,730,737	28,653,531	27,576,326	26,499,120	25,421,915	24,344,645	23,267,351
	55%	29,721,996	28,644,791	27,567,585	26,490,379	25,413,174	24,335,906	23,258,612
	60%	29,713,255	28,636,050	27,558,844	26,481,639	25,404,433	24,327,166	23,249,872
	65%	29,704,515	28,627,309	27,550,104	26,472,898	25,395,692	24,318,427	23,241,133

		AH - % on site 30%						
Balance (RLV - TLV)	27,602,548	20%	25%	30%	35%	40%	45%	50%
	95%	31,914,134	30,823,697	29,733,240	28,642,784	27,552,327	26,461,871	25,371,414
	100%	29,756,959	28,679,753	27,602,548	26,525,342	25,448,137	24,370,863	23,293,569
Build rate (£psm)	105%	27,599,784	26,535,743	25,471,702	24,407,662	23,343,621	22,279,580	21,215,539
	110%	25,442,609	24,391,733	23,340,857	22,289,981	21,239,105	20,188,228	19,137,352
	115%	23,285,435	22,247,723	21,210,012	20,172,300	19,134,589	18,096,877	17,059,166
	120%	21,127,856	20,103,354	19,078,851	18,054,349	17,029,846	16,005,344	14,980,841
	125%	18,970,267	17,958,932	16,947,597	15,936,261	14,924,926	13,913,591	12,902,256
	130%	16,812,678	15,814,510	14,816,342	13,818,174	12,820,006	11,821,838	10,823,670

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AN
Title: 350 No. Units, Value Area - Medium B
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			350	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	36.8	32.0%	33.6	20%	70.4
3 bed House	54.0%	132.3	34.0%	35.7	48%	168.0
4 bed House	20.0%	49.0	6.0%	6.3	16%	55.3
5 bed House	4.0%	9.8	0.0%	0.0	3%	9.8
1 bed Flat	3.0%	7.4	14.0%	14.7	6%	22.1
2 bed Flat	3.0%	7.4	13.0%	13.7	6%	21.0
1 bed Bungalow	1.0%	2.5	1.0%	1.1	1%	3.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	245.0	100.0%	105.0	100%	350.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	2,830	30,459	2,587	27,848	5,417	58,308
3 bed House	12,569	135,286	3,392	36,506	15,960	171,792
4 bed House	5,439	58,545	699	7,527	6,138	66,072
5 bed House	1,411	15,190	0	0	1,411	15,190
1 bed Flat	424	4,561	847	9,121	1,271	13,682
2 bed Flat	545	5,864	1,012	10,890	1,556	16,754
1 bed Bungalow	123	1,319	53	565	175	1,884
2 bed Bungalow	0	0	0	0	0	0
	23,339	251,223	8,590	92,458	31,929	343,681
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	21,105,000
3 bed House	320,000	3,368	313	53,760,000
4 bed House	340,000	3,063	285	18,802,000
5 bed House	550,000	3,819	355	5,390,000
1 bed Flat	185,000	3,776	351	4,079,250
2 bed Flat	250,000	3,968	369	5,250,000
1 bed Bungalow	250,000	5,000	465	875,000
2 bed Bungalow	290,000	4,754	442	0
				109,261,250

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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Scheme Ref: AN
Title: 350 No. Units, Value Area - Medium B
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	36.8	@	300,000		11,025,000
3 bed House	132.3	@	320,000		42,336,000
4 bed House	49.0	@	340,000		16,660,000
5 bed House	9.8	@	550,000		5,390,000
1 bed Flat	7.4	@	185,000		1,359,750
2 bed Flat	7.4	@	250,000		1,837,500
1 bed Bungalow	2.5	@	250,000		612,500
2 bed Bungalow	0.0	@	290,000		-
	245.0				79,220,750
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	24.5	@	183,000		4,488,624
3 bed House	26.1	@	195,200		5,087,107
4 bed House	4.6	@	207,400		953,833
5 bed House	0.0	@	335,500		-
1 bed Flat	10.7	@	112,850		1,210,993
2 bed Flat	10.0	@	152,500		1,519,586
1 bed Bungalow	0.8	@	152,500		116,891
2 bed Bungalow	0.0	@	176,900		-
	76.7				13,377,035
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	9.1	@	219,000		1,986,768
3 bed House	9.6	@	233,600		2,251,670
4 bed House	1.7	@	248,200		422,188
5 bed House	0.0	@	401,500		-
1 bed Flat	4.0	@	135,050		536,013
2 bed Flat	3.7	@	182,500		672,604
1 bed Bungalow	0.3	@	182,500		51,739
2 bed Bungalow	0.0	@	211,700		-
	28.4				5,920,983
Sub-total GDV Residential	**350.0**				**98,518,767**
AH on-site cost analysis:				*£MV less £GDV*	*10,742,483*
	336	*£ psm (total GIA sqm)*		*30,693*	*£ per unit (total units)*
Grant	350	@	0		-
Total GDV					**98,518,767**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AN
Title: 350 No. Units, Value Area - Medium B
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(160,000)
Statutory Planning Fees (Residential)									(53,549)
CIL			23,339	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		350	units @	21,200	per unit		(7,420,000)	(7,420,000)
S106 analysis:			*7.53%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			31,929	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			28.83	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		28.83	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			5,417	sqm @	1,195	psm			(6,473,255)
3 bed House			15,960	sqm @	1,195	psm			(19,072,200)
4 bed House			6,138	sqm @	1,195	psm			(7,335,269)
5 bed House			1,411	sqm @	1,195	psm			(1,686,384)
1 bed Flat			1,271	sqm @	1,372	psm			(1,743,973)
2 bed Flat			1,556	sqm @	1,372	psm			(2,135,478)
1 bed Bungalow			175	sqm @	1,195	psm			(209,125)
2 bed Bungalow		31,929	-	sqm @	1,195	psm			-
External works			38,655,684	@	15.0%				(5,798,353)
					16,567	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		350	units @	521	£ per dwelling	(63,823)
M4(3) Category 3 Housing		5%	of All units		350	units @	10,307	£ per dwelling	(180,373)
Water efficiency					350	units @	9	£ per dwelling	(3,150)
Contingency			44,701,381	@	3.0%				(1,341,041)
Professional Fees			44,701,381	@	6.5%				(2,905,590)
Disposal Costs -									
Marketing and Promotion			79,220,750	OMS @	3.00%				(2,376,623)
Residential Sales Agent Costs			79,220,750	OMS @	1.00%				(792,208)
Residential Sales Legal Costs			79,220,750	OMS @	0.50%				(396,104)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(36,722)
Developers Profit -									
Margin on AH			19,298,017		6.00%	on AH values			(1,157,881)
Profit on GDV			79,220,750		20.00%				(15,844,150)
			60,183,217		*26.33%*	*on costs*	*(15,844,150)*		
			98,518,767		*17.26%*	*blended*	*(17,002,031)*		
TOTAL COSTS									**(77,185,248)**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref:	**AN**
Title:	**350 No. Units, Value Area - Medium B**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							21,333,519
SDLT			21,333,519	@	5.0%	(slabbed)	(1,056,176)
Acquisition Agent fees			21,333,519	@	1.0%		(213,335)
Acquisition Legal fees			21,333,519	@	0.5%		(106,668)
Interest on Land			21,333,519	@	6.0%		(1,280,011)
Residual Land Value							**18,677,329**
RLV analysis:	*53,364*	*£ per plot*	*1,600,914*	*£ per ha*	*647,881*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			11.67	ha	28.83	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	21,415	£ per plot	642,460	£ per ha	260,000	£ per acre	**7,495,367**

BALANCE							
Surplus/(Deficit)			**958,454**	£ per ha	**387,881**	£ per acre	**11,181,962**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AN
Title: 350 No. Units, Value Area - Medium B
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	11,181,962	20%	25%	30%	35%	40%	45%	50%
	0	12,839,876	12,010,919	11,181,962	10,353,005	9,524,049	8,695,092	7,866,135
	10	12,592,918	11,779,368	10,965,818	10,152,269	9,338,719	8,525,170	7,711,620
	20	12,344,487	11,546,464	10,748,440	9,950,416	9,152,384	8,354,349	7,556,315
	30	12,094,394	11,312,028	10,529,662	9,747,296	8,964,930	8,182,564	7,400,198
	40	11,842,830	11,076,232	10,309,634	9,543,036	8,776,437	8,009,839	7,243,241
CIL £psm	50	11,589,783	10,839,064	10,088,345	9,337,625	8,586,906	7,836,187	7,085,467
0.00	60	11,335,138	10,600,511	9,865,783	9,131,055	8,396,326	7,661,598	6,926,870
	70	11,078,807	10,360,326	9,641,844	8,923,313	8,204,689	7,486,064	6,767,440
	80	10,820,946	10,118,719	9,416,491	8,714,264	8,011,983	7,309,576	6,607,170
	90	10,561,540	9,875,683	9,189,825	8,503,967	7,818,110	7,132,126	6,446,052
	100	10,300,283	9,631,125	8,961,834	8,292,462	7,623,090	6,953,704	6,284,078
	110	10,037,439	9,384,923	8,732,406	8,079,737	7,426,968	6,774,200	6,121,240
	120	9,773,002	9,137,246	8,501,490	7,865,733	7,229,734	6,593,687	5,957,530
	130	9,506,678	8,888,082	8,269,206	7,650,330	7,031,376	6,412,170	5,792,941
	140	9,238,679	8,637,133	8,035,542	7,433,667	6,831,792	6,229,641	5,627,395
	150	8,969,036	8,384,654	7,800,272	7,215,734	6,630,982	6,046,090	5,460,926
	160	8,697,392	8,130,641	7,563,546	6,996,451	6,429,013	5,861,506	5,293,548
	170	8,424,060	7,874,790	7,325,395	6,775,712	6,225,874	5,675,736	5,125,252
	180	8,148,925	7,617,343	7,085,653	6,553,662	6,021,515	5,488,912	4,956,030
	190	7,871,810	7,358,287	6,844,328	6,330,290	5,815,805	5,301,023	4,785,874
	200	7,592,962	7,097,318	6,601,536	6,105,386	5,608,889	5,112,059	4,614,775

		AH - % on site 30%						
Balance (RLV - TLV)	11,181,962	20%	25%	30%	35%	40%	45%	50%
	15,000	14,741,972	13,913,028	13,084,084	12,255,139	11,426,186	10,597,230	9,768,273
	16,000	14,435,218	13,606,261	12,777,304	11,948,347	11,119,390	10,290,433	9,461,476
	17,000	14,128,421	13,299,464	12,470,507	11,641,551	10,812,594	9,983,637	9,154,680
	18,000	13,821,625	12,992,668	12,163,711	11,334,754	10,505,797	9,676,840	8,847,883
	19,000	13,514,828	12,685,872	11,856,915	11,027,958	10,199,001	9,370,044	8,541,087
Site Specific S106	20,000	13,208,032	12,379,075	11,550,118	10,721,161	9,892,204	9,063,247	8,234,290
21,200	21,000	12,901,236	12,072,279	11,243,322	10,414,365	9,585,408	8,756,451	7,927,494
	22,000	12,594,439	11,765,482	10,936,525	10,107,568	9,278,611	8,449,654	7,620,698
	23,000	12,287,643	11,458,686	10,629,729	9,800,772	8,971,815	8,142,841	7,313,829
	24,000	11,980,846	11,151,889	10,322,932	9,493,968	8,664,956	7,835,944	7,006,932
	25,000	11,674,050	10,845,093	10,016,083	9,187,071	8,358,059	7,529,047	6,700,036
	26,000	11,367,211	10,538,199	9,709,187	8,880,175	8,051,163	7,222,151	6,393,139
	27,000	11,060,314	10,231,302	9,402,290	8,573,278	7,744,266	6,915,254	6,086,242
	28,000	10,753,417	9,924,405	9,095,393	8,266,381	7,437,369	6,608,357	5,779,345
	29,000	10,446,520	9,617,508	8,788,496	7,959,484	7,130,472	6,301,460	5,472,422
	30,000	10,139,623	9,310,611	8,481,599	7,652,587	6,823,575	5,994,525	5,165,416
	31,000	9,832,726	9,003,714	8,174,702	7,345,690	6,516,629	5,687,520	4,858,410
	32,000	9,525,829	8,696,817	7,867,805	7,038,733	6,209,623	5,380,514	4,551,404
	33,000	9,218,933	8,389,921	7,560,837	6,731,727	5,902,617	5,073,508	4,244,398
	34,000	8,912,036	8,082,940	7,253,831	6,424,721	5,595,611	4,766,502	3,937,392
	35,000	8,605,044	7,775,935	6,946,825	6,117,715	5,288,606	4,459,496	3,630,304

		AH - % on site 30%						
Balance (RLV - TLV)	11,181,962	20%	25%	30%	35%	40%	45%	50%
	15%	16,800,914	15,724,392	14,647,870	13,571,348	12,494,827	11,418,305	10,341,783
	16%	16,008,706	14,981,697	13,954,689	12,927,680	11,900,671	10,873,662	9,846,653
Profit	17%	15,216,499	14,239,003	13,261,507	12,284,011	11,306,515	10,329,020	9,351,524
20.00%	18%	14,424,291	13,496,308	12,568,326	11,640,343	10,712,360	9,784,377	8,856,394
	19%	13,632,084	12,753,614	11,875,144	10,996,674	10,118,204	9,239,734	8,361,264
	20%	12,839,876	12,010,919	11,181,962	10,353,005	9,524,049	8,695,092	7,866,135
	21%	12,047,669	11,268,225	10,488,781	9,709,337	8,929,893	8,150,449	7,371,005
	22%	11,255,461	10,525,530	9,795,599	9,065,668	8,335,737	7,605,806	6,875,875
	23%	10,463,254	9,782,836	9,102,418	8,422,000	7,741,582	7,061,164	6,380,746
	24%	9,671,046	9,040,141	8,409,236	7,778,331	7,147,426	6,516,521	5,885,616
	25%	8,878,839	8,297,447	7,716,055	7,134,662	6,553,270	5,971,878	5,390,486

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AN
Title: 350 No. Units, Value Area - Medium B
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	11,181,962	20%	25%	30%	35%	40%	45%	50%
	100,000	17,452,410	16,623,453	15,794,496	14,965,539	14,136,582	13,307,625	12,478,668
	150,000	16,010,993	15,182,036	14,353,079	13,524,122	12,695,165	11,866,208	11,037,251
TLV (per acre)	200,000	14,569,576	13,740,619	12,911,662	12,082,705	11,253,749	10,424,792	9,595,835
260,000	250,000	13,128,160	12,299,203	11,470,246	10,641,289	9,812,332	8,983,375	8,154,418
	300,000	11,686,743	10,857,786	10,028,829	9,199,872	8,370,915	7,541,958	6,713,001
	350,000	10,245,326	9,416,369	8,587,412	7,758,455	6,929,499	6,100,542	5,271,585
	400,000	8,803,910	7,974,953	7,145,996	6,317,039	5,488,082	4,659,125	3,830,168
	450,000	7,362,493	6,533,536	5,704,579	4,875,622	4,046,665	3,217,708	2,388,751
	500,000	5,921,076	5,092,119	4,263,162	3,434,205	2,605,249	1,776,292	947,335
	550,000	4,479,660	3,650,703	2,821,746	1,992,789	1,163,832	334,875	(494,082)

		AH - % on site 30%						
Balance (RLV - TLV)	11,181,962	20%	25%	30%	35%	40%	45%	50%
	25	11,340,803	10,511,846	9,682,889	8,853,932	8,024,975	7,196,018	6,367,061
	26	11,686,743	10,857,786	10,028,829	9,199,872	8,370,915	7,541,958	6,713,001
Density (dph)	27	12,007,058	11,178,101	10,349,144	9,520,187	8,691,230	7,862,273	7,033,316
30	28	12,304,493	11,475,536	10,646,579	9,817,622	8,988,665	8,159,708	7,330,751
	29	12,581,415	11,752,458	10,923,501	10,094,545	9,265,588	8,436,631	7,607,674
	30	12,839,876	12,010,919	11,181,962	10,353,005	9,524,049	8,695,092	7,866,135
	31	13,081,662	12,252,705	11,423,748	10,594,791	9,765,835	8,936,878	8,107,921
	32	13,308,337	12,479,380	11,650,423	10,821,466	9,992,509	9,163,552	8,334,595
	33	13,521,273	12,692,316	11,863,359	11,034,402	10,205,445	9,376,489	8,547,532
	34	13,721,684	12,892,727	12,063,770	11,234,813	10,405,856	9,576,899	8,747,943
	35	13,910,643	13,081,686	12,252,729	11,423,772	10,594,815	9,765,858	8,936,901

		AH - % on site 30%						
Balance (RLV - TLV)	11,181,962	20%	25%	30%	35%	40%	45%	50%
	25%	12,857,365	12,028,408	11,199,451	10,370,494	9,541,537	8,712,580	7,883,623
	30%	12,848,621	12,019,664	11,190,707	10,361,750	9,532,793	8,703,836	7,874,879
% Cat M4(2)	35%	12,839,876	12,010,919	11,181,962	10,353,005	9,524,049	8,695,092	7,866,135
35%	40%	12,831,132	12,002,175	11,173,218	10,344,261	9,515,304	8,686,347	7,857,390
	45%	12,822,388	11,993,431	11,164,474	10,335,517	9,506,560	8,677,603	7,848,646
	50%	12,813,643	11,984,686	11,155,729	10,326,773	9,497,816	8,668,859	7,839,902
	55%	12,804,899	11,975,942	11,146,985	10,318,028	9,489,071	8,660,114	7,831,157
	60%	12,796,155	11,967,198	11,138,241	10,309,284	9,480,327	8,651,370	7,822,413
	65%	12,787,410	11,958,453	11,129,497	10,300,540	9,471,583	8,642,626	7,813,669

		AH - % on site 30%						
Balance (RLV - TLV)	11,181,962	20%	25%	30%	35%	40%	45%	50%
	95%	14,997,940	14,155,813	13,313,686	12,471,558	11,629,431	10,787,304	9,945,177
	100%	12,839,876	12,010,919	11,181,962	10,353,005	9,524,049	8,695,092	7,866,135
Build rate (£psm)	105%	10,681,717	9,865,878	9,050,040	8,234,201	7,418,363	6,602,524	5,786,685
	110%	8,523,119	7,720,453	6,917,788	6,115,070	5,312,315	4,509,559	3,706,803
	115%	6,364,143	5,574,564	4,784,985	3,995,407	3,205,729	2,416,022	1,626,315
	120%	4,204,706	3,428,180	2,651,654	1,875,121	1,098,429	321,737	(454,972)
	125%	2,044,628	1,281,121	517,614	(246,052)	(1,009,762)	(1,773,565)	(2,537,520)
	130%	(116,273)	(866,793)	(1,617,504)	(2,368,264)	(3,119,239)	(3,870,361)	(4,621,752)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AO
Title: 350 No. Units, Value Area - Lower C
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			350	Units	
AH Policy requirement (% Target)			30%		
AH tenure split %	Affordable Rent:			73%	
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%		
			100%		
CIL Rate (£ psm)			0.00	£ psm	

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	36.8	32.0%	33.6	20%	70.4
3 bed House	54.0%	132.3	34.0%	35.7	48%	168.0
4 bed House	20.0%	49.0	6.0%	6.3	16%	55.3
5 bed House	4.0%	9.8	0.0%	0.0	3%	9.8
1 bed Flat	3.0%	7.4	14.0%	14.7	6%	22.1
2 bed Flat	3.0%	7.4	13.0%	13.7	6%	21.0
1 bed Bungalow	1.0%	2.5	1.0%	1.1	1%	3.5
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	245.0	100.0%	105.0	100%	350.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	2,830	30,459	2,587	27,848	5,417	58,308
3 bed House	12,569	135,286	3,392	36,506	15,960	171,792
4 bed House	5,439	58,545	699	7,527	6,138	66,072
5 bed House	1,411	15,190	0	0	1,411	15,190
1 bed Flat	424	4,561	847	9,121	1,271	13,682
2 bed Flat	545	5,864	1,012	10,890	1,556	16,754
1 bed Bungalow	123	1,319	53	565	175	1,884
2 bed Bungalow	0	0	0	0	0	0
	23,339	251,223	8,590	92,458	31,929	343,681
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	19,698,000
3 bed House	300,000	3,158	293	50,400,000
4 bed House	320,000	2,883	268	17,696,000
5 bed House	500,000	3,472	323	4,900,000
1 bed Flat	175,000	3,571	332	3,858,750
2 bed Flat	200,000	3,175	295	4,200,000
1 bed Bungalow	190,000	3,800	353	665,000
2 bed Bungalow	250,000	4,098	381	0
				101,417,750

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AO
Title: 350 No. Units, Value Area - Lower C
Notes: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	36.8	@	280,000		10,290,000
3 bed House	132.3	@	300,000		39,690,000
4 bed House	49.0	@	320,000		15,680,000
5 bed House	9.8	@	500,000		4,900,000
1 bed Flat	7.4	@	175,000		1,286,250
2 bed Flat	7.4	@	200,000		1,470,000
1 bed Bungalow	2.5	@	190,000		465,500
2 bed Bungalow	0.0	@	250,000		-
	245.0				73,781,750
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	24.5	@	170,800		4,189,382
3 bed House	26.1	@	183,000		4,769,163
4 bed House	4.6	@	195,200		897,725
5 bed House	0.0	@	305,000		-
1 bed Flat	10.7	@	106,750		1,145,534
2 bed Flat	10.0	@	122,000		1,215,669
1 bed Bungalow	0.8	@	115,900		88,837
2 bed Bungalow	0.0	@	152,500		-
	76.7				12,306,311
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	9.1	@	204,400		1,854,317
3 bed House	9.6	@	219,000		2,110,941
4 bed House	1.7	@	233,600		397,354
5 bed House	0.0	@	365,000		-
1 bed Flat	4.0	@	127,750		507,040
2 bed Flat	3.7	@	146,000		538,083
1 bed Bungalow	0.3	@	138,700		39,321
2 bed Bungalow	0.0	@	182,500		-
	28.4				5,447,056
Sub-total GDV Residential	**350.0**				**91,535,116**
AH on-site cost analysis:				*£MV less £GDV*	*9,882,634*
	310 £ psm (total GIA sqm)			*28,236 £ per unit (total units)*	
Grant	350	@	0		-
Total GDV					**91,535,116**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AO
Title: 350 No. Units, Value Area - Lower C
Notes: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(160,000)
Statutory Planning Fees (Residential)									(53,549)
CIL			23,339	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		350	units @	21,200	per unit		(7,420,000)	(7,420,000)
S106 analysis:			*8.11%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			31,929	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			28.83	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		28.83	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			5,417	sqm @	1,195	psm			(6,473,255)
3 bed House			15,960	sqm @	1,195	psm			(19,072,200)
4 bed House			6,138	sqm @	1,195	psm			(7,335,269)
5 bed House			1,411	sqm @	1,195	psm			(1,686,384)
1 bed Flat			1,271	sqm @	1,372	psm			(1,743,973)
2 bed Flat			1,556	sqm @	1,372	psm			(2,135,478)
1 bed Bungalow			175	sqm @	1,195	psm			(209,125)
2 bed Bungalow		31,929	-	sqm @	1,195	psm			-
External works			38,655,684	@	15.0%				(5,798,353)
					16,567	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		350	units @	521	£ per dwelling	(63,823)
M4(3) Category 3 Housing		5%	of All units		350	units @	10,307	£ per dwelling	(180,373)
Water efficiency					350	units @	9	£ per dwelling	(3,150)
Contingency			44,701,381	@	3.0%				(1,341,041)
Professional Fees			44,701,381	@	6.5%				(2,905,590)
Disposal Costs -									
Marketing and Promotion			73,781,750	OMS @	3.00%				(2,213,453)
Residential Sales Agent Costs			73,781,750	OMS @	1.00%				(737,818)
Residential Sales Legal Costs			73,781,750	OMS @	0.50%				(368,909)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(40,567)
Developers Profit -									
Margin on AH			17,753,366		6.00%	on AH values			(1,065,202)
Profit on GDV			73,781,750		20.00%				(14,756,350)
			59,942,308		*24.62%*	*on costs*	*(14,756,350)*		
			91,535,116		*17.28%*	*blended*	*(15,821,552)*		
TOTAL COSTS									**(75,763,860)**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref:	**AO**
Title:	**350 No. Units, Value Area - Lower C**
Notes:	**Greenfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							15,771,257
SDLT			15,771,257	@	5.0%	(slabbed)	(778,063)
Acquisition Agent fees			15,771,257	@	1.0%		(157,713)
Acquisition Legal fees			15,771,257	@	0.5%		(78,856)
Interest on Land			15,771,257	@	6.0%		(946,275)
Residual Land Value							**13,810,350**
RLV analysis:	*39,458*	*£ per plot*	*1,183,744*	*£ per ha*	*479,055*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			11.67	ha	28.83	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	14,826	£ per plot	444,780	£ per ha	180,000	£ per acre	**5,189,100**

BALANCE							
Surplus/(Deficit)			**738,964**	£ per ha	**299,055**	£ per acre	**8,621,250**

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AO
Title: 350 No. Units, Value Area - Lower C
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	8,621,250	20%	25%	30%	35%	40%	45%	50%
	0	10,189,566	9,405,408	8,621,250	7,837,042	7,052,790	6,268,538	5,484,286
	10	9,941,026	9,172,253	8,403,480	7,634,707	6,865,934	6,097,161	5,328,388
	20	9,690,633	8,937,451	8,184,268	7,431,086	6,677,876	5,924,631	5,171,386
	30	9,438,410	8,700,905	7,963,399	7,225,893	6,488,387	5,750,882	5,013,376
	40	9,184,308	8,462,655	7,741,003	7,019,351	6,297,698	5,576,046	4,854,393
CIL £psm	50	8,928,276	8,222,600	7,516,925	6,811,250	6,105,575	5,399,900	4,694,224
0.00	60	8,670,372	7,980,819	7,291,267	6,601,714	5,912,161	5,222,608	4,533,055
	70	8,410,402	7,737,136	7,063,870	6,390,604	5,717,337	5,044,071	4,370,805
	80	8,148,583	7,491,737	6,834,868	6,178,000	5,521,131	4,864,262	4,207,393
	90	7,884,566	7,244,302	6,604,039	5,963,776	5,323,512	4,683,249	4,042,956
	100	7,618,600	6,995,105	6,371,611	5,748,029	5,124,444	4,500,860	3,877,276
	110	7,350,537	6,743,886	6,137,235	5,530,584	4,923,933	4,317,282	3,710,517
	120	7,080,288	6,490,739	5,901,191	5,311,617	4,721,933	4,132,249	3,542,566
	130	6,807,988	6,235,669	5,663,256	5,090,843	4,518,430	3,946,017	3,373,428
	140	6,533,409	5,978,442	5,423,475	4,868,507	4,313,427	3,758,275	3,203,124
	150	6,256,604	5,719,261	5,181,895	4,644,362	4,106,829	3,569,296	3,031,549
	160	5,977,619	5,457,988	4,938,254	4,418,520	3,898,749	3,378,779	2,858,810
	170	5,696,266	5,194,515	4,692,765	4,190,947	3,688,953	3,186,959	2,684,736
	180	5,412,546	4,928,966	4,445,314	3,961,482	3,477,650	2,993,599	2,509,476
	190	5,126,512	4,661,245	4,195,765	3,730,286	3,264,620	2,798,841	2,332,844
	200	4,838,114	4,391,185	3,944,252	3,497,194	3,049,950	2,602,568	2,154,976

		AH - % on site 30%						
Balance (RLV - TLV)	8,621,250	20%	25%	30%	35%	40%	45%	50%
	15,000	12,092,276	11,308,168	10,524,010	9,739,852	8,955,694	8,171,536	7,387,378
	16,000	11,785,430	11,001,271	10,217,113	9,432,955	8,648,797	7,864,639	7,080,481
	17,000	11,478,533	10,694,375	9,910,217	9,126,058	8,341,900	7,557,742	6,773,584
	18,000	11,171,636	10,387,478	9,603,320	8,819,162	8,035,004	7,250,845	6,466,687
	19,000	10,864,739	10,080,581	9,296,423	8,512,265	7,728,107	6,943,949	6,159,699
Site Specific S106	20,000	10,557,842	9,773,684	8,989,526	8,205,368	7,421,197	6,636,945	5,852,693
21,200	21,000	10,250,945	9,466,787	8,682,629	7,898,443	7,114,191	6,329,939	5,545,687
	22,000	9,944,048	9,159,890	8,375,689	7,591,437	6,807,185	6,022,933	5,238,681
	23,000	9,637,152	8,852,935	8,068,683	7,284,431	6,500,179	5,715,927	4,931,675
	24,000	9,330,182	8,545,930	7,761,678	6,977,426	6,193,174	5,408,922	4,624,574
	25,000	9,023,176	8,238,924	7,454,672	6,670,420	5,886,168	5,101,837	4,317,451
	26,000	8,716,170	7,931,918	7,147,666	6,363,414	5,579,100	4,794,713	4,010,327
	27,000	8,409,164	7,624,912	6,840,660	6,056,362	5,271,976	4,487,590	3,703,203
	28,000	8,102,158	7,317,906	6,533,625	5,749,239	4,964,852	4,180,466	3,396,023
	29,000	7,795,152	7,010,888	6,226,501	5,442,115	4,657,729	3,873,334	3,088,773
	30,000	7,488,146	6,703,764	5,919,378	5,134,991	4,350,605	3,566,084	2,781,523
	31,000	7,181,027	6,396,640	5,612,254	4,827,868	4,043,395	3,258,834	2,474,273
	32,000	6,873,903	6,089,517	5,305,130	4,520,706	3,736,145	2,951,584	2,166,937
	33,000	6,566,779	5,782,393	4,998,007	4,213,456	3,428,895	2,644,328	1,859,552
	34,000	6,259,656	5,475,269	4,690,767	3,906,206	3,121,645	2,336,943	1,552,167
	35,000	5,952,532	5,168,078	4,383,517	3,598,956	2,814,334	2,029,558	1,244,743

		AH - % on site 30%						
Balance (RLV - TLV)	8,621,250	20%	25%	30%	35%	40%	45%	50%
	15%	13,878,653	12,863,927	11,849,201	10,834,426	9,819,606	8,804,786	7,789,966
	16%	13,140,836	12,172,223	11,203,611	10,234,949	9,266,243	8,297,536	7,328,830
Profit	17%	12,403,018	11,480,520	10,558,021	9,635,472	8,712,879	7,790,287	6,867,694
20.00%	18%	11,665,201	10,788,816	9,912,430	9,035,996	8,159,516	7,283,037	6,406,558
	19%	10,927,383	10,097,112	9,266,840	8,436,519	7,606,153	6,775,788	5,945,422
	20%	10,189,566	9,405,408	8,621,250	7,837,042	7,052,790	6,268,538	5,484,286
	21%	9,451,748	8,713,704	7,975,659	7,237,565	6,499,427	5,761,288	5,023,150
	22%	8,713,931	8,022,000	7,330,069	6,638,089	5,946,064	5,254,039	4,562,014
	23%	7,976,113	7,330,296	6,684,479	6,038,612	5,392,701	4,746,789	4,100,878
	24%	7,238,296	6,638,592	6,038,889	5,439,135	4,839,338	4,239,540	3,639,742
	25%	6,500,478	5,946,888	5,393,298	4,839,658	4,285,974	3,732,290	3,178,606

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171222 CBC Residential Appraisals_AJ-AO_v4

Scheme Ref: AO
Title: 350 No. Units, Value Area - Lower C
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - TLV)	8,621,250	20%	25%	30%	35%	40%	45%	50%
TLV (per acre) 180,000	100,000	12,495,833	11,711,675	10,927,516	10,143,309	9,359,057	8,574,805	7,790,553
	150,000	11,054,416	10,270,258	9,486,100	8,701,892	7,917,640	7,133,388	6,349,136
	200,000	9,612,999	8,828,841	8,044,683	7,260,475	6,476,223	5,691,971	4,907,719
	250,000	8,171,583	7,387,425	6,603,266	5,819,059	5,034,807	4,250,555	3,466,303
	300,000	6,730,166	5,946,008	5,161,850	4,377,642	3,593,390	2,809,138	2,024,886
	350,000	5,288,749	4,504,591	3,720,433	2,936,225	2,151,973	1,367,721	583,469
	400,000	3,847,333	3,063,175	2,279,016	1,494,809	710,557	(73,695)	(857,947)
	450,000	2,405,916	1,621,758	837,600	53,392	(730,860)	(1,515,112)	(2,299,364)
	500,000	964,499	180,341	(603,817)	(1,388,025)	(2,172,277)	(2,956,529)	(3,740,781)
	550,000	(476,917)	(1,261,075)	(2,045,234)	(2,829,441)	(3,613,693)	(4,397,945)	(5,182,197)

		AH - % on site 30%						
Balance (RLV - TLV)	8,621,250	20%	25%	30%	35%	40%	45%	50%
Density (dph) 30	25	9,151,746	8,367,588	7,583,430	6,799,222	6,014,970	5,230,718	4,446,466
	26	9,391,243	8,607,085	7,822,927	7,038,719	6,254,467	5,470,215	4,685,963
	27	9,612,999	8,828,841	8,044,683	7,260,475	6,476,223	5,691,971	4,907,719
	28	9,818,916	9,034,758	8,250,600	7,466,392	6,682,140	5,897,888	5,113,636
	29	10,010,631	9,226,473	8,442,315	7,658,108	6,873,856	6,089,604	5,305,352
	30	10,189,566	9,405,408	8,621,250	7,837,042	7,052,790	6,268,538	5,484,286
	31	10,356,956	9,572,798	8,788,640	8,004,432	7,220,180	6,435,928	5,651,676
	32	10,513,885	9,729,727	8,945,569	8,161,361	7,377,109	6,592,857	5,808,605
	33	10,661,302	9,877,144	9,092,986	8,308,778	7,524,526	6,740,274	5,956,022
	34	10,800,048	10,015,890	9,231,732	8,447,524	7,663,272	6,879,020	6,094,768
	35	10,930,866	10,146,708	9,362,550	8,578,342	7,794,090	7,009,838	6,225,586

		AH - % on site 30%						
Balance (RLV - TLV)	8,621,250	20%	25%	30%	35%	40%	45%	50%
% Cat M4(2) 35%	25%	10,207,059	9,422,901	8,638,743	7,854,540	7,070,288	6,286,036	5,501,784
	30%	10,198,312	9,414,154	8,629,996	7,845,791	7,061,539	6,277,287	5,493,035
	35%	10,189,566	9,405,408	8,621,250	7,837,042	7,052,790	6,268,538	5,484,286
	40%	10,180,819	9,396,661	8,612,503	7,828,293	7,044,041	6,259,789	5,475,537
	45%	10,172,073	9,387,915	8,603,757	7,819,544	7,035,292	6,251,040	5,466,788
	50%	10,163,326	9,379,168	8,595,010	7,810,795	7,026,543	6,242,291	5,458,039
	55%	10,154,580	9,370,422	8,586,264	7,802,047	7,017,794	6,233,542	5,449,290
	60%	10,145,834	9,361,675	8,577,517	7,793,298	7,009,046	6,224,794	5,440,542
	65%	10,137,087	9,352,929	8,568,771	7,784,549	7,000,297	6,216,045	5,431,793

		AH - % on site 30%						
Balance (RLV - TLV)	8,621,250	20%	25%	30%	35%	40%	45%	50%
Build rate (£psm)	95%	12,348,164	11,550,833	10,753,501	9,956,170	9,158,838	8,361,507	7,564,176
	100%	10,189,566	9,405,408	8,621,250	7,837,042	7,052,790	6,268,538	5,484,286
	105%	8,030,604	7,259,529	6,488,454	5,717,371	4,946,166	4,174,960	3,403,755
	110%	5,871,135	5,113,111	4,355,087	3,596,979	2,838,789	2,080,599	1,322,279
	115%	3,710,979	2,965,975	2,220,893	1,475,687	730,477	(14,970)	(760,506)
	120%	1,549,955	817,820	85,568	(646,819)	(1,379,346)	(2,112,181)	(2,845,306)
	125%	(612,336)	(1,331,671)	(2,051,307)	(2,771,172)	(3,491,375)	(4,212,033)	(4,933,412)
	130%	(2,776,316)	(3,483,227)	(4,190,524)	(4,898,322)	(5,667,993)	(6,478,875)	(7,291,500)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AJ-AO_v4 - Summary Table

Scheme Details:	Scheme Ref:	**AJ**	**AK**	**AL**	**AM**	**AN**	**AO**
	Title:	250 No. Units, Value Area - High A	250 No. Units, Value Area - Medium B	250 No. Units, Value Area - Lower C	350 No. Units, Value Area - High A	350 No. Units, Value Area - Medium B	350 No. Units, Value Area - Lower C
	Notes:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
	Total GDV (£)	90,518,276	70,370,548	65,382,226	126,725,586	98,518,767	91,535,116
Policy Costs:	AH % (on-site)	30%	30%	30%	30%	30%	30%
	CIL (£ psm)	-	-	-	-	-	-
	CIL (£)	-	-	-	-	-	-
	Site Specific S106 (£/unit)	21,200	21,200	21,200	21,200	21,200	21,200
	Site Specific S106 (£)	5,300,000	5,300,000	5,300,000	7,420,000	7,420,000	7,420,000
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
	Developers Profit (% blended)	17.22%	17.26%	17.28%	17.22%	17.26%	17.28%
	Total Developers Profit (£)	15,586,347	12,144,308	11,301,109	21,820,885	17,002,031	15,821,552
Residual Land Value (RLV):	RLV (£/acre)	1,326,521	646,830	477,955	1,327,480	647,881	479,055
	RLV (£/ha)	3,277,834	1,598,316	1,181,026	3,280,203	1,600,914	1,183,744
	RLV (£ net)	27,315,280	13,319,298	9,841,885	38,269,031	18,677,329	13,810,350
Threshold Land Value (TLV):	TLV (£/acre)	370,000	260,000	180,000	370,000	260,000	180,000
	TLV (£/ha)	914,270	642,460	444,780	914,270	642,460	444,780
	TLV (£ net)	7,618,917	5,353,833	3,706,500	10,666,483	7,495,367	5,189,100
Balance for Plan VA:	Surplus/Deficit (£/acre)	956,521	386,830	297,955	957,480	387,881	299,055
	Surplus/Deficit (£/ha)	2,363,564	955,856	736,246	2,365,933	958,454	738,964
	Surplus/Deficit	19,696,364	7,965,465	6,135,385	27,602,548	11,181,962	8,621,250
	Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable

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Date	Version	Comments
171222	v4	

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Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			500	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	15.0%	52.5	32.0%	48.0	20%	100.5
3 bed House	54.0%	189.0	34.0%	51.0	48%	240.0
4 bed House	20.0%	70.0	6.0%	9.0	16%	79.0
5 bed House	4.0%	14.0	0.0%	0.0	3%	14.0
1 bed Flat	3.0%	10.5	14.0%	21.0	6%	31.5
2 bed Flat	3.0%	10.5	13.0%	19.5	6%	30.0
1 bed Bungalow	1.0%	3.5	1.0%	1.5	1%	5.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	350.0	100.0%	150.0	100%	500.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	4,043	43,513	3,696	39,783	7,739	83,297
3 bed House	17,955	193,266	4,845	52,151	22,800	245,417
4 bed House	7,770	83,636	999	10,753	8,769	94,389
5 bed House	2,016	21,700	0	0	2,016	21,700
1 bed Flat	605	6,515	1,211	13,031	1,816	19,546
2 bed Flat	778	8,377	1,445	15,557	2,224	23,934
1 bed Bungalow	175	1,884	75	807	250	2,691
2 bed Bungalow	0	0	0	0	0	0
	33,342	358,891	12,271	132,083	45,613	490,973
AH % by floor area:			*26.90%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	30,150,000
3 bed House	320,000	3,368	313	76,800,000
4 bed House	340,000	3,063	285	26,860,000
5 bed House	550,000	3,819	355	7,700,000
1 bed Flat	185,000	3,776	351	5,827,500
2 bed Flat	250,000	3,968	369	7,500,000
1 bed Bungalow	250,000	5,000	465	1,250,000
2 bed Bungalow	290,000	4,754	442	0
				156,087,500

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	52.5	@	300,000		15,750,000
3 bed House	189.0	@	320,000		60,480,000
4 bed House	70.0	@	340,000		23,800,000
5 bed House	14.0	@	550,000		7,700,000
1 bed Flat	10.5	@	185,000		1,942,500
2 bed Flat	10.5	@	250,000		2,625,000
1 bed Bungalow	3.5	@	250,000		875,000
2 bed Bungalow	0.0	@	290,000		-
	350.0				113,172,500
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	35.0	@	183,000		6,412,320
3 bed House	37.2	@	195,200		7,267,296
4 bed House	6.6	@	207,400		1,362,618
5 bed House	0.0	@	335,500		-
1 bed Flat	15.3	@	112,850		1,729,991
2 bed Flat	14.2	@	152,500		2,170,838
1 bed Bungalow	1.1	@	152,500		166,988
2 bed Bungalow	0.0	@	176,900		-
	109.5				19,110,050
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	13.0	@	219,000		2,838,240
3 bed House	13.8	@	233,600		3,216,672
4 bed House	2.4	@	248,200		603,126
5 bed House	0.0	@	401,500		-
1 bed Flat	5.7	@	135,050		765,734
2 bed Flat	5.3	@	182,500		960,863
1 bed Bungalow	0.4	@	182,500		73,913
2 bed Bungalow	0.0	@	211,700		-
	40.5				8,458,547
Sub-total GDV Residential	**500.0**				**140,741,096**
AH on-site cost analysis:				*£MV less £GDV*	*15,346,404*
	336	*£ psm (total GIA sqm)*		*30,693*	*£ per unit (total units)*
Grant	500	@	0		-
Total GDV					**140,741,096**

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DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(210,000)
Statutory Planning Fees (Residential)									(70,799)
CIL			33,342	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		500	units @		29,700	per unit	(14,850,000)	(14,850,000)
S106 analysis:			*10.55%*	*% of GDV*		*29,700*	*£ per unit (total units)*		
AH Commuted Sum			45,613	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			41.18	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		41.18	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		1,195	psm		-
2 bed House			7,739	sqm @		1,195	psm		(9,247,508)
3 bed House			22,800	sqm @		1,195	psm		(27,246,000)
4 bed House			8,769	sqm @		1,195	psm		(10,478,955)
5 bed House			2,016	sqm @		1,195	psm		(2,409,120)
1 bed Flat			1,816	sqm @		1,372	psm		(2,491,391)
2 bed Flat			2,224	sqm @		1,372	psm		(3,050,682)
1 bed Bungalow			250	sqm @		1,195	psm		(298,750)
2 bed Bungalow		45,613	-	sqm @		1,195	psm		-
External works			55,222,405	@		15.0%			(8,283,361)
						16,567	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		500	units @	521	£ per dwelling	(91,175)
M4(3) Category 3 Housing		5%	of All units		500	units @	10,307	£ per dwelling	(257,675)
Water efficiency					500	units @	9	£ per dwelling	(4,500)
Contingency			63,859,116	@		3.0%			(1,915,773)
Professional Fees			63,859,116	@		6.5%			(4,150,843)
Disposal Costs -									
Marketing and Promotion			113,172,500	OMS @		3.00%			(3,395,175)
Residential Sales Agent Costs			113,172,500	OMS @		1.00%			(1,131,725)
Residential Sales Legal Costs			113,172,500	OMS @		0.50%			(565,863)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(55,293)
Developers Profit -									
Margin on AH			27,568,596			6.00%	on AH values		(1,654,116)
Profit on GDV			113,172,500			20.00%			(22,634,500)
			90,204,587			*25.09%*	*on costs*	*(22,634,500)*	
			140,741,096			*17.26%*	*blended*	*(24,288,616)*	
TOTAL COSTS									**(114,493,202)**

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RESIDUAL LAND VALUE							
Residual Land Value (gross)							26,247,894
SDLT			26,247,894	@	5.0%	(slabbed)	(1,301,895)
Acquisition Agent fees			26,247,894	@	1.0%		(262,479)
Acquisition Legal fees			26,247,894	@	0.5%		(131,239)
Interest on Land			26,247,894	@	6.0%		(1,574,874)
Residual Land Value							**22,977,407**
RLV analysis:	*45,955*	*£ per plot*	*1,378,644*	*£ per ha*	*557,930*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			16.67	ha	41.18	acres	
Density analysis:			*2,737*	*sqm/ha*	*11,922*	*sqft/ac*	
Threshold Land Value	21,415	£ per plot	642,460	£ per ha	260,000	£ per acre	**10,707,667**

BALANCE							
Surplus/(Deficit)			**736,184**	£ per ha	**297,930**	£ per acre	**12,269,740**

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SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	12,269,740	20%	25%	30%	35%	40%	45%	50%
	0	14,638,541	13,454,140	12,269,740	11,085,340	9,900,940	8,716,520	7,531,992
	10	14,284,014	13,121,662	11,959,255	10,796,849	9,634,443	8,472,036	7,309,630
	20	13,926,672	12,786,548	11,646,425	10,506,302	9,366,178	8,226,055	7,085,932
	30	13,566,951	12,449,273	11,331,596	10,213,899	9,096,199	7,978,500	6,860,800
	40	13,204,331	12,109,297	11,014,263	9,919,228	8,824,194	7,729,160	6,634,125
CIL £psm	50	12,839,276	11,767,086	10,694,884	9,622,681	8,550,478	7,478,275	6,406,072
0.00	60	12,471,211	11,422,100	10,372,988	9,323,876	8,274,764	7,225,653	6,176,541
	70	12,100,593	11,074,803	10,048,947	9,023,061	7,997,175	6,971,289	5,945,404
	80	11,726,997	10,724,663	9,722,330	8,719,997	7,717,663	6,715,330	5,712,845
	90	11,350,628	10,372,085	9,393,512	8,414,808	7,436,104	6,457,400	5,478,696
	100	10,971,367	10,016,689	9,062,012	8,107,335	7,152,658	6,197,843	5,242,943
	110	10,589,054	9,658,651	8,728,247	7,797,666	6,867,031	5,936,397	5,005,724
	120	10,203,921	9,297,871	8,391,752	7,485,632	6,579,513	5,673,148	4,766,734
	130	9,815,540	8,934,191	8,052,841	7,171,372	6,289,717	5,408,063	4,526,207
	140	9,424,153	8,567,832	7,711,259	6,854,622	5,997,984	5,141,031	4,284,023
	150	9,029,744	8,198,387	7,367,030	6,535,659	5,703,918	4,872,178	4,040,105
	160	8,631,900	7,826,091	7,020,240	6,214,033	5,407,826	4,601,269	3,794,611
	170	8,230,934	7,450,918	6,670,516	5,890,115	5,109,384	4,328,516	3,547,219
	180	7,826,777	7,072,491	6,318,171	5,563,587	4,808,784	4,053,635	3,298,246
	190	7,419,056	6,691,101	5,962,993	5,234,535	4,505,860	3,776,847	3,047,341
	200	7,007,989	6,306,685	5,604,868	4,903,001	4,200,599	3,497,896	2,794,773

		AH - % on site 30%						
Balance (RLV - TLV)	12,269,740	20%	25%	30%	35%	40%	45%	50%
	15,000	21,080,628	19,896,318	18,712,009	17,527,692	16,343,364	15,159,036	13,974,709
	16,000	20,642,471	19,458,143	18,273,816	17,089,488	15,905,160	14,720,833	13,536,505
	17,000	20,204,267	19,019,940	17,835,612	16,651,284	15,466,957	14,282,629	13,098,301
	18,000	19,766,064	18,581,736	17,397,408	16,213,081	15,028,753	13,844,425	12,660,098
	19,000	19,327,860	18,143,532	16,959,204	15,774,877	14,590,549	13,406,221	12,221,894
Site Specific S106	20,000	18,889,656	17,705,328	16,521,001	15,336,673	14,152,345	12,968,018	11,783,690
29,700	21,000	18,451,452	17,267,125	16,082,797	14,898,469	13,714,142	12,529,814	11,345,486
	22,000	18,013,249	16,828,921	15,644,593	14,460,266	13,275,938	12,091,610	10,907,283
	23,000	17,575,045	16,390,717	15,206,390	14,022,062	12,837,734	11,653,371	10,468,971
	24,000	17,136,841	15,952,514	14,768,186	13,583,838	12,399,438	11,215,038	10,030,638
	25,000	16,698,637	15,514,306	14,329,905	13,145,505	11,961,105	10,776,705	9,592,305
	26,000	16,260,373	15,075,973	13,891,572	12,707,172	11,522,772	10,338,372	9,153,972
	27,000	15,822,040	14,637,640	13,453,239	12,268,839	11,084,439	9,900,039	8,715,639
	28,000	15,383,707	14,199,307	13,014,906	11,830,506	10,646,106	9,461,706	8,277,306
	29,000	14,945,374	13,760,974	12,576,573	11,392,173	10,207,773	9,023,373	7,838,924
	30,000	14,507,041	13,322,641	12,138,240	10,953,840	9,769,440	8,584,978	7,400,450
	31,000	14,068,708	12,884,307	11,699,907	10,515,507	9,331,032	8,146,505	6,961,977
	32,000	13,630,375	12,445,974	11,261,574	10,077,087	8,892,559	7,708,031	6,523,503
	33,000	13,192,042	12,007,641	10,823,141	9,638,613	8,454,086	7,269,558	6,085,030
	34,000	12,753,709	11,569,196	10,384,668	9,200,140	8,015,612	6,831,084	5,646,556
	35,000	12,315,250	11,130,722	9,946,194	8,761,667	7,577,139	6,392,611	5,207,964

		AH - % on site 30%						
Balance (RLV - TLV)	12,269,740	20%	25%	30%	35%	40%	45%	50%
	15%	20,297,166	18,759,101	17,221,037	15,682,973	14,144,909	12,606,825	11,068,633
	16%	19,165,441	17,698,109	16,230,778	14,763,446	13,296,115	11,828,764	10,361,305
Profit	17%	18,033,716	16,637,117	15,240,518	13,843,920	12,447,321	11,050,703	9,653,977
20.00%	18%	16,901,991	15,576,125	14,250,259	12,924,393	11,598,527	10,272,642	8,946,648
	19%	15,770,266	14,515,133	13,260,000	12,004,867	10,749,734	9,494,581	8,239,320
	20%	14,638,541	13,454,140	12,269,740	11,085,340	9,900,940	8,716,520	7,531,992
	21%	13,506,816	12,393,148	11,279,481	10,165,813	9,052,146	7,938,459	6,824,664
	22%	12,375,091	11,332,156	10,289,221	9,246,287	8,203,352	7,160,398	6,117,336
	23%	11,243,366	10,271,164	9,298,962	8,326,760	7,354,559	6,382,337	5,410,008
	24%	10,111,641	9,210,172	8,308,703	7,407,234	6,505,765	5,604,276	4,702,680
	25%	8,979,916	8,149,179	7,318,443	6,487,707	5,656,971	4,826,215	3,995,352

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		AH - % on site 30%						
Balance (RLV - TLV)	12,269,740	20%	25%	30%	35%	40%	45%	50%
	100,000	21,227,874	20,043,474	18,859,074	17,674,673	16,490,273	15,305,853	14,121,326
	150,000	19,168,707	17,984,307	16,799,907	15,615,507	14,431,106	13,246,687	12,062,159
TLV (per acre)	200,000	17,109,541	15,925,140	14,740,740	13,556,340	12,371,940	11,187,520	10,002,992
260,000	250,000	15,050,374	13,865,974	12,681,574	11,497,173	10,312,773	9,128,353	7,943,826
	300,000	12,991,207	11,806,807	10,622,407	9,438,007	8,253,606	7,069,187	5,884,659
	350,000	10,932,041	9,747,640	8,563,240	7,378,840	6,194,440	5,010,020	3,825,492
	400,000	8,872,874	7,688,474	6,504,074	5,319,673	4,135,273	2,950,853	1,766,326
	450,000	6,813,707	5,629,307	4,444,907	3,260,507	2,076,106	891,687	(292,841)
	500,000	4,754,541	3,570,140	2,385,740	1,201,340	16,940	(1,167,480)	(2,352,008)
	550,000	2,695,374	1,510,974	326,574	(857,827)	(2,042,227)	(3,226,647)	(4,411,174)

		AH - % on site 30%						
Balance (RLV - TLV)	12,269,740	20%	25%	30%	35%	40%	45%	50%
	25	12,497,007	11,312,607	10,128,207	8,943,807	7,759,406	6,574,987	5,390,459
	26	12,991,207	11,806,807	10,622,407	9,438,007	8,253,606	7,069,187	5,884,659
Density (dph)	27	13,448,800	12,264,400	11,079,999	9,895,599	8,711,199	7,526,779	6,342,251
30	28	13,873,707	12,689,307	11,504,907	10,320,507	9,136,106	7,951,687	6,767,159
	29	14,269,311	13,084,911	11,900,510	10,716,110	9,531,710	8,347,290	7,162,762
	30	14,638,541	13,454,140	12,269,740	11,085,340	9,900,940	8,716,520	7,531,992
	31	14,983,949	13,799,549	12,615,149	11,430,749	10,246,348	9,061,929	7,877,401
	32	15,307,770	14,123,370	12,938,969	11,754,569	10,570,169	9,385,749	8,201,221
	33	15,611,965	14,427,565	13,243,164	12,058,764	10,874,364	9,689,944	8,505,416
	34	15,898,266	14,713,866	13,529,466	12,345,065	11,160,665	9,976,246	8,791,718
	35	16,168,207	14,983,807	13,799,407	12,615,007	11,430,606	10,246,187	9,061,659

		AH - % on site 30%						
Balance (RLV - TLV)	12,269,740	20%	25%	30%	35%	40%	45%	50%
	25%	14,663,527	13,479,127	12,294,727	11,110,327	9,925,927	8,741,513	7,556,985
	30%	14,651,034	13,466,634	12,282,234	11,097,833	9,913,433	8,729,017	7,544,489
% Cat M4(2)	35%	14,638,541	13,454,140	12,269,740	11,085,340	9,900,940	8,716,520	7,531,992
35%	40%	14,626,047	13,441,647	12,257,247	11,072,847	9,888,446	8,704,024	7,519,496
	45%	14,613,554	13,429,154	12,244,753	11,060,353	9,875,953	8,691,527	7,506,999
	50%	14,601,060	13,416,660	12,232,260	11,047,860	9,863,460	8,679,031	7,494,503
	55%	14,588,567	13,404,167	12,219,767	11,035,366	9,850,966	8,666,534	7,482,006
	60%	14,576,074	13,391,673	12,207,273	11,022,873	9,838,473	8,654,037	7,469,510
	65%	14,563,580	13,379,180	12,194,780	11,010,379	9,825,979	8,641,541	7,457,013

		AH - % on site 30%						
Balance (RLV - TLV)	12,269,740	20%	25%	30%	35%	40%	45%	50%
	95%	17,721,724	16,518,584	15,315,439	14,112,222	12,909,005	11,705,788	10,502,571
	100%	14,638,541	13,454,140	12,269,740	11,085,340	9,900,940	8,716,520	7,531,992
Build rate (£psm)	105%	11,555,061	10,389,355	9,223,648	8,057,942	6,892,235	5,726,529	4,560,693
	110%	8,470,963	7,323,998	6,176,940	5,029,883	3,882,825	2,735,734	1,588,449
	115%	5,386,112	4,257,840	3,129,387	2,000,934	872,481	(256,236)	(1,384,965)
	120%	2,300,425	1,190,648	80,758	(1,029,133)	(2,139,346)	(3,249,615)	(4,360,210)
	125%	(786,439)	(1,877,810)	(2,969,246)	(4,060,988)	(5,152,968)	(6,245,280)	(7,338,085)
	130%	(3,874,879)	(4,947,965)	(6,021,283)	(7,095,065)	(8,169,303)	(9,244,239)	(10,320,097)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AP_v4 - Summary Table

Scheme Details:	Scheme Ref:	**AP**
	Title:	500 No. Units, Value Area - Medium B
	Notes:	Greenfield
	Total GDV (£)	140,741,096
Policy Costs:	AH % (on-site)	30%
	CIL (£ psm)	-
	CIL (£)	-
	Site Specific S106 (£/unit)	29,700
	Site Specific S106 (£)	14,850,000
Developers Profit:	Developers Profit (% on GDV)	20.0%
	Developers Profit (% blended)	17.26%
	Total Developers Profit (£)	24,288,616
Residual Land Value (RLV):	RLV (£/acre)	557,930
	RLV (£/ha)	1,378,644
	RLV (£ net)	22,977,407
Threshold Land Value (TLV):	TLV (£/acre)	260,000
	TLV (£/ha)	642,460
	TLV (£ net)	10,707,667
Balance for Plan VA:	Surplus/Deficit (£/acre)	297,930
	Surplus/Deficit (£/ha)	736,184
	Surplus/Deficit	12,269,740
	Plan Viability comments	Viable

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171222 CBC Residential Appraisals_AQ-AS_v4 - Version Notes

Date	Version	Comments
171222	v4	

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AQ
Title: 20 No. Units, Value Area - High A
Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.0%	2.0	10%	2.0
3 bed House	20.0%	2.8	66.0%	4.0	34%	6.8
4 bed House	50.0%	7.0	0.0%	0.0	35%	7.0
5 bed House	30.0%	4.2	0.0%	0.0	21%	4.2
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	1.0%	0.1	0%	0.1
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	14.0	100.0%	6.0	100%	20.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	152	1,641	152	1,641
3 bed House	266	2,863	376	4,049	642	6,913
4 bed House	777	8,364	0	0	777	8,364
5 bed House	605	6,510	0	0	605	6,510
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	3	32	3	32
2 bed Bungalow	0	0	0	0	0	0
	1,648	17,737	532	5,723	2,179	23,460
AH % by floor area:			*24.39%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	0
2 bed House	375,000	4,870	452	742,500
3 bed House	425,000	4,474	416	2,873,000
4 bed House	420,000	3,784	352	2,940,000
5 bed House	600,000	4,167	387	2,520,000
1 bed Flat	275,000	5,612	521	0
2 bed Flat	325,000	5,159	479	0
1 bed Bungalow	275,000	5,500	511	16,500
2 bed Bungalow	340,000	5,574	518	0
				9,092,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	200,750	2,996	73%
2 bed House	228,750	2,971	61%	273,750	3,555	73%
3 bed House	259,250	2,729	61%	310,250	3,266	73%
4 bed House	256,200	2,308	61%	306,600	2,762	73%
5 bed House	366,000	2,542	61%	438,000	3,042	73%
1 bed Flat	167,750	3,423	61%	200,750	4,097	73%
2 bed Flat	198,250	3,147	61%	237,250	3,766	73%
1 bed Bungalow	167,750	3,355	61%	200,750	4,015	73%
2 bed Bungalow	207,400	3,400	61%	248,200	4,069	73%

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AQ
Title: 20 No. Units, Value Area - High A
Notes: Brownfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	0.0	@	375,000		-
3 bed House	2.8	@	425,000		1,190,000
4 bed House	7.0	@	420,000		2,940,000
5 bed House	4.2	@	600,000		2,520,000
1 bed Flat	0.0	@	275,000		-
2 bed Flat	0.0	@	325,000		-
1 bed Bungalow	0.0	@	275,000		-
2 bed Bungalow	0.0	@	340,000		-
	14.0				6,650,000
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	1.4	@	228,750		330,635
3 bed House	2.9	@	259,250		749,440
4 bed House	0.0	@	256,200		-
5 bed House	0.0	@	366,000		-
1 bed Flat	0.0	@	167,750		-
2 bed Flat	0.0	@	198,250		-
1 bed Bungalow	0.0	@	167,750		7,347
2 bed Bungalow	0.0	@	207,400		-
	4.4				1,087,423
LCHO GDV -					
1 bed House	0.0	@	200,750		-
2 bed House	0.5	@	273,750		146,347
3 bed House	1.1	@	310,250		331,719
4 bed House	0.0	@	306,600		-
5 bed House	0.0	@	438,000		-
1 bed Flat	0.0	@	200,750		-
2 bed Flat	0.0	@	237,250		-
1 bed Bungalow	0.0	@	200,750		3,252
2 bed Bungalow	0.0	@	248,200		-
	1.6				481,318
Sub-total GDV Residential	**20.0**				**8,218,741**
AH on-site cost analysis:				*£MV less £GDV*	*873,259*
	401 £ psm (total GIA sqm)			*43,663 £ per unit (total units)*	
Grant	20	@	0		-
Total GDV					**8,218,741**

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AQ
Title: 20 No. Units, Value Area - High A
Notes: Brownfield

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(20,000)
Statutory Planning Fees (Residential)								(7,700)
CIL			1,648	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		20	units @	21,200	per unit	(424,000)	(424,000)
S106 analysis:			*5.16%*	*% of GDV*	*21,200*	*£ per unit (total units)*		
AH Commuted Sum			2,179	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			1.65	acres @	50,000	£ per acre (if brownfield)		(82,367)
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		1.65	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			152	sqm @	1,195	psm		(182,190)
3 bed House			642	sqm @	1,195	psm		(767,429)
4 bed House			777	sqm @	1,195	psm		(928,515)
5 bed House			605	sqm @	1,195	psm		(722,736)
1 bed Flat			-	sqm @	1,372	psm		-
2 bed Flat			-	sqm @	1,372	psm		-
1 bed Bungalow			3	sqm @	1,195	psm		(3,585)
2 bed Bungalow		2,179	-	sqm @	1,195	psm		-
External works			2,604,455	@	15.0%			(390,668)
					19,533	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		20 units @	521	£ per dwelling	(3,647)
M4(3) Category 3 Housing		5%	of All units		20 units @	10,307	£ per dwelling	(10,307)
Water efficiency					20 units @	9	£ per dwelling	(180)
Contingency			3,091,624	@	3.0%			(92,749)
Professional Fees			3,091,624	@	6.5%			(200,956)
Disposal Costs -								
Marketing and Promotion			6,650,000	OMS @	3.00%			(199,500)
Residential Sales Agent Costs			6,650,000	OMS @	1.00%			(66,500)
Residential Sales Legal Costs			6,650,000	OMS @	0.50%			(33,250)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(15,459)
Developers Profit -								
Margin on AH			1,568,741		6.00%	on AH values		(94,124)
Profit on GDV			6,650,000		20.00%			(1,330,000)
			4,151,737		*32.03%*	*on costs*	*(1,330,000)*	
			8,218,741		*17.33%*	*blended*	*(1,424,124)*	
TOTAL COSTS								**(5,575,861)**

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref:	**AQ**
Title:	**20 No. Units, Value Area - High A**
Notes:	**Brownfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							2,642,880
SDLT			2,642,880	@	5.0%	(slabbed)	(121,644)
Acquisition Agent fees			2,642,880	@	1.0%		(26,429)
Acquisition Legal fees			2,642,880	@	0.5%		(13,214)
Interest on Land			2,642,880	@	6.0%		(158,573)
Residual Land Value							**2,323,020**
RLV analysis:	*116,151*	*£ per plot*	*3,484,530*	*£ per ha*	*1,410,170*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.67	ha	1.65	acres	
Density analysis:			*3,269*	*sqm/ha*	*14,241*	*sqft/ac*	
Threshold Land Value	25,946	£ per plot	778,365	£ per ha	315,000	£ per acre	**518,910**

BALANCE							
Surplus/(Deficit)			**2,706,165**	£ per ha	**1,095,170**	£ per acre	**1,804,110**

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AQ
Title: 20 No. Units, Value Area - High A
Notes: Brownfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	1,804,110	20%	25%	30%	35%	40%	45%	50%
	0	1,923,475	1,863,825	1,804,110	1,744,395	1,684,679	1,624,964	1,565,249
	10	1,906,177	1,847,649	1,789,047	1,730,408	1,671,769	1,613,130	1,554,490
	20	1,888,879	1,831,432	1,773,984	1,716,422	1,658,858	1,601,295	1,543,731
	30	1,871,581	1,815,215	1,758,849	1,702,435	1,645,948	1,589,460	1,532,973
	40	1,854,284	1,798,998	1,743,713	1,688,428	1,633,037	1,577,626	1,522,214
CIL £psm	50	1,836,986	1,782,782	1,728,578	1,674,374	1,620,127	1,565,791	1,511,455
0.00	60	1,819,688	1,766,565	1,713,442	1,660,319	1,607,196	1,553,956	1,500,696
	70	1,802,390	1,750,348	1,698,306	1,646,264	1,594,223	1,542,121	1,489,937
	80	1,785,092	1,734,131	1,683,171	1,632,210	1,581,249	1,530,287	1,479,179
	90	1,767,781	1,717,915	1,668,035	1,618,155	1,568,276	1,518,396	1,468,420
	100	1,750,399	1,701,698	1,652,899	1,604,101	1,555,302	1,506,504	1,457,661
	110	1,733,016	1,685,445	1,637,764	1,590,046	1,542,329	1,494,612	1,446,894
	120	1,715,634	1,669,149	1,622,628	1,575,992	1,529,356	1,482,719	1,436,083
	130	1,698,252	1,652,853	1,607,454	1,561,937	1,516,382	1,470,827	1,425,272
	140	1,680,870	1,636,558	1,592,245	1,547,883	1,503,409	1,458,935	1,414,461
	150	1,663,488	1,620,262	1,577,035	1,533,809	1,490,435	1,447,043	1,403,650
	160	1,646,106	1,603,966	1,561,826	1,519,686	1,477,462	1,435,150	1,392,838
	170	1,628,724	1,587,670	1,546,617	1,505,563	1,464,489	1,423,258	1,382,027
	180	1,611,342	1,571,375	1,531,408	1,491,440	1,451,473	1,411,366	1,371,216
	190	1,593,910	1,555,079	1,516,198	1,477,317	1,438,437	1,399,473	1,360,405
	200	1,576,443	1,538,783	1,500,989	1,463,194	1,425,400	1,387,581	1,349,594

		AH - % on site 30%						
Balance (RLV - TLV)	1,804,110	20%	25%	30%	35%	40%	45%	50%
	15,000	2,033,187	1,973,471	1,913,756	1,854,041	1,794,326	1,734,611	1,674,795
	16,000	2,015,502	1,955,787	1,896,071	1,836,356	1,776,641	1,716,926	1,657,147
	17,000	1,997,817	1,938,102	1,878,386	1,818,671	1,758,956	1,699,241	1,639,500
	18,000	1,980,132	1,920,417	1,860,702	1,800,986	1,741,271	1,681,556	1,621,841
	19,000	1,962,447	1,902,732	1,843,017	1,783,301	1,723,586	1,663,871	1,604,156
Site Specific S106	20,000	1,944,747	1,885,047	1,825,332	1,765,617	1,705,901	1,646,186	1,586,471
21,200	21,000	1,927,020	1,867,362	1,807,647	1,747,932	1,688,216	1,628,501	1,568,786
	22,000	1,909,294	1,849,677	1,789,962	1,730,247	1,670,532	1,610,816	1,551,101
	23,000	1,891,568	1,831,958	1,772,277	1,712,562	1,652,847	1,593,131	1,533,416
	24,000	1,873,841	1,814,232	1,754,592	1,694,877	1,635,162	1,575,446	1,515,731
	25,000	1,856,115	1,796,505	1,736,895	1,677,192	1,617,477	1,557,762	1,498,046
	26,000	1,838,388	1,778,779	1,719,169	1,659,507	1,599,792	1,540,077	1,480,361
	27,000	1,820,662	1,761,052	1,701,443	1,641,822	1,582,107	1,522,392	1,462,677
	28,000	1,802,936	1,743,326	1,683,716	1,624,107	1,564,422	1,504,707	1,444,992
	29,000	1,785,209	1,725,600	1,665,990	1,606,380	1,546,737	1,487,022	1,427,307
	30,000	1,767,483	1,707,873	1,648,264	1,588,654	1,529,044	1,469,337	1,409,622
	31,000	1,749,756	1,690,147	1,630,537	1,570,928	1,511,318	1,451,652	1,391,937
	32,000	1,732,030	1,672,420	1,612,811	1,553,201	1,493,592	1,433,967	1,374,252
	33,000	1,714,304	1,654,694	1,595,084	1,535,475	1,475,865	1,416,255	1,356,567
	34,000	1,696,577	1,636,968	1,577,358	1,517,748	1,458,139	1,398,529	1,338,882
	35,000	1,678,851	1,619,241	1,559,632	1,500,022	1,440,412	1,380,803	1,321,193

		AH - % on site 30%						
Balance (RLV - TLV)	1,804,110	20%	25%	30%	35%	40%	45%	50%
	15%	2,255,975	2,175,544	2,095,047	2,014,551	1,934,054	1,853,558	1,773,062
	16%	2,189,475	2,113,200	2,036,860	1,960,520	1,884,179	1,807,839	1,731,499
Profit	17%	2,122,975	2,050,856	1,978,672	1,906,488	1,834,304	1,762,121	1,689,937
20.00%	18%	2,056,475	1,988,512	1,920,485	1,852,457	1,784,429	1,716,402	1,648,374
	19%	1,989,975	1,926,169	1,862,297	1,798,426	1,734,554	1,670,683	1,606,812
	20%	1,923,475	1,863,825	1,804,110	1,744,395	1,684,679	1,624,964	1,565,249
	21%	1,856,975	1,801,481	1,745,922	1,690,363	1,634,804	1,579,246	1,523,687
	22%	1,790,475	1,739,137	1,687,735	1,636,332	1,584,929	1,533,527	1,482,124
	23%	1,723,975	1,676,794	1,629,547	1,582,301	1,535,054	1,487,808	1,440,562
	24%	1,657,475	1,614,450	1,571,360	1,528,270	1,485,179	1,442,089	1,398,999
	25%	1,590,975	1,552,106	1,513,172	1,474,238	1,435,304	1,396,371	1,357,437

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AQ
Title: 20 No. Units, Value Area - High A
Notes: Brownfield

		AH - % on site 30%						
Balance (RLV - TLV)	1,804,110	20%	25%	30%	35%	40%	45%	50%
	100,000	2,277,652	2,218,002	2,158,286	2,098,571	2,038,856	1,979,141	1,919,426
	150,000	2,195,285	2,135,635	2,075,920	2,016,205	1,956,489	1,896,774	1,837,059
TLV (per acre)	200,000	2,112,918	2,053,268	1,993,553	1,933,838	1,874,123	1,814,408	1,754,692
315,000	250,000	2,030,552	1,970,902	1,911,186	1,851,471	1,791,756	1,732,041	1,672,326
	300,000	1,948,185	1,888,535	1,828,820	1,769,105	1,709,389	1,649,674	1,589,959
	350,000	1,865,818	1,806,168	1,746,453	1,686,738	1,627,023	1,567,308	1,507,592
	400,000	1,783,452	1,723,802	1,664,086	1,604,371	1,544,656	1,484,941	1,425,226
	450,000	1,701,085	1,641,435	1,581,720	1,522,005	1,462,289	1,402,574	1,342,859
	500,000	1,618,718	1,559,068	1,499,353	1,439,638	1,379,923	1,320,208	1,260,492
	550,000	1,536,352	1,476,702	1,416,986	1,357,271	1,297,556	1,237,841	1,178,126

		AH - % on site 30%						
Balance (RLV - TLV)	1,804,110	20%	25%	30%	35%	40%	45%	50%
	25	1,803,255	1,743,645	1,683,965	1,624,250	1,564,535	1,504,820	1,445,105
	26	1,830,998	1,771,388	1,711,691	1,651,976	1,592,261	1,532,545	1,472,830
Density (dph)	27	1,856,686	1,797,077	1,737,363	1,677,648	1,617,933	1,558,217	1,498,502
30	28	1,880,539	1,820,916	1,761,201	1,701,486	1,641,771	1,582,056	1,522,340
	29	1,902,747	1,843,110	1,783,395	1,723,680	1,663,965	1,604,250	1,544,535
	30	1,923,475	1,863,825	1,804,110	1,744,395	1,684,679	1,624,964	1,565,249
	31	1,942,865	1,883,203	1,823,488	1,763,773	1,704,058	1,644,342	1,584,627
	32	1,961,044	1,901,370	1,841,655	1,781,940	1,722,225	1,662,509	1,602,794
	33	1,978,120	1,918,436	1,858,721	1,799,006	1,739,291	1,679,575	1,619,860
	34	1,994,193	1,934,498	1,874,783	1,815,068	1,755,353	1,695,637	1,635,922
	35	2,009,346	1,949,642	1,889,927	1,830,212	1,770,497	1,710,782	1,651,067

		AH - % on site 30%						
Balance (RLV - TLV)	1,804,110	20%	25%	30%	35%	40%	45%	50%
	25%	1,924,481	1,864,829	1,805,114	1,745,399	1,685,684	1,625,968	1,566,253
	30%	1,923,978	1,864,327	1,804,612	1,744,897	1,685,181	1,625,466	1,565,751
% Cat M4(2)	35%	1,923,475	1,863,825	1,804,110	1,744,395	1,684,679	1,624,964	1,565,249
35%	40%	1,922,972	1,863,323	1,803,608	1,743,893	1,684,177	1,624,462	1,564,747
	45%	1,922,469	1,862,821	1,803,106	1,743,391	1,683,675	1,623,960	1,564,245
	50%	1,921,966	1,862,319	1,802,604	1,742,888	1,683,173	1,623,458	1,563,743
	55%	1,921,463	1,861,817	1,802,102	1,742,386	1,682,671	1,622,956	1,563,241
	60%	1,920,960	1,861,315	1,801,600	1,741,884	1,682,169	1,622,454	1,562,739
	65%	1,920,457	1,860,813	1,801,098	1,741,382	1,681,667	1,621,952	1,562,237

		AH - % on site 30%						
Balance (RLV - TLV)	1,804,110	20%	25%	30%	35%	40%	45%	50%
	95%	2,071,699	2,010,058	1,948,416	1,886,775	1,825,134	1,763,493	1,701,758
	100%	1,923,475	1,863,825	1,804,110	1,744,395	1,684,679	1,624,964	1,565,249
Build rate (£psm)	105%	1,775,033	1,717,353	1,659,674	1,601,994	1,544,225	1,486,436	1,428,647
	110%	1,626,592	1,570,841	1,515,091	1,459,341	1,403,591	1,347,841	1,292,045
	115%	1,477,921	1,424,201	1,370,481	1,316,689	1,262,869	1,209,048	1,155,228
	120%	1,329,155	1,277,369	1,225,583	1,173,797	1,122,011	1,070,225	1,018,365
	125%	1,180,119	1,130,360	1,080,602	1,030,834	980,981	931,129	881,277
	130%	1,030,919	983,168	935,348	887,528	839,708	791,888	744,068

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AR
Title: 20 No. Units, Value Area - Medium B
Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units	
AH Policy requirement (% Target)			30%		
AH tenure split %	Affordable Rent:			73%	
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%		
			100%		
CIL Rate (£ psm)			0.00	£ psm	

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.0%	2.0	10%	2.0
3 bed House	20.0%	2.8	66.0%	4.0	34%	6.8
4 bed House	50.0%	7.0	0.0%	0.0	35%	7.0
5 bed House	30.0%	4.2	0.0%	0.0	21%	4.2
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	1.0%	0.1	0%	0.1
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	14.0	100.0%	6.0	100%	20.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	152	1,641	152	1,641
3 bed House	266	2,863	376	4,049	642	6,913
4 bed House	777	8,364	0	0	777	8,364
5 bed House	605	6,510	0	0	605	6,510
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	3	32	3	32
2 bed Bungalow	0	0	0	0	0	0
	1,648	17,737	532	5,723	2,179	23,460
AH % by floor area:			*24.39%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	594,000
3 bed House	320,000	3,368	313	2,163,200
4 bed House	340,000	3,063	285	2,380,000
5 bed House	550,000	3,819	355	2,310,000
1 bed Flat	185,000	3,776	351	0
2 bed Flat	250,000	3,968	369	0
1 bed Bungalow	250,000	5,000	465	15,000
2 bed Bungalow	290,000	4,754	442	0
				7,462,200

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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Scheme Ref: AR
Title: 20 No. Units, Value Area - Medium B
Notes: Brownfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	2.8	@	320,000		896,000
4 bed House	7.0	@	340,000		2,380,000
5 bed House	4.2	@	550,000		2,310,000
1 bed Flat	0.0	@	185,000		-
2 bed Flat	0.0	@	250,000		-
1 bed Bungalow	0.0	@	250,000		-
2 bed Bungalow	0.0	@	290,000		-
	14.0				5,586,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	1.4	@	183,000		264,508
3 bed House	2.9	@	195,200		564,284
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	112,850		-
2 bed Flat	0.0	@	152,500		-
1 bed Bungalow	0.0	@	152,500		6,680
2 bed Bungalow	0.0	@	176,900		-
	4.4				835,472
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.5	@	219,000		117,077
3 bed House	1.1	@	233,600		249,765
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	135,050		-
2 bed Flat	0.0	@	182,500		-
1 bed Bungalow	0.0	@	182,500		2,957
2 bed Bungalow	0.0	@	211,700		-
	1.6				369,799
Sub-total GDV Residential	**20.0**				**6,791,271**
AH on-site cost analysis:				*£MV less £GDV*	*670,929*
	308	*£ psm (total GIA sqm)*		*33,546*	*£ per unit (total units)*
Grant	20	@	0		-
Total GDV					**6,791,271**

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AR
Title: 20 No. Units, Value Area - Medium B
Notes: Brownfield

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(20,000)
Statutory Planning Fees (Residential)								(7,700)
CIL			1,648	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		20	units @	21,200	per unit	(424,000)	(424,000)
S106 analysis:			*6.24%*	*% of GDV*	*21,200*	*£ per unit (total units)*		
AH Commuted Sum			2,179	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			1.65	acres @	50,000	£ per acre (if brownfield)		(82,367)
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		1.65	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			152	sqm @	1,195	psm		(182,190)
3 bed House			642	sqm @	1,195	psm		(767,429)
4 bed House			777	sqm @	1,195	psm		(928,515)
5 bed House			605	sqm @	1,195	psm		(722,736)
1 bed Flat			-	sqm @	1,372	psm		-
2 bed Flat			-	sqm @	1,372	psm		-
1 bed Bungalow			3	sqm @	1,195	psm		(3,585)
2 bed Bungalow		2,179	-	sqm @	1,195	psm		-
External works			2,604,455	@	15.0%			(390,668)
					19,533	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		20 units @	521	£ per dwelling	(3,647)
M4(3) Category 3 Housing		5%	of All units		20 units @	10,307	£ per dwelling	(10,307)
Water efficiency					20 units @	9	£ per dwelling	(180)
Contingency			3,091,624	@	3.0%			(92,749)
Professional Fees			3,091,624	@	6.5%			(200,956)
Disposal Costs -								
Marketing and Promotion			5,586,000	OMS @	3.00%			(167,580)
Residential Sales Agent Costs			5,586,000	OMS @	1.00%			(55,860)
Residential Sales Legal Costs			5,586,000	OMS @	0.50%			(27,930)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(20,314)
Developers Profit -								
Margin on AH			1,205,271		6.00%	on AH values		(72,316)
Profit on GDV			5,586,000		20.00%			(1,117,200)
			4,108,712		*27.19%*	*on costs*	*(1,117,200)*	
			6,791,271		*17.52%*	*blended*	*(1,189,516)*	
TOTAL COSTS								**(5,298,228)**

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AR
Title: 20 No. Units, Value Area - Medium B
Notes: Brownfield

RESIDUAL LAND VALUE							
Residual Land Value (gross)							1,493,043
SDLT			1,493,043	@	5.0%	(slabbed)	(64,152)
Acquisition Agent fees			1,493,043	@	1.0%		(14,930)
Acquisition Legal fees			1,493,043	@	0.5%		(7,465)
Interest on Land			1,493,043	@	6.0%		(89,583)
Residual Land Value							**1,316,913**
RLV analysis:	*65,846*	*£ per plot*	*1,975,369*	*£ per ha*	*799,421*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.67	ha	1.65	acres	
Density analysis:			*3,269*	*sqm/ha*	*14,241*	*sqft/ac*	
Threshold Land Value	25,946	£ per plot	778,365	£ per ha	315,000	£ per acre	**518,910**

BALANCE							
Surplus/(Deficit)			**1,197,004**	£ per ha	**484,421**	£ per acre	**798,003**

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AR
Title: 20 No. Units, Value Area - Medium B
Notes: Brownfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	798,003	20%	25%	30%	35%	40%	45%	50%
	0	916,634	857,318	798,003	738,687	679,372	620,056	560,741
	10	899,167	840,943	782,719	724,496	666,272	608,048	549,824
	20	881,700	824,568	767,436	710,304	653,172	596,040	538,908
	30	864,234	808,193	752,153	696,112	640,072	584,031	527,991
	40	846,683	791,775	736,867	681,921	626,972	572,023	517,074
CIL £psm	50	829,131	775,320	721,509	667,698	613,872	560,015	506,157
0.00	60	811,579	758,865	706,151	653,437	600,723	548,006	495,241
	70	794,028	742,410	690,793	639,176	587,559	535,942	484,324
	80	776,476	725,956	675,436	624,916	574,395	523,875	473,355
	90	758,924	709,501	660,078	610,655	561,232	511,809	462,385
	100	741,295	693,024	644,720	596,394	548,068	499,742	451,416
	110	723,658	676,489	629,320	582,133	534,904	487,675	440,446
	120	706,021	659,954	613,888	567,821	521,740	475,608	429,476
	130	688,384	643,419	598,455	553,491	508,526	463,541	418,506
	140	670,747	626,885	583,023	539,160	495,298	451,436	407,536
	150	653,110	610,350	567,590	524,830	482,071	439,311	396,551
	160	635,400	593,812	552,158	510,500	468,843	427,185	385,528
	170	617,677	577,196	536,715	496,170	455,615	415,060	374,505
	180	599,954	560,581	521,208	481,835	442,387	402,934	363,481
	190	582,231	543,966	505,700	467,435	429,159	390,809	352,458
	200	564,508	527,350	490,193	453,035	415,877	378,683	341,435

		AH - % on site 30%						
Balance (RLV - TLV)	798,003	20%	25%	30%	35%	40%	45%	50%
	15,000	1,027,084	967,731	908,378	849,025	789,672	730,319	670,965
	16,000	1,009,309	949,959	890,606	831,253	771,899	712,546	653,193
	17,000	991,486	932,171	872,833	813,480	754,127	694,774	635,421
	18,000	973,664	914,349	855,033	795,708	736,355	677,002	617,649
	19,000	955,842	896,527	837,211	777,896	718,580	659,230	599,877
Site Specific S106	20,000	938,020	878,705	819,389	760,074	700,758	641,443	582,105
21,200	21,000	920,198	860,883	801,567	742,252	682,936	623,621	564,305
	22,000	902,376	843,060	783,745	724,430	665,114	605,799	546,483
	23,000	884,554	825,238	765,923	706,607	647,292	587,977	528,661
	24,000	866,732	807,416	748,101	688,785	629,470	570,154	510,839
	25,000	848,910	789,594	730,279	670,963	611,648	552,332	493,017
	26,000	831,083	771,772	712,457	653,141	593,826	534,510	475,195
	27,000	813,206	753,910	694,614	635,318	576,004	516,688	457,373
	28,000	795,330	736,034	676,738	617,442	558,146	498,850	439,551
	29,000	777,453	718,157	658,862	599,566	540,270	480,974	421,678
	30,000	759,577	700,281	640,985	581,689	522,393	463,097	403,801
	31,000	741,701	682,405	623,109	563,813	504,517	445,221	385,925
	32,000	723,824	664,528	605,232	545,936	486,640	427,345	368,049
	33,000	705,948	646,652	587,356	528,060	468,764	409,468	350,172
	34,000	688,071	628,775	569,480	510,184	450,888	391,592	332,296
	35,000	670,163	610,869	551,574	492,280	432,985	373,690	314,396

		AH - % on site 30%						
Balance (RLV - TLV)	798,003	20%	25%	30%	35%	40%	45%	50%
	15%	1,195,934	1,119,162	1,042,390	965,618	888,847	812,075	735,303
	16%	1,140,074	1,066,793	993,513	920,232	846,952	773,671	700,391
Profit	17%	1,084,214	1,014,424	944,635	874,846	805,057	735,268	665,478
20.00%	18%	1,028,354	962,056	895,758	829,460	763,162	696,864	630,566
	19%	972,494	909,687	846,880	784,073	721,267	658,460	595,653
	20%	916,634	857,318	798,003	738,687	679,372	620,056	560,741
	21%	860,774	804,949	749,125	693,301	637,477	581,653	525,828
	22%	804,914	752,581	700,248	647,915	595,582	543,249	490,916
	23%	749,054	700,212	651,370	602,528	553,687	504,845	456,003
	24%	693,194	647,843	602,493	557,142	511,792	466,441	421,091
	25%	637,334	595,474	553,615	511,756	469,897	428,038	386,178

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AR
Title: 20 No. Units, Value Area - Medium B
Notes: Brownfield

		AH - % on site 30%						
Balance (RLV - TLV)	798,003	20%	25%	30%	35%	40%	45%	50%
	100,000	1,270,810	1,211,495	1,152,179	1,092,864	1,033,548	974,233	914,918
	150,000	1,188,444	1,129,128	1,069,813	1,010,497	951,182	891,866	832,551
TLV (per acre)	200,000	1,106,077	1,046,762	987,446	928,131	868,815	809,500	750,184
315,000	250,000	1,023,710	964,395	905,079	845,764	786,448	727,133	667,818
	300,000	941,344	882,028	822,713	763,397	704,082	644,766	585,451
	350,000	858,977	799,662	740,346	681,031	621,715	562,400	503,084
	400,000	776,610	717,295	657,979	598,664	539,348	480,033	420,718
	450,000	694,244	634,928	575,613	516,297	456,982	397,666	338,351
	500,000	611,877	552,562	493,246	433,931	374,615	315,300	255,984
	550,000	529,510	470,195	410,879	351,564	292,248	232,933	173,618

		AH - % on site 30%						
Balance (RLV - TLV)	798,003	20%	25%	30%	35%	40%	45%	50%
	25	796,260	736,945	677,629	618,314	558,998	499,683	440,368
	26	824,039	764,723	705,408	646,092	586,777	527,461	468,146
Density (dph)	27	849,760	790,444	731,129	671,813	612,498	553,182	493,867
30	28	873,643	814,328	755,012	695,697	636,381	577,066	517,750
	29	895,880	836,564	777,249	717,933	658,618	599,302	539,987
	30	916,634	857,318	798,003	738,687	679,372	620,056	560,741
	31	936,049	876,733	817,418	758,102	698,787	639,471	580,156
	32	954,250	894,935	835,619	776,304	716,988	657,673	598,358
	33	971,349	912,033	852,718	793,402	734,087	674,771	615,456
	34	987,441	928,126	868,811	809,495	750,180	690,864	631,541
	35	1,002,615	943,299	883,984	824,668	765,353	706,037	646,704

		AH - % on site 30%						
Balance (RLV - TLV)	798,003	20%	25%	30%	35%	40%	45%	50%
	25%	917,644	858,329	799,013	739,698	680,382	621,067	561,752
	30%	917,139	857,824	798,508	739,193	679,877	620,562	561,246
% Cat M4(2)	35%	916,634	857,318	798,003	738,687	679,372	620,056	560,741
35%	40%	916,128	856,813	797,497	738,182	678,866	619,551	560,236
	45%	915,623	856,307	796,992	737,677	678,361	619,046	559,730
	50%	915,118	855,802	796,487	737,171	677,856	618,540	559,225
	55%	914,612	855,297	795,981	736,666	677,350	618,035	558,720
	60%	914,107	854,791	795,476	736,161	676,845	617,530	558,214
	65%	913,602	854,286	794,971	735,655	676,340	617,024	557,709

		AH - % on site 30%						
Balance (RLV - TLV)	798,003	20%	25%	30%	35%	40%	45%	50%
	95%	1,065,663	1,004,376	943,089	881,802	820,514	759,227	697,940
	100%	916,634	857,318	798,003	738,687	679,372	620,056	560,741
Build rate (£psm)	105%	767,351	709,999	652,647	595,295	537,943	480,591	423,239
	110%	617,691	562,296	506,901	451,507	396,112	340,717	285,322
	115%	467,531	414,089	360,646	307,203	253,761	200,318	146,875
	120%	316,747	265,253	213,759	162,248	110,731	59,213	7,695
	125%	165,061	115,479	65,897	16,315	(33,267)	(82,902)	(132,538)
	130%	12,300	(35,413)	(83,126)	(130,868)	(178,664)	(226,460)	(274,256)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AS
Title: 20 No. Units, Value Area - Lower C
Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units	
AH Policy requirement (% Target)			30%		
AH tenure split %	Affordable Rent:			73%	
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%		
			100%		
CIL Rate (£ psm)			0.00	£ psm	

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	33.0%	2.0	10%	2.0
3 bed House	20.0%	2.8	66.0%	4.0	34%	6.8
4 bed House	50.0%	7.0	0.0%	0.0	35%	7.0
5 bed House	30.0%	4.2	0.0%	0.0	21%	4.2
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	1.0%	0.1	0%	0.1
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	14.0	100.0%	6.0	100%	20.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	152	1,641	152	1,641
3 bed House	266	2,863	376	4,049	642	6,913
4 bed House	777	8,364	0	0	777	8,364
5 bed House	605	6,510	0	0	605	6,510
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	3	32	3	32
2 bed Bungalow	0	0	0	0	0	0
	1,648	17,737	532	5,723	2,179	23,460
AH % by floor area:			*24.39%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	0
2 bed House	280,000	3,636	338	554,400
3 bed House	300,000	3,158	293	2,028,000
4 bed House	320,000	2,883	268	2,240,000
5 bed House	500,000	3,472	323	2,100,000
1 bed Flat	175,000	3,571	332	0
2 bed Flat	200,000	3,175	295	0
1 bed Bungalow	190,000	3,800	353	11,400
2 bed Bungalow	250,000	4,098	381	0
				6,933,800

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	153,300	2,288	73%
2 bed House	170,800	2,218	61%	204,400	2,655	73%
3 bed House	183,000	1,926	61%	219,000	2,305	73%
4 bed House	195,200	1,759	61%	233,600	2,105	73%
5 bed House	305,000	2,118	61%	365,000	2,535	73%
1 bed Flat	106,750	2,179	61%	127,750	2,607	73%
2 bed Flat	122,000	1,937	61%	146,000	2,317	73%
1 bed Bungalow	115,900	2,318	61%	138,700	2,774	73%
2 bed Bungalow	152,500	2,500	61%	182,500	2,992	73%

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AS
Title: 20 No. Units, Value Area - Lower C
Notes: Brownfield

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	0.0	@	280,000		-
3 bed House	2.8	@	300,000		840,000
4 bed House	7.0	@	320,000		2,240,000
5 bed House	4.2	@	500,000		2,100,000
1 bed Flat	0.0	@	175,000		-
2 bed Flat	0.0	@	200,000		-
1 bed Bungalow	0.0	@	190,000		-
2 bed Bungalow	0.0	@	250,000		-
	14.0				5,180,000
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	1.4	@	170,800		246,874
3 bed House	2.9	@	183,000		529,016
4 bed House	0.0	@	195,200		-
5 bed House	0.0	@	305,000		-
1 bed Flat	0.0	@	106,750		-
2 bed Flat	0.0	@	122,000		-
1 bed Bungalow	0.0	@	115,900		5,076
2 bed Bungalow	0.0	@	152,500		-
	4.4				780,967
LCHO GDV -					
1 bed House	0.0	@	153,300		-
2 bed House	0.5	@	204,400		109,272
3 bed House	1.1	@	219,000		234,155
4 bed House	0.0	@	233,600		-
5 bed House	0.0	@	365,000		-
1 bed Flat	0.0	@	127,750		-
2 bed Flat	0.0	@	146,000		-
1 bed Bungalow	0.0	@	138,700		2,247
2 bed Bungalow	0.0	@	182,500		-
	1.6				345,674
Sub-total GDV Residential	**20.0**				**6,306,641**
AH on-site cost analysis:				*£MV less £GDV*	*627,159*
	288 £ psm (total GIA sqm)			*31,358 £ per unit (total units)*	
Grant	20	@	0		-
Total GDV					**6,306,641**

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AS
Title: 20 No. Units, Value Area - Lower C
Notes: Brownfield

DEVELOPMENT COSTS								
Initial Payments -								
Planning Application Professional Fees, Surveys and reports								(20,000)
Statutory Planning Fees (Residential)								(7,700)
CIL			1,648	sqm	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		20	units @	21,200	per unit	(424,000)	(424,000)
S106 analysis:			*6.72%*	*% of GDV*	*21,200*	*£ per unit (total units)*		
AH Commuted Sum			2,179	sqm (total)	0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*				
Construction Costs -								
Site Clearance and Demolition			1.65	acres @	50,000	£ per acre (if brownfield)		(82,367)
Infrastructure costs -	Year 1							-
	Year 2							-
	Year 3							-
	Year 4							-
	Year 5							-
	Year 6							-
	Year 7							-
	Year 8							-
	Year 9							-
	Year 10							-
	total		1.65	acres @		per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*		
1 bed House			-	sqm @	1,195	psm		-
2 bed House			152	sqm @	1,195	psm		(182,190)
3 bed House			642	sqm @	1,195	psm		(767,429)
4 bed House			777	sqm @	1,195	psm		(928,515)
5 bed House			605	sqm @	1,195	psm		(722,736)
1 bed Flat			-	sqm @	1,372	psm		-
2 bed Flat			-	sqm @	1,372	psm		-
1 bed Bungalow			3	sqm @	1,195	psm		(3,585)
2 bed Bungalow		2,179	-	sqm @	1,195	psm		-
External works			2,604,455	@	15.0%			(390,668)
					19,533	*£per unit*		
M4(2) Category 2 Housing		35%	of All units		20 units @	521	£ per dwelling	(3,647)
M4(3) Category 3 Housing		5%	of All units		20 units @	10,307	£ per dwelling	(10,307)
Water efficiency					20 units @	9	£ per dwelling	(180)
Contingency			3,091,624	@	3.0%			(92,749)
Professional Fees			3,091,624	@	6.5%			(200,956)
Disposal Costs -								
Marketing and Promotion			5,180,000	OMS @	3.00%			(155,400)
Residential Sales Agent Costs			5,180,000	OMS @	1.00%			(51,800)
Residential Sales Legal Costs			5,180,000	OMS @	0.50%			(25,900)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm		(23,270)
Developers Profit -								
Margin on AH			1,126,641		6.00%	on AH values		(67,598)
Profit on GDV			5,180,000		20.00%			(1,036,000)
			4,093,398		*25.31%*	*on costs*	*(1,036,000)*	
			6,306,641		*17.50%*	*blended*	*(1,103,598)*	
TOTAL COSTS								**(5,196,997)**

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref:	**AS**
Title:	**20 No. Units, Value Area - Lower C**
Notes:	**Brownfield**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							1,109,644
SDLT			1,109,644	@	5.0%	(slabbed)	(44,982)
Acquisition Agent fees			1,109,644	@	1.0%		(11,096)
Acquisition Legal fees			1,109,644	@	0.5%		(5,548)
Interest on Land			1,109,644	@	6.0%		(66,579)
Residual Land Value							**981,439**
RLV analysis:	*49,072*	*£ per plot*	*1,472,158*	*£ per ha*	*595,774*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.67	ha	1.65	acres	
Density analysis:			*3,269*	*sqm/ha*	*14,241*	*sqft/ac*	
Threshold Land Value	25,946	£ per plot	778,365	£ per ha	315,000	£ per acre	**518,910**

BALANCE							
Surplus/(Deficit)			**693,793**	£ per ha	**280,774**	£ per acre	**462,529**

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AS
Title: 20 No. Units, Value Area - Lower C
Notes: Brownfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	462,529	20%	25%	30%	35%	40%	45%	50%
	0	564,331	513,430	462,529	411,628	360,722	309,808	258,894
	10	546,694	496,895	447,096	397,298	347,499	297,700	247,902
	20	529,056	480,360	431,664	382,968	334,271	285,575	236,879
	30	511,419	463,825	416,231	368,637	321,043	273,449	225,855
	40	493,782	447,291	400,799	354,307	307,816	261,324	214,832
CIL £psm	50	476,086	430,721	385,356	339,977	294,588	249,198	203,809
0.00	60	458,363	414,106	369,849	325,591	281,334	237,073	192,786
	70	440,640	397,491	354,341	311,191	268,042	224,892	181,743
	80	422,917	380,875	338,833	296,792	254,750	212,708	170,666
	90	405,194	364,260	323,326	282,392	241,457	200,523	159,589
	100	387,400	347,609	307,818	267,992	228,165	188,339	148,512
	110	369,590	330,913	292,235	253,557	214,873	176,154	137,435
	120	351,781	314,217	276,652	239,087	201,523	163,958	126,359
	130	333,972	297,520	261,069	224,617	188,166	151,714	115,263
	140	316,163	280,824	245,486	210,147	174,809	139,470	104,132
	150	298,267	264,089	229,903	195,677	161,452	127,226	93,001
	160	280,371	247,312	214,252	181,192	148,095	114,983	81,870
	170	262,476	230,534	198,593	166,652	134,711	102,739	70,740
	180	244,580	213,757	182,934	152,111	121,289	90,466	59,609
	190	226,684	196,979	167,275	137,571	107,867	78,162	48,458
	200	208,732	180,202	151,616	123,030	94,445	65,859	37,273

		AH - % on site 30%						
Balance (RLV - TLV)	462,529	20%	25%	30%	35%	40%	45%	50%
	15,000	675,213	624,299	573,385	522,470	471,556	420,626	369,682
	16,000	657,337	606,423	555,508	504,594	453,680	402,765	351,851
	17,000	639,460	588,546	537,632	486,718	435,803	384,889	333,975
	18,000	621,584	570,670	519,755	468,841	417,927	367,012	316,098
	19,000	603,708	552,793	501,879	450,965	400,050	349,136	298,222
Site Specific S106	20,000	585,831	534,917	484,003	433,088	382,174	331,260	280,345
21,200	21,000	567,918	517,017	466,116	415,212	364,298	313,383	262,469
	22,000	549,983	499,082	448,181	397,280	346,379	295,478	244,577
	23,000	532,048	481,147	430,246	379,345	328,444	277,543	226,642
	24,000	514,113	463,212	412,311	361,410	310,509	259,608	208,707
	25,000	496,178	445,277	394,376	343,475	292,574	241,673	190,772
	26,000	478,243	427,342	376,441	325,540	274,639	223,738	172,837
	27,000	460,308	409,407	358,506	307,603	256,699	205,796	154,893
	28,000	442,315	391,411	340,508	289,605	238,701	187,798	136,895
	29,000	424,317	373,413	322,510	271,607	220,703	169,800	118,897
	30,000	406,319	355,415	304,512	253,609	202,705	151,802	100,899
	31,000	388,321	337,417	286,514	235,611	184,707	133,804	82,901
	32,000	370,323	319,419	268,516	217,613	166,701	115,779	64,857
	33,000	352,321	301,400	250,478	199,557	148,635	97,714	46,792
	34,000	334,256	283,335	232,413	181,491	130,570	79,648	28,727
	35,000	316,191	265,269	214,348	163,426	112,505	61,583	10,661

		AH - % on site 30%						
Balance (RLV - TLV)	462,529	20%	25%	30%	35%	40%	45%	50%
	15%	823,331	756,242	689,154	622,065	554,972	487,870	420,769
	16%	771,531	707,680	643,829	579,978	516,122	452,258	388,394
Profit	17%	719,731	659,117	598,504	537,890	477,272	416,645	356,019
20.00%	18%	667,931	610,555	553,179	495,803	438,422	381,033	323,644
	19%	616,131	561,992	507,854	453,715	399,572	345,420	291,269
	20%	564,331	513,430	462,529	411,628	360,722	309,808	258,894
	21%	512,531	464,867	417,204	369,540	321,872	274,195	226,519
	22%	460,731	416,305	371,879	327,453	283,022	238,583	194,144
	23%	408,931	367,742	326,554	285,365	244,172	202,970	161,769
	24%	357,131	319,180	281,229	243,278	205,322	167,358	129,394
	25%	305,331	270,617	235,904	201,190	166,472	131,745	97,019

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171222 CBC Residential Appraisals_AQ-AS_v4

Scheme Ref: AS
Title: 20 No. Units, Value Area - Lower C
Notes: Brownfield

		AH - % on site 30%						
Balance (RLV - TLV)	462,529	20%	25%	30%	35%	40%	45%	50%
	100,000	918,507	867,606	816,706	765,805	714,899	663,985	613,070
	150,000	836,141	785,240	734,339	683,438	632,532	581,618	530,704
TLV (per acre)	200,000	753,774	702,873	651,972	601,071	550,166	499,251	448,337
315,000	250,000	671,407	620,506	569,606	518,705	467,799	416,885	365,970
	300,000	589,041	538,140	487,239	436,338	385,432	334,518	283,604
	350,000	506,674	455,773	404,872	353,971	303,066	252,151	201,237
	400,000	424,307	373,406	322,506	271,605	220,699	169,785	118,870
	450,000	341,941	291,040	240,139	189,238	138,332	87,418	36,504
	500,000	259,574	208,673	157,772	106,871	55,966	5,051	(45,863)
	550,000	177,207	126,306	75,406	24,505	(26,401)	(77,315)	(128,230)

		AH - % on site 30%						
Balance (RLV - TLV)	462,529	20%	25%	30%	35%	40%	45%	50%
	25	443,801	392,900	341,999	291,098	240,197	189,296	138,395
	26	471,616	420,715	369,814	318,913	268,012	217,111	166,210
Density (dph)	27	497,370	446,469	395,568	344,667	293,766	242,865	191,964
30	28	521,284	470,383	419,483	368,582	317,681	266,780	215,875
	29	543,550	492,649	441,748	390,847	339,946	289,041	238,126
	30	564,331	513,430	462,529	411,628	360,722	309,808	258,894
	31	583,771	532,870	481,969	431,064	380,150	329,236	278,321
	32	601,996	551,095	500,192	449,278	398,363	347,449	296,535
	33	619,117	568,216	517,301	466,387	415,473	364,558	313,644
	34	635,231	584,319	533,405	482,490	431,576	380,662	329,747
	35	650,416	599,502	548,587	497,673	446,759	395,845	344,930

		AH - % on site 30%						
Balance (RLV - TLV)	462,529	20%	25%	30%	35%	40%	45%	50%
	25%	565,347	514,446	463,545	412,644	361,736	310,821	259,907
	30%	564,839	513,938	463,037	412,136	361,229	310,315	259,400
% Cat M4(2)	35%	564,331	513,430	462,529	411,628	360,722	309,808	258,894
35%	40%	563,823	512,922	462,021	411,120	360,216	309,301	258,387
	45%	563,314	512,413	461,512	410,611	359,709	308,795	257,880
	50%	562,806	511,905	461,004	410,103	359,202	308,288	257,374
	55%	562,298	511,397	460,496	409,595	358,694	307,781	256,867
	60%	561,790	510,889	459,988	409,087	358,186	307,274	256,360
	65%	561,281	510,380	459,479	408,578	357,678	306,768	255,853

		AH - % on site 30%						
Balance (RLV - TLV)	462,529	20%	25%	30%	35%	40%	45%	50%
	95%	713,918	661,060	608,202	555,330	502,448	449,566	396,684
	100%	564,331	513,430	462,529	411,628	360,722	309,808	258,894
Build rate (£psm)	105%	414,222	365,275	316,328	267,381	218,434	169,487	120,540
	110%	263,468	216,473	169,478	122,483	75,474	28,459	(18,555)
	115%	111,775	66,702	21,630	(23,443)	(68,523)	(113,642)	(158,761)
	120%	(41,093)	(84,280)	(127,481)	(170,739)	(213,997)	(257,255)	(300,512)
	125%	(195,285)	(236,536)	(277,788)	(319,040)	(360,291)	(401,543)	(442,794)
	130%	(349,604)	(388,928)	(428,256)	(467,585)	(506,913)	(551,646)	(596,593)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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171222 CBC Residential Appraisals_AQ-AS_v4 - Summary Table

Scheme Details:	Scheme Ref:	**AQ**	**AR**	**AS**
	Title:	20 No. Units, Value Area - High A	20 No. Units, Value Area - Medium B	20 No. Units, Value Area - Lower C
	Notes:	Brownfield	Brownfield	Brownfield
	Total GDV (£)	8,218,741	6,791,271	6,306,641
Policy Costs:	AH % (on-site)	30%	30%	30%
	CIL (£ psm)	-	-	-
	CIL (£)	-	-	-
	Site Specific S106 (£/unit)	21,200	21,200	21,200
	Site Specific S106 (£)	424,000	424,000	424,000
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%	20.0%
	Developers Profit (% blended)	17.33%	17.52%	17.50%
	Total Developers Profit (£)	1,424,124	1,189,516	1,103,598
Residual Land Value (RLV):	RLV (£/acre)	1,410,170	799,421	595,774
	RLV (£/ha)	3,484,530	1,975,369	1,472,158
	RLV (£ net)	2,323,020	1,316,913	981,439
Threshold Land Value (TLV):	TLV (£/acre)	315,000	315,000	315,000
	TLV (£/ha)	778,365	778,365	778,365
	TLV (£ net)	518,910	518,910	518,910
Balance for Plan VA:	Surplus/Deficit (£/acre)	1,095,170	484,421	280,774
	Surplus/Deficit (£/ha)	2,706,165	1,197,004	693,793
	Surplus/Deficit	1,804,110	798,003	462,529
	Plan Viability comments	Viable	Viable	Viable

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180104 CBC Residential Appraisals_AT-AU_v5 - Version Notes

Date	Version	Comments
180104	v5	

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AT
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (100% Affordable Housing)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			10	Units	
AH Policy requirement (% Target)			100%		
AH tenure split %	Affordable Rent:			50%	
	LCHO (Int/Sub-Market/Starter etc.):			50%	50.0% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			0%		
			100%		
CIL Rate (£ psm)			0.00	£ psm	

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	30.0%	0.0	30.0%	3.0	30%	3.0
3 bed House	50.0%	0.0	50.0%	5.0	50%	5.0
4 bed House	20.0%	0.0	20.0%	2.0	20%	2.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	0.0	100.0%	10.0	100%	10.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	231	2,486	231	2,486
3 bed House	0	0	475	5,113	475	5,113
4 bed House	0	0	222	2,390	222	2,390
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	0	0	928	9,989	928	9,989
AH % by floor area:			*100.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	900,000
3 bed House	320,000	3,368	313	1,600,000
4 bed House	340,000	3,063	285	680,000
5 bed House	550,000	3,819	355	0
1 bed Flat	185,000	3,776	351	0
2 bed Flat	250,000	3,968	369	0
1 bed Bungalow	250,000	5,000	465	0
2 bed Bungalow	290,000	4,754	442	0
				3,180,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AT
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (100% Affordable Housing)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	0.0	@	320,000		-
4 bed House	0.0	@	340,000		-
5 bed House	0.0	@	550,000		-
1 bed Flat	0.0	@	185,000		-
2 bed Flat	0.0	@	250,000		-
1 bed Bungalow	0.0	@	250,000		-
2 bed Bungalow	0.0	@	290,000		-
	0.0				-
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	1.5	@	183,000		274,500
3 bed House	2.5	@	195,200		488,000
4 bed House	1.0	@	207,400		207,400
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	112,850		-
2 bed Flat	0.0	@	152,500		-
1 bed Bungalow	0.0	@	152,500		-
2 bed Bungalow	0.0	@	176,900		-
	5.0				969,900
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	1.5	@	219,000		328,500
3 bed House	2.5	@	233,600		584,000
4 bed House	1.0	@	248,200		248,200
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	135,050		-
2 bed Flat	0.0	@	182,500		-
1 bed Bungalow	0.0	@	182,500		-
2 bed Bungalow	0.0	@	211,700		-
	5.0				1,160,700
Sub-total GDV Residential	**10.0**				**2,130,600**
AH on-site cost analysis:				*£MV less £GDV*	*1,049,400*
	1,131	*£ psm (total GIA sqm)*		*104,940*	*£ per unit (total units)*
Grant	10	@	0		-
Total GDV					**2,130,600**

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AT
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (100% Affordable Housing)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(10,000)
Statutory Planning Fees (Residential)									(3,850)
CIL			0	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		10	units @	2,500	per unit		(25,000)	(25,000)
S106 analysis:			*1.17%*	*% of GDV*	*2,500*	*£ per unit (total units)*			
AH Commuted Sum			928	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			0.82	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		0.82	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			231	sqm @	1,195	psm			(276,045)
3 bed House			475	sqm @	1,195	psm			(567,625)
4 bed House			222	sqm @	1,195	psm			(265,290)
5 bed House			-	sqm @	1,195	psm			-
1 bed Flat			-	sqm @	1,372	psm			-
2 bed Flat			-	sqm @	1,372	psm			-
1 bed Bungalow			-	sqm @	1,195	psm			-
2 bed Bungalow		928	-	sqm @	1,195	psm			-
External works			1,108,960	@	15.0%				(166,344)
					16,634	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		10	units @	521	£ per dwelling	(1,824)
M4(3) Category 3 Housing		5%	of All units		10	units @	10,307	£ per dwelling	(5,154)
Water efficiency					10	units @	9	£ per dwelling	(90)
Contingency			1,282,371	@	3.0%				(38,471)
Professional Fees			1,282,371	@	6.5%				(83,354)
Disposal Costs -									
Marketing and Promotion			-	OMS @	3.00%				-
Residential Sales Agent Costs			-	OMS @	1.00%				-
Residential Sales Legal Costs			-	OMS @	0.50%				-
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(1,776)
Developers Profit -									
Margin on AH			2,130,600		6.00%	on AH values			(127,836)
Profit on GDV			0		20.00%				-
			1,444,822		*0.00%*	*on costs*		-	
			2,130,600		*6.00%*	*blended*		*(127,836)*	
TOTAL COSTS									**(1,572,658)**

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AT
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (100% Affordable Housing)

RESIDUAL LAND VALUE							
Residual Land Value (gross)							557,942
SDLT			557,942	@	5.0%	(slabbed)	(17,397)
Acquisition Agent fees			557,942	@	1.0%		(5,579)
Acquisition Legal fees			557,942	@	0.5%		(2,790)
Interest on Land			557,942	@	6.0%		(33,477)
Residual Land Value							**498,699**
RLV analysis:	*49,870*	*£ per plot*	*1,496,098*	*£ per ha*	*605,463*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.33	ha	0.82	acres	
Density analysis:			*2,784*	*sqm/ha*	*12,127*	*sqft/ac*	
Threshold Land Value	35,418	£ per plot	1,062,530	£ per ha	430,000	£ per acre	**354,177**

BALANCE							
Surplus/(Deficit)			**433,568**	£ per ha	**175,463**	£ per acre	**144,523**

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AT
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (100% Affordable Housing)

SENSITIVITY ANALYSIS

		AH - % on site 100%						
Balance (RLV - TLV)	144,523	70%	75%	80%	85%	90%	95%	100%
	0	247,755	230,631	213,441	196,251	179,061	161,796	144,523
	10	245,223	228,531	211,761	194,991	178,221	161,378	144,523
	20	242,690	226,424	210,081	193,731	177,381	160,960	144,523
	30	240,158	224,314	208,401	192,471	176,541	160,542	144,523
	40	237,625	222,203	206,721	191,211	175,701	160,124	144,523
CIL £psm	50	235,093	220,093	205,040	189,951	174,861	159,706	144,523
0.00	60	232,560	217,982	203,360	188,691	174,021	159,288	144,523
	70	230,028	215,872	201,680	187,431	173,181	158,870	144,523
	80	227,496	213,762	200,000	186,170	172,341	158,452	144,523
	90	224,963	211,651	198,320	184,910	171,501	158,034	144,523
	100	222,431	209,541	196,640	183,650	170,661	157,616	144,523
	110	219,898	207,430	194,960	182,390	169,821	157,198	144,523
	120	217,366	205,320	193,274	181,130	168,980	156,780	144,523
	130	214,833	203,210	191,586	179,870	168,140	156,362	144,523
	140	212,301	201,099	189,898	178,610	167,300	155,944	144,523
	150	209,768	198,989	188,209	177,350	166,460	155,526	144,523
	160	207,236	196,878	186,521	176,089	165,620	155,108	144,523
	170	204,703	194,768	184,833	174,829	164,780	154,690	144,523
	180	202,159	192,657	183,144	173,569	163,940	154,272	144,523
	190	199,614	190,547	181,456	172,309	163,100	153,854	144,523
	200	197,070	188,437	179,768	171,049	162,260	153,436	144,523

		AH - % on site 100%						
Balance (RLV - TLV)	144,523	70%	75%	80%	85%	90%	95%	100%
	-	269,889	252,707	235,517	218,327	201,094	183,821	166,548
	500	265,462	248,292	231,102	213,912	196,689	179,416	162,143
	1,000	261,036	243,877	226,687	209,497	192,284	175,011	157,738
	1,500	256,609	239,461	222,272	205,082	187,879	170,606	153,333
	2,000	252,182	235,046	217,856	200,666	183,474	166,201	148,928
Site Specific S106	2,500	247,755	230,631	213,441	196,251	179,061	161,796	144,523
2,500	3,000	243,329	226,216	209,026	191,836	174,646	157,391	140,118
	3,500	238,902	221,791	204,611	187,421	170,231	152,986	135,713
	4,000	234,475	217,365	200,196	183,006	165,816	148,581	131,307
	4,500	230,049	212,938	195,781	178,591	161,401	144,176	126,902
	5,000	225,622	208,511	191,366	174,176	156,986	139,771	122,497
	5,500	221,195	204,085	186,950	169,760	152,571	135,365	118,092
	6,000	216,769	199,658	182,535	165,345	148,155	130,960	113,687
	6,500	212,342	195,231	178,120	160,930	143,740	126,550	109,282
	7,000	207,915	190,805	173,694	156,515	139,325	122,135	104,877
	7,500	203,489	186,378	169,267	152,100	134,910	117,720	100,472
	8,000	199,062	181,951	164,841	147,685	130,495	113,305	96,067
	8,500	194,635	177,525	160,414	143,270	126,080	108,890	91,662
	9,000	190,208	173,098	155,987	138,854	121,665	104,475	87,257
	9,500	185,782	168,671	151,561	134,439	117,249	100,059	82,852
	10,000	181,355	164,244	147,134	130,023	112,834	95,644	78,447

		AH - % on site 100%						
Balance (RLV - TLV)	144,523	70%	75%	80%	85%	90%	95%	100%
	15%	289,493	265,412	241,266	217,120	192,974	168,752	144,523
	16%	281,145	258,456	235,701	212,946	190,191	167,361	144,523
Profit	17%	272,798	251,500	230,136	208,773	187,409	165,970	144,523
20.00%	18%	264,450	244,544	224,571	204,599	184,626	164,578	144,523
	19%	256,103	237,587	219,006	200,425	181,844	163,187	144,523
	20%	247,755	230,631	213,441	196,251	179,061	161,796	144,523
	21%	239,408	223,675	207,876	192,078	176,279	160,405	144,523
	22%	231,060	216,719	202,311	187,904	173,496	159,013	144,523
	23%	222,713	209,762	196,746	183,730	170,714	157,622	144,523
	24%	214,365	202,806	191,181	179,556	167,931	156,231	144,523
	25%	206,018	195,850	185,616	175,383	165,149	154,840	144,523

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AT
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (100% Affordable Housing)

		AH - % on site 100%						
Balance (RLV - TLV)	144,523	70%	75%	80%	85%	90%	95%	100%
	100,000	519,565	502,441	485,251	468,061	450,871	433,606	416,333
	150,000	478,382	461,258	444,068	426,878	409,688	392,422	375,149
TLV (per acre)	200,000	437,199	420,074	402,885	385,695	368,505	351,239	333,966
430,000	250,000	396,015	378,891	361,701	344,511	327,321	310,056	292,783
	300,000	354,832	337,708	320,518	303,328	286,138	268,872	251,599
	350,000	313,649	296,524	279,335	262,145	244,955	227,689	210,416
	400,000	272,465	255,341	238,151	220,961	203,771	186,506	169,233
	450,000	231,282	214,158	196,968	179,778	162,588	145,322	128,049
	500,000	190,099	172,974	155,785	138,595	121,405	104,139	86,866
	550,000	148,915	131,791	114,601	97,411	80,221	62,956	45,683

		AH - % on site 100%						
Balance (RLV - TLV)	144,523	70%	75%	80%	85%	90%	95%	100%
	25	176,920	159,796	142,606	125,416	108,226	90,960	73,687
	26	193,267	176,142	158,953	141,763	124,573	107,307	90,034
Density (dph)	27	208,402	191,278	174,088	156,898	139,708	122,443	105,170
30	28	222,457	205,333	188,143	170,953	153,763	136,497	119,224
	29	235,542	218,418	201,228	184,038	166,848	149,583	132,310
	30	247,755	230,631	213,441	196,251	179,061	161,796	144,523
	31	259,180	242,056	224,866	207,676	190,486	173,221	155,948
	32	269,891	252,767	235,577	218,387	201,197	183,932	166,659
	33	279,953	262,829	245,639	228,449	211,259	193,994	176,721
	34	289,423	272,299	255,109	237,919	220,729	203,464	186,190
	35	298,352	281,228	264,038	246,848	229,658	212,392	195,119

		AH - % on site 100%						
Balance (RLV - TLV)	144,523	70%	75%	80%	85%	90%	95%	100%
	25%	248,258	231,132	213,942	196,753	179,563	162,296	145,023
	30%	248,007	230,882	213,692	196,502	179,312	162,046	144,773
% Cat M4(2)	35%	247,755	230,631	213,441	196,251	179,061	161,796	144,523
35%	40%	247,504	230,381	213,191	196,001	178,811	161,546	144,272
	45%	247,253	230,130	212,940	195,750	178,560	161,295	144,022
	50%	247,002	229,879	212,689	195,499	178,310	161,045	143,772
	55%	246,751	229,629	212,439	195,249	178,059	160,795	143,522
	60%	246,500	229,378	212,188	194,998	177,808	160,545	143,272
	65%	246,249	229,128	211,938	194,748	177,558	160,295	143,021

		AH - % on site 100%						
Balance (RLV - TLV)	144,523	70%	75%	80%	85%	90%	95%	100%
	95%	309,165	291,975	274,785	257,586	240,313	223,040	205,767
	100%	247,755	230,631	213,441	196,251	179,061	161,796	144,523
Build rate (£psm)	105%	186,286	169,176	152,065	134,907	117,717	100,527	83,278
	110%	124,727	107,691	90,596	73,485	56,373	39,183	21,993
	115%	63,067	46,072	29,036	12,001	(5,095)	(22,205)	(39,351)
	120%	1,231	(15,693)	(32,656)	(49,620)	(66,654)	(83,689)	(100,785)
	125%	(60,844)	(77,679)	(94,558)	(111,455)	(128,379)	(145,343)	(162,344)
	130%	(123,264)	(140,015)	(156,794)	(173,573)	(190,407)	(207,244)	(224,140)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AU
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (80% Affordable Housing)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			10	Units		
AH Policy requirement (% Target)			80%			
AH tenure split %	Affordable Rent:			50%		
	LCHO (Int/Sub-Market/Starter etc.):			50%	40.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			20%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	30.0%	2.4	24%	2.4
3 bed House	0.0%	0.0	50.0%	4.0	40%	4.0
4 bed House	50.0%	1.0	20.0%	1.6	26%	2.6
5 bed House	50.0%	1.0	0.0%	0.0	10%	1.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	2.0	100.0%	8.0	100%	10.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	185	1,989	185	1,989
3 bed House	0	0	380	4,090	380	4,090
4 bed House	111	1,195	178	1,912	289	3,106
5 bed House	144	1,550	0	0	144	1,550
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	255	2,745	742	7,991	997	10,736
AH % by floor area:			*74.43%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	720,000
3 bed House	320,000	3,368	313	1,280,000
4 bed House	340,000	3,063	285	884,000
5 bed House	550,000	3,819	355	550,000
1 bed Flat	185,000	3,776	351	0
2 bed Flat	250,000	3,968	369	0
1 bed Bungalow	250,000	5,000	465	0
2 bed Bungalow	290,000	4,754	442	0
				3,434,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	112,850	2,303	61%	135,050	2,756	73%
2 bed Flat	152,500	2,421	61%	182,500	2,897	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	176,900	2,900	61%	211,700	3,470	73%

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AU
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (80% Affordable Housing)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	0.0	@	320,000		-
4 bed House	1.0	@	340,000		340,000
5 bed House	1.0	@	550,000		550,000
1 bed Flat	0.0	@	185,000		-
2 bed Flat	0.0	@	250,000		-
1 bed Bungalow	0.0	@	250,000		-
2 bed Bungalow	0.0	@	290,000		-
	2.0				890,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	1.2	@	183,000		219,600
3 bed House	2.0	@	195,200		390,400
4 bed House	0.8	@	207,400		165,920
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	112,850		-
2 bed Flat	0.0	@	152,500		-
1 bed Bungalow	0.0	@	152,500		-
2 bed Bungalow	0.0	@	176,900		-
	4.0				775,920
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	1.2	@	219,000		262,800
3 bed House	2.0	@	233,600		467,200
4 bed House	0.8	@	248,200		198,560
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	135,050		-
2 bed Flat	0.0	@	182,500		-
1 bed Bungalow	0.0	@	182,500		-
2 bed Bungalow	0.0	@	211,700		-
	4.0				928,560
Sub-total GDV Residential	**10.0**				**2,594,480**
AH on-site cost analysis:				*£MV less £GDV*	*839,520*
	842 £ psm (total GIA sqm)			*83,952 £ per unit (total units)*	
Grant	10	@	0		-
Total GDV					**2,594,480**

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AU
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (80% Affordable Housing)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(10,000)
Statutory Planning Fees (Residential)									(3,850)
CIL			255	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		10	units @	2,500	per unit		(25,000)	(25,000)
S106 analysis:			*0.96%*	*% of GDV*	*2,500*	*£ per unit (total units)*			
AH Commuted Sum			997	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			0.82	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		0.82	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	1,195	psm			-
2 bed House			185	sqm @	1,195	psm			(220,836)
3 bed House			380	sqm @	1,195	psm			(454,100)
4 bed House			289	sqm @	1,195	psm			(344,877)
5 bed House			144	sqm @	1,195	psm			(172,080)
1 bed Flat			-	sqm @	1,372	psm			-
2 bed Flat			-	sqm @	1,372	psm			-
1 bed Bungalow			-	sqm @	1,195	psm			-
2 bed Bungalow		997	-	sqm @	1,195	psm			-
External works			1,191,893	@	15.0%				(178,784)
					17,878	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		10	units @	521	£ per dwelling	(1,824)
M4(3) Category 3 Housing		5%	of All units		10	units @	10,307	£ per dwelling	(5,154)
Water efficiency					10	units @	9	£ per dwelling	(90)
Contingency			1,377,744	@	3.0%				(41,332)
Professional Fees			1,377,744	@	6.5%				(89,553)
Disposal Costs -									
Marketing and Promotion			890,000	OMS @	3.00%				(26,700)
Residential Sales Agent Costs			890,000	OMS @	1.00%				(8,900)
Residential Sales Legal Costs			890,000	OMS @	0.50%				(4,450)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(3,066)
Developers Profit -									
Margin on AH			1,704,480		6.00%	on AH values			(102,269)
Profit on GDV			890,000		20.00%				(178,000)
			1,590,596		*11.19%*	*on costs*	*(178,000)*		
			2,594,480		*10.80%*	*blended*	*(280,269)*		
TOTAL COSTS									**(1,870,865)**

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AU
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (80% Affordable Housing)

RESIDUAL LAND VALUE							
Residual Land Value (gross)							723,615
SDLT			723,615	@	5.0%	(slabbed)	(25,681)
Acquisition Agent fees			723,615	@	1.0%		(7,236)
Acquisition Legal fees			723,615	@	0.5%		(3,618)
Interest on Land			723,615	@	6.0%		(43,417)
Residual Land Value							**643,663**
RLV analysis:	*64,366*	*£ per plot*	*1,930,990*	*£ per ha*	*781,461*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			0.33	ha	0.82	acres	
Density analysis:			*2,992*	*sqm/ha*	*13,034*	*sqft/ac*	
Threshold Land Value	35,418	£ per plot	1,062,530	£ per ha	430,000	£ per acre	**354,177**

BALANCE							
Surplus/(Deficit)			**868,460**	£ per ha	**351,461**	£ per acre	**289,487**

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AU
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (80% Affordable Housing)

SENSITIVITY ANALYSIS

		AH - % on site 80%						
Balance (RLV - TLV)	289,487	70%	75%	80%	85%	90%	95%	100%
	0	361,718	325,614	289,487	253,285	217,084	180,832	144,523
	10	358,239	322,714	287,178	251,554	215,930	180,258	144,523
	20	354,759	319,815	284,870	249,823	214,776	179,684	144,523
	30	351,280	316,915	282,550	248,092	213,622	179,109	144,523
	40	347,800	314,016	280,231	246,360	212,467	178,535	144,523
CIL £psm	50	344,321	311,116	277,911	244,629	211,313	177,961	144,523
0.00	60	340,841	308,216	275,592	242,898	210,159	177,386	144,523
	70	337,362	305,317	273,272	241,166	209,005	176,812	144,523
	80	333,883	302,417	270,952	239,435	207,851	176,238	144,523
	90	330,400	299,518	268,633	237,704	206,696	175,664	144,523
	100	326,904	296,618	266,313	235,973	205,542	175,089	144,523
	110	323,407	293,719	263,993	234,241	204,388	174,515	144,523
	120	319,911	290,819	261,674	232,510	203,234	173,941	144,523
	130	316,415	287,920	259,354	230,779	202,080	173,366	144,523
	140	312,918	285,020	257,035	229,047	200,925	172,792	144,523
	150	309,422	282,121	254,715	227,309	199,771	172,218	144,523
	160	305,926	279,221	252,395	225,569	198,617	171,643	144,523
	170	302,429	276,317	250,076	223,830	197,463	171,069	144,523
	180	298,933	273,403	247,756	222,090	196,309	170,495	144,523
	190	295,436	270,489	245,436	220,350	195,154	169,918	144,523
	200	291,940	267,576	243,117	218,611	194,000	169,341	144,523

		AH - % on site 80%						
Balance (RLV - TLV)	289,487	70%	75%	80%	85%	90%	95%	100%
	-	383,852	347,747	311,563	275,361	239,160	202,858	166,548
	500	379,425	343,321	307,147	270,946	234,745	198,452	162,143
	1,000	374,998	338,894	302,732	266,531	230,330	194,047	157,738
	1,500	370,571	334,467	298,317	262,116	225,914	189,642	153,333
	2,000	366,145	330,040	293,902	257,701	221,499	185,237	148,928
Site Specific S106	2,500	361,718	325,614	289,487	253,285	217,084	180,832	144,523
2,500	3,000	357,291	321,187	285,072	248,870	212,669	176,427	140,118
	3,500	352,865	316,760	280,656	244,455	208,254	172,022	135,713
	4,000	348,438	312,334	276,229	240,040	203,839	167,617	131,307
	4,500	344,011	307,907	271,803	235,625	199,424	163,212	126,902
	5,000	339,585	303,480	267,376	231,210	195,008	158,807	122,497
	5,500	335,158	299,054	262,949	226,795	190,593	154,392	118,092
	6,000	330,731	294,627	258,522	222,380	186,178	149,977	113,687
	6,500	326,305	290,200	254,096	217,964	181,763	145,562	109,282
	7,000	321,878	285,773	249,669	213,549	177,348	141,147	104,877
	7,500	317,451	281,347	245,242	209,134	172,933	136,731	100,472
	8,000	313,024	276,920	240,816	204,711	168,518	132,316	96,067
	8,500	308,591	272,493	236,389	200,285	164,102	127,901	91,662
	9,000	304,151	268,067	231,962	195,858	159,687	123,486	87,257
	9,500	299,712	263,640	227,536	191,431	155,272	119,071	82,852
	10,000	295,272	259,213	223,109	187,005	150,857	114,656	78,447

		AH - % on site 80%						
Balance (RLV - TLV)	289,487	70%	75%	80%	85%	90%	95%	100%
	15%	420,124	374,286	328,424	282,489	236,553	190,567	144,523
	16%	408,443	364,551	320,637	276,648	232,659	188,620	144,523
Profit	17%	396,762	354,817	312,849	270,807	228,765	186,673	144,523
20.00%	18%	385,081	345,082	305,062	264,967	224,872	184,726	144,523
	19%	373,399	335,348	297,274	259,126	220,978	182,779	144,523
	20%	361,718	325,614	289,487	253,285	217,084	180,832	144,523
	21%	350,037	315,879	281,699	247,445	213,190	178,885	144,523
	22%	338,356	306,145	273,912	241,604	209,297	176,938	144,523
	23%	326,674	296,411	266,124	235,764	205,403	174,992	144,523
	24%	314,993	286,676	258,337	229,923	201,509	173,045	144,523
	25%	303,312	276,942	250,549	224,082	197,615	171,098	144,523

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180104 CBC Residential Appraisals_AT-AU_v5

Scheme Ref: AU
Title: 10 No. Units, Value Area - Medium B
Notes: RES Rural Exception Site (80% Affordable Housing)

		AH - % on site 80%						
Balance (RLV - TLV)	289,487	70%	75%	80%	85%	90%	95%	100%
	100,000	633,528	597,424	561,297	525,095	488,894	452,642	416,333
	150,000	592,345	556,240	520,113	483,912	447,711	411,459	375,149
TLV (per acre)	200,000	551,161	515,057	478,930	442,729	406,527	370,276	333,966
430,000	250,000	509,978	473,874	437,747	401,545	365,344	329,092	292,783
	300,000	468,795	432,690	396,563	360,362	324,161	287,909	251,599
	350,000	427,611	391,507	355,380	319,179	282,977	246,726	210,416
	400,000	386,428	350,324	314,197	277,995	241,794	205,542	169,233
	450,000	345,245	309,140	273,013	236,812	200,611	164,359	128,049
	500,000	304,061	267,957	231,830	195,629	159,427	123,176	86,866
	550,000	262,878	226,774	190,647	154,445	118,244	81,992	45,683

		AH - % on site 80%						
Balance (RLV - TLV)	289,487	70%	75%	80%	85%	90%	95%	100%
	25	290,883	254,778	218,651	182,450	146,249	109,997	73,687
	26	307,229	271,125	234,998	198,797	162,595	126,344	90,034
Density (dph)	27	322,365	286,261	250,134	213,933	177,731	141,479	105,170
30	28	336,420	300,315	264,188	227,987	191,786	155,534	119,224
	29	349,505	313,401	277,274	241,073	204,871	168,619	132,310
	30	361,718	325,614	289,487	253,285	217,084	180,832	144,523
	31	373,143	337,039	300,912	264,711	228,509	192,257	155,948
	32	383,854	347,750	311,623	275,422	239,220	202,968	166,659
	33	393,916	357,812	321,685	285,483	249,282	213,030	176,721
	34	403,386	367,282	331,155	294,953	258,752	222,500	186,190
	35	412,315	376,210	340,083	303,882	267,681	231,429	195,119

		AH - % on site 80%						
Balance (RLV - TLV)	289,487	70%	75%	80%	85%	90%	95%	100%
	25%	362,220	326,116	289,988	253,787	217,585	181,333	145,023
	30%	361,969	325,865	289,737	253,536	217,335	181,082	144,773
% Cat M4(2)	35%	361,718	325,614	289,487	253,285	217,084	180,832	144,523
35%	40%	361,467	325,363	289,236	253,035	216,834	180,582	144,272
	45%	361,216	325,111	288,986	252,784	216,583	180,332	144,022
	50%	360,965	324,860	288,735	252,534	216,332	180,082	143,772
	55%	360,714	324,609	288,484	252,283	216,082	179,831	143,522
	60%	360,463	324,358	288,234	252,032	215,831	179,581	143,272
	65%	360,211	324,107	287,983	251,782	215,581	179,331	143,021

		AH - % on site 80%						
Balance (RLV - TLV)	289,487	70%	75%	80%	85%	90%	95%	100%
	95%	430,083	392,767	355,418	318,070	280,676	243,221	205,767
	100%	361,718	325,614	289,487	253,285	217,084	180,832	144,523
Build rate (£psm)	105%	293,336	258,398	223,443	188,488	153,446	118,392	83,278
	110%	224,804	191,089	157,374	123,571	89,765	55,901	21,993
	115%	156,156	123,678	91,146	58,584	25,998	(6,659)	(39,351)
	120%	87,327	56,082	24,782	(6,541)	(37,903)	(69,313)	(100,785)
	125%	18,249	(11,767)	(41,797)	(71,884)	(101,971)	(132,139)	(162,344)
	130%	(51,198)	(79,954)	(108,745)	(137,537)	(166,369)	(195,223)	(224,140)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AT-AU_v5 - Summary Table

Scheme Details:	Scheme Ref:	**AT**	**AU**
	Title:	10 No. Units, Value Area - Medium B	10 No. Units, Value Area - Medium B
	Notes:	RES Rural Exception Site (100% Affordable Housing)	RES Rural Exception Site (80% Affordable Housing)
	Total GDV (£)	2,130,600	2,594,480
Policy Costs:	AH % (on-site)	100%	80%
	CIL (£ psm)	-	-
	CIL (£)	-	-
	Site Specific S106 (£/unit)	2,500	2,500
	Site Specific S106 (£)	25,000	25,000
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%
	Developers Profit (% blended)	6.00%	10.80%
	Total Developers Profit (£)	127,836	280,269
Residual Land Value (RLV):	RLV (£/acre)	605,463	781,461
	RLV (£/ha)	1,496,098	1,930,990
	RLV (£ net)	498,699	643,663
Threshold Land Value (TLV):	TLV (£/acre)	430,000	430,000
	TLV (£/ha)	1,062,530	1,062,530
	TLV (£ net)	354,177	354,177
Balance for Plan VA:	Surplus/Deficit (£/acre)	175,463	351,461
	Surplus/Deficit (£/ha)	433,568	868,460
	Surplus/Deficit	144,523	289,487
	Plan Viability comments	Viable	Viable

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180104 CBC Residential Appraisals_AV-AW_v5 - Version Notes

Date	Version	Comments
180104	v5	

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref: AV
Title: 50 No. Units, Value Area - High A
Notes: Starter Home Scheme Brownfield (80% MV)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			100%			
AH tenure split %		Affordable Rent:		0%		
		LCHO (Int/Sub-Market/Starter etc.):		100%	100.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			0%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	20.0%	10.0	20%	10.0
2 bed House	15.0%	0.0	40.0%	20.0	40%	20.0
3 bed House	54.0%	0.0	20.0%	10.0	20%	10.0
4 bed House	20.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	4.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	3.0%	0.0	10.0%	5.0	10%	5.0
2 bed Flat	3.0%	0.0	10.0%	5.0	10%	5.0
1 bed Bungalow	1.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	0.0	100.0%	50.0	100%	50.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	670	7,212	670	7,212
2 bed House	0	0	1,540	16,576	1,540	16,576
3 bed House	0	0	950	10,226	950	10,226
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	288	3,103	288	3,103
2 bed Flat	0	0	371	3,989	371	3,989
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	0	0	3,819	41,105	3,819	41,105
AH % by floor area:			*100.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	275,000	4,104	381	2,750,000
2 bed House	375,000	4,870	452	7,500,000
3 bed House	425,000	4,474	416	4,250,000
4 bed House	420,000	3,784	352	0
5 bed House	600,000	4,167	387	0
1 bed Flat	275,000	5,612	521	1,375,000
2 bed Flat	325,000	5,159	479	1,625,000
1 bed Bungalow	275,000	5,500	511	0
2 bed Bungalow	340,000	5,574	518	0
				17,500,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	167,750	2,504	61%	220,000	3,284	80%
2 bed House	228,750	2,971	61%	300,000	3,896	80%
3 bed House	259,250	2,729	61%	340,000	3,579	80%
4 bed House	256,200	2,308	61%	336,000	3,027	80%
5 bed House	366,000	2,542	61%	480,000	3,333	80%
1 bed Flat	167,750	3,423	61%	220,000	4,490	80%
2 bed Flat	198,250	3,147	61%	260,000	4,127	80%
1 bed Bungalow	167,750	3,355	61%	220,000	4,400	80%
2 bed Bungalow	207,400	3,400	61%	272,000	4,459	80%

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref: AV
Title: 50 No. Units, Value Area - High A
Notes: Starter Home Scheme Brownfield (80% MV)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	275,000		-
2 bed House	0.0	@	375,000		-
3 bed House	0.0	@	425,000		-
4 bed House	0.0	@	420,000		-
5 bed House	0.0	@	600,000		-
1 bed Flat	0.0	@	275,000		-
2 bed Flat	0.0	@	325,000		-
1 bed Bungalow	0.0	@	275,000		-
2 bed Bungalow	0.0	@	340,000		-
	0.0				-
Affordable Rent GDV -					
1 bed House	0.0	@	167,750		-
2 bed House	0.0	@	228,750		-
3 bed House	0.0	@	259,250		-
4 bed House	0.0	@	256,200		-
5 bed House	0.0	@	366,000		-
1 bed Flat	0.0	@	167,750		-
2 bed Flat	0.0	@	198,250		-
1 bed Bungalow	0.0	@	167,750		-
2 bed Bungalow	0.0	@	207,400		-
	0.0				-
LCHO GDV -					
1 bed House	10.0	@	220,000		2,200,000
2 bed House	20.0	@	300,000		6,000,000
3 bed House	10.0	@	340,000		3,400,000
4 bed House	0.0	@	336,000		-
5 bed House	0.0	@	480,000		-
1 bed Flat	5.0	@	220,000		1,100,000
2 bed Flat	5.0	@	260,000		1,300,000
1 bed Bungalow	0.0	@	220,000		-
2 bed Bungalow	0.0	@	272,000		-
	50.0				14,000,000
Sub-total GDV Residential	**50.0**				**14,000,000**
AH on-site cost analysis:				*£MV less £GDV*	*3,500,000*
	917	*£ psm (total GIA sqm)*		*70,000*	*£ per unit (total units)*
Grant	50	@	0		-
Total GDV					**14,000,000**

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref: AV
Title: 50 No. Units, Value Area - High A
Notes: Starter Home Scheme Brownfield (80% MV)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(19,250)
CIL			0	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		50	units @	21,200	per unit		(1,060,000)	(1,060,000)
S106 analysis:			*7.57%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			3,819	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			4.12	acres @	50,000	£ per acre (if brownfield)			(205,917)
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		4.12	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			670	sqm @	1,195	psm			(800,650)
2 bed House			1,540	sqm @	1,195	psm			(1,840,300)
3 bed House			950	sqm @	1,195	psm			(1,135,250)
4 bed House			-	sqm @	1,195	psm			-
5 bed House			-	sqm @	1,195	psm			-
1 bed Flat			288	sqm @	1,372	psm			(395,459)
2 bed Flat			371	sqm @	1,372	psm			(508,447)
1 bed Bungalow			-	sqm @	1,195	psm			-
2 bed Bungalow		3,819	-	sqm @	1,195	psm			-
External works			4,680,106	@	15.0%				(702,016)
					14,040	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		50	units @	521	£ per dwelling	(9,118)
M4(3) Category 3 Housing		5%	of All units		50	units @	10,307	£ per dwelling	(25,768)
Water efficiency					50	units @	9	£ per dwelling	(450)
Contingency			5,623,373	@	3.0%				(168,701)
Professional Fees			5,623,373	@	6.5%				(365,519)
Disposal Costs -									
Marketing and Promotion			-	OMS @	3.00%				-
Residential Sales Agent Costs			-	OMS @	1.00%				-
Residential Sales Legal Costs			-	OMS @	0.50%				-
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(11,481)
Developers Profit -									
Margin on AH			14,000,000		6.00%	on AH values			(840,000)
Profit on GDV			0		20.00%				-
			7,308,324		*0.00%*	*on costs*		-	
			14,000,000		*6.00%*	*blended*		*(840,000)*	
TOTAL COSTS									**(8,148,324)**

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref:	**AV**
Title:	**50 No. Units, Value Area - High A**
Notes:	**Starter Home Scheme Brownfield (80% MV)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							5,851,676
SDLT			5,851,676	@	5.0%	(slabbed)	(282,084)
Acquisition Agent fees			5,851,676	@	1.0%		(58,517)
Acquisition Legal fees			5,851,676	@	0.5%		(29,258)
Interest on Land			5,851,676	@	6.0%		(351,101)
Residual Land Value							**5,130,716**
RLV analysis:	*102,614*	*£ per plot*	*3,078,430*	*£ per ha*	*1,245,823*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			1.67	ha	4.12	acres	
Density analysis:			*2,291*	*sqm/ha*	*9,981*	*sqft/ac*	
Threshold Land Value	25,946	£ per plot	778,365	£ per ha	315,000	£ per acre	**1,297,275**

BALANCE							
Surplus/(Deficit)			**2,300,065**	£ per ha	**930,823**	£ per acre	**3,833,441**

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref: AV
Title: 50 No. Units, Value Area - High A
Notes: Starter Home Scheme Brownfield (80% MV)

SENSITIVITY ANALYSIS

		AH - % on site 100%						
Balance (RLV - TLV)	3,833,441	70%	75%	80%	85%	90%	95%	100%
	0	4,136,945	4,086,510	4,035,912	3,985,314	3,934,716	3,884,118	3,833,441
	10	4,123,947	4,075,695	4,027,288	3,978,846	3,930,404	3,881,962	3,833,441
	20	4,110,948	4,064,863	4,018,664	3,972,378	3,926,092	3,879,806	3,833,441
	30	4,097,950	4,054,031	4,010,041	3,965,911	3,921,780	3,877,650	3,833,441
	40	4,084,951	4,043,198	4,001,417	3,959,443	3,917,468	3,875,494	3,833,441
CIL £psm	50	4,071,953	4,032,366	3,992,780	3,952,975	3,913,157	3,873,338	3,833,441
0.00	60	4,058,954	4,021,534	3,984,114	3,946,507	3,908,845	3,871,182	3,833,441
	70	4,045,956	4,010,702	3,975,449	3,940,039	3,904,533	3,869,026	3,833,441
	80	4,032,957	3,999,870	3,966,783	3,933,572	3,900,221	3,866,870	3,833,441
	90	4,019,959	3,989,038	3,958,117	3,927,104	3,895,909	3,864,714	3,833,441
	100	4,006,960	3,978,206	3,949,452	3,920,636	3,891,597	3,862,559	3,833,441
	110	3,993,961	3,967,374	3,940,786	3,914,168	3,887,285	3,860,403	3,833,441
	120	3,980,963	3,956,542	3,932,120	3,907,699	3,882,974	3,858,247	3,833,441
	130	3,967,915	3,945,710	3,923,455	3,901,200	3,878,662	3,856,091	3,833,441
	140	3,954,853	3,934,877	3,914,789	3,894,701	3,874,350	3,853,935	3,833,441
	150	3,941,791	3,924,045	3,906,123	3,888,201	3,870,038	3,851,779	3,833,441
	160	3,928,730	3,913,213	3,897,458	3,881,702	3,865,726	3,849,623	3,833,441
	170	3,915,668	3,902,381	3,888,792	3,875,203	3,861,414	3,847,467	3,833,441
	180	3,902,606	3,891,537	3,880,126	3,868,704	3,857,102	3,845,311	3,833,441
	190	3,889,544	3,880,652	3,871,461	3,862,204	3,852,791	3,843,155	3,833,441
	200	3,876,482	3,869,767	3,862,795	3,855,705	3,848,479	3,840,999	3,833,441

		AH - % on site 100%						
Balance (RLV - TLV)	3,833,441	70%	75%	80%	85%	90%	95%	100%
	15,000	4,409,315	4,358,717	4,308,119	4,257,521	4,206,923	4,156,201	4,105,408
	16,000	4,365,411	4,314,813	4,264,215	4,213,617	4,163,019	4,112,336	4,061,542
	17,000	4,321,506	4,270,908	4,220,310	4,169,712	4,119,114	4,068,470	4,017,677
	18,000	4,277,581	4,227,004	4,176,406	4,125,808	4,075,210	4,024,605	3,973,811
	19,000	4,233,633	4,183,100	4,132,502	4,081,904	4,031,305	3,980,707	3,929,945
Site Specific S106	20,000	4,189,684	4,139,195	4,088,597	4,037,999	3,987,401	3,936,803	3,886,080
21,200	21,000	4,145,735	4,095,291	4,044,693	3,994,095	3,943,497	3,892,899	3,842,214
	22,000	4,101,786	4,051,368	4,000,788	3,950,190	3,899,592	3,848,994	3,798,349
	23,000	4,057,837	4,007,419	3,956,884	3,906,286	3,855,688	3,805,090	3,754,483
	24,000	4,013,888	3,963,470	3,912,980	3,862,382	3,811,784	3,761,185	3,710,587
	25,000	3,969,940	3,919,521	3,869,075	3,818,477	3,767,879	3,717,281	3,666,683
	26,000	3,925,991	3,875,573	3,825,154	3,774,573	3,723,975	3,673,377	3,622,779
	27,000	3,882,042	3,831,624	3,781,205	3,730,668	3,680,070	3,629,472	3,578,874
	28,000	3,838,093	3,787,675	3,737,257	3,686,764	3,636,166	3,585,568	3,534,970
	29,000	3,794,144	3,743,726	3,693,308	3,642,860	3,592,262	3,541,664	3,491,066
	30,000	3,750,196	3,699,777	3,649,359	3,598,941	3,548,357	3,497,759	3,447,161
	31,000	3,706,247	3,655,828	3,605,410	3,554,992	3,504,453	3,453,855	3,403,257
	32,000	3,662,298	3,611,880	3,561,461	3,511,043	3,460,548	3,409,950	3,359,352
	33,000	3,618,349	3,567,931	3,517,512	3,467,094	3,416,644	3,366,046	3,315,448
	34,000	3,574,400	3,523,982	3,473,564	3,423,145	3,372,727	3,322,142	3,271,544
	35,000	3,530,451	3,480,033	3,429,615	3,379,196	3,328,778	3,278,237	3,227,639

		AH - % on site 100%						
Balance (RLV - TLV)	3,833,441	70%	75%	80%	85%	90%	95%	100%
	15%	4,408,961	4,313,190	4,217,256	4,121,322	4,025,388	3,929,454	3,833,441
	16%	4,354,558	4,267,854	4,180,987	4,094,120	4,007,253	3,920,387	3,833,441
Profit	17%	4,300,155	4,222,518	4,144,718	4,066,919	3,989,119	3,911,319	3,833,441
20.00%	18%	4,245,751	4,177,182	4,108,449	4,039,717	3,970,985	3,902,252	3,833,441
	19%	4,191,348	4,131,846	4,072,181	4,012,515	3,952,850	3,893,185	3,833,441
	20%	4,136,945	4,086,510	4,035,912	3,985,314	3,934,716	3,884,118	3,833,441
	21%	4,082,542	4,041,174	3,999,643	3,958,112	3,916,581	3,875,051	3,833,441
	22%	4,028,139	3,995,838	3,963,374	3,930,911	3,898,447	3,865,983	3,833,441
	23%	3,973,736	3,950,502	3,927,106	3,903,709	3,880,313	3,856,916	3,833,441
	24%	3,919,333	3,905,166	3,890,837	3,876,508	3,862,178	3,847,849	3,833,441
	25%	3,864,930	3,859,830	3,854,568	3,849,306	3,844,044	3,838,782	3,833,441

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref: AV
Title: 50 No. Units, Value Area - High A
Notes: Starter Home Scheme Brownfield (80% MV)

		AH - % on site 100%						
Balance (RLV - TLV)	3,833,441	70%	75%	80%	85%	90%	95%	100%
	100,000	5,022,387	4,971,952	4,921,354	4,870,756	4,820,157	4,769,559	4,718,883
	150,000	4,816,470	4,766,035	4,715,437	4,664,839	4,614,241	4,563,643	4,512,966
TLV (per acre)	200,000	4,610,554	4,560,118	4,509,520	4,458,922	4,408,324	4,357,726	4,307,049
315,000	250,000	4,404,637	4,354,202	4,303,604	4,253,006	4,202,407	4,151,809	4,101,133
	300,000	4,198,720	4,148,285	4,097,687	4,047,089	3,996,491	3,945,893	3,895,216
	350,000	3,992,804	3,942,368	3,891,770	3,841,172	3,790,574	3,739,976	3,689,299
	400,000	3,786,887	3,736,452	3,685,854	3,635,256	3,584,657	3,534,059	3,483,383
	450,000	3,580,970	3,530,535	3,479,937	3,429,339	3,378,741	3,328,143	3,277,466
	500,000	3,375,054	3,324,618	3,274,020	3,223,422	3,172,824	3,122,226	3,071,549
	550,000	3,169,137	3,118,702	3,068,104	3,017,506	2,966,907	2,916,309	2,865,633

		AH - % on site 100%						
Balance (RLV - TLV)	3,833,441	70%	75%	80%	85%	90%	95%	100%
	25	3,836,778	3,786,360	3,735,928	3,685,330	3,634,732	3,584,134	3,533,536
	26	3,906,048	3,855,629	3,805,155	3,754,557	3,703,959	3,653,361	3,602,763
Density (dph)	27	3,970,186	3,919,767	3,869,254	3,818,656	3,768,058	3,717,460	3,666,862
30	28	4,029,743	3,979,324	3,928,775	3,878,177	3,827,579	3,776,981	3,726,369
	29	4,085,192	4,034,774	3,984,191	3,933,592	3,882,994	3,832,396	3,781,751
	30	4,136,945	4,086,510	4,035,912	3,985,314	3,934,716	3,884,118	3,833,441
	31	4,185,359	4,134,894	4,084,296	4,033,698	3,983,100	3,932,502	3,881,796
	32	4,230,747	4,180,255	4,129,657	4,079,059	4,028,461	3,977,863	3,927,129
	33	4,273,385	4,222,866	4,172,268	4,121,670	4,071,072	4,020,474	3,969,715
	34	4,313,514	4,262,971	4,212,373	4,161,775	4,111,177	4,060,579	4,009,795
	35	4,351,350	4,300,784	4,250,186	4,199,588	4,148,990	4,098,379	4,047,586

		AH - % on site 100%						
Balance (RLV - TLV)	3,833,441	70%	75%	80%	85%	90%	95%	100%
	25%	4,139,446	4,089,009	4,038,411	3,987,813	3,937,215	3,886,617	3,835,939
	30%	4,138,196	4,087,760	4,037,162	3,986,564	3,935,965	3,885,367	3,834,690
% Cat M4(2)	35%	4,136,945	4,086,510	4,035,912	3,985,314	3,934,716	3,884,118	3,833,441
35%	40%	4,135,695	4,085,260	4,034,662	3,984,064	3,933,466	3,882,868	3,832,192
	45%	4,134,444	4,084,011	4,033,413	3,982,815	3,932,217	3,881,618	3,830,943
	50%	4,133,194	4,082,761	4,032,163	3,981,565	3,930,967	3,880,369	3,829,694
	55%	4,131,943	4,081,511	4,030,913	3,980,315	3,929,717	3,879,119	3,828,445
	60%	4,130,693	4,080,262	4,029,664	3,979,066	3,928,468	3,877,870	3,827,196
	65%	4,129,442	4,079,012	4,028,414	3,977,816	3,927,218	3,876,620	3,825,947

		AH - % on site 100%						
Balance (RLV - TLV)	3,833,441	70%	75%	80%	85%	90%	95%	100%
	95%	4,412,621	4,359,135	4,305,650	4,252,164	4,198,679	4,145,168	4,091,488
	100%	4,136,945	4,086,510	4,035,912	3,985,314	3,934,716	3,884,118	3,833,441
Build rate (£psm)	105%	3,861,244	3,813,716	3,766,174	3,718,464	3,670,753	3,623,043	3,575,332
	110%	3,585,544	3,540,904	3,496,265	3,451,613	3,406,790	3,361,968	3,317,145
	115%	3,309,843	3,268,093	3,226,343	3,184,594	3,142,828	3,100,892	3,058,957
	120%	3,034,012	2,995,282	2,956,422	2,917,562	2,878,701	2,839,817	2,800,769
	125%	2,758,085	2,722,290	2,686,495	2,650,529	2,614,559	2,578,588	2,542,582
	130%	2,482,158	2,449,255	2,416,352	2,383,449	2,350,416	2,317,335	2,284,254

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref: AW
Title: 50 No. Units, Value Area - Lower C
Notes: Starter Home Scheme Brownfield (80% MV)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			100%			
AH tenure split %		Affordable Rent:		0%		
		LCHO (Int/Sub-Market/Starter etc.):		100%	100.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			0%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	20.0%	10.0	20%	10.0
2 bed House	15.0%	0.0	40.0%	20.0	40%	20.0
3 bed House	54.0%	0.0	20.0%	10.0	20%	10.0
4 bed House	20.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	4.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	3.0%	0.0	10.0%	5.0	10%	5.0
2 bed Flat	3.0%	0.0	10.0%	5.0	10%	5.0
1 bed Bungalow	1.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	0.0	100.0%	50.0	100%	50.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	49.0	527	85.0%	57.6	621
2 bed Flat	63.0	678	85.0%	74.1	798
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	61.0	657		61.0	657

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	670	7,212	670	7,212
2 bed House	0	0	1,540	16,576	1,540	16,576
3 bed House	0	0	950	10,226	950	10,226
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	288	3,103	288	3,103
2 bed Flat	0	0	371	3,989	371	3,989
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	0	0	3,819	41,105	3,819	41,105
AH % by floor area:			*100.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	210,000	3,134	291	2,100,000
2 bed House	280,000	3,636	338	5,600,000
3 bed House	300,000	3,158	293	3,000,000
4 bed House	320,000	2,883	268	0
5 bed House	500,000	3,472	323	0
1 bed Flat	175,000	3,571	332	875,000
2 bed Flat	200,000	3,175	295	1,000,000
1 bed Bungalow	190,000	3,800	353	0
2 bed Bungalow	250,000	4,098	381	0
				12,575,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	128,100	1,912	61%	168,000	2,507	80%
2 bed House	170,800	2,218	61%	224,000	2,909	80%
3 bed House	183,000	1,926	61%	240,000	2,526	80%
4 bed House	195,200	1,759	61%	256,000	2,306	80%
5 bed House	305,000	2,118	61%	400,000	2,778	80%
1 bed Flat	106,750	2,179	61%	140,000	2,857	80%
2 bed Flat	122,000	1,937	61%	160,000	2,540	80%
1 bed Bungalow	115,900	2,318	61%	152,000	3,040	80%
2 bed Bungalow	152,500	2,500	61%	200,000	3,279	80%

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref: AW
Title: 50 No. Units, Value Area - Lower C
Notes: Starter Home Scheme Brownfield (80% MV)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	210,000		-
2 bed House	0.0	@	280,000		-
3 bed House	0.0	@	300,000		-
4 bed House	0.0	@	320,000		-
5 bed House	0.0	@	500,000		-
1 bed Flat	0.0	@	175,000		-
2 bed Flat	0.0	@	200,000		-
1 bed Bungalow	0.0	@	190,000		-
2 bed Bungalow	0.0	@	250,000		-
	0.0				-
Affordable Rent GDV -					
1 bed House	0.0	@	128,100		-
2 bed House	0.0	@	170,800		-
3 bed House	0.0	@	183,000		-
4 bed House	0.0	@	195,200		-
5 bed House	0.0	@	305,000		-
1 bed Flat	0.0	@	106,750		-
2 bed Flat	0.0	@	122,000		-
1 bed Bungalow	0.0	@	115,900		-
2 bed Bungalow	0.0	@	152,500		-
	0.0				-
LCHO GDV -					
1 bed House	10.0	@	168,000		1,680,000
2 bed House	20.0	@	224,000		4,480,000
3 bed House	10.0	@	240,000		2,400,000
4 bed House	0.0	@	256,000		-
5 bed House	0.0	@	400,000		-
1 bed Flat	5.0	@	140,000		700,000
2 bed Flat	5.0	@	160,000		800,000
1 bed Bungalow	0.0	@	152,000		-
2 bed Bungalow	0.0	@	200,000		-
	50.0				10,060,000
Sub-total GDV Residential	**50.0**				**10,060,000**
AH on-site cost analysis:				*£MV less £GDV*	*2,515,000*
	659 £ psm (total GIA sqm)			*50,300 £ per unit (total units)*	
Grant	50	@	0		-
Total GDV					**10,060,000**

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref: AW
Title: 50 No. Units, Value Area - Lower C
Notes: Starter Home Scheme Brownfield (80% MV)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(19,250)
CIL			0	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		50	units @	21,200	per unit		(1,060,000)	(1,060,000)
S106 analysis:			*10.54%*	*% of GDV*	*21,200*	*£ per unit (total units)*			
AH Commuted Sum			3,819	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			4.12	acres @	50,000	£ per acre (if brownfield)			(205,917)
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		4.12	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			670	sqm @	1,195	psm			(800,650)
2 bed House			1,540	sqm @	1,195	psm			(1,840,300)
3 bed House			950	sqm @	1,195	psm			(1,135,250)
4 bed House			-	sqm @	1,195	psm			-
5 bed House			-	sqm @	1,195	psm			-
1 bed Flat			288	sqm @	1,372	psm			(395,459)
2 bed Flat			371	sqm @	1,372	psm			(508,447)
1 bed Bungalow			-	sqm @	1,195	psm			-
2 bed Bungalow		3,819	-	sqm @	1,195	psm			-
External works			4,680,106	@	15.0%				(702,016)
					14,040	*£per unit*			
M4(2) Category 2 Housing		35%	of All units		50	units @	521	£ per dwelling	(9,118)
M4(3) Category 3 Housing		5%	of All units		50	units @	10,307	£ per dwelling	(25,768)
Water efficiency					50	units @	9	£ per dwelling	(450)
Contingency			5,623,373	@	3.0%				(168,701)
Professional Fees			5,623,373	@	6.5%				(365,519)
Disposal Costs -									
Marketing and Promotion			-	OMS @	3.00%				-
Residential Sales Agent Costs			-	OMS @	1.00%				-
Residential Sales Legal Costs			-	OMS @	0.50%				-
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(16,643)
Developers Profit -									
Margin on AH			10,060,000		6.00%	on AH values			(603,600)
Profit on GDV			0		20.00%				-
			7,313,487		*0.00%*	*on costs*		-	
			10,060,000		*6.00%*	*blended*		*(603,600)*	
TOTAL COSTS									**(7,917,087)**

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref:	**AW**
Title:	**50 No. Units, Value Area - Lower C**
Notes:	**Starter Home Scheme Brownfield (80% MV)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							2,142,913
SDLT			2,142,913	@	5.0%	(slabbed)	(96,646)
Acquisition Agent fees			2,142,913	@	1.0%		(21,429)
Acquisition Legal fees			2,142,913	@	0.5%		(10,715)
Interest on Land			2,142,913	@	6.0%		(128,575)
Residual Land Value							**1,885,549**
RLV analysis:	*37,711*	*£ per plot*	*1,131,330*	*£ per ha*	*457,843*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			30.0	dph			
Site Area (Resi)			1.67	ha	4.12	acres	
Density analysis:			*2,291*	*sqm/ha*	*9,981*	*sqft/ac*	
Threshold Land Value	25,946	£ per plot	778,365	£ per ha	315,000	£ per acre	**1,297,275**

BALANCE							
Surplus/(Deficit)			**352,965**	£ per ha	**142,843**	£ per acre	**588,274**

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref: AW
Title: 50 No. Units, Value Area - Lower C
Notes: Starter Home Scheme Brownfield (80% MV)

SENSITIVITY ANALYSIS

		AH - % on site 100%						
Balance (RLV - TLV)	588,274	70%	75%	80%	85%	90%	95%	100%
	0	738,723	713,738	688,673	663,608	638,543	613,448	588,274
	10	725,469	702,712	679,880	657,014	634,147	611,260	588,274
	20	712,216	691,667	671,087	650,419	629,751	609,073	588,274
	30	698,963	680,623	662,283	643,824	625,354	606,884	588,274
	40	685,709	669,578	653,447	637,230	620,958	604,686	588,274
CIL £psm	50	672,456	658,534	644,612	630,635	616,561	602,487	588,274
0.00	60	659,169	647,489	635,776	624,041	612,165	600,289	588,274
	70	645,851	636,445	626,940	617,436	607,768	598,091	588,274
	80	632,533	625,400	618,105	610,810	603,372	595,893	588,274
	90	619,215	614,314	609,269	604,183	598,976	593,695	588,274
	100	605,897	603,215	600,434	597,556	594,579	591,496	588,274
	110	592,579	592,117	591,598	590,929	590,183	589,298	588,274
	120	579,261	581,019	582,762	584,303	585,786	587,100	588,274
	130	565,890	569,920	573,898	577,676	581,390	584,902	588,274
	140	552,508	558,822	565,019	571,049	576,994	582,704	588,274
	150	539,125	547,724	556,141	564,423	572,590	580,505	588,274
	160	525,742	536,626	547,262	557,796	568,172	578,307	588,274
	170	512,359	525,477	538,383	551,169	563,754	576,109	588,274
	180	498,976	514,324	529,505	544,542	559,336	573,911	588,274
	190	485,584	503,172	520,626	537,916	554,918	571,713	588,274
	200	472,136	492,020	511,747	531,262	550,501	569,514	588,274

		AH - % on site 100%						
Balance (RLV - TLV)	588,274	70%	75%	80%	85%	90%	95%	100%
	15,000	1,012,324	987,259	962,107	936,934	911,761	886,587	861,297
	16,000	968,208	943,143	918,053	892,879	867,706	842,532	817,298
	17,000	924,091	899,027	873,962	848,824	823,651	798,478	773,299
	18,000	879,975	854,910	829,845	804,770	779,596	754,423	729,249
	19,000	835,859	810,794	785,729	760,664	735,542	710,368	685,195
Site Specific S106	20,000	791,743	766,678	741,613	716,548	691,483	666,313	641,140
21,200	21,000	747,560	722,561	697,496	672,432	647,367	622,259	597,085
	22,000	703,376	678,410	653,380	628,315	603,250	578,185	553,030
	23,000	659,192	634,226	609,259	584,199	559,134	534,069	508,976
	24,000	615,009	590,042	565,076	540,083	515,018	489,953	464,888
	25,000	570,825	545,859	520,892	495,926	470,901	445,837	420,772
	26,000	526,642	501,675	476,709	451,742	426,776	401,720	376,655
	27,000	482,388	457,492	432,525	407,559	382,592	357,604	332,539
	28,000	438,131	413,253	388,341	363,375	338,408	313,442	288,423
	29,000	393,874	368,996	344,118	319,191	294,225	269,258	244,292
	30,000	349,618	324,740	299,861	274,983	250,041	225,075	200,108
	31,000	305,361	280,483	255,605	230,726	205,848	180,891	155,925
	32,000	261,042	236,226	211,348	186,470	161,591	136,708	111,741
	33,000	216,706	191,906	167,091	142,213	117,335	92,456	67,557
	34,000	172,371	147,571	122,770	97,956	73,078	48,200	23,321
	35,000	128,035	103,235	78,435	53,634	28,821	3,943	(20,935)

		AH - % on site 100%						
Balance (RLV - TLV)	588,274	70%	75%	80%	85%	90%	95%	100%
	15%	936,353	878,429	820,426	762,423	704,420	646,386	588,274
	16%	896,827	845,491	794,076	742,660	691,245	639,798	588,274
Profit	17%	857,301	812,553	767,725	722,897	678,069	633,211	588,274
20.00%	18%	817,775	779,615	741,374	703,134	664,894	626,623	588,274
	19%	778,249	746,676	715,024	683,371	651,719	620,035	588,274
	20%	738,723	713,738	688,673	663,608	638,543	613,448	588,274
	21%	699,197	680,800	662,323	643,845	625,368	606,860	588,274
	22%	659,671	647,861	635,972	624,082	612,193	600,272	588,274
	23%	620,145	614,923	609,621	604,319	599,017	593,685	588,274
	24%	580,619	581,985	583,271	584,556	585,842	587,097	588,274
	25%	541,093	549,047	556,920	564,793	572,667	580,509	588,274

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180104 CBC Residential Appraisals_AV-AW_v5

Scheme Ref: AW
Title: 50 No. Units, Value Area - Lower C
Notes: Starter Home Scheme Brownfield (80% MV)

		AH - % on site 100%						
Balance (RLV - TLV)	588,274	70%	75%	80%	85%	90%	95%	100%
	100,000	1,624,165	1,599,180	1,574,115	1,549,050	1,523,985	1,498,889	1,473,716
	150,000	1,418,248	1,393,263	1,368,198	1,343,133	1,318,068	1,292,973	1,267,799
TLV (per acre)	200,000	1,212,331	1,187,346	1,162,282	1,137,217	1,112,152	1,087,056	1,061,883
315,000	250,000	1,006,415	981,430	956,365	931,300	906,235	881,139	855,966
	300,000	800,498	775,513	750,448	725,383	700,318	675,223	650,049
	350,000	594,581	569,596	544,532	519,467	494,402	469,306	444,133
	400,000	388,665	363,680	338,615	313,550	288,485	263,389	238,216
	450,000	182,748	157,763	132,698	107,633	82,568	57,473	32,299
	500,000	(23,169)	(48,154)	(73,218)	(98,283)	(123,348)	(148,444)	(173,617)
	550,000	(229,085)	(254,070)	(279,135)	(304,200)	(329,265)	(354,361)	(379,534)

		AH - % on site 100%						
Balance (RLV - TLV)	588,274	70%	75%	80%	85%	90%	95%	100%
	25	437,811	412,844	387,878	362,884	337,819	312,755	287,690
	26	507,252	482,285	457,319	432,282	407,217	382,152	357,088
Density (dph)	27	571,549	546,583	521,604	496,539	471,475	446,410	421,309
30	28	631,254	606,288	581,272	556,207	531,142	506,077	480,940
	29	686,841	661,875	636,824	611,759	586,694	561,630	536,457
	30	738,723	713,738	688,673	663,608	638,543	613,448	588,274
	31	787,257	762,242	737,177	712,112	687,047	661,921	636,748
	32	832,758	807,714	782,649	757,584	732,520	707,365	682,192
	33	875,496	850,431	825,366	800,301	775,229	750,055	724,882
	34	915,699	890,634	865,570	840,505	815,407	790,234	765,061
	35	953,606	928,541	903,476	878,411	853,290	828,117	802,943

		AH - % on site 100%						
Balance (RLV - TLV)	588,274	70%	75%	80%	85%	90%	95%	100%
	25%	741,234	716,246	691,181	666,116	641,052	615,953	590,780
	30%	739,979	714,992	689,927	664,862	639,797	614,700	589,527
% Cat M4(2)	35%	738,723	713,738	688,673	663,608	638,543	613,448	588,274
35%	40%	737,467	712,484	687,419	662,354	637,289	612,195	587,021
	45%	736,212	711,230	686,165	661,100	636,035	610,942	585,769
	50%	734,956	709,976	684,911	659,846	634,781	609,689	584,516
	55%	733,700	708,722	683,657	658,592	633,527	608,437	583,263
	60%	732,445	707,468	682,403	657,338	632,273	607,184	582,011
	65%	731,189	706,213	681,149	656,084	631,019	605,931	580,758

		AH - % on site 100%						
Balance (RLV - TLV)	588,274	70%	75%	80%	85%	90%	95%	100%
	95%	1,015,297	987,334	959,370	931,301	903,233	875,165	847,079
	100%	738,723	713,738	688,673	663,608	638,543	613,448	588,274
Build rate (£psm)	105%	461,861	439,823	417,758	395,693	373,628	351,474	329,307
	110%	184,597	165,579	146,511	127,444	108,376	89,234	70,071
	115%	(93,185)	(109,174)	(125,179)	(141,250)	(157,321)	(173,392)	(189,542)
	120%	(371,642)	(384,598)	(397,594)	(410,590)	(423,586)	(436,649)	(449,724)
	125%	(651,187)	(661,063)	(670,971)	(680,905)	(690,839)	(700,776)	(710,777)
	130%	(932,369)	(939,161)	(945,957)	(952,789)	(959,622)	(966,454)	(973,293)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AV-AW_v5 - Summary Table

Scheme Details:	Scheme Ref:	**AV**	**AW**
	Title:	50 No. Units, Value Area - High A	50 No. Units, Value Area - Lower C
	Notes:	Starter Home Scheme Brownfield (80% MV)	Starter Home Scheme Brownfield (80% MV)
	Total GDV (£)	14,000,000	10,060,000
Policy Costs:	AH % (on-site)	100%	100%
	CIL (£ psm)	-	-
	CIL (£)	-	-
	Site Specific S106 (£/unit)	21,200	21,200
	Site Specific S106 (£)	1,060,000	1,060,000
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%
	Developers Profit (% blended)	6.00%	6.00%
	Total Developers Profit (£)	840,000	603,600
Residual Land Value (RLV):	RLV (£/acre)	1,245,823	457,843
	RLV (£/ha)	3,078,430	1,131,330
	RLV (£ net)	5,130,716	1,885,549
Threshold Land Value (TLV):	TLV (£/acre)	315,000	315,000
	TLV (£/ha)	778,365	778,365
	TLV (£ net)	1,297,275	1,297,275
Balance for Plan VA:	Surplus/Deficit (£/acre)	930,823	142,843
	Surplus/Deficit (£/ha)	2,300,065	352,965
	Surplus/Deficit	3,833,441	588,274
	Plan Viability comments	Viable	Viable

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Appendix 6 – Older Persons Housing Appraisals

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180104 CBC Residential Appraisals_AX-BA_v5 - Version Notes

Date	Version	Comments
180104	v5	

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			55	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	23.1	60.0%	9.9	60%	33.0
2 bed Flat	40.0%	15.4	40.0%	6.6	40%	22.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	38.5	100.0%	16.5	100%	55.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	50.0	538	75.0%	66.7	718
2 bed Flat	75.0	807	75.0%	100.0	1,076
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	75.0	807		75.0	807

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	50.0	538	75.0%	66.7	718
2 bed Flat	75.0	807	75.0%	100.0	1,076
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	75.0	807		75.0	807

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	1,540	16,576	660	7,104	2,200	23,681
2 bed Flat	1,540	16,576	660	7,104	2,200	23,681
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	3,080	33,153	1,320	14,208	4,400	47,361
AH % by floor area:			*30.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	0
3 bed House	320,000	3,368	313	0
4 bed House	340,000	3,063	285	0
5 bed House	550,000	3,819	355	0
1 bed Flat	225,000	4,500	418	7,425,000
2 bed Flat	300,000	4,000	372	6,600,000
1 bed Bungalow	250,000	5,000	465	0
2 bed Bungalow	300,000	4,000	372	0
				14,025,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	137,250	2,745	61%	164,250	3,285	73%
2 bed Flat	183,000	2,440	61%	219,000	2,920	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	183,000	2,440	61%	219,000	2,920	73%

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	0.0	@	320,000		-
4 bed House	0.0	@	340,000		-
5 bed House	0.0	@	550,000		-
1 bed Flat	23.1	@	225,000		5,197,500
2 bed Flat	15.4	@	300,000		4,620,000
1 bed Bungalow	0.0	@	250,000		-
2 bed Bungalow	0.0	@	300,000		-
	38.5				9,817,500
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.0	@	183,000		-
3 bed House	0.0	@	195,200		-
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	7.2	@	137,250		991,906
2 bed Flat	4.8	@	183,000		881,694
1 bed Bungalow	0.0	@	152,500		-
2 bed Bungalow	0.0	@	183,000		-
	12.0				1,873,600
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.0	@	219,000		-
3 bed House	0.0	@	233,600		-
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	2.7	@	164,250		439,040
2 bed Flat	1.8	@	219,000		390,258
1 bed Bungalow	0.0	@	182,500		-
2 bed Bungalow	0.0	@	219,000		-
	4.5				829,298
Sub-total GDV Residential	**55.0**				**12,520,398**
AH on-site cost analysis:				*£MV less £GDV*	*1,504,602*
	342	*£ psm (total GIA sqm)*		*27,356*	*£ per unit (total units)*
Grant	55	@	0		-
Total GDV					**12,520,398**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(19,624)
CIL			3,080	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		55	units @	2,500	per unit		(137,500)	(137,500)
S106 analysis:			*1.10%*	*% of GDV*	*2,500*	*£ per unit (total units)*			
AH Commuted Sum			4,400	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			1.09	acres @	50,000	£ per acre (if brownfield)			(54,362)
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		1.09	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	909	psm			-
2 bed House			-	sqm @	909	psm			-
3 bed House			-	sqm @	909	psm			-
4 bed House			-	sqm @	909	psm			-
5 bed House			-	sqm @	909	psm			-
1 bed Flat			2,200	sqm @	1,520	psm			(3,344,000)
2 bed Flat			2,200	sqm @	1,520	psm			(3,344,000)
1 bed Bungalow			-	sqm @	1,863	psm			-
2 bed Bungalow		4,400	-	sqm @	1,863	psm			-
External works			6,688,000	@	10.0%				(668,800)
					12,160	*£per unit*			
M4(2) Category 2 Housing		60%	of All units		55	units @		£ per dwelling	-
M4(3) Category 3 Housing		2%	of All units		55	units @		£ per dwelling	-
Water efficiency					55	units @	9	£ per dwelling	(495)
Contingency			7,411,657	@	3.0%				(222,350)
Professional Fees			7,411,657	@	6.5%				(481,758)
Disposal Costs -									
Marketing and Promotion			9,817,500	OMS @	3.00%				(294,525)
Residential Sales Agent Costs			9,817,500	OMS @	1.00%				(98,175)
Residential Sales Legal Costs			9,817,500	OMS @	0.50%				(49,088)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(366,351)
Developers Profit -									
Margin on AH			2,702,898		6.00%	on AH values			(162,174)
Profit on GDV			9,817,500		20.00%				(1,963,500)
			9,141,027		*21.48%*	*on costs*		*(1,963,500)*	
			12,520,398		*16.98%*	*blended*		*(2,125,674)*	
TOTAL COSTS									**(11,266,701)**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide

RESIDUAL LAND VALUE							
Residual Land Value (gross)							1,253,697
SDLT			1,253,697	@	5.0%	(slabbed)	(52,185)
Acquisition Agent fees			1,253,697	@	1.0%		(12,537)
Acquisition Legal fees			1,253,697	@	0.5%		(6,268)
Interest on Land			1,253,697	@	6.0%		(75,222)
Residual Land Value							**1,107,485**
RLV analysis:	*20,136*	*£ per plot*	*2,517,011*	*£ per ha*	*1,018,621*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			125.0	dph			
Site Area (Resi)			0.44	ha	1.09	acres	
Density analysis:			*10,000*	*sqm/ha*	*43,561*	*sqft/ac*	
Threshold Land Value	6,227	£ per plot	778,365	£ per ha	315,000	£ per acre	**342,481**

BALANCE							
Surplus/(Deficit)			**1,738,646**	£ per ha	**703,621**	£ per acre	**765,004**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	0	906,991	835,997	765,004	694,011	623,018	552,025	481,032
	10	871,825	803,077	734,279	665,481	596,682	527,884	459,085
	20	836,539	770,124	703,554	636,950	570,346	503,743	437,139
	30	801,253	737,044	672,828	608,419	544,010	479,601	415,192
	40	765,968	703,964	641,960	579,889	517,674	455,460	393,245
CIL £psm	50	730,682	670,884	611,085	551,286	491,338	431,318	371,299
0.00	60	695,396	637,803	580,210	522,617	465,002	407,177	349,352
	70	660,111	604,723	549,335	493,947	438,560	383,036	327,405
	80	624,825	571,643	518,460	465,278	412,095	358,894	305,459
	90	589,540	538,562	487,585	436,608	385,631	334,654	283,512
	100	554,254	505,482	456,710	407,939	359,167	310,395	261,565
	110	518,968	472,402	425,836	379,269	332,703	286,136	239,570
	120	483,683	439,322	394,961	350,600	306,238	261,877	217,516
	130	448,397	406,241	364,086	321,930	279,774	237,619	195,463
	140	413,112	373,161	333,211	293,260	253,310	213,360	173,409
	150	377,826	340,081	302,336	264,591	226,846	189,101	151,356
	160	342,540	307,001	271,461	235,921	200,382	164,842	129,302
	170	307,255	273,920	240,586	207,252	173,917	140,583	107,249
	180	271,969	240,840	209,711	178,582	147,453	116,324	85,195
	190	236,683	207,760	178,836	149,913	120,989	92,065	63,142
	200	201,398	174,680	147,961	121,243	94,525	67,806	41,088

		AH - % on site 30%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	-	1,036,781	965,788	894,795	823,802	752,809	681,816	610,823
	1,000	984,865	913,872	842,879	771,886	700,893	629,899	558,906
	2,000	932,949	861,956	790,963	719,969	648,976	577,983	506,990
	3,000	881,026	810,039	739,046	668,053	597,060	526,067	455,074
	4,000	828,857	758,032	687,130	616,137	545,144	474,151	403,158
Site Specific S106	5,000	776,688	705,863	635,037	564,212	493,228	422,235	351,242
2,500	6,000	724,519	653,694	582,868	512,043	441,218	370,319	299,325
	7,000	672,350	601,525	530,700	459,874	389,049	318,224	247,398
	8,000	620,181	549,356	478,531	407,705	336,880	266,055	195,230
	9,000	568,012	497,187	426,362	355,537	284,711	213,886	143,061
	10,000	515,843	445,018	374,193	303,368	232,542	161,717	90,892
	11,000	463,675	392,849	322,024	251,199	180,373	109,548	38,723
	12,000	411,506	340,680	269,855	199,030	128,205	57,379	(13,446)
	13,000	359,337	288,512	217,686	146,861	76,036	5,210	(65,615)
	14,000	307,168	236,343	165,517	94,692	23,867	(46,959)	(117,784)
	15,000	254,999	184,174	113,348	42,523	(28,302)	(99,127)	(169,953)
	16,000	202,830	132,005	61,180	(9,646)	(80,471)	(151,296)	(222,122)
	17,000	150,661	79,836	9,011	(61,815)	(132,640)	(203,465)	(274,290)
	18,000	98,492	27,667	(43,158)	(113,984)	(184,809)	(255,634)	(326,459)
	19,000	46,323	(24,502)	(95,327)	(166,152)	(236,978)	(307,803)	(385,292)
	20,000	(5,845)	(76,671)	(147,496)	(218,321)	(289,147)	(363,971)	(444,914)

		AH - % on site 30%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	15%	1,397,866	1,296,193	1,194,520	1,092,847	991,175	889,502	787,829
	16%	1,299,691	1,204,154	1,108,617	1,013,080	917,543	822,006	726,470
Profit	17%	1,201,516	1,112,115	1,022,714	933,313	843,912	754,511	665,110
20.00%	18%	1,103,341	1,020,076	936,811	853,546	770,281	687,016	603,751
	19%	1,005,166	928,037	850,908	773,779	696,650	619,521	542,392
	20%	906,991	835,997	765,004	694,011	623,018	552,025	481,032
	21%	808,816	743,958	679,101	614,244	549,387	484,530	419,673
	22%	710,641	651,919	593,198	534,477	475,756	417,035	358,313
	23%	612,466	559,880	507,295	454,710	402,125	349,539	296,954
	24%	514,291	467,841	421,392	374,943	328,493	282,044	235,595
	25%	416,116	375,802	335,489	295,175	254,862	214,549	174,235

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide

		AH - % on site 30%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	100,000	1,140,747	1,069,754	998,761	927,768	856,775	785,782	714,789
	150,000	1,086,385	1,015,392	944,399	873,406	802,413	731,420	660,427
TLV (per acre)	200,000	1,032,023	961,030	890,037	819,044	748,051	677,058	606,065
315,000	250,000	977,661	906,668	835,675	764,682	693,689	622,696	551,703
	300,000	923,299	852,306	781,313	710,320	639,327	568,334	497,341
	350,000	868,937	797,944	726,951	655,958	584,965	513,972	442,979
	400,000	814,575	743,582	672,589	601,596	530,603	459,610	388,617
	450,000	760,213	689,220	618,227	547,234	476,241	405,248	334,255
	500,000	705,851	634,858	563,865	492,872	421,879	350,886	279,893
	550,000	651,489	580,496	509,503	438,510	367,517	296,524	225,531

		AH - % on site 30%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	75	639,418	568,496	497,503	426,510	355,517	284,524	213,531
	80	681,245	610,293	539,300	468,307	397,314	326,321	255,328
Density (dph)	85	718,151	647,173	576,180	505,187	434,194	363,201	292,208
125	90	750,948	679,955	608,962	537,969	466,976	395,983	324,990
	95	780,279	709,286	638,293	567,300	496,307	425,314	354,321
	100	806,678	735,685	664,691	593,698	522,705	451,712	380,719
	105	830,562	759,569	688,576	617,582	546,589	475,596	404,603
	110	852,274	781,281	710,288	639,295	568,302	497,309	426,316
	115	872,099	801,106	730,113	659,120	588,127	517,134	446,141
	120	890,272	819,279	748,286	677,293	606,299	535,306	464,313
	125	906,991	835,997	765,004	694,011	623,018	552,025	481,032

		AH - % on site 30%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	40%	906,991	835,997	765,004	694,011	623,018	552,025	481,032
	45%	906,991	835,997	765,004	694,011	623,018	552,025	481,032
% Cat M4(2)	50%	906,991	835,997	765,004	694,011	623,018	552,025	481,032
60%	55%	906,991	835,997	765,004	694,011	623,018	552,025	481,032
	60%	906,991	835,997	765,004	694,011	623,018	552,025	481,032
	65%	906,991	835,997	765,004	694,011	623,018	552,025	481,032
	70%	906,991	835,997	765,004	694,011	623,018	552,025	481,032
	75%	906,991	835,997	765,004	694,011	623,018	552,025	481,032
	80%	906,991	835,997	765,004	694,011	623,018	552,025	481,032

		AH - % on site 30%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	95%	1,281,600	1,210,607	1,139,614	1,068,621	997,628	926,635	855,642
	100%	906,991	835,997	765,004	694,011	623,018	552,025	481,032
Build rate (£psm)	105%	530,677	459,852	389,026	318,201	247,376	176,550	105,725
	110%	154,244	83,418	12,593	(58,232)	(129,058)	(199,883)	(270,708)
	115%	(222,190)	(293,015)	(368,392)	(449,335)	(530,278)	(611,221)	(692,164)
	120%	(636,715)	(717,658)	(798,601)	(879,810)	(961,129)	(1,042,448)	(1,123,768)
	125%	(1,068,155)	(1,149,474)	(1,230,794)	(1,312,113)	(1,393,432)	(1,474,752)	(1,556,071)
	130%	(1,500,458)	(1,581,778)	(1,663,097)	(1,744,417)	(1,825,736)	(1,907,055)	(1,988,375)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide (commuted sum)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			55	Units		
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	0.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			100%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	33.0	60.0%	0.0	60%	33.0
2 bed Flat	40.0%	22.0	40.0%	0.0	40%	22.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	55.0	100.0%	0.0	100%	55.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	50.0	538	75.0%	66.7	718
2 bed Flat	75.0	807	75.0%	100.0	1,076
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	75.0	807		75.0	807

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	50.0	538	75.0%	66.7	718
2 bed Flat	75.0	807	75.0%	100.0	1,076
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	75.0	807		75.0	807

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	2,200	23,681	0	0	2,200	23,681
2 bed Flat	2,200	23,681	0	0	2,200	23,681
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	4,400	47,361	0	0	4,400	47,361
AH % by floor area:			*0.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	0
3 bed House	320,000	3,368	313	0
4 bed House	340,000	3,063	285	0
5 bed House	550,000	3,819	355	0
1 bed Flat	225,000	4,500	418	7,425,000
2 bed Flat	300,000	4,000	372	6,600,000
1 bed Bungalow	250,000	5,000	465	0
2 bed Bungalow	300,000	4,000	372	0
				14,025,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	137,250	2,745	61%	164,250	3,285	73%
2 bed Flat	183,000	2,440	61%	219,000	2,920	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	183,000	2,440	61%	219,000	2,920	73%

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide (commuted sum)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	0.0	@	320,000		-
4 bed House	0.0	@	340,000		-
5 bed House	0.0	@	550,000		-
1 bed Flat	33.0	@	225,000		7,425,000
2 bed Flat	22.0	@	300,000		6,600,000
1 bed Bungalow	0.0	@	250,000		-
2 bed Bungalow	0.0	@	300,000		-
	55.0				14,025,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.0	@	183,000		-
3 bed House	0.0	@	195,200		-
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	137,250		-
2 bed Flat	0.0	@	183,000		-
1 bed Bungalow	0.0	@	152,500		-
2 bed Bungalow	0.0	@	183,000		-
	0.0				-
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.0	@	219,000		-
3 bed House	0.0	@	233,600		-
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	164,250		-
2 bed Flat	0.0	@	219,000		-
1 bed Bungalow	0.0	@	182,500		-
2 bed Bungalow	0.0	@	219,000		-
	0.0				-
Sub-total GDV Residential	**55.0**				**14,025,000**
AH on-site cost analysis:				*£MV less £GDV*	*0*
	0 £ psm (total GIA sqm)			*0 £ per unit (total units)*	
Grant	55	@	0		-
Total GDV					**14,025,000**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide (commuted sum)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(19,624)
CIL			4,400	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		55	units @		2,500	per unit	(137,500)	(137,500)
S106 analysis:			*0.98%*	*% of GDV*		*2,500*	*£ per unit (total units)*		
AH Commuted Sum			4,400	sqm (total)		108	£ psm		(476,828)
Comm. Sum analysis:			*3.40%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			1.09	acres @		50,000	£ per acre (if brownfield)		(54,362)
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		1.09	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		909	psm		-
2 bed House			-	sqm @		909	psm		-
3 bed House			-	sqm @		909	psm		-
4 bed House			-	sqm @		909	psm		-
5 bed House			-	sqm @		909	psm		-
1 bed Flat			2,200	sqm @		1,520	psm		(3,344,000)
2 bed Flat			2,200	sqm @		1,520	psm		(3,344,000)
1 bed Bungalow			-	sqm @		1,863	psm		-
2 bed Bungalow		4,400	-	sqm @		1,863	psm		-
External works			6,688,000	@		10.0%			(668,800)
						12,160	*£per unit*		
M4(2) Category 2 Housing		60%	of All units		55	units @		£ per dwelling	-
M4(3) Category 3 Housing		2%	of All units		55	units @		£ per dwelling	-
Water efficiency					55	units @	9	£ per dwelling	(495)
Contingency			7,411,657	@		3.0%			(222,350)
Professional Fees			7,411,657	@		6.5%			(481,758)
Disposal Costs -									
Marketing and Promotion			14,025,000	OMS @		3.00%			(420,750)
Residential Sales Agent Costs			14,025,000	OMS @		1.00%			(140,250)
Residential Sales Legal Costs			14,025,000	OMS @		0.50%			(70,125)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(525,462)
Developers Profit -									
Margin on AH			0			6.00%	on AH values		-
Profit on GDV			14,025,000			20.00%			(2,805,000)
			9,966,303			*28.14%*	*on costs*	*(2,805,000)*	
			14,025,000			*20.00%*	*blended*	*(2,805,000)*	
TOTAL COSTS									**(12,771,303)**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref:	**AX (2)**
Title:	**55 Unit Age Restricted / Sheltered Housing**
Notes:	**Brownfield District Wide (commuted sum)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							1,253,697
SDLT			1,253,697	@	5.0%	(slabbed)	(52,185)
Acquisition Agent fees			1,253,697	@	1.0%		(12,537)
Acquisition Legal fees			1,253,697	@	0.5%		(6,268)
Interest on Land			1,253,697	@	6.0%		(75,222)
Residual Land Value							**1,107,485**
RLV analysis:	*20,136*	*£ per plot*	*2,517,010*	*£ per ha*	*1,018,620*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			125.0	dph			
Site Area (Resi)			0.44	ha	1.09	acres	
Density analysis:			*10,000*	*sqm/ha*	*43,561*	*sqft/ac*	
Threshold Land Value	6,227	£ per plot	778,365	£ per ha	315,000	£ per acre	**342,481**

BALANCE							
Surplus/(Deficit)			**1,738,645**	£ per ha	**703,620**	£ per acre	**765,004**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide (commuted sum)

SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	0	481,703	410,878	340,052	269,227	198,402	127,576	56,751
	10	446,417	377,797	309,177	240,557	171,937	103,318	34,698
	20	411,132	344,717	278,302	211,888	145,473	79,059	12,644
	30	375,846	311,637	247,428	183,218	119,009	54,800	(9,409)
	40	340,560	278,557	216,553	154,549	92,545	30,541	(31,463)
CIL £psm	50	305,275	245,476	185,678	125,879	66,081	6,282	(53,516)
0.00	60	269,989	212,396	154,803	97,210	39,616	(17,977)	(75,570)
	70	234,704	179,316	123,928	68,540	13,152	(42,236)	(97,623)
	80	199,418	146,235	93,053	39,870	(13,312)	(66,494)	(119,677)
	90	164,132	113,155	62,178	11,201	(39,776)	(90,753)	(141,730)
	100	128,847	80,075	31,303	(17,469)	(66,240)	(115,012)	(163,784)
	110	93,561	46,995	428	(46,138)	(92,705)	(139,271)	(185,837)
	120	58,275	13,914	(30,447)	(74,808)	(119,169)	(163,530)	(207,891)
	130	22,990	(19,166)	(61,322)	(103,477)	(145,633)	(187,789)	(229,945)
	140	(12,296)	(52,246)	(92,197)	(132,147)	(172,097)	(212,048)	(251,998)
	150	(47,581)	(85,326)	(123,071)	(160,816)	(198,561)	(236,307)	(274,052)
	160	(82,867)	(118,407)	(153,946)	(189,486)	(225,026)	(260,565)	(296,105)
	170	(118,153)	(151,487)	(184,821)	(218,156)	(251,490)	(284,824)	(318,159)
	180	(153,438)	(184,567)	(215,696)	(246,825)	(277,954)	(309,083)	(341,388)
	190	(188,724)	(217,648)	(246,571)	(275,495)	(304,418)	(333,536)	(366,592)
	200	(224,010)	(250,728)	(277,446)	(304,164)	(330,883)	(361,261)	(391,796)

		AH - % on site 0%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	-	612,125	541,300	470,475	399,649	328,824	257,999	187,173
	1,000	559,956	489,131	418,306	347,480	276,655	205,830	135,004
	2,000	507,787	436,962	366,137	295,311	224,486	153,661	82,836
	3,000	455,618	384,793	313,968	243,143	172,317	101,492	30,667
	4,000	403,450	332,624	261,799	190,974	120,148	49,323	(21,502)
Site Specific S106	5,000	351,281	280,455	209,630	138,805	67,979	(2,846)	(73,671)
2,500	6,000	299,112	228,286	157,461	86,636	15,811	(55,015)	(125,840)
	7,000	246,943	176,118	105,292	34,467	(36,358)	(107,184)	(178,009)
	8,000	194,774	123,949	53,123	(17,702)	(88,527)	(159,352)	(230,178)
	9,000	142,605	71,780	954	(69,871)	(140,696)	(211,521)	(282,347)
	10,000	90,436	19,611	(51,214)	(122,040)	(192,865)	(263,690)	(334,878)
	11,000	38,267	(32,558)	(103,383)	(174,209)	(245,034)	(315,859)	(394,499)
	12,000	(13,902)	(84,727)	(155,552)	(226,377)	(297,203)	(373,178)	(454,121)
	13,000	(66,071)	(136,896)	(207,721)	(278,546)	(351,856)	(432,799)	(513,742)
	14,000	(118,239)	(189,065)	(259,890)	(330,715)	(411,478)	(492,421)	(573,364)
	15,000	(170,408)	(241,234)	(312,059)	(390,156)	(471,099)	(552,042)	(632,986)
	16,000	(222,577)	(293,402)	(368,834)	(449,778)	(530,721)	(611,664)	(692,607)
	17,000	(274,746)	(347,513)	(428,456)	(509,399)	(590,342)	(671,286)	(752,229)
	18,000	(326,915)	(407,134)	(488,078)	(569,021)	(649,964)	(730,907)	(811,850)
	19,000	(385,813)	(466,756)	(547,699)	(628,642)	(709,586)	(790,529)	(871,645)
	20,000	(445,434)	(526,378)	(607,321)	(688,264)	(769,207)	(850,237)	(931,556)

		AH - % on site 0%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	15%	972,578	871,073	769,568	668,063	566,558	465,053	363,548
	16%	874,403	779,034	683,665	588,296	492,927	397,558	302,189
Profit	17%	776,228	686,995	597,762	508,529	419,295	330,062	240,829
20.00%	18%	678,053	594,956	511,859	428,761	345,664	262,567	179,470
	19%	579,878	502,917	425,955	348,994	272,033	195,072	118,111
	20%	481,703	410,878	340,052	269,227	198,402	127,576	56,751
	21%	383,528	318,839	254,149	189,460	124,770	60,081	(4,608)
	22%	285,353	226,799	168,246	109,693	51,139	(7,414)	(65,968)
	23%	187,178	134,760	82,343	29,925	(22,492)	(74,910)	(127,327)
	24%	89,003	42,721	(3,560)	(49,842)	(96,123)	(142,405)	(188,686)
	25%	(9,172)	(49,318)	(89,463)	(129,609)	(169,755)	(209,900)	(250,046)

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AX (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Brownfield District Wide (commuted sum)

		AH - % on site 0%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	100,000	715,459	644,634	573,809	502,984	432,158	361,333	290,508
	150,000	661,097	590,272	519,447	448,622	377,796	306,971	236,146
TLV (per acre)	200,000	606,735	535,910	465,085	394,260	323,434	252,609	181,784
315,000	250,000	552,373	481,548	410,723	339,898	269,072	198,247	127,422
	300,000	498,011	427,186	356,361	285,536	214,710	143,885	73,060
	350,000	443,649	372,824	301,999	231,174	160,348	89,523	18,698
	400,000	389,287	318,462	247,637	176,812	105,986	35,161	(35,664)
	450,000	334,925	264,100	193,275	122,450	51,624	(19,201)	(90,026)
	500,000	280,563	209,738	138,913	68,088	(2,738)	(73,563)	(144,388)
	550,000	226,201	155,376	84,551	13,726	(57,100)	(127,925)	(198,750)

		AH - % on site 0%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	75	214,011	143,186	72,360	1,535	(69,290)	(140,115)	(210,941)
	80	255,838	185,013	114,187	43,362	(27,463)	(98,289)	(169,114)
Density (dph)	85	292,744	221,919	151,093	80,268	9,443	(61,383)	(132,208)
125	90	325,549	254,724	183,899	113,073	42,248	(28,577)	(99,402)
	95	354,901	284,076	213,251	142,426	71,600	775	(70,050)
	100	381,318	310,493	239,668	168,843	98,017	27,192	(43,633)
	105	405,219	334,394	263,569	192,744	121,918	51,093	(19,732)
	110	426,948	356,122	285,297	214,472	143,647	72,821	1,996
	115	446,787	375,961	305,136	234,311	163,485	92,660	21,835
	120	464,972	394,147	323,322	252,496	181,671	110,846	40,020
	125	481,703	410,878	340,052	269,227	198,402	127,576	56,751

		AH - % on site 0%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	40%	481,703	410,878	340,052	269,227	198,402	127,576	56,751
	45%	481,703	410,878	340,052	269,227	198,402	127,576	56,751
% Cat M4(2)	50%	481,703	410,878	340,052	269,227	198,402	127,576	56,751
60%	55%	481,703	410,878	340,052	269,227	198,402	127,576	56,751
	60%	481,703	410,878	340,052	269,227	198,402	127,576	56,751
	65%	481,703	410,878	340,052	269,227	198,402	127,576	56,751
	70%	481,703	410,878	340,052	269,227	198,402	127,576	56,751
	75%	481,703	410,878	340,052	269,227	198,402	127,576	56,751
	80%	481,703	410,878	340,052	269,227	198,402	127,576	56,751

		AH - % on site 0%						
Balance (RLV - TLV)	765,004	20%	25%	30%	35%	40%	45%	50%
	95%	858,136	787,261	716,268	645,275	574,281	503,288	432,295
	100%	481,703	410,878	340,052	269,227	198,402	127,576	56,751
Build rate (£psm)	105%	105,270	34,444	(36,381)	(107,206)	(178,032)	(248,857)	(319,682)
	110%	(271,164)	(343,419)	(424,362)	(505,305)	(586,248)	(667,192)	(748,135)
	115%	(692,685)	(773,628)	(854,733)	(936,052)	(1,017,372)	(1,098,691)	(1,180,010)
	120%	(1,124,398)	(1,205,717)	(1,287,036)	(1,368,356)	(1,449,675)	(1,530,995)	(1,612,314)
	125%	(1,556,701)	(1,638,021)	(1,719,340)	(1,800,659)	(1,881,979)	(1,963,298)	(2,213,462)
	130%	(1,989,005)	(2,070,324)	(2,151,644)	(2,232,963)	(2,666,275)	(3,571,923)	(4,477,570)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			55	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	50.0%	19.3	50.0%	8.3	50%	27.5
2 bed Bungalow	50.0%	19.3	50.0%	8.3	50%	27.5
Total number of units	100.0%	38.5	100.0%	16.5	100%	55.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	50.0	538	75.0%	66.7	718
2 bed Flat	75.0	807	75.0%	100.0	1,076
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	75.0	807		75.0	807

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	50.0	538	75.0%	66.7	718
2 bed Flat	75.0	807	75.0%	100.0	1,076
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	75.0	807		75.0	807

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	963	10,360	413	4,440	1,375	14,800
2 bed Bungalow	1,444	15,540	619	6,660	2,063	22,201
	2,406	25,901	1,031	11,100	3,438	37,001
AH % by floor area:			*30.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	0
3 bed House	320,000	3,368	313	0
4 bed House	340,000	3,063	285	0
5 bed House	550,000	3,819	355	0
1 bed Flat	225,000	4,500	418	0
2 bed Flat	300,000	4,000	372	0
1 bed Bungalow	250,000	5,000	465	6,875,000
2 bed Bungalow	300,000	4,000	372	8,250,000
				15,125,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	137,250	2,745	61%	164,250	3,285	73%
2 bed Flat	183,000	2,440	61%	219,000	2,920	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	183,000	2,440	61%	219,000	2,920	73%

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	0.0	@	320,000		-
4 bed House	0.0	@	340,000		-
5 bed House	0.0	@	550,000		-
1 bed Flat	0.0	@	225,000		-
2 bed Flat	0.0	@	300,000		-
1 bed Bungalow	19.3	@	250,000		4,812,500
2 bed Bungalow	19.3	@	300,000		5,775,000
	38.5				10,587,500
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.0	@	183,000		-
3 bed House	0.0	@	195,200		-
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	137,250		-
2 bed Flat	0.0	@	183,000		-
1 bed Bungalow	6.0	@	152,500		918,431
2 bed Bungalow	6.0	@	183,000		1,102,118
	12.0				2,020,549
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.0	@	219,000		-
3 bed House	0.0	@	233,600		-
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	164,250		-
2 bed Flat	0.0	@	219,000		-
1 bed Bungalow	2.2	@	182,500		406,519
2 bed Bungalow	2.2	@	219,000		487,823
	4.5				894,341
Sub-total GDV Residential	**55.0**				**13,502,390**
AH on-site cost analysis:				*£MV less £GDV*	*1,622,610*
	472	*£ psm (total GIA sqm)*		*29,502*	*£ per unit (total units)*
Grant	55	@	0		-
Total GDV					**13,502,390**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(19,624)
CIL			2,406	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		55	units @		2,500	per unit	(137,500)	(137,500)
S106 analysis:			*1.02%*	*% of GDV*		*2,500*	*£ per unit (total units)*		
AH Commuted Sum			3,438	sqm (total)		0	£ psm		-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			5.44	acres @		0	£ per acre (if brownfield)		-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		5.44	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		909	psm		-
2 bed House			-	sqm @		909	psm		-
3 bed House			-	sqm @		909	psm		-
4 bed House			-	sqm @		909	psm		-
5 bed House			-	sqm @		909	psm		-
1 bed Flat			-	sqm @		1,520	psm		-
2 bed Flat			-	sqm @		1,520	psm		-
1 bed Bungalow			1,375	sqm @		1,863	psm		(2,561,625)
2 bed Bungalow		3,438	2,063	sqm @		1,863	psm		(3,842,438)
External works			6,404,063	@		15.0%			(960,609)
						17,466	*£per unit*		
M4(2) Category 2 Housing		60%	of All units		55	units @		£ per dwelling	-
M4(3) Category 3 Housing		2%	of All units		55	units @		£ per dwelling	-
Water efficiency					55	units @	9	£ per dwelling	(495)
Contingency			7,365,167	@		3.0%			(220,955)
Professional Fees			7,365,167	@		6.5%			(478,736)
Disposal Costs -									
Marketing and Promotion			10,587,500	OMS @		3.00%			(317,625)
Residential Sales Agent Costs			10,587,500	OMS @		1.00%			(105,875)
Residential Sales Legal Costs			10,587,500	OMS @		0.50%			(52,938)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(25,344)
Developers Profit -									
Margin on AH			2,914,890			6.00%	on AH values		(174,893)
Profit on GDV			10,587,500			20.00%			(2,117,500)
			8,783,763			*24.11%*	*on costs*	*(2,117,500)*	
			13,502,390			*16.98%*	*blended*	*(2,292,393)*	
TOTAL COSTS									**(11,076,157)**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows)

RESIDUAL LAND VALUE							
Residual Land Value (gross)							2,426,233
SDLT			2,426,233	@	5.0%	(slabbed)	(110,812)
Acquisition Agent fees			2,426,233	@	1.0%		(24,262)
Acquisition Legal fees			2,426,233	@	0.5%		(12,131)
Interest on Land			2,426,233	@	6.0%		(145,574)
Residual Land Value							**2,133,454**
RLV analysis:	*38,790*	*£ per plot*	*969,752*	*£ per ha*	*392,453*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			25.0	dph			
Site Area (Resi)			2.20	ha	5.44	acres	
Density analysis:			*1,563*	*sqm/ha*	*6,806*	*sqft/ac*	
Threshold Land Value	25,698	£ per plot	642,460	£ per ha	260,000	£ per acre	**1,413,412**

BALANCE							
Surplus/(Deficit)			**327,292**	£ per ha	**132,453**	£ per acre	**720,042**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows)

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	0	918,652	819,347	720,042	620,737	521,433	422,128	322,823
	10	892,957	795,255	697,552	599,850	502,148	404,446	306,744
	20	867,201	771,109	675,017	578,924	482,832	386,740	290,647
	30	841,446	746,964	652,481	557,998	463,516	369,033	274,550
	40	815,691	722,818	629,945	537,072	444,199	351,326	258,453
CIL £psm	50	789,936	698,673	607,409	516,146	424,883	333,620	242,356
0.00	60	764,181	674,527	584,874	495,220	405,566	315,913	226,259
	70	738,426	650,382	562,338	474,294	386,250	298,206	210,162
	80	712,664	626,236	539,802	453,368	366,934	280,500	194,065
	90	686,783	601,981	517,178	432,376	347,574	262,771	177,968
	100	660,903	577,718	494,533	411,348	328,163	244,978	161,794
	110	635,022	553,455	471,888	390,320	308,753	227,186	145,618
	120	609,142	529,192	449,242	369,292	289,343	209,393	129,443
	130	583,261	504,929	426,597	348,264	269,932	191,600	113,268
	140	557,381	480,666	403,951	327,236	250,522	173,807	97,092
	150	531,500	456,403	381,306	306,209	231,111	156,014	80,917
	160	505,541	432,097	358,654	285,181	211,701	138,221	64,742
	170	479,535	407,716	335,898	264,080	192,261	120,428	48,566
	180	453,528	383,335	313,142	242,949	172,756	102,563	32,371
	190	427,522	358,954	290,387	221,819	153,252	84,684	16,117
	200	401,515	334,573	267,631	200,689	133,747	66,805	(138)

		AH - % on site 30%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	-	1,040,776	941,471	842,166	742,861	643,557	544,252	444,947
	1,000	991,926	892,621	793,317	694,012	594,707	495,402	396,097
	2,000	943,077	843,772	744,467	645,162	545,857	446,553	347,248
	3,000	894,227	794,919	695,607	596,295	496,983	397,672	298,360
	4,000	845,268	745,956	646,645	547,333	448,021	348,709	249,398
Site Specific S106	5,000	796,306	696,994	597,682	498,370	399,059	299,747	200,435
2,500	6,000	747,343	648,031	548,720	449,408	350,096	250,784	151,473
	7,000	698,381	599,069	499,757	400,446	301,134	201,822	102,510
	8,000	649,418	550,107	450,795	351,483	252,171	152,860	53,548
	9,000	600,456	501,144	401,832	302,521	203,209	103,864	4,503
	10,000	551,494	452,182	352,860	253,500	154,140	54,780	(44,580)
	11,000	502,497	403,137	303,777	204,417	105,056	5,696	(93,664)
	12,000	453,413	354,053	254,693	155,333	55,973	(43,387)	(142,748)
	13,000	404,330	304,970	205,610	106,249	6,889	(92,471)	(191,831)
	14,000	355,246	255,886	156,526	57,166	(42,194)	(141,558)	(241,008)
	15,000	306,163	206,802	107,442	8,082	(91,321)	(190,771)	(290,222)
	16,000	257,079	157,719	58,359	(41,084)	(140,534)	(239,985)	(339,435)
	17,000	207,995	108,603	9,153	(90,297)	(189,748)	(289,198)	(388,648)
	18,000	158,840	59,390	(40,060)	(139,511)	(238,961)	(338,411)	(437,910)
	19,000	109,627	10,177	(89,274)	(188,724)	(288,174)	(387,679)	(487,261)
	20,000	60,414	(39,037)	(138,487)	(237,937)	(337,448)	(437,030)	(536,612)

		AH - % on site 30%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	15%	1,448,027	1,315,636	1,183,245	1,050,855	918,464	786,073	653,682
	16%	1,342,152	1,216,378	1,090,605	964,831	839,058	713,284	587,511
Profit	17%	1,236,277	1,117,120	997,964	878,808	759,651	640,495	521,339
20.00%	18%	1,130,402	1,017,863	905,323	792,784	680,245	567,706	455,167
	19%	1,024,527	918,605	812,683	706,761	600,839	494,917	388,995
	20%	918,652	819,347	720,042	620,737	521,433	422,128	322,823
	21%	812,777	720,089	627,402	534,714	442,026	349,339	256,651
	22%	706,902	620,831	534,761	448,691	362,620	276,550	190,479
	23%	601,027	521,574	442,120	362,667	283,214	203,761	124,307
	24%	495,152	422,316	349,480	276,644	203,808	130,972	58,136
	25%	389,277	323,058	256,839	190,620	124,401	58,183	(8,036)

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows)

		AH - % on site 30%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	100,000	1,788,444	1,689,139	1,589,834	1,490,529	1,391,225	1,291,920	1,192,615
	150,000	1,516,634	1,417,329	1,318,024	1,218,719	1,119,415	1,020,110	920,805
TLV (per acre)	200,000	1,244,824	1,145,519	1,046,214	946,909	847,605	748,300	648,995
260,000	250,000	973,014	873,709	774,404	675,099	575,795	476,490	377,185
	300,000	701,204	601,899	502,594	403,289	303,985	204,680	105,375
	350,000	429,394	330,089	230,784	131,479	32,175	(67,130)	(166,435)
	400,000	157,584	58,279	(41,026)	(140,331)	(239,635)	(338,940)	(438,245)
	450,000	(114,226)	(213,531)	(312,836)	(412,141)	(511,445)	(610,750)	(710,055)
	500,000	(386,036)	(485,341)	(584,646)	(683,951)	(783,255)	(882,560)	(981,865)
	550,000	(657,846)	(757,151)	(856,456)	(955,761)	(1,055,065)	(1,154,370)	(1,253,675)

		AH - % on site 30%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	25	918,652	819,347	720,042	620,737	521,433	422,128	322,823
	26	973,014	873,709	774,404	675,099	575,795	476,490	377,185
Density (dph)	27	1,023,349	924,044	824,739	725,435	626,130	526,825	427,520
25	28	1,070,089	970,784	871,479	772,174	672,870	573,565	474,260
	29	1,113,605	1,014,300	914,996	815,691	716,386	617,081	517,776
	30	1,154,220	1,054,916	955,611	856,306	757,001	657,697	558,392
	31	1,192,215	1,092,911	993,606	894,301	794,996	695,691	596,387
	32	1,227,836	1,128,531	1,029,226	929,921	830,617	731,312	632,007
	33	1,261,297	1,161,992	1,062,688	963,383	864,078	764,773	665,468
	34	1,292,790	1,193,485	1,094,181	994,876	895,571	796,266	696,962
	35	1,322,484	1,223,179	1,123,874	1,024,569	925,265	825,960	726,655

		AH - % on site 30%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	40%	918,652	819,347	720,042	620,737	521,433	422,128	322,823
	45%	918,652	819,347	720,042	620,737	521,433	422,128	322,823
% Cat M4(2)	50%	918,652	819,347	720,042	620,737	521,433	422,128	322,823
60%	55%	918,652	819,347	720,042	620,737	521,433	422,128	322,823
	60%	918,652	819,347	720,042	620,737	521,433	422,128	322,823
	65%	918,652	819,347	720,042	620,737	521,433	422,128	322,823
	70%	918,652	819,347	720,042	620,737	521,433	422,128	322,823
	75%	918,652	819,347	720,042	620,737	521,433	422,128	322,823
	80%	918,652	819,347	720,042	620,737	521,433	422,128	322,823

		AH - % on site 30%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	95%	1,273,489	1,174,184	1,074,879	975,574	876,270	776,965	677,660
	100%	918,652	819,347	720,042	620,737	521,433	422,128	322,823
Build rate (£psm)	105%	563,292	463,981	364,669	265,357	166,045	66,734	(32,578)
	110%	207,556	108,196	8,836	(90,525)	(189,885)	(289,245)	(388,671)
	115%	(148,777)	(248,227)	(347,678)	(447,128)	(546,643)	(646,225)	(745,807)
	120%	(505,928)	(605,510)	(705,136)	(804,892)	(904,648)	(1,004,529)	(1,104,502)
	125%	(864,122)	(964,094)	(1,064,067)	(1,164,239)	(1,264,518)	(1,365,050)	(1,474,906)
	130%	(1,224,034)	(1,324,520)	(1,428,369)	(1,543,770)	(1,659,668)	(1,776,212)	(1,893,778)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Sum)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			55	Units		
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	0.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			100%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	50.0%	27.5	50.0%	0.0	50%	27.5
2 bed Bungalow	50.0%	27.5	50.0%	0.0	50%	27.5
Total number of units	100.0%	55.0	100.0%	0.0	100%	55.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	50.0	538	75.0%	66.7	718
2 bed Flat	75.0	807	75.0%	100.0	1,076
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	75.0	807		75.0	807

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	50.0	538	75.0%	66.7	718
2 bed Flat	75.0	807	75.0%	100.0	1,076
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	75.0	807		75.0	807

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	1,375	14,800	0	0	1,375	14,800
2 bed Bungalow	2,063	22,201	0	0	2,063	22,201
	3,438	37,001	0	0	3,438	37,001
AH % by floor area:			*0.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	0
3 bed House	320,000	3,368	313	0
4 bed House	340,000	3,063	285	0
5 bed House	550,000	3,819	355	0
1 bed Flat	225,000	4,500	418	0
2 bed Flat	300,000	4,000	372	0
1 bed Bungalow	250,000	5,000	465	6,875,000
2 bed Bungalow	300,000	4,000	372	8,250,000
				15,125,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	137,250	2,745	61%	164,250	3,285	73%
2 bed Flat	183,000	2,440	61%	219,000	2,920	73%
1 bed Bungalow	152,500	3,050	61%	182,500	3,650	73%
2 bed Bungalow	183,000	2,440	61%	219,000	2,920	73%

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Sum)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	0.0	@	320,000		-
4 bed House	0.0	@	340,000		-
5 bed House	0.0	@	550,000		-
1 bed Flat	0.0	@	225,000		-
2 bed Flat	0.0	@	300,000		-
1 bed Bungalow	27.5	@	250,000		6,875,000
2 bed Bungalow	27.5	@	300,000		8,250,000
	55.0				15,125,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.0	@	183,000		-
3 bed House	0.0	@	195,200		-
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	137,250		-
2 bed Flat	0.0	@	183,000		-
1 bed Bungalow	0.0	@	152,500		-
2 bed Bungalow	0.0	@	183,000		-
	0.0				-
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.0	@	219,000		-
3 bed House	0.0	@	233,600		-
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	164,250		-
2 bed Flat	0.0	@	219,000		-
1 bed Bungalow	0.0	@	182,500		-
2 bed Bungalow	0.0	@	219,000		-
	0.0				-
Sub-total GDV Residential	**55.0**				**15,125,000**
AH on-site cost analysis:				*£MV less £GDV*	*0*
	0	*£ psm (total GIA sqm)*		*0*	*£ per unit (total units)*
Grant	55	@	0		-
Total GDV					**15,125,000**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Sum)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(19,624)
CIL			3,438	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		55	units @	2,500	per unit		(137,500)	(137,500)
S106 analysis:			*0.91%*	*% of GDV*	*2,500*	*£ per unit (total units)*			
AH Commuted Sum			3,438	sqm (total)	198	£ psm			(680,947)
Comm. Sum analysis:			*4.50%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			5.44	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		5.44	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	909	psm			-
2 bed House			-	sqm @	909	psm			-
3 bed House			-	sqm @	909	psm			-
4 bed House			-	sqm @	909	psm			-
5 bed House			-	sqm @	909	psm			-
1 bed Flat			-	sqm @	1,520	psm			-
2 bed Flat			-	sqm @	1,520	psm			-
1 bed Bungalow			1,375	sqm @	1,863	psm			(2,561,625)
2 bed Bungalow		3,438	2,063	sqm @	1,863	psm			(3,842,438)
External works			6,404,063	@	15.0%				(960,609)
					17,466	*£per unit*			
M4(2) Category 2 Housing		60%	of All units		55	units @		£ per dwelling	-
M4(3) Category 3 Housing		2%	of All units		55	units @		£ per dwelling	-
Water efficiency					55	units @	9	£ per dwelling	(495)
Contingency			7,365,167	@	3.0%				(220,955)
Professional Fees			7,365,167	@	6.5%				(478,736)
Disposal Costs -									
Marketing and Promotion			15,125,000	OMS @	3.00%				(453,750)
Residential Sales Agent Costs			15,125,000	OMS @	1.00%				(151,250)
Residential Sales Legal Costs			15,125,000	OMS @	0.50%				(75,625)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(30,213)
Developers Profit -									
Margin on AH			0		6.00%	on AH values			-
Profit on GDV			15,125,000		20.00%				(3,025,000)
			9,673,767		*31.27%*	*on costs*		*(3,025,000)*	
			15,125,000		*20.00%*	*blended*		*(3,025,000)*	
TOTAL COSTS									**(12,698,767)**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Sum)

RESIDUAL LAND VALUE							
Residual Land Value (gross)							2,426,233
SDLT			2,426,233	@	5.0%	(slabbed)	(110,812)
Acquisition Agent fees			2,426,233	@	1.0%		(24,262)
Acquisition Legal fees			2,426,233	@	0.5%		(12,131)
Interest on Land			2,426,233	@	6.0%		(145,574)
Residual Land Value							**2,133,454**
RLV analysis:	*38,790*	*£ per plot*	*969,752*	*£ per ha*	*392,453*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			25.0	dph			
Site Area (Resi)			2.20	ha	5.44	acres	
Density analysis:			*1,563*	*sqm/ha*	*6,806*	*sqft/ac*	
Threshold Land Value	25,698	£ per plot	642,460	£ per ha	260,000	£ per acre	**1,413,412**

BALANCE							
Surplus/(Deficit)			**327,292**	£ per ha	**132,453**	£ per acre	**720,042**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Sum)

SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	0	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
	10	297,128	199,426	101,724	4,021	(93,681)	(191,383)	(289,085)
	20	271,372	175,280	79,188	(16,905)	(112,997)	(209,089)	(305,182)
	30	245,617	151,135	56,652	(37,831)	(132,313)	(226,796)	(321,279)
	40	219,862	126,989	34,116	(58,757)	(151,630)	(244,503)	(337,376)
CIL £psm	50	194,107	102,844	11,580	(79,683)	(170,946)	(262,209)	(353,473)
0.00	60	168,352	78,698	(10,955)	(100,609)	(190,262)	(279,916)	(369,570)
	70	142,597	54,553	(33,491)	(121,535)	(209,579)	(297,623)	(385,667)
	80	116,835	30,407	(56,027)	(142,461)	(228,895)	(315,329)	(401,764)
	90	90,954	6,152	(78,650)	(163,453)	(248,255)	(333,058)	(417,861)
	100	65,074	(18,111)	(101,296)	(184,481)	(267,666)	(350,850)	(434,035)
	110	39,193	(42,374)	(123,941)	(205,509)	(287,076)	(368,643)	(450,211)
	120	13,313	(66,637)	(146,587)	(226,537)	(306,486)	(386,436)	(466,386)
	130	(12,568)	(90,900)	(169,232)	(247,565)	(325,897)	(404,229)	(482,561)
	140	(38,448)	(115,163)	(191,878)	(268,592)	(345,307)	(422,022)	(498,737)
	150	(64,329)	(139,426)	(214,523)	(289,620)	(364,718)	(439,815)	(514,912)
	160	(90,288)	(163,732)	(237,175)	(310,648)	(384,128)	(457,608)	(531,087)
	170	(116,294)	(188,113)	(259,931)	(331,749)	(403,568)	(475,400)	(547,263)
	180	(142,301)	(212,494)	(282,687)	(352,880)	(423,072)	(493,265)	(563,458)
	190	(168,307)	(236,875)	(305,442)	(374,010)	(442,577)	(511,145)	(579,712)
	200	(194,314)	(261,256)	(328,198)	(395,140)	(462,082)	(529,024)	(595,966)

		AH - % on site 0%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	-	444,947	345,642	246,337	147,032	47,728	(51,577)	(150,882)
	1,000	396,097	296,792	197,488	98,183	(1,122)	(100,427)	(199,731)
	2,000	347,248	247,943	148,638	49,333	(49,971)	(149,276)	(248,581)
	3,000	298,398	199,090	99,778	466	(98,845)	(198,157)	(297,469)
	4,000	249,439	150,127	50,816	(48,496)	(147,808)	(247,120)	(346,431)
Site Specific S106	5,000	200,477	101,165	1,853	(97,459)	(196,770)	(296,082)	(395,394)
2,500	6,000	151,514	52,203	(47,109)	(146,421)	(245,733)	(345,044)	(444,356)
	7,000	102,552	3,240	(96,072)	(195,383)	(294,695)	(394,007)	(493,319)
	8,000	53,589	(45,722)	(145,034)	(244,346)	(343,658)	(442,969)	(542,281)
	9,000	4,627	(94,685)	(193,996)	(293,308)	(392,620)	(491,965)	(591,326)
	10,000	(44,335)	(143,647)	(242,969)	(342,329)	(441,689)	(541,049)	(640,409)
	11,000	(93,332)	(192,692)	(292,052)	(391,412)	(490,772)	(590,133)	(689,493)
	12,000	(142,415)	(241,776)	(341,136)	(440,496)	(539,856)	(639,216)	(738,576)
	13,000	(191,499)	(290,859)	(390,219)	(489,580)	(588,940)	(688,300)	(787,660)
	14,000	(240,583)	(339,943)	(439,303)	(538,663)	(638,023)	(737,387)	(836,837)
	15,000	(289,666)	(389,026)	(488,387)	(587,747)	(687,150)	(786,600)	(886,051)
	16,000	(338,750)	(438,110)	(537,470)	(636,913)	(736,363)	(835,814)	(935,264)
	17,000	(387,834)	(487,226)	(586,676)	(686,126)	(785,577)	(885,027)	(984,477)
	18,000	(436,989)	(536,439)	(635,889)	(735,340)	(834,790)	(934,240)	(1,033,739)
	19,000	(486,202)	(585,652)	(685,103)	(784,553)	(884,003)	(983,508)	(1,083,090)
	20,000	(535,415)	(634,866)	(734,316)	(833,766)	(933,277)	(1,032,859)	(1,132,441)

		AH - % on site 0%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	15%	852,198	719,807	587,416	455,026	322,635	190,244	57,854
	16%	746,323	620,549	494,776	369,002	243,229	117,455	(8,318)
Profit	17%	640,448	521,292	402,135	282,979	163,822	44,666	(74,490)
20.00%	18%	534,573	422,034	309,495	196,955	84,416	(28,123)	(140,662)
	19%	428,698	322,776	216,854	110,932	5,010	(100,912)	(206,834)
	20%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
	21%	216,948	124,260	31,573	(61,115)	(153,803)	(246,490)	(339,178)
	22%	111,073	25,002	(61,068)	(147,138)	(233,209)	(319,279)	(405,350)
	23%	5,198	(74,255)	(153,709)	(233,162)	(312,615)	(392,068)	(471,521)
	24%	(100,677)	(173,513)	(246,349)	(319,185)	(392,021)	(464,857)	(537,693)
	25%	(206,552)	(272,771)	(338,990)	(405,209)	(471,428)	(537,646)	(603,865)

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AY (2)
Title: 55 Unit Age Restricted / Sheltered Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Sum)

		AH - % on site 0%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	100,000	1,192,615	1,093,310	994,005	894,701	795,396	696,091	596,786
	150,000	920,805	821,500	722,195	622,891	523,586	424,281	324,976
TLV (per acre)	200,000	648,995	549,690	450,385	351,081	251,776	152,471	53,166
260,000	250,000	377,185	277,880	178,575	79,271	(20,034)	(119,339)	(218,644)
	300,000	105,375	6,070	(93,235)	(192,539)	(291,844)	(391,149)	(490,454)
	350,000	(166,435)	(265,740)	(365,045)	(464,349)	(563,654)	(662,959)	(762,264)
	400,000	(438,245)	(537,550)	(636,855)	(736,159)	(835,464)	(934,769)	(1,034,074)
	450,000	(710,055)	(809,360)	(908,665)	(1,007,969)	(1,107,274)	(1,206,579)	(1,305,884)
	500,000	(981,865)	(1,081,170)	(1,180,475)	(1,279,779)	(1,379,084)	(1,478,389)	(1,577,694)
	550,000	(1,253,675)	(1,352,980)	(1,452,285)	(1,551,589)	(1,650,894)	(1,750,199)	(1,849,504)

		AH - % on site 0%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	25	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
	26	377,185	277,880	178,575	79,271	(20,034)	(119,339)	(218,644)
Density (dph)	27	427,520	328,215	228,910	129,606	30,301	(69,004)	(168,309)
25	28	474,260	374,955	275,650	176,346	77,041	(22,264)	(121,569)
	29	517,776	418,471	319,167	219,862	120,557	21,252	(78,052)
	30	558,392	459,087	359,782	260,477	161,172	61,868	(37,437)
	31	596,386	497,082	397,777	298,472	199,167	99,863	558
	32	632,007	532,702	433,397	334,092	234,788	135,483	36,178
	33	665,468	566,163	466,859	367,554	268,249	168,944	69,640
	34	696,961	597,657	498,352	399,047	299,742	200,437	101,133
	35	726,655	627,350	528,045	428,741	329,436	230,131	130,826

		AH - % on site 0%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	40%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
	45%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
% Cat M4(2)	50%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
60%	55%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
	60%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
	65%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
	70%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
	75%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
	80%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)

		AH - % on site 0%						
Balance (RLV - TLV)	720,042	20%	25%	30%	35%	40%	45%	50%
	95%	677,660	578,355	479,050	379,746	280,441	181,136	81,831
	100%	322,823	223,518	124,213	24,909	(74,396)	(173,701)	(273,006)
Build rate (£psm)	105%	(32,536)	(131,848)	(231,160)	(330,472)	(429,784)	(529,095)	(628,407)
	110%	(388,273)	(487,633)	(586,993)	(686,353)	(785,714)	(885,074)	(984,500)
	115%	(744,606)	(844,056)	(943,507)	(1,042,957)	(1,142,472)	(1,242,054)	(1,341,636)
	120%	(1,101,757)	(1,201,339)	(1,300,965)	(1,400,721)	(1,514,415)	(1,628,565)	(1,742,819)
	125%	(1,468,099)	(1,582,353)	(1,696,607)	(1,811,090)	(1,925,694)	(2,040,588)	(2,155,853)
	130%	(1,879,427)	(1,994,268)	(2,109,317)	(2,224,717)	(2,340,616)	(2,457,159)	(2,574,725)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			60	Units		
AH Policy requirement (% Target)			30%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	8.1%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	25.2	60.0%	10.8	60%	36.0
2 bed Flat	40.0%	16.8	40.0%	7.2	40%	24.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	42.0	100.0%	18.0	100%	60.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	60.0	646	65.0%	92.3	994
2 bed Flat	80.0	861	65.0%	123.1	1,325
1 bed Bungalow	60.0	646		60.0	646
2 bed Bungalow	80.0	861		80.0	861

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	60.0	646	65.0%	92.3	994
2 bed Flat	80.0	861	65.0%	123.1	1,325
1 bed Bungalow	60.0	646		60.0	646
2 bed Bungalow	80.0	861		80.0	861

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	2,326	25,039	997	10,731	3,323	35,769
2 bed Flat	2,068	22,256	886	9,538	2,954	31,795
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	4,394	47,295	1,883	20,269	6,277	67,564
AH % by floor area:			*30.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	0
3 bed House	320,000	3,368	313	0
4 bed House	340,000	3,063	285	0
5 bed House	550,000	3,819	355	0
1 bed Flat	280,000	4,667	434	10,080,000
2 bed Flat	375,000	4,688	435	9,000,000
1 bed Bungalow	280,000	4,667	434	0
2 bed Bungalow	375,000	4,688	435	0
				19,080,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	170,800	2,847	61%	204,400	3,407	73%
2 bed Flat	228,750	2,859	61%	273,750	3,422	73%
1 bed Bungalow	170,800	2,847	61%	204,400	3,407	73%
2 bed Bungalow	228,750	2,859	61%	273,750	3,422	73%

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	0.0	@	320,000		-
4 bed House	0.0	@	340,000		-
5 bed House	0.0	@	550,000		-
1 bed Flat	25.2	@	280,000		7,056,000
2 bed Flat	16.8	@	375,000		6,300,000
1 bed Bungalow	0.0	@	280,000		-
2 bed Bungalow	0.0	@	375,000		-
	42.0				13,356,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.0	@	183,000		-
3 bed House	0.0	@	195,200		-
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	7.9	@	170,800		1,346,587
2 bed Flat	5.3	@	228,750		1,202,310
1 bed Bungalow	0.0	@	170,800		-
2 bed Bungalow	0.0	@	228,750		-
	13.1				2,548,897
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.0	@	219,000		-
3 bed House	0.0	@	233,600		-
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	2.9	@	204,400		596,030
2 bed Flat	1.9	@	273,750		532,170
1 bed Bungalow	0.0	@	204,400		-
2 bed Bungalow	0.0	@	273,750		-
	4.9				1,128,200
Sub-total GDV Residential	**60.0**				**17,033,098**
AH on-site cost analysis:				*£MV less £GDV*	*2,046,902*
	326 £ psm (total GIA sqm)			*34,115 £ per unit (total units)*	
Grant	60	@	0		-
Total GDV					**17,033,098**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(20,199)
CIL			4,394	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		60	units @	2,500	per unit		(150,000)	(150,000)
S106 analysis:			*0.88%*	*% of GDV*	*2,500*	*£ per unit (total units)*			
AH Commuted Sum			6,277	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			1.48	acres @	50,000	£ per acre (if brownfield)			(74,130)
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		1.48	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	909	psm			-
2 bed House			-	sqm @	909	psm			-
3 bed House			-	sqm @	909	psm			-
4 bed House			-	sqm @	909	psm			-
5 bed House			-	sqm @	909	psm			-
1 bed Flat			3,323	sqm @	1,581	psm			(5,253,120)
2 bed Flat			2,954	sqm @	1,581	psm			(4,669,440)
1 bed Bungalow			-	sqm @	1,938	psm			-
2 bed Bungalow		6,277	-	sqm @	1,938	psm			-
External works			9,922,560	@	10.0%				(992,256)
					16,538	*£per unit*			
M4(2) Category 2 Housing		60%	of All units		60	units @		£ per dwelling	-
M4(3) Category 3 Housing		2%	of All units		60	units @		£ per dwelling	-
Water efficiency					60	units @	9	£ per dwelling	(540)
Contingency			10,989,486	@	3.0%				(329,685)
Professional Fees			10,989,486	@	6.5%				(714,317)
Disposal Costs -									
Marketing and Promotion			13,356,000	OMS @	3.00%				(400,680)
Residential Sales Agent Costs			13,356,000	OMS @	1.00%				(133,560)
Residential Sales Legal Costs			13,356,000	OMS @	0.50%				(66,780)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(557,229)
Developers Profit -									
Margin on AH			3,677,098		6.00%	on AH values			(220,626)
Profit on GDV			13,356,000		20.00%				(2,671,200)
			13,421,935		*19.90%*	*on costs*		*(2,671,200)*	
			17,033,098		*16.98%*	*blended*		*(2,891,826)*	
TOTAL COSTS									**(16,313,761)**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide

RESIDUAL LAND VALUE							
Residual Land Value (gross)							719,337
SDLT			719,337	@	5.0%	(slabbed)	(25,467)
Acquisition Agent fees			719,337	@	1.0%		(7,193)
Acquisition Legal fees			719,337	@	0.5%		(3,597)
Interest on Land			719,337	@	6.0%		(43,160)
Residual Land Value							**639,919**
RLV analysis:	*10,665*	*£ per plot*	*1,066,532*	*£ per ha*	*431,620*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			100.0	dph			
Site Area (Resi)			0.60	ha	1.48	acres	
Density analysis:			*10,462*	*sqm/ha*	*45,571*	*sqft/ac*	
Threshold Land Value	7,784	£ per plot	778,365	£ per ha	315,000	£ per acre	**467,019**

BALANCE							
Surplus/(Deficit)			**288,167**	£ per ha	**116,620**	£ per acre	**172,900**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	0	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
	10	315,268	222,062	128,855	35,649	(57,558)	(150,765)	(243,971)
	20	264,931	174,870	84,810	(5,251)	(95,311)	(185,372)	(275,432)
	30	214,593	127,679	40,764	(46,150)	(133,064)	(219,979)	(306,893)
	40	164,256	80,487	(3,281)	(87,049)	(170,817)	(254,586)	(338,354)
CIL £psm	50	113,918	33,296	(47,326)	(127,948)	(208,571)	(289,193)	(369,815)
0.00	60	63,581	(13,895)	(91,372)	(168,848)	(246,324)	(323,800)	(401,276)
	70	13,243	(61,087)	(135,417)	(209,747)	(284,077)	(358,407)	(432,737)
	80	(37,094)	(108,278)	(179,462)	(250,646)	(321,830)	(393,014)	(465,295)
	90	(87,432)	(155,470)	(223,508)	(291,545)	(359,583)	(427,621)	(501,250)
	100	(137,769)	(202,661)	(267,553)	(332,445)	(397,336)	(463,044)	(537,206)
	110	(188,107)	(249,853)	(311,598)	(373,344)	(435,089)	(502,595)	(573,161)
	120	(238,444)	(297,044)	(355,644)	(414,243)	(475,175)	(542,145)	(609,116)
	130	(288,782)	(344,235)	(399,689)	(455,142)	(518,321)	(581,696)	(645,072)
	140	(339,120)	(391,427)	(443,734)	(501,688)	(561,467)	(621,247)	(681,027)
	150	(389,457)	(438,618)	(492,245)	(548,430)	(604,614)	(660,798)	(716,983)
	160	(439,795)	(489,994)	(542,583)	(595,172)	(647,760)	(700,349)	(752,938)
	170	(494,934)	(543,927)	(592,920)	(641,914)	(690,907)	(739,900)	(788,893)
	180	(552,463)	(597,860)	(643,258)	(688,656)	(734,053)	(779,451)	(824,849)
	190	(609,991)	(651,793)	(693,595)	(735,398)	(777,200)	(819,002)	(860,804)
	200	(667,520)	(705,726)	(743,933)	(782,140)	(820,346)	(858,553)	(896,759)

		AH - % on site 30%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	-	507,885	411,532	315,179	218,827	122,474	26,121	(70,231)
	1,000	450,973	354,620	258,268	161,915	65,562	(30,790)	(127,143)
	2,000	394,062	297,709	201,356	105,004	8,651	(87,702)	(184,055)
	3,000	337,150	240,797	144,445	48,092	(48,261)	(144,613)	(240,966)
	4,000	280,239	183,886	87,533	(8,819)	(105,172)	(201,525)	(297,878)
Site Specific S106	5,000	223,327	126,974	30,622	(65,731)	(162,084)	(258,436)	(354,789)
2,500	6,000	166,416	70,063	(26,290)	(122,643)	(218,995)	(315,348)	(411,701)
	7,000	109,504	13,151	(83,201)	(179,554)	(275,907)	(372,259)	(470,340)
	8,000	52,593	(43,760)	(140,113)	(236,466)	(332,818)	(429,171)	(535,381)
	9,000	(4,319)	(100,672)	(197,024)	(293,377)	(389,730)	(490,306)	(600,423)
	10,000	(61,231)	(157,583)	(253,936)	(350,289)	(446,641)	(555,348)	(665,465)
	11,000	(118,142)	(214,495)	(310,847)	(407,200)	(510,272)	(620,389)	(730,507)
	12,000	(175,054)	(271,406)	(367,759)	(465,196)	(575,314)	(685,431)	(795,548)
	13,000	(231,965)	(328,318)	(424,670)	(530,238)	(640,355)	(750,473)	(860,590)
	14,000	(288,877)	(385,229)	(485,162)	(595,280)	(705,397)	(815,514)	(925,632)
	15,000	(345,788)	(442,141)	(550,204)	(660,321)	(770,439)	(880,556)	(990,674)
	16,000	(402,700)	(505,129)	(615,246)	(725,363)	(835,481)	(945,598)	(1,055,715)
	17,000	(460,053)	(570,170)	(680,288)	(790,405)	(900,522)	(1,010,640)	(1,120,757)
	18,000	(525,095)	(635,212)	(745,329)	(855,447)	(965,564)	(1,075,681)	(1,186,011)
	19,000	(590,136)	(700,254)	(810,371)	(920,488)	(1,030,606)	(1,140,740)	(1,251,369)
	20,000	(655,178)	(765,295)	(875,413)	(985,530)	(1,095,648)	(1,206,098)	(1,316,728)

		AH - % on site 30%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	15%	1,033,406	895,316	757,225	619,135	481,045	342,955	204,865
	16%	899,846	770,103	640,360	510,618	380,875	251,132	121,390
Profit	17%	766,286	644,891	523,495	402,100	280,705	159,310	37,915
20.00%	18%	632,726	519,678	406,630	293,583	180,535	67,487	(45,560)
	19%	499,166	394,466	289,765	185,065	80,365	(24,335)	(129,035)
	20%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
	21%	232,046	144,041	56,035	(31,970)	(119,975)	(207,980)	(295,985)
	22%	98,486	18,828	(60,830)	(140,487)	(220,145)	(299,803)	(379,460)
	23%	(35,074)	(106,384)	(177,695)	(249,005)	(320,315)	(391,625)	(463,852)
	24%	(168,634)	(231,597)	(294,560)	(357,522)	(420,485)	(487,295)	(559,252)
	25%	(302,194)	(356,809)	(411,425)	(467,400)	(529,817)	(592,235)	(654,652)

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide

		AH - % on site 30%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	100,000	684,365	588,012	491,659	395,307	298,954	202,601	106,249
	150,000	610,235	513,882	417,529	321,177	224,824	128,471	32,119
TLV (per acre)	200,000	536,105	439,752	343,399	247,047	150,694	54,341	(42,011)
315,000	250,000	461,975	365,622	269,269	172,917	76,564	(19,789)	(116,141)
	300,000	387,845	291,492	195,139	98,787	2,434	(93,919)	(190,271)
	350,000	313,715	217,362	121,009	24,657	(71,696)	(168,049)	(264,401)
	400,000	239,585	143,232	46,879	(49,473)	(145,826)	(242,179)	(338,531)
	450,000	165,455	69,102	(27,251)	(123,603)	(219,956)	(316,309)	(412,661)
	500,000	91,325	(5,028)	(101,381)	(197,733)	(294,086)	(390,439)	(486,791)
	550,000	17,195	(79,158)	(175,511)	(271,863)	(368,216)	(464,569)	(560,921)

		AH - % on site 30%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	75	183,089	86,736	(9,617)	(105,969)	(202,322)	(298,675)	(395,027)
	80	228,718	132,365	36,013	(60,340)	(156,693)	(253,045)	(349,398)
Density (dph)	85	268,979	172,626	76,274	(20,079)	(116,432)	(212,784)	(309,137)
100	90	304,767	208,414	112,061	15,709	(80,644)	(176,997)	(273,349)
	95	336,787	240,435	144,082	47,729	(48,623)	(144,976)	(241,329)
	100	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
	105	391,680	295,327	198,974	102,622	6,269	(90,084)	(186,436)
	110	415,383	319,031	222,678	126,325	29,973	(66,380)	(162,733)
	115	437,026	340,673	244,320	147,968	51,615	(44,738)	(141,091)
	120	456,864	360,512	264,159	167,806	71,454	(24,899)	(121,252)
	125	475,116	378,763	282,411	186,058	89,705	(6,647)	(103,000)

		AH - % on site 30%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	40%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
	45%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
% Cat M4(2)	50%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
60%	55%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
	60%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
	65%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
	70%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
	75%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
	80%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)

		AH - % on site 30%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	95%	924,096	827,743	731,391	635,038	538,685	442,333	345,925
	100%	365,606	269,253	172,900	76,548	(19,805)	(116,158)	(212,510)
Build rate (£psm)	105%	(192,884)	(289,237)	(385,590)	(485,574)	(595,692)	(705,809)	(815,926)
	110%	(793,497)	(903,614)	(1,013,731)	(1,123,849)	(1,234,461)	(1,345,090)	(1,455,719)
	115%	(1,433,326)	(1,543,955)	(1,654,584)	(1,765,213)	(1,875,842)	(1,986,471)	(2,097,101)
	120%	(2,074,707)	(2,185,336)	(2,295,965)	(2,406,594)	(2,517,223)	(2,627,853)	(2,764,978)
	125%	(2,716,088)	(2,826,717)	(2,937,346)	(3,047,976)	(3,659,955)	(4,892,023)	(6,124,091)
	130%	(3,357,469)	(3,468,098)	(4,554,931)	(5,786,999)	(7,019,067)	(8,251,136)	(9,483,204)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide (Commuted Sum)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			60	Units		
AH Policy requirement (% Target)			0%			
AH tenure split %	Affordable Rent:			73%		
	LCHO (Int/Sub-Market/Starter etc.):			27%	0.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			100%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	36.0	60.0%	0.0	60%	36.0
2 bed Flat	40.0%	24.0	40.0%	0.0	40%	24.0
1 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Bungalow	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	60.0	100.0%	0.0	100%	60.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	60.0	646	65.0%	92.3	994
2 bed Flat	80.0	861	65.0%	123.1	1,325
1 bed Bungalow	60.0	646		60.0	646
2 bed Bungalow	80.0	861		80.0	861

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	60.0	646	65.0%	92.3	994
2 bed Flat	80.0	861	65.0%	123.1	1,325
1 bed Bungalow	60.0	646		60.0	646
2 bed Bungalow	80.0	861		80.0	861

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	3,323	35,769	0	0	3,323	35,769
2 bed Flat	2,954	31,795	0	0	2,954	31,795
1 bed Bungalow	0	0	0	0	0	0
2 bed Bungalow	0	0	0	0	0	0
	6,277	67,564	0	0	6,277	67,564
AH % by floor area:			*0.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	0
3 bed House	320,000	3,368	313	0
4 bed House	340,000	3,063	285	0
5 bed House	550,000	3,819	355	0
1 bed Flat	280,000	4,667	434	10,080,000
2 bed Flat	375,000	4,688	435	9,000,000
1 bed Bungalow	280,000	4,667	434	0
2 bed Bungalow	375,000	4,688	435	0
				19,080,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	170,800	2,847	61%	204,400	3,407	73%
2 bed Flat	228,750	2,859	61%	273,750	3,422	73%
1 bed Bungalow	170,800	2,847	61%	204,400	3,407	73%
2 bed Bungalow	228,750	2,859	61%	273,750	3,422	73%

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide (Commuted Sum)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	0.0	@	320,000		-
4 bed House	0.0	@	340,000		-
5 bed House	0.0	@	550,000		-
1 bed Flat	36.0	@	280,000		10,080,000
2 bed Flat	24.0	@	375,000		9,000,000
1 bed Bungalow	0.0	@	280,000		-
2 bed Bungalow	0.0	@	375,000		-
	60.0				19,080,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.0	@	183,000		-
3 bed House	0.0	@	195,200		-
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	170,800		-
2 bed Flat	0.0	@	228,750		-
1 bed Bungalow	0.0	@	170,800		-
2 bed Bungalow	0.0	@	228,750		-
	0.0				-
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.0	@	219,000		-
3 bed House	0.0	@	233,600		-
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	204,400		-
2 bed Flat	0.0	@	273,750		-
1 bed Bungalow	0.0	@	204,400		-
2 bed Bungalow	0.0	@	273,750		-
	0.0				-
Sub-total GDV Residential	**60.0**				**19,080,000**
AH on-site cost analysis:				*£MV less £GDV*	*0*
	0	*£ psm (total GIA sqm)*		*0*	*£ per unit (total units)*
Grant	60	@	0		-
Total GDV					**19,080,000**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide (Commuted Sum)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(20,199)
CIL			6,277	sqm		0.00	£ psm		-
CIL analysis:			0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		60	units @		2,500	per unit	(150,000)	(150,000)
S106 analysis:			*0.79%*	*% of GDV*		*2,500*	*£ per unit (total units)*		
AH Commuted Sum			6,277	sqm (total)		103	£ psm		(647,996)
Comm. Sum analysis:			*3.40%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			1.48	acres @		50,000	£ per acre (if brownfield)		(74,130)
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		1.48	acres @			per acre	-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*		*0*	*£ per unit (total units)*		
1 bed House			-	sqm @		909	psm		-
2 bed House			-	sqm @		909	psm		-
3 bed House			-	sqm @		909	psm		-
4 bed House			-	sqm @		909	psm		-
5 bed House			-	sqm @		909	psm		-
1 bed Flat			3,323	sqm @		1,581	psm		(5,253,120)
2 bed Flat			2,954	sqm @		1,581	psm		(4,669,440)
1 bed Bungalow			-	sqm @		1,938	psm		-
2 bed Bungalow		6,277	-	sqm @		1,938	psm		-
External works			9,922,560	@		10.0%			(992,256)
						16,538	*£per unit*		
M4(2) Category 2 Housing		60%	of All units		60	units @		£ per dwelling	-
M4(3) Category 3 Housing		2%	of All units		60	units @		£ per dwelling	-
Water efficiency					60	units @	9	£ per dwelling	(540)
Contingency			10,989,486	@		3.0%			(329,685)
Professional Fees			10,989,486	@		6.5%			(714,317)
Disposal Costs -									
Marketing and Promotion			19,080,000	OMS @		3.00%			(572,400)
Residential Sales Agent Costs			19,080,000	OMS @		1.00%			(190,800)
Residential Sales Legal Costs			19,080,000	OMS @		0.50%			(95,400)
Interest (on Development Costs) -			6.00%	APR		0.487%	pcm		(774,382)
Developers Profit -									
Margin on AH			0			6.00%	on AH values		-
Profit on GDV			19,080,000			20.00%			(3,816,000)
			14,544,664			*26.24%*	*on costs*	*(3,816,000)*	
			19,080,000			*20.00%*	*blended*	*(3,816,000)*	
TOTAL COSTS									**(18,360,664)**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide (Commuted Sum)

RESIDUAL LAND VALUE							
Residual Land Value (gross)							719,336
SDLT			719,336	@	5.0%	(slabbed)	(25,467)
Acquisition Agent fees			719,336	@	1.0%		(7,193)
Acquisition Legal fees			719,336	@	0.5%		(3,597)
Interest on Land			719,336	@	6.0%		(43,160)
Residual Land Value							**639,919**
RLV analysis:	*10,665*	*£ per plot*	*1,066,532*	*£ per ha*	*431,619*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			100.0	dph			
Site Area (Resi)			0.60	ha	1.48	acres	
Density analysis:			*10,462*	*sqm/ha*	*45,571*	*sqft/ac*	
Threshold Land Value	7,784	£ per plot	778,365	£ per ha	315,000	£ per acre	**467,019**

BALANCE							
Surplus/(Deficit)			**288,167**	£ per ha	**116,619**	£ per acre	**172,900**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide (Commuted Sum)

SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	0	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
	10	(262,848)	(356,055)	(449,261)	(554,746)	(661,268)	(767,790)	(874,312)
	20	(313,186)	(403,246)	(498,562)	(601,488)	(704,415)	(807,341)	(910,267)
	30	(363,523)	(450,438)	(548,900)	(648,230)	(747,561)	(846,892)	(946,223)
	40	(413,861)	(503,502)	(599,237)	(694,972)	(790,708)	(886,443)	(982,178)
CIL £psm	50	(465,295)	(557,435)	(649,575)	(741,714)	(833,854)	(925,994)	(1,018,133)
0.00	60	(522,824)	(611,368)	(699,912)	(788,456)	(877,001)	(965,545)	(1,054,089)
	70	(580,353)	(665,301)	(750,250)	(835,198)	(920,147)	(1,005,096)	(1,090,044)
	80	(637,881)	(719,234)	(800,587)	(881,940)	(963,293)	(1,044,647)	(1,126,000)
	90	(695,410)	(773,167)	(850,925)	(928,682)	(1,006,440)	(1,084,197)	(1,162,051)
	100	(752,938)	(827,100)	(901,262)	(975,424)	(1,049,586)	(1,123,748)	(1,198,181)
	110	(810,467)	(881,033)	(951,600)	(1,022,166)	(1,092,733)	(1,163,426)	(1,234,312)
	120	(867,996)	(934,967)	(1,001,937)	(1,068,908)	(1,135,897)	(1,203,169)	(1,270,442)
	130	(925,524)	(988,900)	(1,052,275)	(1,115,650)	(1,179,253)	(1,242,913)	(1,306,573)
	140	(983,053)	(1,042,833)	(1,102,613)	(1,162,563)	(1,222,610)	(1,282,656)	(1,342,703)
	150	(1,040,581)	(1,096,766)	(1,153,099)	(1,209,533)	(1,265,966)	(1,322,400)	(1,378,833)
	160	(1,098,110)	(1,150,861)	(1,203,682)	(1,256,502)	(1,309,323)	(1,362,143)	(1,414,964)
	170	(1,155,849)	(1,205,057)	(1,254,264)	(1,303,472)	(1,352,679)	(1,401,887)	(1,451,094)
	180	(1,213,658)	(1,259,252)	(1,304,847)	(1,350,441)	(1,396,036)	(1,441,630)	(1,487,224)
	190	(1,271,466)	(1,313,448)	(1,355,429)	(1,397,411)	(1,439,392)	(1,481,373)	(1,523,355)
	200	(1,329,275)	(1,367,643)	(1,406,012)	(1,444,380)	(1,482,749)	(1,521,117)	(1,559,485)

		AH - % on site 0%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	-	(70,232)	(166,585)	(262,937)	(359,290)	(455,643)	(565,635)	(675,752)
	1,000	(127,143)	(223,496)	(319,849)	(416,202)	(520,559)	(630,677)	(740,794)
	2,000	(184,055)	(280,408)	(376,760)	(475,484)	(585,601)	(695,718)	(805,836)
	3,000	(240,967)	(337,319)	(433,672)	(540,525)	(650,643)	(760,760)	(870,877)
	4,000	(297,878)	(394,231)	(495,450)	(605,567)	(715,684)	(825,802)	(935,919)
Site Specific S106	5,000	(354,790)	(451,142)	(560,491)	(670,609)	(780,726)	(890,844)	(1,000,961)
2,500	6,000	(411,701)	(515,416)	(625,533)	(735,651)	(845,768)	(955,885)	(1,066,003)
	7,000	(470,340)	(580,458)	(690,575)	(800,692)	(910,810)	(1,020,927)	(1,131,044)
	8,000	(535,382)	(645,499)	(755,617)	(865,734)	(975,851)	(1,085,969)	(1,196,348)
	9,000	(600,424)	(710,541)	(820,658)	(930,776)	(1,040,893)	(1,151,077)	(1,261,707)
	10,000	(665,465)	(775,583)	(885,700)	(995,818)	(1,105,935)	(1,216,436)	(1,327,065)
	11,000	(730,507)	(840,625)	(950,742)	(1,060,859)	(1,171,165)	(1,281,794)	(1,392,423)
	12,000	(795,549)	(905,666)	(1,015,784)	(1,125,901)	(1,236,523)	(1,347,152)	(1,457,782)
	13,000	(860,591)	(970,708)	(1,080,825)	(1,191,252)	(1,301,882)	(1,412,511)	(1,523,140)
	14,000	(925,632)	(1,035,750)	(1,145,982)	(1,256,611)	(1,367,240)	(1,477,869)	(1,588,498)
	15,000	(990,674)	(1,100,791)	(1,211,340)	(1,321,969)	(1,432,598)	(1,543,227)	(1,653,857)
	16,000	(1,055,716)	(1,166,069)	(1,276,698)	(1,387,327)	(1,497,957)	(1,608,586)	(1,719,215)
	17,000	(1,120,798)	(1,231,427)	(1,342,057)	(1,452,686)	(1,563,315)	(1,673,944)	(1,784,573)
	18,000	(1,186,157)	(1,296,786)	(1,407,415)	(1,518,044)	(1,628,673)	(1,739,302)	(1,849,932)
	19,000	(1,251,515)	(1,362,144)	(1,472,773)	(1,583,402)	(1,694,032)	(1,804,661)	(1,915,290)
	20,000	(1,316,873)	(1,427,502)	(1,538,132)	(1,648,761)	(1,759,390)	(1,870,019)	(1,980,648)

		AH - % on site 0%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	15%	455,289	317,199	179,109	41,019	(97,072)	(235,162)	(373,252)
	16%	321,729	191,987	62,244	(67,499)	(197,242)	(326,984)	(456,757)
Profit	17%	188,169	66,774	(54,621)	(176,016)	(297,412)	(418,807)	(552,157)
20.00%	18%	54,609	(58,438)	(171,486)	(284,534)	(397,582)	(518,359)	(647,557)
	19%	(78,951)	(183,651)	(288,351)	(393,051)	(503,642)	(623,299)	(742,957)
	20%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
	21%	(346,071)	(434,076)	(531,447)	(632,025)	(732,602)	(833,179)	(933,757)
	22%	(482,932)	(573,970)	(665,007)	(756,045)	(847,082)	(938,119)	(1,029,157)
	23%	(635,572)	(717,070)	(798,567)	(880,065)	(961,562)	(1,043,059)	(1,124,557)
	24%	(788,212)	(860,170)	(932,127)	(1,004,085)	(1,076,042)	(1,147,999)	(1,219,957)
	25%	(940,852)	(1,003,270)	(1,065,687)	(1,128,105)	(1,190,522)	(1,252,939)	(1,315,357)

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: AZ (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Brownfield District Wide (Commuted Sum)

		AH - % on site 0%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	100,000	106,248	9,896	(86,457)	(189,246)	(299,363)	(409,480)	(519,598)
	150,000	32,118	(64,234)	(160,587)	(263,376)	(373,493)	(483,610)	(593,728)
TLV (per acre)	200,000	(42,012)	(138,364)	(234,717)	(337,506)	(447,623)	(557,740)	(667,858)
315,000	250,000	(116,142)	(212,494)	(308,847)	(411,636)	(521,753)	(631,870)	(741,988)
	300,000	(190,272)	(286,624)	(382,977)	(485,766)	(595,883)	(706,000)	(816,118)
	350,000	(264,402)	(360,754)	(457,107)	(559,896)	(670,013)	(780,130)	(890,248)
	400,000	(338,532)	(434,884)	(531,237)	(634,026)	(744,143)	(854,260)	(964,378)
	450,000	(412,662)	(509,014)	(605,367)	(708,156)	(818,273)	(928,390)	(1,038,508)
	500,000	(486,792)	(583,144)	(679,497)	(782,286)	(892,403)	(1,002,520)	(1,112,638)
	550,000	(560,922)	(657,274)	(753,627)	(856,416)	(966,533)	(1,076,650)	(1,186,768)

		AH - % on site 0%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	75	(395,028)	(491,381)	(587,733)	(694,357)	(804,474)	(914,591)	(1,024,709)
	80	(349,399)	(445,751)	(542,104)	(647,769)	(757,886)	(868,003)	(978,121)
Density (dph)	85	(309,137)	(405,490)	(501,843)	(606,661)	(716,779)	(826,896)	(937,014)
100	90	(273,350)	(369,703)	(466,055)	(570,122)	(680,239)	(790,357)	(900,474)
	95	(241,329)	(337,682)	(434,035)	(537,429)	(647,546)	(757,663)	(867,781)
	100	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
	105	(186,437)	(282,790)	(379,142)	(481,383)	(591,500)	(701,618)	(811,735)
	110	(162,733)	(259,086)	(355,439)	(457,181)	(567,299)	(677,416)	(787,533)
	115	(141,091)	(237,444)	(333,796)	(435,084)	(545,201)	(655,319)	(765,436)
	120	(121,252)	(217,605)	(313,958)	(414,828)	(524,946)	(635,063)	(745,181)
	125	(103,000)	(199,353)	(295,706)	(396,193)	(506,311)	(616,428)	(726,545)

		AH - % on site 0%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	40%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
	45%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
% Cat M4(2)	50%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
60%	55%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
	60%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
	65%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
	70%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
	75%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
	80%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)

		AH - % on site 0%						
Balance (RLV - TLV)	172,900	20%	25%	30%	35%	40%	45%	50%
	95%	345,979	249,627	153,274	56,921	(39,431)	(135,784)	(232,137)
	100%	(212,511)	(308,863)	(405,216)	(508,005)	(618,122)	(728,239)	(838,357)
Build rate (£psm)	105%	(815,927)	(926,044)	(1,036,162)	(1,146,371)	(1,257,000)	(1,367,630)	(1,478,259)
	110%	(1,455,865)	(1,566,494)	(1,677,123)	(1,787,752)	(1,898,382)	(2,009,011)	(2,119,640)
	115%	(2,097,246)	(2,207,875)	(2,318,505)	(2,429,134)	(2,539,763)	(2,650,392)	(2,883,024)
	120%	(2,738,628)	(2,849,257)	(2,959,886)	(3,070,515)	(3,778,001)	(5,010,069)	(6,242,137)
	125%	(3,380,009)	(3,490,638)	(4,672,977)	(5,905,045)	(7,137,114)	(8,369,182)	(9,601,250)
	130%	(5,567,954)	(6,800,022)	(8,032,090)	(9,264,158)	(10,496,226)	(11,728,295)	(12,960,363)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			60	Units	
AH Policy requirement (% Target)			30%		
AH tenure split %	Affordable Rent:			73%	
	LCHO (Int/Sub-Market/Starter etc.):			27%	8.1% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			70%		
			100%		
CIL Rate (£ psm)			0.00	£ psm	

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	50.0%	21.0	50.0%	9.0	50%	30.0
2 bed Bungalow	50.0%	21.0	50.0%	9.0	50%	30.0
Total number of units	100.0%	42.0	100.0%	18.0	100%	60.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	60.0	646	65.0%	92.3	994
2 bed Flat	80.0	861	65.0%	123.1	1,325
1 bed Bungalow	60.0	646		60.0	646
2 bed Bungalow	80.0	861		80.0	861

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	60.0	646	65.0%	92.3	994
2 bed Flat	80.0	861	65.0%	123.1	1,325
1 bed Bungalow	60.0	646		60.0	646
2 bed Bungalow	80.0	861		80.0	861

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	1,260	13,563	540	5,813	1,800	19,375
2 bed Bungalow	1,680	18,083	720	7,750	2,400	25,833
	2,940	31,646	1,260	13,563	4,200	45,208
AH % by floor area:			*30.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	0
3 bed House	320,000	3,368	313	0
4 bed House	340,000	3,063	285	0
5 bed House	550,000	3,819	355	0
1 bed Flat	280,000	4,667	434	0
2 bed Flat	375,000	4,688	435	0
1 bed Bungalow	280,000	4,667	434	8,400,000
2 bed Bungalow	375,000	4,688	435	11,250,000
				19,650,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	170,800	2,847	61%	204,400	3,407	73%
2 bed Flat	228,750	2,859	61%	273,750	3,422	73%
1 bed Bungalow	170,800	2,847	61%	204,400	3,407	73%
2 bed Bungalow	228,750	2,859	61%	273,750	3,422	73%

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	0.0	@	320,000		-
4 bed House	0.0	@	340,000		-
5 bed House	0.0	@	550,000		-
1 bed Flat	0.0	@	280,000		-
2 bed Flat	0.0	@	375,000		-
1 bed Bungalow	21.0	@	280,000		5,880,000
2 bed Bungalow	21.0	@	375,000		7,875,000
	42.0				13,755,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.0	@	183,000		-
3 bed House	0.0	@	195,200		-
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	170,800		-
2 bed Flat	0.0	@	228,750		-
1 bed Bungalow	6.6	@	170,800		1,122,156
2 bed Bungalow	6.6	@	228,750		1,502,888
	13.1				2,625,044
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.0	@	219,000		-
3 bed House	0.0	@	233,600		-
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	204,400		-
2 bed Flat	0.0	@	273,750		-
1 bed Bungalow	2.4	@	204,400		496,692
2 bed Bungalow	2.4	@	273,750		665,213
	4.9				1,161,905
Sub-total GDV Residential	**60.0**				**17,541,948**
AH on-site cost analysis:				*£MV less £GDV*	*2,108,052*
	502	*£ psm (total GIA sqm)*		*35,134*	*£ per unit (total units)*
Grant	60	@	0		-
Total GDV					**17,541,948**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(20,199)
CIL			2,940	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		60	units @	2,500	per unit		(150,000)	(150,000)
S106 analysis:			*0.86%*	*% of GDV*	*2,500*	*£ per unit (total units)*			
AH Commuted Sum			4,200	sqm (total)	0	£ psm			-
Comm. Sum analysis:			*0.00%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			5.93	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		5.93	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	909	psm			-
2 bed House			-	sqm @	909	psm			-
3 bed House			-	sqm @	909	psm			-
4 bed House			-	sqm @	909	psm			-
5 bed House			-	sqm @	909	psm			-
1 bed Flat			-	sqm @	1,581	psm			-
2 bed Flat			-	sqm @	1,581	psm			-
1 bed Bungalow			1,800	sqm @	1,938	psm			(3,487,536)
2 bed Bungalow		4,200	2,400	sqm @	1,938	psm			(4,650,048)
External works			8,137,584	@	15.0%				(1,220,638)
					20,344	*£per unit*			
M4(2) Category 2 Housing		60%	of All units		60	units @		£ per dwelling	-
M4(3) Category 3 Housing		2%	of All units		60	units @		£ per dwelling	-
Water efficiency					60	units @	9	£ per dwelling	(540)
Contingency			9,358,762	@	3.0%				(280,763)
Professional Fees			9,358,762	@	6.5%				(608,320)
Disposal Costs -									
Marketing and Promotion			13,755,000	OMS @	3.00%				(412,650)
Residential Sales Agent Costs			13,755,000	OMS @	1.00%				(137,550)
Residential Sales Legal Costs			13,755,000	OMS @	0.50%				(68,775)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(29,014)
Developers Profit -									
Margin on AH			3,786,948		6.00%	on AH values			(227,217)
Profit on GDV			13,755,000		20.00%				(2,751,000)
			11,126,032		*24.73%*	*on costs*		*(2,751,000)*	
			17,541,948		*16.98%*	*blended*		*(2,978,217)*	
TOTAL COSTS									**(14,104,249)**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows)

RESIDUAL LAND VALUE							
Residual Land Value (gross)							3,437,699
SDLT			3,437,699	@	5.0%	(slabbed)	(161,385)
Acquisition Agent fees			3,437,699	@	1.0%		(34,377)
Acquisition Legal fees			3,437,699	@	0.5%		(17,188)
Interest on Land			3,437,699	@	6.0%		(206,262)
Residual Land Value							**3,018,487**
RLV analysis:	*50,308*	*£ per plot*	*1,257,703*	*£ per ha*	*508,985*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			25.0	dph			
Site Area (Resi)			2.40	ha	5.93	acres	
Density analysis:			*1,750*	*sqm/ha*	*7,623*	*sqft/ac*	
Threshold Land Value	25,698	£ per plot	642,460	£ per ha	260,000	£ per acre	**1,541,904**

BALANCE							
Surplus/(Deficit)			**615,243**	£ per ha	**248,985**	£ per acre	**1,476,583**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows)

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	0	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
	10	1,703,295	1,576,238	1,449,181	1,322,125	1,195,068	1,068,011	940,954
	20	1,671,980	1,546,880	1,421,780	1,296,681	1,171,581	1,046,481	921,382
	30	1,640,664	1,517,521	1,394,379	1,271,237	1,148,094	1,024,952	901,809
	40	1,609,315	1,488,159	1,366,978	1,245,793	1,124,607	1,003,422	882,237
CIL £psm	50	1,577,847	1,458,658	1,339,468	1,220,279	1,101,089	981,893	862,665
0.00	60	1,546,379	1,429,156	1,311,934	1,194,711	1,077,488	960,266	843,043
	70	1,514,911	1,399,655	1,284,399	1,169,143	1,053,887	938,631	823,375
	80	1,483,443	1,370,154	1,256,864	1,143,575	1,030,286	916,997	803,708
	90	1,451,975	1,340,652	1,229,330	1,118,007	1,006,685	895,363	784,040
	100	1,420,507	1,311,151	1,201,795	1,092,440	983,084	873,728	764,373
	110	1,389,038	1,281,650	1,174,261	1,066,872	959,483	852,094	744,705
	120	1,357,570	1,252,148	1,146,726	1,041,304	935,882	830,460	725,038
	130	1,325,951	1,222,557	1,119,164	1,015,736	912,281	808,825	705,370
	140	1,294,330	1,192,913	1,091,495	990,078	888,660	787,191	685,702
	150	1,262,709	1,163,268	1,063,826	964,385	864,944	765,503	666,035
	160	1,231,087	1,133,623	1,036,158	938,693	841,228	743,763	646,299
	170	1,199,466	1,103,978	1,008,489	913,001	817,512	722,024	626,535
	180	1,167,845	1,074,333	980,821	887,308	793,796	700,284	606,772
	190	1,136,224	1,044,688	953,152	861,616	770,080	678,544	587,009
	200	1,104,602	1,015,043	925,483	835,924	746,364	656,805	567,245

		AH - % on site 30%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	-	1,867,837	1,738,823	1,609,809	1,480,795	1,351,781	1,222,766	1,093,752
	1,000	1,814,547	1,685,533	1,556,518	1,427,504	1,298,490	1,169,476	1,040,462
	2,000	1,761,256	1,632,242	1,503,228	1,374,214	1,245,200	1,116,186	987,171
	3,000	1,707,966	1,578,952	1,449,937	1,320,923	1,191,909	1,062,895	933,881
	4,000	1,654,675	1,525,661	1,396,647	1,267,633	1,138,619	1,009,605	880,590
Site Specific S106	5,000	1,601,385	1,472,371	1,343,357	1,214,342	1,085,328	956,314	827,300
2,500	6,000	1,548,094	1,419,080	1,290,066	1,161,052	1,032,038	903,024	774,010
	7,000	1,494,804	1,365,790	1,236,776	1,107,757	978,734	849,711	720,687
	8,000	1,441,413	1,312,390	1,183,367	1,054,344	925,320	796,297	667,274
	9,000	1,388,000	1,258,976	1,129,953	1,000,930	871,907	742,884	613,860
	10,000	1,334,586	1,205,563	1,076,540	947,516	818,493	689,470	560,447
	11,000	1,281,173	1,152,149	1,023,126	894,103	765,080	636,056	507,033
	12,000	1,227,759	1,098,736	969,713	840,689	711,666	582,643	453,620
	13,000	1,174,345	1,045,322	916,299	787,276	658,253	529,229	400,206
	14,000	1,120,932	991,909	862,885	733,862	604,839	475,816	346,735
	15,000	1,067,518	938,495	809,472	680,448	551,361	422,275	293,189
	16,000	1,014,105	885,074	755,988	626,902	497,816	368,730	239,643
	17,000	960,614	831,528	702,442	573,356	444,270	315,184	186,098
	18,000	907,069	777,983	648,896	519,810	390,724	261,638	132,552
	19,000	853,523	724,437	595,351	466,265	337,178	208,092	79,006
	20,000	799,977	670,891	541,805	412,719	283,633	154,547	25,394

		AH - % on site 30%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	15%	2,422,361	2,250,362	2,078,364	1,906,365	1,734,367	1,562,368	1,390,370
	16%	2,284,811	2,121,409	1,958,008	1,794,606	1,631,204	1,467,803	1,304,401
Profit	17%	2,147,261	1,992,456	1,837,651	1,682,847	1,528,042	1,373,237	1,218,432
20.00%	18%	2,009,711	1,863,503	1,717,295	1,571,087	1,424,879	1,278,672	1,132,464
	19%	1,872,161	1,734,550	1,596,939	1,459,328	1,321,717	1,184,106	1,046,495
	20%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
	21%	1,597,061	1,476,644	1,356,226	1,235,809	1,115,392	994,975	874,557
	22%	1,459,511	1,347,691	1,235,870	1,124,050	1,012,229	900,409	788,589
	23%	1,321,961	1,218,737	1,115,514	1,012,290	909,067	805,843	702,620
	24%	1,184,411	1,089,784	995,158	900,531	805,904	711,278	616,651
	25%	1,046,861	960,831	874,801	788,772	702,742	616,712	530,682

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Scheme Ref: BA
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows)

		AH - % on site 30%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	100,000	2,683,475	2,554,461	2,425,447	2,296,433	2,167,418	2,038,404	1,909,390
	150,000	2,386,955	2,257,941	2,128,927	1,999,913	1,870,898	1,741,884	1,612,870
TLV (per acre)	200,000	2,090,435	1,961,421	1,832,407	1,703,393	1,574,378	1,445,364	1,316,350
260,000	250,000	1,793,915	1,664,901	1,535,887	1,406,873	1,277,858	1,148,844	1,019,830
	300,000	1,497,395	1,368,381	1,239,367	1,110,353	981,338	852,324	723,310
	350,000	1,200,875	1,071,861	942,847	813,833	684,818	555,804	426,790
	400,000	904,355	775,341	646,327	517,313	388,298	259,284	130,270
	450,000	607,835	478,821	349,807	220,793	91,778	(37,236)	(166,250)
	500,000	311,315	182,301	53,287	(75,727)	(204,742)	(333,756)	(462,770)
	550,000	14,795	(114,219)	(243,233)	(372,247)	(501,262)	(630,276)	(759,290)

		AH - % on site 30%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	25	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
	26	1,793,915	1,664,901	1,535,887	1,406,873	1,277,858	1,148,844	1,019,830
Density (dph)	27	1,848,826	1,719,812	1,590,798	1,461,784	1,332,770	1,203,755	1,074,741
25	28	1,899,815	1,770,801	1,641,787	1,512,773	1,383,758	1,254,744	1,125,730
	29	1,947,287	1,818,273	1,689,259	1,560,245	1,431,231	1,302,217	1,173,203
	30	1,991,595	1,862,581	1,733,567	1,604,553	1,475,538	1,346,524	1,217,510
	31	2,033,044	1,904,030	1,775,016	1,646,002	1,516,987	1,387,973	1,258,959
	32	2,071,903	1,942,888	1,813,874	1,684,860	1,555,846	1,426,832	1,297,818
	33	2,108,406	1,979,392	1,850,378	1,721,363	1,592,349	1,463,335	1,334,321
	34	2,142,762	2,013,748	1,884,734	1,755,720	1,626,705	1,497,691	1,368,677
	35	2,175,155	2,046,141	1,917,127	1,788,113	1,659,098	1,530,084	1,401,070

		AH - % on site 30%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	40%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
	45%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
% Cat M4(2)	50%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
60%	55%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
	60%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
	65%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
	70%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
	75%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
	80%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526

		AH - % on site 30%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	95%	2,185,499	2,056,476	1,927,417	1,798,358	1,669,300	1,540,241	1,411,182
	100%	1,734,611	1,605,597	1,476,583	1,347,569	1,218,554	1,089,540	960,526
Build rate (£psm)	105%	1,283,560	1,154,536	1,025,513	896,490	767,467	638,444	509,420
	110%	831,932	702,908	573,885	444,845	315,759	186,673	57,586
	115%	379,641	250,555	121,468	(7,647)	(136,850)	(266,053)	(395,256)
	120%	(73,429)	(202,632)	(331,892)	(461,266)	(590,640)	(720,015)	(849,560)
	125%	(527,559)	(657,095)	(786,696)	(916,296)	(1,046,149)	(1,176,030)	(1,306,246)
	130%	(983,378)	(1,113,260)	(1,243,446)	(1,373,753)	(1,504,361)	(1,650,257)	(1,800,708)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Notes)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			60	Units		
AH Policy requirement (% Target)			0%			
AH tenure split %		Affordable Rent:		73%		
		LCHO (Int/Sub-Market/Starter etc.):		27%	0.0%	% of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			100%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Bungalow	50.0%	30.0	50.0%	0.0	50%	30.0
2 bed Bungalow	50.0%	30.0	50.0%	0.0	50%	30.0
Total number of units	100.0%	60.0	100.0%	0.0	100%	60.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	60.0	646	65.0%	92.3	994
2 bed Flat	80.0	861	65.0%	123.1	1,325
1 bed Bungalow	60.0	646		60.0	646
2 bed Bungalow	80.0	861		80.0	861

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	67.0	721		67.0	721
2 bed House	77.0	829		77.0	829
3 bed House	95.0	1,023		95.0	1,023
4 bed House	111.0	1,195		111.0	1,195
5 bed House	144.0	1,550		144.0	1,550
1 bed Flat	60.0	646	65.0%	92.3	994
2 bed Flat	80.0	861	65.0%	123.1	1,325
1 bed Bungalow	60.0	646		60.0	646
2 bed Bungalow	80.0	861		80.0	861

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
1 bed Bungalow	1,800	19,375	0	0	1,800	19,375
2 bed Bungalow	2,400	25,833	0	0	2,400	25,833
	4,200	45,208	0	0	4,200	45,208
AH % by floor area:			*0.00%*	*AH % by floor area due to mix*		

Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)
1 bed House	250,000	3,731	347	0
2 bed House	300,000	3,896	362	0
3 bed House	320,000	3,368	313	0
4 bed House	340,000	3,063	285	0
5 bed House	550,000	3,819	355	0
1 bed Flat	280,000	4,667	434	0
2 bed Flat	375,000	4,688	435	0
1 bed Bungalow	280,000	4,667	434	8,400,000
2 bed Bungalow	375,000	4,688	435	11,250,000
				19,650,000

Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	LCHO £	£psm	% of MV
1 bed House	152,500	2,276	61%	182,500	2,724	73%
2 bed House	183,000	2,377	61%	219,000	2,844	73%
3 bed House	195,200	2,055	61%	233,600	2,459	73%
4 bed House	207,400	1,868	61%	248,200	2,236	73%
5 bed House	335,500	2,330	61%	401,500	2,788	73%
1 bed Flat	170,800	2,847	61%	204,400	3,407	73%
2 bed Flat	228,750	2,859	61%	273,750	3,422	73%
1 bed Bungalow	170,800	2,847	61%	204,400	3,407	73%
2 bed Bungalow	228,750	2,859	61%	273,750	3,422	73%

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Notes)

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	250,000		-
2 bed House	0.0	@	300,000		-
3 bed House	0.0	@	320,000		-
4 bed House	0.0	@	340,000		-
5 bed House	0.0	@	550,000		-
1 bed Flat	0.0	@	280,000		-
2 bed Flat	0.0	@	375,000		-
1 bed Bungalow	30.0	@	280,000		8,400,000
2 bed Bungalow	30.0	@	375,000		11,250,000
	60.0				19,650,000
Affordable Rent GDV -					
1 bed House	0.0	@	152,500		-
2 bed House	0.0	@	183,000		-
3 bed House	0.0	@	195,200		-
4 bed House	0.0	@	207,400		-
5 bed House	0.0	@	335,500		-
1 bed Flat	0.0	@	170,800		-
2 bed Flat	0.0	@	228,750		-
1 bed Bungalow	0.0	@	170,800		-
2 bed Bungalow	0.0	@	228,750		-
	0.0				-
LCHO GDV -					
1 bed House	0.0	@	182,500		-
2 bed House	0.0	@	219,000		-
3 bed House	0.0	@	233,600		-
4 bed House	0.0	@	248,200		-
5 bed House	0.0	@	401,500		-
1 bed Flat	0.0	@	204,400		-
2 bed Flat	0.0	@	273,750		-
1 bed Bungalow	0.0	@	204,400		-
2 bed Bungalow	0.0	@	273,750		-
	0.0				-
Sub-total GDV Residential	**60.0**				**19,650,000**
AH on-site cost analysis:				*£MV less £GDV*	*0*
	0	*£ psm (total GIA sqm)*		*0*	*£ per unit (total units)*
Grant	60	@	0		-
Total GDV					**19,650,000**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Notes)

DEVELOPMENT COSTS									
Initial Payments -									
Planning Application Professional Fees, Surveys and reports									(60,000)
Statutory Planning Fees (Residential)									(20,199)
CIL			4,200	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		60	units @	2,500	per unit		(150,000)	(150,000)
S106 analysis:			*0.76%*	*% of GDV*	*2,500*	*£ per unit (total units)*			
AH Commuted Sum			4,200	sqm (total)	211	£ psm			(884,668)
Comm. Sum analysis:			*4.50%*	*% of GDV*					
Construction Costs -									
Site Clearance and Demolition			5.93	acres @	0	£ per acre (if brownfield)			-
Infrastructure costs -	Year 1								-
	Year 2								-
	Year 3								-
	Year 4								-
	Year 5								-
	Year 6								-
	Year 7								-
	Year 8								-
	Year 9								-
	Year 10								-
	total		5.93	acres @		per acre		-	-
Infra. Costs analysis:			*0.00%*	*% of GDV*	*0*	*£ per unit (total units)*			
1 bed House			-	sqm @	909	psm			-
2 bed House			-	sqm @	909	psm			-
3 bed House			-	sqm @	909	psm			-
4 bed House			-	sqm @	909	psm			-
5 bed House			-	sqm @	909	psm			-
1 bed Flat			-	sqm @	1,581	psm			-
2 bed Flat			-	sqm @	1,581	psm			-
1 bed Bungalow			1,800	sqm @	1,938	psm			(3,487,536)
2 bed Bungalow		4,200	2,400	sqm @	1,938	psm			(4,650,048)
External works			8,137,584	@	15.0%				(1,220,638)
					20,344	*£per unit*			
M4(2) Category 2 Housing		60%	of All units		60	units @		£ per dwelling	-
M4(3) Category 3 Housing		2%	of All units		60	units @		£ per dwelling	-
Water efficiency					60	units @	9	£ per dwelling	(540)
Contingency			9,358,762	@	3.0%				(280,763)
Professional Fees			9,358,762	@	6.5%				(608,320)
Disposal Costs -									
Marketing and Promotion			19,650,000	OMS @	3.00%				(589,500)
Residential Sales Agent Costs			19,650,000	OMS @	1.00%				(196,500)
Residential Sales Legal Costs			19,650,000	OMS @	0.50%				(98,250)
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm			(35,340)
Developers Profit -									
Margin on AH			0		6.00%	on AH values			-
Profit on GDV			19,650,000		20.00%				(3,930,000)
			12,282,301		*32.00%*	*on costs*		*(3,930,000)*	
			19,650,000		*20.00%*	*blended*		*(3,930,000)*	
TOTAL COSTS									**(16,212,301)**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Notes)

RESIDUAL LAND VALUE							
Residual Land Value (gross)							3,437,699
SDLT			3,437,699	@	5.0%	(slabbed)	(161,385)
Acquisition Agent fees			3,437,699	@	1.0%		(34,377)
Acquisition Legal fees			3,437,699	@	0.5%		(17,188)
Interest on Land			3,437,699	@	6.0%		(206,262)
Residual Land Value							**3,018,487**
RLV analysis:	*50,308*	*£ per plot*	*1,257,703*	*£ per ha*	*508,985*	*£ per acre*	

THRESHOLD LAND VALUE							
Residential Density			25.0	dph			
Site Area (Resi)			2.40	ha	5.93	acres	
Density analysis:			*1,750*	*sqm/ha*	*7,623*	*sqft/ac*	
Threshold Land Value	25,698	£ per plot	642,460	£ per ha	260,000	£ per acre	**1,541,904**

BALANCE							
Surplus/(Deficit)			**615,243**	£ per ha	**248,985**	£ per acre	**1,476,583**

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Notes)

SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	0	960,526	831,512	702,498	573,484	444,470	315,456	186,442
	10	929,211	802,154	675,097	548,040	420,983	293,926	166,869
	20	897,895	772,795	647,696	522,596	397,496	272,397	147,297
	30	866,579	743,437	620,294	497,152	374,010	250,867	127,725
	40	835,231	714,074	592,893	471,708	350,523	229,338	108,152
CIL £psm	50	803,763	684,573	565,384	446,194	327,005	207,808	88,580
0.00	60	772,294	655,072	537,849	420,626	303,404	186,181	68,958
	70	740,826	625,570	510,314	395,059	279,803	164,547	49,291
	80	709,358	596,069	482,780	369,491	256,202	142,912	29,623
	90	677,890	566,568	455,245	343,923	232,600	121,278	9,956
	100	646,422	537,066	427,711	318,355	208,999	99,644	(9,712)
	110	614,954	507,565	400,176	292,787	185,398	78,009	(29,379)
	120	583,486	478,064	372,641	267,219	161,797	56,375	(49,047)
	130	551,867	448,473	345,079	241,651	138,196	34,741	(68,715)
	140	520,245	418,828	317,410	215,993	114,575	13,106	(88,382)
	150	488,624	389,183	289,742	190,301	90,860	(8,582)	(108,050)
	160	457,003	359,538	262,073	164,608	67,144	(30,321)	(127,786)
	170	425,382	329,893	234,405	138,916	43,428	(52,061)	(147,549)
	180	393,760	300,248	206,736	113,224	19,712	(73,801)	(167,313)
	190	362,139	270,603	179,067	87,531	(4,004)	(95,540)	(187,076)
	200	330,518	240,958	151,399	61,839	(27,720)	(117,280)	(206,839)

		AH - % on site 0%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	-	293,434	164,410	35,387	(93,637)	(222,723)	(351,809)	(480,895)
	1,000	240,020	110,989	(18,097)	(147,183)	(276,269)	(405,355)	(534,441)
	2,000	186,530	57,444	(71,642)	(200,729)	(329,815)	(458,901)	(587,987)
	3,000	132,984	3,898	(125,188)	(254,274)	(383,360)	(512,447)	(641,533)
	4,000	79,438	(49,648)	(178,734)	(307,820)	(436,906)	(565,992)	(695,078)
Site Specific S106	5,000	25,892	(103,194)	(232,280)	(361,366)	(490,452)	(619,538)	(748,690)
2,500	6,000	(27,653)	(156,739)	(285,826)	(414,912)	(543,998)	(673,174)	(802,377)
	7,000	(81,199)	(210,285)	(339,371)	(468,457)	(597,658)	(726,861)	(856,064)
	8,000	(134,745)	(263,831)	(392,939)	(522,142)	(651,345)	(780,548)	(909,752)
	9,000	(188,291)	(317,423)	(446,626)	(575,829)	(705,033)	(834,236)	(963,439)
	10,000	(241,907)	(371,110)	(500,313)	(629,517)	(758,720)	(887,923)	(1,017,156)
	11,000	(295,594)	(424,798)	(554,001)	(683,204)	(812,407)	(941,619)	(1,070,994)
	12,000	(349,282)	(478,485)	(607,688)	(736,891)	(866,094)	(995,457)	(1,124,831)
	13,000	(402,969)	(532,172)	(661,375)	(790,578)	(919,920)	(1,049,295)	(1,178,669)
	14,000	(456,656)	(585,859)	(715,062)	(844,384)	(973,758)	(1,103,133)	(1,232,507)
	15,000	(510,343)	(639,546)	(768,847)	(898,221)	(1,027,596)	(1,156,970)	(1,286,428)
	16,000	(564,030)	(693,310)	(822,685)	(952,059)	(1,081,434)	(1,210,825)	(1,340,425)
	17,000	(617,773)	(747,148)	(876,522)	(1,005,897)	(1,135,271)	(1,264,822)	(1,394,423)
	18,000	(671,611)	(800,986)	(930,360)	(1,059,735)	(1,189,220)	(1,318,820)	(1,448,420)
	19,000	(725,449)	(854,823)	(984,198)	(1,113,617)	(1,243,217)	(1,372,818)	(1,502,474)
	20,000	(779,287)	(908,661)	(1,038,036)	(1,167,614)	(1,297,215)	(1,426,815)	(1,560,246)

		AH - % on site 0%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	15%	1,648,276	1,476,278	1,304,279	1,132,281	960,282	788,284	616,285
	16%	1,510,726	1,347,325	1,183,923	1,020,521	857,120	693,718	530,317
Profit	17%	1,373,176	1,218,372	1,063,567	908,762	753,957	599,153	444,348
20.00%	18%	1,235,626	1,089,419	943,211	797,003	650,795	504,587	358,379
	19%	1,098,076	960,465	822,854	685,243	547,632	410,021	272,410
	20%	960,526	831,512	702,498	573,484	444,470	315,456	186,442
	21%	822,976	702,559	582,142	461,725	341,307	220,890	100,473
	22%	685,426	573,606	461,786	349,965	238,145	126,324	14,504
	23%	547,876	444,653	341,429	238,206	134,982	31,759	(71,465)
	24%	410,326	315,700	221,073	126,446	31,820	(62,807)	(157,433)
	25%	272,776	186,747	100,717	14,687	(71,343)	(157,372)	(243,402)

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180104 CBC Residential Appraisals_AX-BA_v5

Scheme Ref: BA (2)
Title: 60 Unit Assisted Living / Extra Care Housing
Notes: Greenfield District Wide (Bungalows) (Commuted Notes)

		AH - % on site 0%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	100,000	1,909,390	1,780,376	1,651,362	1,522,348	1,393,334	1,264,320	1,135,306
	150,000	1,612,870	1,483,856	1,354,842	1,225,828	1,096,814	967,800	838,786
TLV (per acre)	200,000	1,316,350	1,187,336	1,058,322	929,308	800,294	671,280	542,266
260,000	250,000	1,019,830	890,816	761,802	632,788	503,774	374,760	245,746
	300,000	723,310	594,296	465,282	336,268	207,254	78,240	(50,774)
	350,000	426,790	297,776	168,762	39,748	(89,266)	(218,280)	(347,294)
	400,000	130,270	1,256	(127,758)	(256,772)	(385,786)	(514,800)	(643,814)
	450,000	(166,250)	(295,264)	(424,278)	(553,292)	(682,306)	(811,320)	(940,334)
	500,000	(462,770)	(591,784)	(720,798)	(849,812)	(978,826)	(1,107,840)	(1,236,854)
	550,000	(759,290)	(888,304)	(1,017,318)	(1,146,332)	(1,275,346)	(1,404,360)	(1,533,374)

		AH - % on site 0%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	25	960,526	831,512	702,498	573,484	444,470	315,456	186,442
	26	1,019,830	890,816	761,802	632,788	503,774	374,760	245,746
Density (dph)	27	1,074,742	945,727	816,713	687,699	558,685	429,671	300,657
25	28	1,125,730	996,716	867,702	738,688	609,674	480,660	351,646
	29	1,173,203	1,044,189	915,175	786,160	657,146	528,132	399,118
	30	1,217,510	1,088,496	959,482	830,468	701,454	572,440	443,426
	31	1,258,959	1,129,945	1,000,931	871,917	742,903	613,889	484,875
	32	1,297,818	1,168,804	1,039,790	910,775	781,761	652,747	523,733
	33	1,334,321	1,205,307	1,076,293	947,279	818,265	689,251	560,236
	34	1,368,677	1,239,663	1,110,649	981,635	852,621	723,607	594,593
	35	1,401,070	1,272,056	1,143,042	1,014,028	885,014	756,000	626,986

		AH - % on site 0%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	40%	960,526	831,512	702,498	573,484	444,470	315,456	186,442
	45%	960,526	831,512	702,498	573,484	444,470	315,456	186,442
% Cat M4(2)	50%	960,526	831,512	702,498	573,484	444,470	315,456	186,442
60%	55%	960,526	831,512	702,498	573,484	444,470	315,456	186,442
	60%	960,526	831,512	702,498	573,484	444,470	315,456	186,442
	65%	960,526	831,512	702,498	573,484	444,470	315,456	186,442
	70%	960,526	831,512	702,498	573,484	444,470	315,456	186,442
	75%	960,526	831,512	702,498	573,484	444,470	315,456	186,442
	80%	960,526	831,512	702,498	573,484	444,470	315,456	186,442

		AH - % on site 0%						
Balance (RLV - TLV)	1,476,583	20%	25%	30%	35%	40%	45%	50%
	95%	1,411,415	1,282,391	1,153,332	1,024,274	895,215	766,156	637,098
	100%	960,526	831,512	702,498	573,484	444,470	315,456	186,442
Build rate (£psm)	105%	509,475	380,452	251,429	122,405	(6,618)	(135,641)	(264,664)
	110%	57,847	(71,176)	(200,199)	(329,240)	(458,326)	(587,412)	(716,498)
	115%	(394,444)	(523,530)	(652,616)	(781,731)	(910,934)	(1,040,138)	(1,169,341)
	120%	(847,514)	(976,717)	(1,105,976)	(1,235,351)	(1,364,725)	(1,494,099)	(1,636,822)
	125%	(1,301,644)	(1,431,180)	(1,564,977)	(1,713,092)	(1,861,495)	(2,009,931)	(2,158,749)
	130%	(1,789,757)	(1,938,193)	(2,086,977)	(2,235,899)	(2,385,166)	(2,534,925)	(2,685,376)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

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180104 CBC Residential Appraisals_AX-BA_v5 - Summary Table

Scheme Details:	Scheme Ref:	**AX**	**AX (2)**	**AY**	**AY (2)**	**AZ**	**AZ (2)**	**BA**	**BA (2)**
	Title:	55 Unit Age Restricted / Sheltered Housing	55 Unit Age Restricted / Sheltered Housing	55 Unit Age Restricted / Sheltered Housing	55 Unit Age Restricted / Sheltered Housing	60 Unit Assisted Living / Extra Care Housing	60 Unit Assisted Living / Extra Care Housing	60 Unit Assisted Living / Extra Care Housing	60 Unit Assisted Living / Extra Care Housing
	Notes:	Brownfield District Wide	Brownfield District Wide (commuted sum)	Greenfield District Wide (Bungalows)	Greenfield District Wide (Bungalows) (Commuted Sum)	Brownfield District Wide	Brownfield District Wide (Commuted Sum)	Greenfield District Wide (Bungalows)	Greenfield District Wide (Bungalows) (Commuted Notes)
	Total GDV (£)	12,520,398	14,025,000	13,502,390	15,125,000	17,033,098	19,080,000	17,541,948	19,650,000
Policy Costs:	AH % (on-site)	30%	0%	30%	0%	30%	0%	30%	0%
	CIL (£ psm)	-	-	-	-	-	-	-	-
	CIL (£)	-	-	-	-	-	-	-	-
	Site Specific S106 (£/unit)	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
	Site Specific S106 (£)	137,500	137,500	137,500	137,500	150,000	150,000	150,000	150,000
Developers Profit:	Developers Profit (% on GDV)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
	Developers Profit (% blended)	16.98%	20.00%	16.98%	20.00%	16.98%	20.00%	16.98%	20.00%
	Total Developers Profit (£)	2,125,674	2,805,000	2,292,393	3,025,000	2,891,826	3,816,000	2,978,217	3,930,000
Residual Land Value (RLV):	RLV (£/acre)	1,018,621	1,018,620	392,453	392,453	431,620	431,619	508,985	508,985
	RLV (£/ha)	2,517,011	2,517,010	969,752	969,752	1,066,532	1,066,532	1,257,703	1,257,703
	RLV (£ net)	1,107,485	1,107,485	2,133,454	2,133,454	639,919	639,919	3,018,487	3,018,487
Threshold Land Value (TLV):	TLV (£/acre)	315,000	315,000	260,000	260,000	315,000	315,000	260,000	260,000
	TLV (£/ha)	778,365	778,365	642,460	642,460	778,365	778,365	642,460	642,460
	TLV (£ net)	342,481	342,481	1,413,412	1,413,412	467,019	467,019	1,541,904	1,541,904
Balance for Plan VA:	Surplus/Deficit (£/acre)	703,621	703,620	132,453	132,453	116,620	116,619	248,985	248,985
	Surplus/Deficit (£/ha)	1,738,646	1,738,645	327,292	327,292	288,167	288,167	615,243	615,243
	Surplus/Deficit	765,004	765,004	720,042	720,042	172,900	172,900	1,476,583	1,476,583
	Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable	Viable	Viable
Other KPIs:	Grant (£/unit)	£0	£0	£0	£0	£0	£0	£0	£0
	Grant (£)	£0	£0	£0	£0	£0	£0	£0	£0
	AH Commuted Sum (£ psm)	£0	£108	£0	£198	£0	£103	£0	£211
	AH Commuted Sum (£)	£0	£476,828	£0	£680,947	£0	£647,996	£0	£884,668

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Appendix 7 – SUE Site Specific Assumptions

Aspinall Verdi

180103 SUE Assumptions_East Biggleswade_v3

Date	Version	Comments
180103	v3	

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180103 SUE Assumptions_East Biggleswade_v3

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1			**Total**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**	**Year 9**	**Year 10**	**Year 11**	**Year 12**	**Year 13**	**Year 14**	**Year 15**	**Total (check)**
2																			
3		Density (dph)	35																-
4																			-
5		**No. of Residential Dwellings**	**1,500**	**50**	**150**	**150**	**150**	**150**	**150**	**150**	**150**	**150**	**150**	**100**					1,500
6																			-
7	**B**	**Infrastructure Costs***																	-
8																			-
9		Utilities	sensitivity test																-
10		A1 (Sandy) - A1/A603 junction upgrade	sensitivity test																-
11		A1/ B658 Hill Lane (Biggleswade) improvements	sensitivity test																-
12		A1/ A6001 London Road (Biggleswade) improvements	sensitivity test																-
13		approx three bus stops	sensitivity test																-
14		pedestrian/ cycle/ bridleway crossings (bridge/signalised approx x2)	sensitivity test																-
15		SUDs	sensitivity test																-
16		Archaeology	sensitivity test																-
17		biodiversity	sensitivity test																-
18		other transport improvements/public transport	sensitivity test																-
19																			-
20		**Total Infrastructure Costs**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	-
21			**1,500**	**50**	**200**	**350**	**500**	**650**	**800**	**950**	**1,100**	**1,250**	**1,400**	**1,500**					
22	**C**	**S106 Contributions ****																	-
23																			-
24		Primary Healthcare	1,155,960		1,155,960														1,155,960
25		Community Buildings and facilities	2,465,100			821,700						1,643,400							2,465,100
26		Library improvements/ enhancemens / extension	170,000	170,000															170,000
27		Early Years witin Lower Schools and 2x Day Nursery	1,220,825	406,941.67	406,941.67	406,941.67													1,220,825
28		2x 2FE Lower School	16,600,000	2,766,667	2,766,667	2,766,667		2,766,667	2,766,667	2,766,667									16,600,000
29		4 FE Middle School	4,072,349				1,018,087.25	1,018,087.25	1,018,087.25	1,018,087.25									4,072,349
30		Upper School and Sixth Form (offsite)	5,002,046				1,250,511.50	1,250,511.50	1,250,511.50	1,250,511.50									5,002,046
31		SEN educational facilities	1,956,336		326,056.00	326,056.00	326,056.00	326,056.00	326,056.00	326,056.00									1,956,336
32		Public Art	97,500			97,500													97,500
33		Sports Pravillion	450,000								450,000								450,000
34		Sports Pitches	487,225								487,225								487,225
35		Sports Pitch maintenance (10 years)	91,670								91,670								91,670
36		Countryside Recreation	2,295,000								2,295,000								2,295,000
37		Cemeteries and associated facilities	4,680									4,680							4,680
38		Allotments	58,000									58,000							58,000
39		Combined LAP/LEAP x 4	388,000		97,000		97,000		97,000		97,000								388,000
40		Combined LAP/LEAP/NEAP x 3	591,000				197,000		197,000		197,000								591,000
41		MUGA x 3	195,000				65,000		65,000		65,000								195,000
42		Indoor Leisure	1,292,515								1,292,515								1,292,515
43		Bus Strategy	sensitivity test																-
44		Off site public transport	sensitivity test																-
45		Framework and Residential Travel Plan	sensitivity test																-
46																			-
47		**Total S106 Contributions**	**38,593,206**	**3,343,608**	**4,752,624**	**4,418,864**	**2,953,655**	**5,361,321**	**5,720,321**	**5,361,321**	**4,975,410**	**1,706,080**	**-**	**-**	**-**	**-**	**-**	**-**	38,593,206
48																			
49		**Notes**																	-
50		* These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance																	-
51		** These are social infrastructure costs and other S106 contributions required																	-

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180103 SUE Assumptions_East Arlesey_v3

Date	Version	Comments
180103	v3	

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180103 SUE Assumptions_East Arlesey_v3

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1			**Total**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**	**Year 9**	**Year 10**	**Year 11**	**Year 12**	**Year 13**	**Year 14**	**Year 15**	**Total (check)**
2																			
3																			-
4		Density (dph)	35																-
5																			-
6		**No. of Residential Dwellings**	**2,000**	**50**	**100**	**100**	**150**	**150**	**150**	**150**	**150**	**150**	**150**	**150**	**150**	**150**	**150**	**100**	2,000
7																			-
8	**B**	**Infrastructure Costs***																	-
9																			-
10		Arlesey Relief Road	sensitivity test																-
11		Utilities [e.g diversions]	sensitivity test																-
12		A507 (Shefford) - A6001 roundabout improvements	sensitivity test																-
13		Hitchin Road/ Arlesey New Road improvement scheme	sensitivity test																-
14		Other highway, transport and SUD's measures	sensitivity test																-
15																			-
16		**Total Infrastructure Costs**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	-
17																			-
18	**C**	**S106 Contributions ****																	-
19																			-
20		Primary Healthcare	1,541,280		1,541,280														1,541,280
21		Community Buildings and facilities	3,286,800			1,095,600						2,191,200							3,286,800
22		Library improvements/ enhancemens / extension	150,000	150,000															
23		Early Years witin Lower Schools and 2x Day Nursery	2,441,650	406,942	406,942		406,942	406,942	406,942	406,942									2,441,650
24		2x 2FE Lower School	16,600,000	2,766,667	2,766,667		2,766,667	2,766,667	2,766,667	2,766,667									16,600,000
25		4 FE Middle School	10,000,000				2,500,000	2,500,000	2,500,000	2,500,000									10,000,000
26		Upper School and Sixth Form (offsite)	10,004,093				2,501,023	2,501,023	2,501,023	2,501,023									10,004,093
27		SEN educational facilities	2,608,448	434,741.40	434,741.40		434,741.40	434,741.40	434,741.40	434,741.40									2,608,448
28		Public Art	260,000			260,000													260,000
29		Sports Pravillion	450,000								450,000								450,000
30		Sports Pitches	649,633								649,633								649,633
31		Sports Pitch maintenance (10 years)	122,227								122,227								122,227
32		Countryside Recreation	3,060,000								3,060,000								3,060,000
33		Cemeteries and associated facilities	14,000											14,000					14,000
34		Allotments	69,000											69,000					69,000
35		Combined LAP/LEAP x 6	582,000		97,000		97,000		97,000		97,000		97,000		97,000				582,000
36		Combined LAP/LEAP/NEAP x 3	591,000				197,000				197,000				197,000				591,000
37		MUGA x 3	195,000				65,000				65,000				65,000				195,000
38		Indoor Leisure	1,723,353								1,723,353								1,723,353
39		Bus Strategy	sensitivity test																-
40		Off site public transport	sensitivity test																-
41		Framework and Residential Travel Plan	sensitivity test																-
42																			-
43		**Total S106 Contributions**	**54,348,484**	**3,758,350**	**5,246,630**	**1,355,600**	**8,968,373**	**8,609,373**	**8,706,373**	**8,609,373**	**6,364,213**	**2,191,200**	**97,000**	**83,000**	**359,000**	**-**	**-**	**-**	54,348,484
44																			
45		**Notes**																	-
46		* These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance																	-
47		** These are social infrastructure costs and other S106 contributions required																	-

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180103 SUE Assumptions_North Luton_v3

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180103 SUE Assumptions_North Luton_v3

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W
1			Total	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Total (check)
2																							
3																							-
4		Density (dph)	35																				-
5																							-
6		**No. of Residential Dwellings**	**4,000**	**50**	**100**	**150**	**200**	**200**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**				
7																							-
8	**B**	**Infrastructure Costs***																					-
9		DFT Grant Funding	**-32750000**																				-
10		Northern Bypass - A6 to Sundon Park Road	sensitivity test																				-
11		Utilities	sensitivity test																				-
12		Primary road network	sensitivity test																				-
13		RFI Access Roundabout	sensitivity test																				-
14		Sundon Park Road Roundabout	sensitivity test																				-
15		Sundon Road Roundabout	sensitivity test																				-
16		other highway mitigation measures/ sustainable transport	sensitivity test																				-
17		bus stops	sensitivity test																				-
18		pedestrian/ cycle/ bridleway crossings (subway/ bridge/signalised approx x7)	sensitivity test																				-
19		archaeology	sensitivity test																				-
20		off site AONB improvemetns	sensitivity test																				-
21		SUDs	sensitivity test																				-
22		biodiversity	sensitivity test																				-
23																							-
24		**Total Infrastructure Costs**	**- 32,750,000**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**					**-**	-
25																							-
26	**C**	**S106 Contributions ****	Dwellings	**50**	**150**	**300**	**500**	**700**	**1,000**	**1,300**	**1,600**	**1,900**	**2,200**	**2,500**	**2,800**	**3,100**	**3,400**	**3,700**	**4,000**				
27																							
28		Health and Social Care Hub - GP Core Services, Community Care, Acute Care and Mental Health	9,780,000		9,780,000																		9,780,000
29		Community Buildings and facilities	6,573,600			2,191,200						4,382,400											6,573,600
30		Library improvements/ enhancemens / extension	150,000	150,000																			
31		Early Years witin Lower Schools and 5x Day Nursery	4,883,300	610,413	610,413		610,413	610,413		610,413	610,413		610,413	610,413									4,883,300
32		4x 2FE Primary Schools	33,200,000	4,150,000	4,150,000		4,150,000	4,150,000		4,150,000	4,150,000		4,150,000	4,150,000									33,200,000
33		1x 8 FE Secondary School and Sixth Form	31,000,000				10,000,000	10,000,000	5,500,000	5,500,000													31,000,000
34		SEN educational facilities	5,216,897	745,270.97	745,270.97	745,270.97	745,270.97	745,270.97	745,270.97	745,270.97													5,216,897
35																							-
36		Public Art	260,000			260,000																	260,000
37		Sports Pravillion	660,000								660,000												660,000
38		Sports Pitches	1,299,266								1,299,266												1,299,266
39		Sports Pitch maintenance (10 years)	244,453								244,453												244,453
40		Countryside Recreation	6,120,000								6,120,000												6,120,000
41		Cemeteries and associated facilities	28,000											28,000									28,000
42		Allotments	99,000											99,000									99,000
43		Combined LAP/LEAP x 7	679,000		97,000		97,000		97,000		97,000		97,000		97,000		97,000						679,000
44		Combined LAP/LEAP/NEAP x 5	985,000				197,000		197,000		197,000		197,000		197,000								985,000
45		MUGA x 5	325,000				65,000		65,000		65,000		65,000		65,000								325,000
46		Indoor Leisure	3,446,707									3,446,707											3,446,707
47		Bus Strategy	sensitivity test																				-
48		Off site public transport	sensitivity test																				-
49		Framework and Residential Travel Plan	sensitivity test																				-
50																							-
51		**Total S106 Contributions**	**104,950,223**	**5,655,683**	**15,382,683**	**3,196,471**	**15,864,683**	**15,505,683**	**6,604,271**	**11,005,683**	**13,443,132**	**7,829,107**	**5,119,413**	**4,887,413**	**359,000**	**-**	**97,000**	**-**	**-**	**-**	**-**	**-**	104,950,223
52																							
53		**Notes**																					-
54		* These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance																					-
55		** These are social infrastructure costs and other S106 contributions required																					-

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180103 SUE Assumptions_Marston Vale_v3

Date	Version	Comments
180103	v3	

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	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W
1			**Total**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**	**Year 9**	**Year 10**	**Year 11**	**Year 12**	**Year 13**	**Year 14**	**Year 15**	**Year 16**	**Year 17**	**Year 18**	**Year 19**	**Total (check)**
2																							
3																							-
4		Density (dph)	35																				-
5																							-
6		**No. of Residential Dwellings**	**5,000**	**50**	**100**	**250**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**300**	**100**	5,000
7																							-
8	**B**	**Infrastructure Costs***																					-
9																							-
10		5km of navigable Waterway	sensitivity test																				-
11		Utilities	sensitivity test																				-
12		M1 Junction 13 improvements	sensitivity test																				-
13		approx six bus stops	sensitivity test																				-
14		pedestrian/ cycle/ bridleway crossings (subway/ bridge/signalised approx x7)	sensitivity test																				-
15		other highway mitigation measures and sutainable transport	sensitivity test																				-
16		Marston Forest	sensitivity test																				-
17		biodiversity	sensitivity test																				-
18		archaeology	sensitivity test																				-
19																							-
20		**Total Infrastructure Costs**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**					**-**	-
21																							-
22	**C**	**S106 Contributions ****	dwelling nos	**50**	**150**	**400**	**700**	**1,000**	**1,300**	**1,600**	**1,900**	**2,200**	**2,500**	**2,800**	**3,100**	**3,400**	**3,700**	**4,000**	**4,300**	**4,600**	**4,900**	**5,000**	#REF!
23																							
24		Health and Social Care Hub - GP Core Services, Community Care, Acute Care and Mental Health	12,225,000		12,225,000																		12,225,000
25		Community Buildings and facilities	8,217,000			2,739,000						5,478,000											8,217,000
26		Library improvements/ enhancemens / extension	150,000	150,000																			
27		Early Years witin Lower Schools and 5x Day Nursery	6,104,124	610,413	610,413		610,413	610,413		610,413	610,413		610,413	610,413		610,413	610,413						6,104,125
28		5x 2FE Lower School	41,500,000	4,150,000	4,150,000		4,150,000	4,150,000		4,150,000	4,150,000		4,150,000	4,150,000		4,150,000	4,150,000						41,500,000
29		2x 5 FE Middle Schools	25,000,000			5,000,000	5,000,000		5,000,000	5,000,000		2,500,000		2,500,000									25,000,000
30		1x 10 FE Upper School and Sixth Form	31,000,000					6,666,667	6,666,667	6,666,667	1,222,222	1,222,222	1,222,222	1,222,222	1,222,222	1,222,222	1,222,222	1,222,222	1,222,222				31,000,000
31		SEN educational facilities	6,521,121	931,588.71	931,588.71	931,588.71	931,588.71	931,588.71	931,588.71	931,588.71													6,521,121
32		Public Art	325,000			325,000																	325,000
33		Sports Pravillion	660,000								660,000												660,000
34		Sports Pitches	1,624,082								1,624,082												1,624,082
35		Sports Pitch maintenance (10 years)	305,567								305,567												305,567
36		Countryside Recreation	7,650,000								7,650,000												7,650,000
37		Cemeteries and associated facilities	35,000											35,000									35,000
38		Allotments	117,000											117,000									117,000
39		Combined LAP/LEAP x 8	776,000		97,000		97,000		97,000		97,000		97,000		97,000		97,000		97,000				776,000
40		Combined LAP/LEAP/NEAP x 6	1,182,000				197,000		197,000		197,000		197,000		197,000		197,000						1,182,000
41		MUGA x 6	390,000				65,000		65,000		65,000		65,000		65,000		65,000						390,000
42		Indoor Leisure	4,308,383								4,308,383												4,308,383
43		Bus Strategy	sensitivity test																				-
44		Off site public transport	sensitivity test																				-
45		Framework and Residential Travel Plan	sensitivity test																				-
46																							-
47		**Total S106 Contributions**	**148,090,277**	**5,842,001**	**18,014,001**	**8,995,589**	**11,051,001**	**12,358,668**	**12,957,255**	**17,358,668**	**20,889,667**	**9,200,222**	**6,341,635**	**8,634,635**	**1,581,222**	**5,982,635**	**6,341,635**	**1,222,222**	**1,319,222**	**-**	**-**	**-**	148,090,278
48																							
49		**Notes**																					-
50		* These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance																					-
51		** These are social infrastructure costs and other S106 contributions required																					-

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