

Whole Plan Viability Study



November 2020

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Tables of Contents

	Important Notice		2
1.	Introduction		7
•	Scope		
	COVID 19		
	Report Structure		
	HDH Planning & Development Ltd (HDH)		
	Caveat and Material Uncertainty		
	Compliance		
	Metric or Imperial		
			•
2.	Viability Testing	. 1:	3
	National Planning Policy Framework	. 1:	3
	Planning Practice Guidance		
	Section 1 - Viability and plan making		
	Section 2 - Viability and decision taking		
	Section 3 - Standardised inputs to viability assessment		
	Section 4 - Accountability	. 2	1
	Community Infrastructure Levy Regulations and Guidance	2	1
	Wider Changes Impacting on Viability	. 2	2
	Affordable Home Ownership		
	First Homes Consultation	. 2	3
	Environmental Standards	. 2	3
	Biodiversity	. 2	3
	Affordable Housing		
	White Paper: Planning for the Future (MHCLG, August 2020)	. 2	4
	Viability Guidance	. 2	5
2	Mathadalam	~	_
3.		. Z:	5
	Viability Testing – Outline Methodology		
	Limitations of viability testing in the context of the NPPF The meaning of Landowner Premium		
	Existing Available Evidence		
	Stakeholder Engagement		
	Viability Process	. J	4
4.	Residential Market	. 3	7
	The Residential Market	. 3	7
	National Trends and the relationship with the wider area	. 3	7
	The Local Market	. 4	3
	Newbuild Sales Prices	. 5	1
	Price Assumptions for Financial Appraisals	. 5	6
	Ground Rents	. 5	8
	Build to Rent	. 5	8
	Affordable Housing	. 6	1
	Affordable Housing Values	. 6	1
	Social Rent		
	Affordable Rent		
	Intermediate Products for Sale		
	Grant Funding		
	Older People's Housing		



5.	Non-Residential Market	
	National Overview	
	Non-Residential Market	
	Offices	
	Industrial and Distribution	
	Retail	
	Hotels	
	Appraisal Assumptions	78
6.	Land Values	
	Existing Use Values	
	Residential Land	
	Previously Developed Land	
	Agricultural and Paddocks	88
	Existing Use Value Assumptions	
	Benchmark Land Values	89
7.	Development Costs	
	Development Costs	
	Construction costs: baseline costs	
	Other normal development costs	
	Abnormal development costs and brownfield sites	
	Fees	
	Contingencies	
	S106 Contributions and the costs of infrastructure	
	Financial and Other Appraisal Assumptions	
	VAT	
	Interest rates	
	Developers' return	
	Voids	
	Phasing and timetable	
	Site Acquisition and Disposal Costs	
	Site holding costs and receipts	
	Acquisition costs	
	Disposal costs	102
8.		
	Development Strategy	
	Climate Change	
	CO2 Emissions	
	Water Usage	
	EV Charging	
	District Heating	
	Sustainable Travel	
	Flood Risk and Surface Water Management	107
	New Homes	107
	Housing Mix	107
	Housing Standards	108
	Self and Custom Build Housing	
	Affordable Housing	
	Transport and Infrastructure	
	Design	
	Nationally Described Space Standard	
	Biodiversity Net Gain	
	•	



	Open SpaceSPA (Special Protection Area) Mitigation	114
	Community initiastructure Levy	114
9.	Modelling	115
	Residential Development	
	Development assumptions	
	Older People's Housing	
	Employment Uses	
	Retail	
	Hotels and Leisure	
10	. Residential Appraisals	127
	Base Appraisals – full policy requirements	127
	Varied Affordable Housing	
	Varied Developer Contributions	
	Standardised Infrastructure Tariff	
	Costs Policies	
	Individual Policies	
	Cumulative Cost of Policies	
	Varied Tenure Mix	
	10% Affordable Home Ownership	
	First Homes	
	Affordable Housing v Developer Contributions	
	Self and Custom Build	
	Commuted Sums	
	Review of plan policy formulae	175
	Alternative approach	175
	Suggested guidance	178
	Preferred Policy Mix and Sensitivity Testing	178
	Review	
	Older People's Housing	
11	Non-Residential Appraisals	187
	Employment uses	
	Retail and Hotel Development	
	Vetali and Floter Development	103
12		
	Compliance	191
	COVID 19	
	Viability Testing under the 2019 NPPF and Updated PPG	
	Viability Guidance	
	Residential Market	193
	The Local Market	194
	Build to Rent	196
	Affordable Housing	196
	Non-Residential Market	196
	_and Values	
	Development Costs	
	Construction costs: baseline costs	
	Other normal development costs	
	Abnormal development costs and brownfield sites	
	Fees	
	Contingencies	
	Outling of Tolog	130



Financial and Other Appraisal Assumptions	198
Developers' return	
Site Acquisition and Disposal Costs	199
Local Plan Policy Requirements	
Modelling	
Residential Development	
Varied Affordable Housing	
Varied Developer Contributions	
Costs Policies	
Varied Tenure Mix	
Affordable Housing v Developer Contributions	
Commuted Sums	
Preferred Policy Mix	
Older People's Housing	
Non-Residential Development	
Employment uses	
Retail and Hotel Development	
Community Infrastructure Levy	
Conclusions	213
A	0.45
Appendix 1 – Project Specification	215
Appendix 2 – Consultees	224
Invitees	
IIIVILEES	22 1
Appendix 3 – Consultation Questionnaire	223
The pages in this appendix are not numbered.	
The pages in the appendix are not numbered.	
Appendix 4 – Consultation Presentation	225
Appendix 5 – Land Registry PPD and EPC Data	227
Appendix 6 – Residential Newbuild Asking Prices (July 2020)	235
Appendix 7 - CoStar Non-Residential Data	237
	237
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered	237
Appendix 7 - CoStar Non-Residential Data	237
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered Appendix 8 – Land Registry Development Land Data	237239
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered Appendix 8 – Land Registry Development Land Data	237239245
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered Appendix 8 – Land Registry Development Land Data	237239245
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered. Appendix 8 – Land Registry Development Land Data	
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered	
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered. Appendix 8 – Land Registry Development Land Data	
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered. Appendix 8 – Land Registry Development Land Data Appendix 9 – CoStar Industrial Land The pages in this appendix are not numbered. Appraisals 10 – Residential Development The pages in this appendix are not numbered.	
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered	
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered. Appendix 8 - Land Registry Development Land Data Appendix 9 - CoStar Industrial Land The pages in this appendix are not numbered. Appraisals 10 - Residential Development The pages in this appendix are not numbered. Appendix 11 - Sensitivity Testing	
Appendix 7 - CoStar Non-Residential Data	
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered. Appendix 8 - Land Registry Development Land Data Appendix 9 - CoStar Industrial Land The pages in this appendix are not numbered. Appraisals 10 - Residential Development The pages in this appendix are not numbered. Appendix 11 - Sensitivity Testing	
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered. Appendix 8 - Land Registry Development Land Data Appendix 9 - CoStar Industrial Land The pages in this appendix are not numbered. Appraisals 10 - Residential Development The pages in this appendix are not numbered. Appendix 11 - Sensitivity Testing Appendix 12 - Appraisals - Older People's Housing The pages in this appendix are not numbered.	
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered. Appendix 8 - Land Registry Development Land Data Appendix 9 - CoStar Industrial Land The pages in this appendix are not numbered. Appraisals 10 - Residential Development The pages in this appendix are not numbered. Appendix 11 - Sensitivity Testing Appendix 12 - Appraisals - Older People's Housing The pages in this appendix are not numbered. Appendix 13 - Appraisals - Non-residential Development	
Appendix 7 - CoStar Non-Residential Data The pages in this appendix are not numbered. Appendix 8 - Land Registry Development Land Data Appendix 9 - CoStar Industrial Land The pages in this appendix are not numbered. Appraisals 10 - Residential Development The pages in this appendix are not numbered. Appendix 11 - Sensitivity Testing Appendix 12 - Appraisals - Older People's Housing The pages in this appendix are not numbered.	



1. Introduction

Scope

- 1.1 Dover District Council (DDC / the Council) is in the process of producing a new Local Plan that will set out the future spatial strategy for the District, and will include sites for allocation. This Viability Study has been commissioned to inform the further development of the emerging Local Plan. HDH Planning & Development Ltd has been appointed to advise the Council in connection with several matters:
 - a. To test the deliverability of the Local Plan to ensure that the sites identified in the Plan are not subject to a scale of planning obligations and policy requirements that render them undeliverable.
 - b. To review the level of section 106 costs and the level of affordable housing that would allow the funding of infrastructure and meet needs, without putting at risk the economic viability of development in the District.
- 1.2 This document sets out the methodology used, and the key assumptions adopted. It contains an assessment of the effect of the policies which could be included in the emerging Local Plan, and in relation to the potential development sites to be allocated. This will allow DDC to further engage with stakeholders, to ensure that the new Plan is effective.
- 1.3 A consultation process was held during August 2020. Representatives of the main developers, development site landowners, 'call for site' landowners, their agents, planning agents and consultants working in the area and housing providers were invited to comment on an early draft of this report.
- 1.4 Over several years before this report, various Government announcements were made about changes to the planning processes. The Ministry of Housing Communities and Local Government (MHCLG) updated the National Planning Policy Framework, (2018 NPPF), and published new Planning Practice Guidance (PPG) in July 2018. In February 2019, the NPPF was further updated (2019 NPPF), although these changes did not impact on viability. In May 2019, the viability sections of the PPG were updated again. In addition to these changes, the CIL Regulations and accompanying guidance (within the PPG) were also updated from 1st September 2019. The methodology used in this report is consistent with the 2019 NPPF, the CIL Regulations (as amended) and the updated PPG.
- 1.5 As this report was being undertaken the Government published *White Paper: Planning for the Future* (MHCLG, August 2020) and various supporting documents. The implications in relation to viability are set out in Chapter 2 below, but are not material to this report.
- 1.6 It is important to note, at the start of a study of this type, that not all sites will be viable, even without any policy requirements (or CIL). It is inevitable that the Council's requirements will render some sites unviable. The question for this report is not whether a particular



development site would be rendered unviable, it is whether the delivery of the overall Plan is likely to be threatened.

COVID 19

- 1.7 This study is being carried out during the coronavirus pandemic. The coronavirus (Covid-19) was reported in China, in December 2019 and was declared a pandemic in March 2020. It is too early to predict what the impact on the economy, and therefore development economics, may be.
- 1.8 There are real material uncertainties around the values of property and the costs of construction that are a direct result of the Covid 19 pandemic. It is not the purpose of this assessment to predict what the impact may be and how long the effect will be.
- 1.9 This assessment is conducted at August 2020 costs and values.

Report Structure

- 1.10 This report follows the following format:
 - **Chapter 2** The reasons for, and approach to viability testing, including the 2019 NPPF and updated PPG.
 - **Chapter 3** The methodology used.
 - **Chapter 4** An assessment of the housing market, including market and Affordable Housing, and specialist older people's housing with the purpose of establishing the worth of different types of housing in different areas.
 - **Chapter 5** An assessment of the non-residential market.
 - **Chapter 6** An assessment of the costs of land to be used when assessing viability.
 - **Chapter 7** The cost and general development assumptions to be used in the development appraisals.
 - **Chapter 8** A summary of the various policy requirements and constraints that influence the type of development that come forward.
 - **Chapter 9** A summary of the range of modelled sites used for the financial development appraisals.
 - **Chapter 10** The results of the appraisals and consideration of residential development.
 - **Chapter 11** The results of the appraisals and consideration of non-residential development.
 - **Chapter 12** Summary Chapter and conclusions in relation to the deliverability of development.

HDH Planning & Development Ltd (HDH)

1.11 HDH is a specialist planning consultancy providing evidence to support planning and housing authorities. The firm's main areas of expertise are:



- a. District wide and site-specific viability analysis.
- b. Community Infrastructure Levy.
- c. Housing Market Assessments.
- 1.12 The findings contained in this report are based upon information from various sources including that provided by the Council and by others, upon the assumption that all relevant information has been provided. This information has not been independently verified by HDH. The conclusions and recommendations contained in this report are concerned with policy requirements, guidance and regulations which may be subject to change. They reflect a Chartered Surveyor's perspective and do not reflect or constitute legal advice.

Caveat and Material Uncertainty

- 1.13 No part of this report constitutes a valuation, and the report should not be relied on in that regard.
- 1.14 The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets. Travel restrictions have been implemented by many countries.
- 1.15 Market activity is being impacted in many sectors. As at the date of this report, we consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value. Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- 1.16 Our assessment is therefore reported on the basis of 'material valuation uncertainty' as per VPS3 and VPGA10 of the RICS Red Book Global. Consequently, less certainty and a higher degree of caution should be attached to our report than would normally be the case. Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that the Council keep the assessment under frequent review.

Compliance

- 1.17 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As a firm regulated by the RICS it is necessary to have regard to RICS Professional Standards and Guidance. There are two principle pieces of relevant guidance, being the *Financial viability in planning: conduct and reporting RICS professional statement, England (1st Edition, May 2019)* and *Financial Viability in planning (1st edition), RICS guidance note 2012.*
- 1.18 Financial Viability in planning (1st edition), RICS guidance note 2012 is currently subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG (May 2019). As part of the review, Financial viability in planning: conduct and reporting. 1st edition, May 2019 was published in May 2019. This includes mandatory requirements for RICS members and RICS-regulated firms. HDH confirms that the May 2019 Guidance has been followed in full.



- a. HDH confirms that in preparing this report the firm has acted with objectivity, impartially and without interference and with reference to all appropriate available sources of information.
- b. HDH is appointed by Dover District Council and has followed a collaborative approach involving the LPA, developers, landowners and other interested parties. There has not been agreement on all points by all parties, it has therefore been necessary to make a judgment when making assumptions in this report.
- c. The tender specification under which this project is undertaken is included as Appendix 1 of this report. The project, as specified could not be undertaken in the proposed timetable (due to the Coronavirus pandemic) so both the timetable and the specification were subsequently updated.
- d. HDH confirms it has no conflicts of interest in undertaking this project.
- e. HDH confirms that, in preparing this report, no performance-related or contingent fees have been agreed.
- f. The presumption is that a viability assessment should be published in full. HDH has prepared this report on the assumption that it will be published in full.
- g. HDH confirms that a non-technical summary has been provided (in the form of Chapter 12). Viability in the plan-making process is a technical exercise that is undertaken specifically to demonstrate compliance (or otherwise) with the NPPF and PPG. It is firmly recommended that this report only be published and read in full.
- h. HDH confirms that adequate time has been taken to allow engagement with stakeholders through this project (albeit within the restrictions introduced as a result of the Coronavirus pandemic).
- i. This assessment includes appropriate sensitivity testing in Chapter 10. This includes the effect of different tenures, different Affordable Housing requirements against different levels of developer contributions, and the impact of price and cost change.
- j. The Guidance includes a requirement that, 'all contributions to reports relating to assessments of viability, on behalf of both the applicants and authorities, must comply with these mandatory requirements. Determining the competency of subcontractors is the responsibility of the RICS member or RICS-regulated firm'. Much of the information that informed this Viability Assessment was provided by DDC. This information was not provided in a subcontractor role and, in accordance with HDH's instructions, this information has not been challenged nor independently verified.
- 1.19 In December 2019, the RICS published draft technical guidance in the form of RICS draft guidance note Assessing financial viability in planning under the National Planning Policy Framework for England, 1st edition for consultation. Whilst this is a draft document, we confirm that this report is generally in accordance with this further draft guidance (in as far as it relates to plan-wide viability assessments).



Metric or Imperial

1.20 The property industry uses both imperial and metric data – often working out costings in metric (£/m²) and values in imperial (£/acre and £/sqft). This is confusing so metric measurements are used throughout this report. The following conversion rates may assist readers.

1m = 3.28 ft (3' and 3.37") 1ft = 0.30 m $1m^2 = 10.76 sqft$ $1sqft = 0.0929 m^2$ 1ha = 2.471 acres 1acre = 0.405 ha

1.21 A useful broad rule of thumb to convert m² to sqft is simply to add a final zero.





2. Viability Testing

Viability testing is an important part of the planning process. The requirement to assess viability forms part of the National Planning Policy Framework (NPPF) and is a requirement of the CIL Regulations. In each case the requirement is slightly different, but they have much in common. Over several years in the run up to this report various national consultations have been carried out with regard to different aspects of the plan-making process. These have included references to, and sections on, viability.

National Planning Policy Framework

2.2 Paragraph 34 of the 2019 NPPF says that Plans should set out what development is expected to provide, and that the requirement should not be so high as to undermine the delivery of the plan.

Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan.

2.3 As in the 2012 NPPF (and 2018 NPPF), viability remains an important part of the plan-making process. The 2019 NPPF does not include detail on the viability process, rather stresses the importance of viability. The main change is a shift of viability testing from the development management stage to the plan-making stage.

Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the planmaking stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.

2019 NPPF Paragraph 57

- 2.4 Careful consideration has been made to the updated PPG (see below).
- 2.5 This Viability Study will become the reference point for any future viability assessments submitted through the Development Management process (being the most up to date viability evidence that has been subject to independent examination).
- 2.6 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2019 NPPF which includes an updated definition:

Deliverable: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:

a) sites which do not involve major development and have planning permission, and all sites with detailed planning permission, should be considered deliverable until permission



- expires, unless there is clear evidence that homes will not be delivered within five years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).
- b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.

2019 NPPF Glossary

2.7 Under the heading *Identifying land for homes*, the importance of viability is highlighted:

Strategic policy-making authorities should have a clear understanding of the land available in their area through the preparation of a strategic housing land availability assessment. From this, planning policies should identify a sufficient supply and mix of sites, taking into account their availability, suitability and likely economic viability. Planning policies should identify a supply of:

- a) specific, deliverable sites for years one to five of the plan period32; and
- b) specific, developable sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15 of the plan.

2019 NPPF Paragraph 67

2.8 Under the heading *Making effective use of land*, viability forms part of ensuring land is suitable for development:

Local planning authorities, and other plan-making bodies, should take a proactive role in identifying and helping to bring forward land that may be suitable for meeting development needs, including suitable sites on brownfield registers or held in public ownership, using the full range of powers available to them. This should include identifying opportunities to facilitate land assembly, supported where necessary by compulsory purchase powers, where this can help to bring more land forward for meeting development needs and/or secure better development outcomes.

2019 NPPF Paragraph 119

2.9 The 2019 NPPF does not include technical guidance on undertaking viability work. This is included within the Planning Practice Guidance (PPG), the viability sections of which were updated in July 2018 and again in May 2019. The CIL sections of the PPG were updated in September 2019.

Planning Practice Guidance

- 2.10 The viability sections of the PPG (Chapter 10) were completely rewritten in 2018. The changes provide clarity and confirm best practice, rather than prescribe a new approach or methodology. Having said this, the emphasis of viability testing has been changed significantly. The, now superseded, requirements for viability testing were set out in paragraphs 173 and 174 of the 2012 NPPF which said:
 - 173 ... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.



174 ... the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle...

2.11 The test was whether or not the policy requirements were so high that development was threatened. Paragraphs 10-009-20190509 and 10-009-20190509 change this:

... ensure policy compliance and optimal public benefits through economic cycles...

PPG10-009-20190509

and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.

PPG 10-010-20180724

- 2.12 The purpose of viability testing is now to ensure that 'maximum benefits in the public interest has been secured. This is a notable change in emphasis.
- 2.13 The core requirement to consider viability links to paragraph 57 of the 2019 NPPF (see above).
- 2.14 The PPG sets out requirements with regard to evidence.

Plans should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards including the cost implications of the Community Infrastructure Levy (CIL) and planning obligations. Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and the total cumulative cost of all relevant policies will not undermine deliverability of the plan.

PPG23b-005-20190315

- 2.15 This study takes a proportionate approach to considering the cumulative impact of policies and planning obligations.
- 2.16 The updated PPG includes 4 main sections:

Section 1 - Viability and plan making

2.17 The overall requirement is that:

...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106...

PPG 10-001-20190509

2.18 This study takes a proportionate approach, building on the Council's existing evidence, and considers all the local and national policies that will apply to new development.

It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers.

PPG 10-002-20190509



2.19 Consultation has formed part of this study.

Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision making stage.

PPG 10-002-20190509

2.20 A range of levels of affordable housing (and policy mixes) have been tested against a range of levels of developer contributions.

It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies.

PPG 10-002-20190509

2.21 The site selection process is underway and several potential Strategic Sites have been identified and are tested individually. In due course, DDC will specifically engage with the promoters of the potential Strategic Sites in the Plan. The modelling in this assessment is based on the long list of sites that are being considered for allocation. This is subject to further change so, in due course, it may be necessary to revisit this when the actual preferred allocations have been selected.

Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable. Plan makers can use site typologies to determine viability at the plan making stage. Assessment of samples of sites may be helpful to support evidence. In some circumstances more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.

PPG 10-003-20180724

2.22 This study is based on typologies¹ that have been developed by having regard to the potential sites that are most likely to be identified through the emerging Plan.

Average costs and values can then be used to make assumptions about how the viability of each type of site would be affected by all relevant policies. Plan makers may wish to consider different potential policy requirements and assess the viability impacts of these. Plan makers can then come to a view on what might be an appropriate benchmark land value and policy requirement for each typology.

PPG 10-004-20190509



¹ The PPG provides further detail at 10-004-20190509:

A typology approach is a process plan makers can follow to ensure that they are creating realistic, deliverable policies based on the type of sites that are likely to come forward for development over the plan period.

In following this process plan makers can first group sites by shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development. The characteristics used to group sites should reflect the nature of typical sites that may be developed within the plan area and the type of development proposed for allocation in the plan.

2.23 This study draws on a wide range of data sources, including those collected through the development management process. Outliers have been disregarded.

It is important to consider the specific circumstances of strategic sites. Plan makers can undertake site specific viability assessment for sites that are critical to delivering the strategic priorities of the plan. This could include, for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas. Information from other evidence informing the plan (such as Strategic Housing Land Availability Assessments) can help inform viability assessment for strategic sites.

PPG 10-005-20180724

2.24 The potential Strategic Sites are considered individually (for the purpose of this Viability Assessment, Strategic Sites are those which are considered key sites on which the delivery of the Plan relies).

Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.

It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.

PPG 10-006-20190509

2.25 Consultation has formed part of the preparation of this study. This study specifically considers the total cumulative cost of all relevant policies.

Section 2 - Viability and decision taking

2.26 It is beyond the scope of this study to consider viability in decision making. It is however important to note that this study will form the starting point for future development management consideration of viability.

How should a viability assessment be treated in decision making?

Where a viability assessment is submitted to accompany a planning application this should be based upon and refer back to the viability assessment that informed the plan; and the applicant should provide evidence of what has changed since then.

The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and viability evidence underpinning the plan is up to date, and site circumstances including any changes since the plan was brought into force, and the transparency of assumptions behind evidence submitted as part of the viability assessment.

Any viability assessment should reflect the government's recommended approach to defining key inputs as set out in National Planning Guidance.

PPG10-008-20190509



Section 3 - Standardised inputs to viability assessment

2.27 The general principles of viability testing are set out under paragraph PPG 10-010-20180724.

Viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it. This includes looking at the key elements of gross development value, costs, land value, landowner premium, and developer return.

This National Planning Guidance sets out the government's recommended approach to viability assessment for planning. The approach supports accountability for communities by enabling them to understand the key inputs to and outcomes of viability assessment.

Any viability assessment should be supported by appropriate available evidence informed by engagement with developers, landowners, and infrastructure and affordable housing providers. Any viability assessment should follow the government's recommended approach to assessing viability as set out in this National Planning Guidance and be proportionate, simple, transparent and publicly available. Improving transparency of data associated with viability assessment will, over time, improve the data available for future assessment as well as provide more accountability regarding how viability informs decision making.

In plan making and decision making viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.

PPG 10-010-20180724

2.28 This study sets out the approach, methodology and assumptions used. These have been subject to consultation and have drawn on a range of data sources. Ultimately, the Council will use this report to judge the appropriateness of the new policies in the emerging Local Plan and the deliverability of the potential allocations.

Gross development value is an assessment of the value of development. For residential development, this may be total sales and/or capitalised net rental income from developments. Grant and other external sources of funding should be considered. For commercial development broad assessment of value in line with industry practice may be necessary.

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

PPG 10-011-20180724

- 2.29 The residential values have been established using data from the Land Registry and other sources. These have been averaged as suggested. Non-residential values have been derived through consideration of capitalised rents as well as sales.
- 2.30 PPG paragraph 10-012-20180724 lists a range of costs to be taken into account.
 - build costs based on appropriate data, for example that of the Building Cost Information Service
 - abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value



- site-specific infrastructure costs, which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy. These costs should be taken into account when defining benchmark land value
- the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value
- general finance costs including those incurred through loans
- professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site. Any professional site fees should also be taken into account when defining benchmark land value
- explicit reference to project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return
- 2.31 All these costs are taken into account.
- 2.32 The PPG then sets out how land values should be considered, confirming the use of the Existing Use Value Plus (EUV+) approach.

To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+).

PPG 10-013-20190509

2.33 The PPG goes on to set out:

Benchmark land value should:

- be based upon existing use value
- allow for a premium to landowners (including equity resulting from those building their own homes)
- reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees

Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.

This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.



In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.

PPG 10-014-20190509

- 2.34 Through the summer 2020 consultation a housebuilder² commented that the 'costs highlighted ... should not be considered to be a deduction in benchmark land value. We do not agree that site specific infrastructure costs should be a deduction against benchmark land value'. They went on to observe that 'viability should be based on Government policy at the time'. We agree that it is necessary to follow the extant guidance. We have followed the approach specified in the PPG.
- 2.35 The approach adopted in this study is to start with the EUV. The 'plus' element is informed by the price paid for policy compliant schemes to ensure an appropriate landowners' premium.

Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).

Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results; valuation office agency data; public sector estate/property teams' locally held evidence.

PPG 10-015-20190509

- 2.36 This report has applied this methodology to establish the EUV.
- 2.37 The PPG sets out an approach to the developers' return

Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.

For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.

PPG 10-018-20190509

2.38 As set out in Chapter 7 below, this approach is followed.

² Persimmon Homes with regard to Aylesham and Whitfield.



20

Section 4 - Accountability

- 2.39 This is a new section that sets out requirements on reporting by the local authority. These are beyond the scope of this report.
- 2.40 Paragraph 10-020-20180724 of the PPG that says that 'practitioners should ensure that the findings of a viability assessment are presented clearly. An executive summary should be used to set out key findings of a viability assessment in a clear way', Chapter 12 of this report is written as a standalone non-technical summary that brings the evidence together.

Community Infrastructure Levy Regulations and Guidance

- 2.41 The Council has not adopted CIL, and this report does not specifically consider CIL as a mechanism for funding infrastructure. In any event, the CIL Regulations are broad, so it is necessary to have regard to them and the CIL Guidance (which is contained within the PPG) when undertaking a plan-wide viability assessment and considering the deliverability of development. The CIL Regulations came into effect in April 2010 and have been subject to several subsequent amendments³. CIL Regulation 14 (as amended) sets out the core principle for setting CIL. It is necessary to consider the CIL Regulations as they do impact on the wider plan-making process.
- 2.42 From April 2015, councils were restricted in relation to pooling S106 contributions from more than five developments⁴ (where the obligation in the s106 agreement / undertaking is a reason for granting consent). The amendments to CIL Regulations that came into effect in September 2019 lifted these pooling restrictions. Payments requested under the s106 regime must still be (as set out in CIL Regulation 122):
 - a. necessary to make the development acceptable in planning terms;
 - b. directly related to the development; and
 - c. fairly and reasonably related in scale and kind to the development.

⁴ CIL Regulations 123(3)



³ SI 2010 No. 948. The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010.* SI 2011 No. 987. The Community Infrastructure Levy (Amendment) Regulations 2011 *Made 28th March 2011, Coming into force 6th April 2011.* SI 2011 No. 2918. The Local Authorities (Contracting Out of Community Infrastructure Levy Functions) Order 2011. *Made 6th December 2011, Coming into force 7th December 2011.* SI 2012 No. 2975. The Community Infrastructure Levy (Amendment) Regulations 2012. *Made 28th November 2012, Coming into force 29th November 2012.* SI 2013 No. 982. The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th April 2013, Coming into force 25th April 2013.* SI 2014 No. 385. The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th February 2014, Coming into force 24th February 2014.* S1 2015 No. 836. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2015. *Made 20th March 2015.* SI 2019 No. 966 COMMUNITY INFRASTRUCTURE LEVY, ENGLAND The Community Infrastructure Levy (Amendment) (England) Regulations 2019. Made - 22nd May 2019. 2019 No. 1103 COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES The Community Infrastructure Levy (Amendment) (No. 2) Regulations 2019 *Made 9th July 2019. Coming into Force 1st September 2019.* 2020 No. 781 The Community Infrastructure Levy (Coronavirus) (Amendment) (England) Regulations 2020. Made 21st July 2020, Coming into force 22nd July 2020.

Wider Changes Impacting on Viability

2.43 There have been a number of changes at a national level since DDC's previous viability work. Paragraph 63 of the 2019 NPPF now sets out national thresholds for the provision of Affordable Housing:

Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer). To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.

2.44 In this context, major development is as set out in the Glossary to the 2019 NPPF:

Major development: For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more. For non-residential development it means additional floorspace of 1,000m2 or more, or a site of 1 hectare or more, or as otherwise provided in the Town and Country Planning (Development Management Procedure) (England) Order 2015.

2.45 DDC includes a number of parishes⁵ that are defined as being within a Designated Rural Area. A threshold of 6 units is assumed to apply within the Designated Rural Area and a threshold of 10 units is assumed to apply elsewhere.

Affordable Home Ownership

2.46 The 2019 NPPF (paragraph 64) sets out a policy for a minimum of 10% affordable home ownership units on larger sites.

Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership⁶, unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups. Exemptions to this 10% requirement should also be made where the site or proposed development:

- a) provides solely for Build to Rent homes;
- b) provides specialist accommodation for a group of people with specific needs (such as purpose-built accommodation for the elderly or students);
- c) is proposed to be developed by people who wish to build or commission their own homes;
- d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.

Paragraph 64, 2019 NPPF

2.47 This is tested.

⁶ Footnote 29 of the 2018 NPPF clarifies as 'As part of the overall affordable housing contribution from the site'.



⁵ Alkham, Ash, Capel le Fern, Denton with Wootton, Eythorne, Goodnestone, Guston, Hougham Without, Preston, Ringwould with Kingsdown, Ripple, Shepherdswell with Coldred, Sholden, St Margarets at Cliffe, Staple, Tilmanstone, Wingham, Woodnesborough, Worth, Temple Ewell, Lydden.

2.48 The amended CIL Regulations include provisions which exempt Starter Homes from CIL where the dwelling is sold to individuals whose total household annual income is no more than £80,000 (£90,000 in Greater London).

First Homes Consultation

- 2.49 In February 2020, the Government launched a consultation on First Homes. The Government's *Changes to the current planning system Consultation on changes to planning policy and regulations* (MHCLG, August 2020) has provided some clarity in this regard:
 - 48. The Government intends to set out in policy that a minimum of 25 per cent of all affordable housing units secured through developer contributions should be First Homes. This will be a national threshold, set out in planning policy....
 - 59. The minimum discount for First Homes should be 30% from market price which will be set by an independent registered valuer. The valuation should assume the home is sold as an open market dwelling without restrictions. Local authorities will have discretion to increase the discount to 40% or 50%. This would need to be evidenced in the local plan making process.
 - 61. In line with other affordable housing tenures, we intend to introduce an exemption from the Community Infrastructure Levy (CIL) for First Homes. We intend to introduce this national exemption through regulations.
- 2.50 This requirement has been tested.

Environmental Standards

2.51 The Government launched a consultation on 'The Future Homes Standard' towards the end of 2019. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. The Council is exploring the policy options in this regard. This is considered in Chapter 8 below.

Biodiversity

- 2.52 In March 2019, the Government announced that new developments must deliver an overall increase in biodiversity. Following a consultation, the Chancellor confirmed in the 2019 Spring Statement that the Government will use the forthcoming Environment Bill to mandate 'biodiversity net gain'. The Environment Bill has been delayed due to the coronavirus pandemic. Within the current iteration of the Bill, it is anticipated that all consented developments (with a few exceptions), will be mandated to deliver a biodiversity net gain of 10% as against the measured baseline position using the evolving Defra metric.
- 2.53 The requirement is that developers ensure habitats for wildlife are enhanced and left in a measurably better state than they were pre-development. They must assess the type of habitat and its condition before submitting plans, and then demonstrate how they are

https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate



- improving biodiversity such as through the creation of green corridors, planting more trees, or forming local nature spaces.
- 2.54 Green improvements on site would be preferred (and expected), but in the rare circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere.
- 2.55 The costs of this type of intervention are considered in Chapter 8 below.
 - Affordable Housing
- 2.56 Prior to the Summer 2015 Budget, Affordable Rents were set at up to 80% of open market rent and generally went up, annually, by inflation (CPI) plus 1%, and Social Rents were set through a formula, again with an annual inflation plus 1% increase. Under arrangements announced in 2013, these provisions were to prevail until 2023, and formed the basis of many housing associations' and other providers' business plans. Housing associations knew their rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them attractive as each year the rent would always be a little more relative to inflation.
- 2.57 In that Budget, it was announced that Social Rents and Affordable Rents would be reduced by 1% per year for 4 years. This change reduced the value of Affordable Housing. In October 2017, the Government announced that Rents will rise by CPI +1% for five years from 2020. The values of Affordable Housing have been considered in Chapter 4 below.

White Paper: Planning for the Future (MHCLG, August 2020)

2.58 As this report was being concluded the Government published *White Paper: Planning for the Future* (MHCLG, August 2020) as various supporting documents. In terms of viability the two key paragraphs are:

Assessments of housing need, viability and environmental impacts are too complex and opaque: Land supply decisions are based on projections of household and business 'need' typically over 15- or 20-year periods. These figures are highly contested and do not provide a clear basis for the scale of development to be planned for. Assessments of environmental impacts and viability add complexity and bureaucracy but do not necessarily lead to environmental improvements nor ensure sites are brought forward and delivered;

Local Plans should be subject to a single statutory "sustainable development" test, and unnecessary assessments and requirements that cause delay and challenge in the current system should be abolished. This would mean replacing the existing tests of soundness, updating requirements for assessments (including on the environment and viability) and abolishing the Duty to Cooperate.

2.59 Pillar Three of the White Paper then goes on to talk about the requirements for infrastructure and how these may be funded. The key proposals are:

<u>Proposal 19</u>: The Community Infrastructure Levy should be reformed to be charged as a fixed proportion of the development value above a threshold, with a mandatory nationally- set rate or rates and the current system of planning obligations abolished.



Proposal 21: The reformed Infrastructure Levy should deliver affordable housing provision

2.60 The above suggests a downgrading of viability in the planning system, however, as it stands the proposals in the White Paper are options and may or may not come to be adopted so, at the time of this report (October2020), a viability assessment is a requirement.

Viability Guidance

2.61 There is no specific technical guidance on how to test viability in the 2019 NPPF or the updated PPG, although the updated PPG includes guidance in a number of specific areas. There are several sources of guidance and appeal decisions⁸ that support the methodology HDH has developed. This study follows the *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012⁹ (known as the **Harman Guidance**). This contains the following definition:

An individual development can be said to be viable if, after taking account of all costs, including central and local government policy and regulatory costs and the cost and availability of development finance, the scheme provides a competitive return to the developer to ensure that development takes place and generates a land value sufficient to persuade the land owner to sell the land for the development proposed. If these conditions are not met, a scheme will not be delivered.

- 2.62 The planning appeal decisions, and the HCA good practice publication ¹⁰ suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of schemes compared with the Existing Use Value (EUV), plus a premium. The premium over and above the EUV being set at a level to provide the landowner with an inducement to sell. This approach is now specified in the PPG (see above).
- 2.63 The Harman Guidance and *Financial viability in planning*, *RICS guidance note*, *1st edition* (GN 94/2012) which was published during August 2012 (known as the **RICS Guidance**) set out the principles of viability testing¹¹. Additionally, the Planning Advisory Service (PAS) provides viability guidance and manuals for local authorities.

¹¹ There are two principle pieces of relevant guidance; *Draft Financial viability in planning: conduct and reporting RICS professional statement, England (October 2018)* and *Financial Viability in planning (1st edition), RICS guidance note 2012.* The 2012 guidance note, is subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG (July 2018) so relatively little weight is given to this.



⁸ Barnet: APP/Q5300/ A/07/2043798/NWF, Bristol: APP/P0119/ A/08/2069226, Beckenham: APP/G5180/ A/08/2084559, Bishops Cleeve; APP/G1630/A/11/2146206 Burgess Farm: APP/U4230/A/11/2157433, CLAY FARM: APP/Q0505/A/09/2103599/NWF, Woodstock: APP/D3125/ A/09/2104658, Shinfield APP/X0360/ A/12/2179141, Oxenholme Road, APP/M0933/A/13/2193338, Former Territorial Army Centre, Parkhurst Road, Islington APP/V5570/W/16/3151698, Vannes: Court of Appeal 22 April 2010, [2010] EWHC 1092 (Admin) 2010 WL 1608437.

⁹ Viability Testing in Local Plans has been endorsed by the Local Government Association and forms the basis of advice given by the, CLG funded, Planning Advisory Service (PAS).

¹⁰ Good Practice Guide. Homes and Communities Agency (July 2009).



2.64 There is common ground between the 2012 RICS Guidance and the Harman Guidance, but they are not consistent. The RICS Guidance recommends against the 'EUV plus a margin' – which is the methodology recommended in the Harman Guidance and required by the updated PPG.

One approach has been to exclusively adopt current use value (CUV) plus a margin or a variant of this, i.e. existing use value (EUV) plus a premium. The problem with this singular approach is that it does not reflect the workings of the market as land is not released at CUV or CUV plus a margin (EUV plus)....

Financial viability in planning, RICS guidance note, 1st edition (GN 94/2012)

- 2.65 Financial viability in planning, RICS guidance note, 1st edition (GN 94/2012) does not fit with 2019 NPPF and updated PPG so is subject to a full review (by the RICS) to reflect the changes in the 2019 NPPF and the updated PPG. Little weight is given to this RICS Guidance in this regard at this stage.
- 2.66 Financial viability in planning: conduct and reporting. 1st edition, May 2019 was published in May 2019. This includes mandatory requirements for RICS members and RICS-regulated firms. HDH confirms that the May 2019 Guidance has been followed in full.
- 2.67 In line with the updated PPG, this study follows the EUV Plus (EUV+) methodology. The methodology is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV is central to the assessment of viability. It must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the value of the land both with and without the benefit of planning.
- 2.68 This approach is in line with that recommended in the Harman Guidance (as endorsed by LGA, PAS) and also broadly in line with the main thrust of the RICS Guidance of having reference to market value.



2.69 In September 2019, the House Builders Federation (HBF) produced further guidance in the form of *HBF Local Plan Viability Guide* (Version 1.2: Sept 2019). This guidance draws on the Harman Guidance and the 2012 RICS Guidance, (which the RICS is updating as it is out of date), but not the more recent May 2019 RICS Guidance. This HBF guidance stresses the importance of following the guidance in the PPG and of consultation, both of which this report has done. We do have some concerns around this guidance as it does not reflect 'the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission' as set out in paragraph 10-009-20190509 of the PPG. The HBF Guidance raises several 'common concerns'. Regard has been had to these under the appropriate headings through this report.





3. Methodology

Viability Testing – Outline Methodology

3.1 This report follows the Harman Guidance and was put to consultation during August 2020. The availability and cost of land are at the core of viability for property development. The format of the typical valuation is:

Gross Development Value

(The combined value of the complete development)

LESS

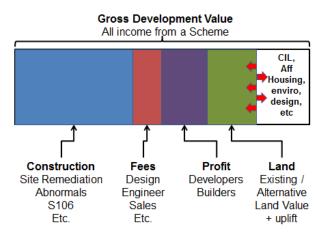
Cost of creating the asset, including a profit margin

(Construction + fees + finance charges)

=

RESIDUAL VALUE

- 3.2 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top price a developer could offer for a site and still make a satisfactory return (i.e. profit).
- 3.3 In the following graphic, the bar illustrates all the income from a scheme. This is set by the market (rather than by the developer or local authority). Beyond the economies of scale that larger developers can often enjoy, the developer has relatively little control over the costs of development, and whilst there is scope to build to different standards the costs are largely out of the developer's direct control they are what they are.



3.4 The essential balance in viability testing is around the land value and whether or not land will come forward for development. The more policy requirements and developer contributions a planning authority asks for, the less the developer can afford to pay for the land. The purpose of this assessment is to quantify the costs of the Council's policies and to assess the effect of these and then make a judgement as to whether or not land prices are squeezed to such an extent that the Plan is not deliverable.



- 3.5 The land value is a difficult topic since a landowner is unlikely to be entirely frank about the price that would be acceptable, always seeking a higher one. This is one of the areas where an informed assumption has to be made about the 'uplift' above the 'EUV' which would make the landowner sell.
- 3.6 This study is not trying to mirror any particular developer's business model rather it is making a broad assessment of viability in the context of plan-making and the requirements of the 2019 NPPF and CIL Regulations.
- 3.7 Through the summer 2020 consultation, there was a broad consensus that the methodology proposed is appropriate.

Limitations of viability testing in the context of the NPPF

- 3.8 High level viability testing does have limitations. The assessment of viability is a largely quantitative process based on financial appraisals there are however types of development where viability is not at the forefront of the developer's mind and they will proceed even if a 'loss' is shown in a conventional appraisal. By way of example, an individual may want to fulfil a dream of building a house and may spend more than the finished home is actually worth, a community may extend a village hall even though the value of the facility in financial terms is not significantly enhanced, or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.
- 3.9 This is a challenge when considering policy proposals. It is necessary to determine whether or not the impact of a policy requirement on a development type that may appear only to be marginally viable will have any material impact on the rates of development or whether the developments will proceed anyway. Some development comes forward for operational reasons rather than for property development purposes.

The meaning of Landowner Premium

3.10 The phrase *landowner premium* is new in the updated PPG. Under the 2012 NPPF, and the superseded PPG, the phrase *competitive return* was used. The 2012 RICS Guidance included the following definition:

Competitive returns - A term used in paragraph 173 of the NPPF and applied to 'a willing land owner and willing developer to enable development to be deliverable'. A 'Competitive Return' in the context of land and/or premises equates to the Site Value as defined by this guidance, i.e. the Market Value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan. A 'Competitive Return' in the context of a developer bringing forward development should be in accordance with a 'market risk adjusted return' to the developer, as defined in this guidance, in viably delivering a project.

3.11 Whilst this is useful it does not provide guidance as to the size of that return. The updated PPG says:

Benchmark land value should:



- be based upon existing use value
- allow for a premium to landowners (including equity resulting from those building their own homes)
- reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and

Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.

This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.

In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.

PPG 10-014-20190509

- 3.12 There has been much discussion as to what may and may not be a landowner premium. The term has not been given a firm definition through the appeal, planning examination or legal processes. 'Competitive return' was considered at the Shinfield Appeal (January 2013)¹² and the case is sometimes held up as a firm precedent, however as confirmed in the Oxenholme Road Appeal (October 2013)¹³ the methodology set out in Shinfield is site specific and should only be given limited weight. More recently further clarification has been provided in the Territorial Army Centre, Parkhurst Road, Islington Appeal (June 2017)¹⁴, which has subsequently been confirmed by the High Court¹⁵. The level of return to the landowner is discussed and the approach taken in this study is set out in the later parts of Chapter 6 below.
- 3.13 This study is about the economics of development, however, viability brings in a wider range than just financial factors. The following graphic is taken from the Harman Guidance and illustrates some of the non-financial as well as financial factors that contribute to the assessment process. Viability is an important factor in the plan-making process, but it is one of many factors.

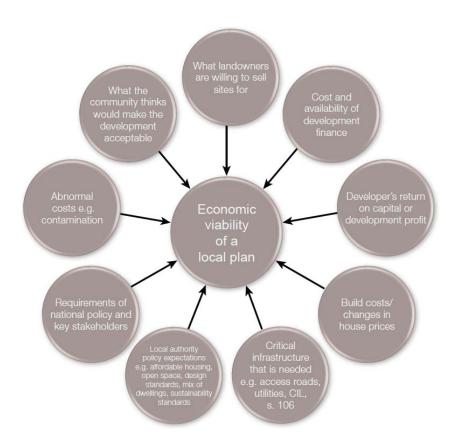
¹⁵ Parkhurst Road Limited v Secretary of State for Communities and Local Government and The Council of the London Borough of Islington [2018] EWHC 991 (Admin)



¹² APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

¹³ APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)

¹⁴ APP/V5570/W/16/3151698 (Former Territorial Army Centre, Parkhurst Road, Islington, London, N7 0LP)



Existing Available Evidence

- 3.14 The 2019 NPPF, the PPG, the CIL Regulations and CIL Guidance are clear that a viability assessment should, wherever possible, be based on existing available evidence. The evidence that is available from the Council has been reviewed:
- 3.15 Firstly, is that which has been prepared earlier in the plan-making process and to inform the setting of CIL. The principle study was prepared in house by the Council in 2012 being *Viability profiling for CIL and Local Plans* (Draft DDC, 12th December 2012). This assessment was produced long before the 2019 NPPF and updated PPG so is given little weight.
- 3.16 Secondly, is that which the Council holds, in the form of development appraisals ¹⁶ that have been submitted by developers in connection with specific developments most often to support negotiations around the provision of Affordable Housing or s106 contributions. The approach taken is to draw on this existing evidence and to consolidate it so that it can then be used as a sound base for setting the Affordable Housing target. It is important to note that these figures are the figures submitted by developers for discussion at the start of the viability process and are not necessarily the figures agreed between the parties.

¹⁶ These are not referred to specifically in this report as some were submitted to the Council on a confidential basis.



Table 3.1 Review of Development Management Viability Appraisals.

	For Developer	For Developer	Developer	Council		Developer	Developer	Developer	Council	Developer	Council
	Eastry	Whitfield	Dover	Dover	Deal	Dover	Dover	Temple Ewell	Temple Ewell	Deal	Deal
	Aug-15	Nov-17	Nov-17	Feb-18	Jan-18	Oct-18	Apr-18	Jan-19	May-19	Jan-19	May-19
На	3.36	0.827	1.63	1.63	2.56	0.234	0.2	1.1	1.1	0.05	0.05
Units	100	14	186	186	63	46	16	14	14	18	18
m2	8,718		17,051		4,998	3,153		2,797	2,797	914	914
Other m2	406									267	267
Market Res	£1872 to £2507	£2540 to £2745	£2,168		£3,164 to £3,229	£2,827	£1,686	£2,494	£2,494	£3,627	£3,627
Affordable					£1,711						
Non res rent	£107/m2/pa									£270/m2/pa	£270/m2/pa
										Zone A	Zone A
Non Res yield	8%									7%	7%
Fees	10%	7.50%	6%		6%	8%	1.25%		8%	8.50%	8.50%
Construction Res	£1,477 all in	BCIS Median	£1,462		£1,344 to £1,582	£1,259 all in	BCIS Average	£1,414		BCIS Median	BCIS Median
Construction Other	£1,815 all in										
Site costs		15%	7.20%				15%	20.50%		Plus £25,001	Plus £25,000
Contingencies		5%	4.80%		5%	3%	5%	4%	4%	5%	
Finance	6.50%		6.5% o+1%			6.75%		7% on 50%	6.5% on 100%	6.50%	
s106	0.00,1	£47,208	0.0,10 =/-				£31,543	£47,208	£47,208		£15,900
s106/res		£3,372	£1,500		£7,000		£1,971	£3,372	£3,372		£883
Developer's return		20%	17.50%		·	20%	·	15%	15% to 20%	20% on cost	
Acquisition		£7,500	5.75%						1.5% / 0.75%		1% / 0.35%
Sales Agent	1.50%	1.50%	2%		1.25% +1%	3%	3%		2%	1.75%	1.75%
Sales Legal	0.75%	£1,000	£750		£950	370	£1,000		270	£1,000	£1,000
	5.7572				3554						
Purchase Price			£1,450,000		£950,000		£600,000	£525,000	£305,000		
EUV	£650,000				£1,000/m2 as					£538/m2	
Premium	20%				office		20%			20%	20%

Source: Review of appraisals submitted through Development Management.



3.17 Thirdly, DDC also holds evidence of what is being collected from developers under the s106 regime. This is being collected by the Council outside this study¹⁷.

Stakeholder Engagement

- 3.18 The PPG requires stakeholder engagement. The preparation of this viability assessment includes a period of consultation with the industry. A consultation was conducted during the summer of 2020 when a presentation was made (on-line), and an early draft of this report and a questionnaire were circulated. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited to comment.

 Appendix 2 includes the details of the consultees, and Appendix 3 includes the questionnaire. Appendix 4 includes the consultation presentation.
- 3.19 The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate. Eight written responses were received in addition to the comments made at the event. The main points from the presentation and subsequent comments received were:
 - a) Generally, the methodology and approach are appropriate.
 - b) The Benchmark Land Value may be too low.
- 3.20 In addition to the above comments, a land promoter¹⁸ expressed concern about the SHLAA process and the selection of sites. The scope of this report is limited to consideration of viability and the delivery of the emerging Local Plan.
- 3.21 The consultation process has been carried out in accordance with the requirements of the updated PPG, the Harman Guidance and the RICS Guidance.

Viability Process

3.22 The assessment of viability, as required under the 2019 NPPF and the CIL Regulations, is a quantitative and qualitative process. The updated PPG requires that (at PPG 10-001-20190509) '...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account

¹⁸ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.



34

 $^{^{17}}$ Paragraphs 10-020-20180724 to 10-028-20180724 of the PPG introduce reporting requirements in this regard. In particular 10-027-20180724 says:

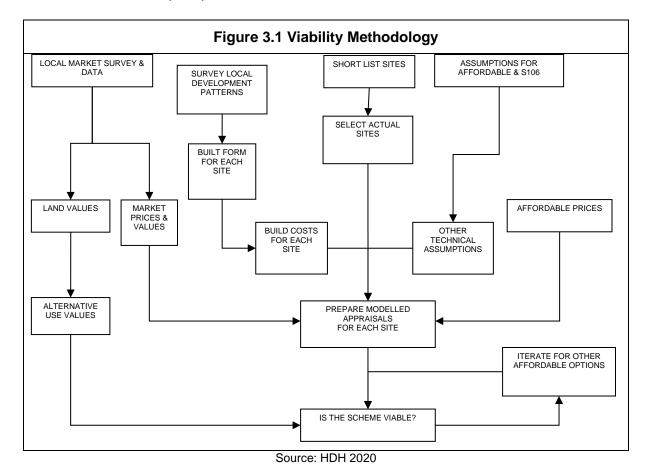
How should monitoring and reporting inform plan reviews?

The information in the infrastructure funding statement should feed back into reviews of plans to ensure that policy requirements for developer contributions remain realistic and do not undermine deliverability of the plan.

Paragraph: 027 Reference ID: 10-027-20180724

all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106.

3.23 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for a representative range of typologies, and using these to assess whether development, generally, is viable. The typologies were modelled based on discussions with Council officers, the existing available evidence supplied to us by the Council, and on our own experience of development. Details of the modelling are set out in Chapter 9. This process ensures that the appraisals are representative of typical development in the Council area over the plan-period.



3.24 In addition to modelling a range of representative sites, the following potential Strategic Sites are considered individually.



Table 3.2 Potential Strategic Allocations									
HELAA Ref	Location	Settlement	Area ha	Capacity					
AYL003	South of Spinney Lane, Aylesham	Aylesham	26.2	640					
AYL004	North Aylesham and east of the B2046 (Adisham Road)	Aylesham	36.35	500					
	Whitfield Urban Extension (2 options)	Whitfield	226.10 / 295.12	4,017 / 4,617					

Source: DDC (August 2020)

- 3.25 Through the summer 2020 consultation a land promoter¹⁹ expressed concern about a site being omitted on the basis that it (GUS003) is a nationally important site. We understand that this site is not currently being considered for allocation by the Council.
- 3.26 The local housing markets were surveyed to obtain a picture of sales values. Land values were assessed to calibrate the appraisals and to assess EUVs. Alongside this, local development patterns were considered, to arrive at appropriate built form assumptions. These informed the appropriate build cost figures. Several other technical assumptions were required before appraisals could be produced. The appraisal results were in the form of £/ha 'residual' land values, showing the maximum value a developer could pay for the site and still make an appropriate return. The Residual Value was compared to the EUV for each site. Only if the Residual Value exceeded the EUV, and by a satisfactory margin (the Landowners' Premium), could the scheme be judged to be viable.
- 3.27 The appraisals are based on the emerging policy options as summarised in Chapter 8 below. The preparation of policies is still at the draft stage, so the policy topics used in this assessment may be subject to change. For appropriate sensitivity testing, a range of options including different levels of Affordable Housing provision and different levels of developer contribution are tested. If the Council allocates different types of site, or develops significantly different policies to those tested in this study, it may be necessary to revisit viability and consider the impact of any further or different requirements.
- 3.28 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing is used, as required by the 2019 NPPF and CIL Regulations²⁰. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development. The purpose is to capture the generality, and to provide high level advice to assist DDC in assessing the deliverability of the Local Plan.

²⁰ This Viability Model is used as the basis for the Planning Advisory Service (PAS) Viability Workshops. It is made available to Local Authorities, free of charge, by PAS and has been widely used by Councils across England (and, to a lesser extent, Wales).



36

¹⁹ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

4. Residential Market

4.1 This chapter sets out an assessment of the housing market, providing the basis for the assumptions on house prices. The study is concerned not just with the prices but the differences across different areas. Market conditions will broadly reflect a combination of national economic circumstances, and local supply and demand factors, however, even within a town there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

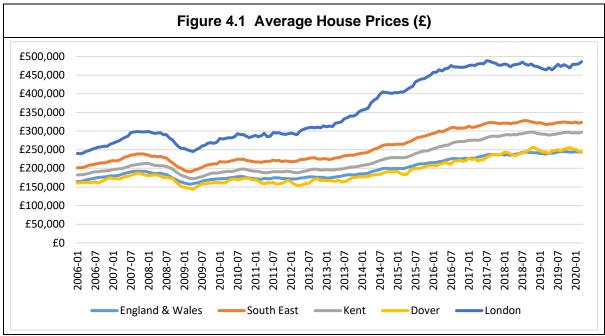
The Residential Market

- 4.2 The housing market across the Dover District Council area reflects national trends, but there are local factors that underpin the market including:
 - a. Good transport links to the M20 and the M2 (via the A2).
 - b. Good and regular train connections to the mainline network, with excellent links to London via the HS1 line, but also via Canterbury.
 - c. The District is essentially a rural area. Dover is the focus of the District, being a Secondary Regional Centre and major port and Channel Tunnel terminal. Deal is a district centre on the east coast.
 - d. Many attractive settlements in a range of sizes containing buildings of character and heritage.
 - e. The mixed markets of the seaside towns.
- 4.3 Leaving aside the current coronavirus pandemic, overall, the market is perceived to be vibrant, with a strong market for the right scheme in the right place. Having said this, some areas remain challenging, the relatively low house prices in some areas do make the delivery of new housing less easy.

National Trends and the relationship with the wider area

4.4 The housing market peaked late in 2007 (see the following graph) and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'. Average house prices in Dover are now about 30% above the 2007 peak. Whilst these increases are substantial, the rates of increase are a less than seen across Kent (41%) or the wider South East (35%). Over the same period house prices have increased by over 60% in London





Source: Land Registry (July 2020)

- 4.5 Up to the pre-recession peak of the market, the long-term rise in house prices had, at least in part, been enabled by the ready availability of credit to home buyers. Prior to the increase in prices, mortgages were largely funded by the banks and building societies through deposits taken from savers. During a process that became common in the 1990s, but became more widespread in the early part of the 21st Century, many financial institutions changed their business model whereby, rather than lending money to mortgagees that they had collected through deposits, they entered into complex financial instruments and engineering through which, amongst other things, they borrowed money in the international money markets, to then lend on at a margin or profit. They also 'sold' portfolios of mortgages that they had granted. These portfolios also became the basis of complex financial instruments (mortgage backed securities and derivatives etc.).
- 4.6 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was not certain. As a result, several failed and had to be rescued. This was an international problem that affected countries across the world but most particularly in North America and Europe. In the UK, the high-profile institutions that were rescued included Royal Bank of Scotland, HBoS, Northern Rock and Bradford and Bingley. The ramifications of the recession were an immediate and significant fall in house prices, and a complete reassessment of mortgage lending with financial organisations becoming averse to taking risks, lending only to borrowers who had the least risk of default and those with large deposits.
- 4.7 It is important to note that, at the time of this report, the housing market is actively supported by the Government through products and initiatives such as Help-to-Buy and the Stamp Duty 'holiday'. In addition, the historically low Bank of England's base rates, have contributed to the wider economic recovery, including a rise in house prices.



4.8 There is a uncertainty in the housing market as reported by the RICS. The May 2020 RICS UK Residential Market Survey²¹ said:

With estate agents in England being permitted to reopen on the 13th of May, the latest RICS Residential Market Survey results point to a slight improvement in the outlook for sales over the coming twelve months. That said, given the economic uncertainty caused by the pandemic, overall sentiment remains cautious.

In terms of new buyer enquiries, the headline net balance moved from a record low of -94% in April, to post a reading of -5% in May. As such, this indicator is consistent with a much more stable demand picture over the month. Alongside this, although the newly agreed sales indicator remained in negative territory (net balance -35%), the latest reading was significantly less downbeat than that returned last month (net balance -93%). Similarly, despite a net balance of -20% of contributors reporting that new instructions coming onto the market continued to fall in May, this is noticeably less negative compared to the reading of -97% last time out. It is important to highlight that current activity metrics did not see any meaningful changes in Scotland, Northern Ireland and Wales, where restrictions on estate agents were not removed in May.

Looking ahead, near term sales expectations turned broadly neutral in May, with the net balance coming in at -4% (up from -58% previously). Further out, twelvemonth sales expectations are now slightly positive, as a net balance of +10% of contributors now envisage sales picking up (-6% in the April results).

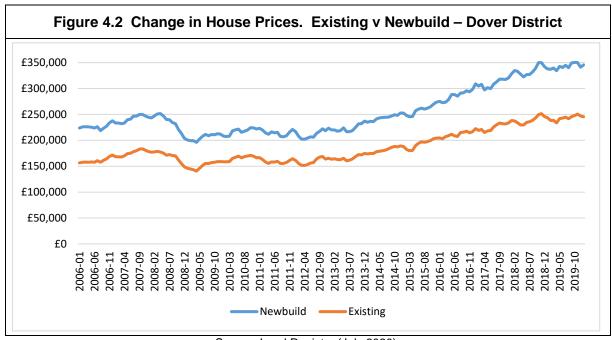
- 4.9 When ranked across England and Wales, the average house price for DDC is 160th (out of 339) at £278,428²². To set this in context, the Council at the middle of the rank (169 Medway), has an average price of £268,013. The Dover median price is lower than the average at £250,000²³.
- 4.10 The figure above shows that prices in the Dover District area have seen a significant recovery since the bottom of the market in mid-2009. A characteristic of the data is that the values of newbuild homes have increased faster than that for existing homes. The Land Registry shows that the average price paid for newbuild homes in DDC (£345,433) is £99,884, or 41% higher than the average price paid for existing homes (£245,459).

²³ Median house prices for administrative geographies: HPSSA dataset 9 (Release 19th March 2020)



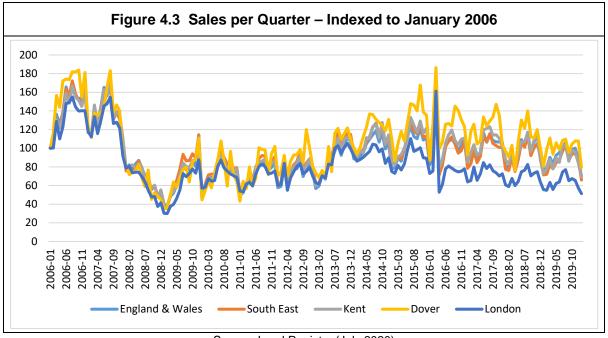
²¹ https://www.rics.org/uk/news-insight/research/market-surveys/uk-residential-market-survey/

²² Mean house prices for administrative geographies: HPSSA dataset 12 (Release 19th March 2020).



Source: Land Registry (July 2020)

4.11 The rate of sales (i.e. sales per month) in the District is a little greater than the wider country, underlining the fact that the local market is an active market. The slowdown in transactions seen in London has not been seen in the County.



Source: Land Registry (July 2020)

4.12 This report is being completed after the United Kingdom has left the European Union. It is not possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of uncertainty. Negotiations around the details of the future relationship with the EU are underway but not concluded, so the future of trade with the EU and wider world are not yet known.



- 4.13 A further uncertainty is around the coronavirus pandemic. This project is being completed during the coronavirus pandemic. There are uncertainties around the values of property that are a result of the Covid 19 pandemic.
- 4.14 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. This report is carried out at current costs and values. Sensitivity testing has been carried out.
- 4.15 The economy is in a period of uncertainly and, whilst it is not the purpose of this assessment, it is timely to provide a forecast of how house prices and values may change in the future. HM Treasury brings together some of the forecasts in its monthly *Forecasts for the UK economy: a comparison of independent forecasts* report.



	House price in	flation (annual	average, %)								Outp	ut gap (% of G	iDP)	
2020	2021	2022	2023	2024						2020	2021	2022	2023	202
							City forecasters							
_	-	-	_	_	May	*	Barclays Capital	*	May	_	_	-	_	_
_	_	-	_	_	May	*	Bloomberg Economics	*	May	_	_	_	_	_
3.0	3.0	2.0	-	_	May	*	Capital Economics	*	May	-	-	_	_	_
-	-	-	-	_	May	*	CEBR	*	May	-	-	-	-	_
_	-	-	-	_	May	*	Citigroup	*	May	-	-	_	-	_
8.4	-2.7	3.7	4.0	4.4	May	*	Commerzbank	*	May	-3.8	-1.8	-1.6	0.3	0.1
2.0	2.0	3.3	3.5	3.5	May	*	EY ITEM Club	*	May	-	-	-	-	_
_	-	-	-	_	May	*	JP Morgan	*	May	-	-	-	-	_
-	-	-	-	_	May	*	Natwest Markets	*	May	-	-	-	-	_
-	-	-	-	-	Feb		UBS		Feb	-	-	-	-	-
							Non-City forecasters							
1.2	6.4	9.4	6.6	2.8	May	*	Beacon Economic Forecasting	*	May	-	-	-	-	_
5.0	0.5	1.5	2.0	2.0	May	*	EIU	*	May	-4.4	-3.0	-2.4	-1.8	-1.5
-	-	-	-	-	Feb		European Commission		Feb	-	-	-	-	-
2.2	0.4	-	-	-	May	*	Heteronomics	*	May	-0.9	-0.5	-	-	-
-	-	-	-	-	May	*	Kern Consulting	*	May	-	-	-	-	-
-	-	-	-	-	May	*	Liverpool Macro Research	*	May	-	-	-	-	-
-	-	-	-	-	May	*	NIESR	*	May	-	-	-	-	-
0.6	-3.2	2.4	3.5	3.8	May	*	Oxford Economics	*	May	-5.6	-2.8	-1.0	-0.7	-0.3
2.2	0.9	3.7	3.9	3.3			Independent average			-3.7	-2.0	-1.7	-0.7	-0.6
2.2	0.9	3.7	3.9	3.3			New forecasts			-3.7	-2.0	-1.7	-0.7	-0.6
2.2	6.4	9.4	6.6	4.4			Highest			-0.9	-0.5	-1.0	0.3	0.1
8.4	-3.2	1.5	2.0	2.0			Lowest			-5.6	-3.0	-2.4	-1.8	-1.5

Source: Forecasts for the UK economy: a comparison of independent forecasts No 394 (HM Treasury, May 2020. Table M9: Medium-term forecasts for house price inflation and the output gap



- 4.16 There is clearly uncertainty in the market, and it is not for this study to try to predict how the market may change in the coming years, and whether or not there will be a further increase in house prices. Generally, the expectation is that house prices return to growth relatively quickly.
- 4.17 Property agents Savills were predicting a 0.0% change in the current year, 3% increase next year and a 10.9% increase over the next 5 years in the mainstream South East markets²⁴, with a 1% change this year, 4% next year and 16.5% over the next 5 years in the prime Wider South residential markets²⁵ (although it is important to note that these were published before the coronavirus pandemic).
- 4.18 These have now been updated as follows:

Table 4.2 Savills June 2020 Property Price Forecasts										
2020 2021 2022 2023 2024 5 Year										
Mainstream UK	-7.5%	5.0%	8.0%	5.0%	4.5%	15.1%				
South East and East	-7.5%	8.0%	5.5%	2.5%	2.5%	10.7%				

Source: UK Residential – August 2020 UK Housing Market Update²⁶

4.19 In this context is relevant to note that the Nationwide Building Society reported an 'unexpectedly rapid' recovery in the housing market with the increase in August being the highest since February 2004, when house prices rose by 2.7%. As a result, annual house price growth accelerated to 3.7%, from 1.5% in July.

The Local Market

4.20 A survey of asking prices across the District was carried out in June 2020. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated. The data is based on the Council's settlement hierarchy (note that at the time of this report this is subject to review, so is subject to change):

²⁶ https://research.euro.savills.co.uk/united-kingdom/to-publish/pdfs/uk-housing-market-update-aug-2020.pdf



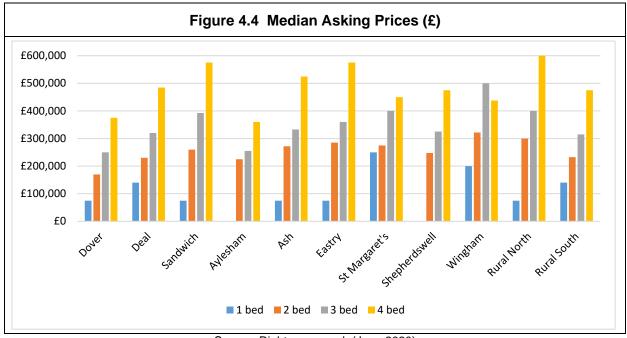
https://www.savills.co.uk/insight-and-opinion/research-consultancy/residential-market-forecasts.aspx#mainstream-capital

²⁵ https://www.savills.co.uk/insight-and-opinion/research-consultancy/residential-market-forecasts.aspx#prime-capital

Table 4.3 DDC Settlement Hierarchy						
Tier	Settlement					
Secondary Regional Centre	Dover					
District Centre	Deal					
Rural Service Centre	Sandwich - Established Centre Aylesham - Proposed Centre					
Local Centre	Ash Eastry St Margaret's Shepherdswell Wingham					

Source: Dover District Settlement Review and Hierarchy (2008)

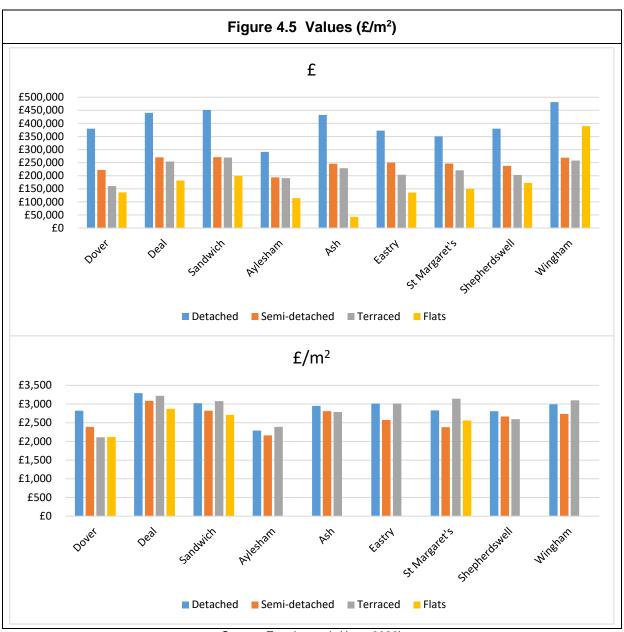
4.21 There are numerous smaller settlements and villages. These are grouped into two broad areas, the Rural South, and the Rural North.



Source: Rightmove.co.uk (June 2020)

4.22 It is important to note that the above are asking prices and that they reflect the seller's aspiration of value, rather than the value, they are however a useful indication of how prices vary across areas.





Source: Zoopla.co.uk (June 2020)

4.23 The Land Registry publishes data of all homes sold. Across the Dover District Council area, 4,481 home sales are recorded since the start of 2018²⁷. These transactions (as recorded by the Land Registry) are summarised as follows – these are sorted by 'post town' as per the Land Registry dataset. Whilst some of these post towns are outside the District, the sales analysed are within the District.

²⁷ The Land Registry makes all transactions available as and when they are registered via the 'beta' format tool at https://www.gov.uk/government/statistical-data-sets/price-paid-data-downloads. It does take some time for transactions to be registered – we estimate this to be about 4 to 6 months.



All

Table 4.4	Average	Price	Paid	by Pos	st Town	and Year
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Semi-detached

Terraced

Flats

_0_0	200	ciica		465	3C1111 G	ctaciica		acca		
	Count	Average	Count	Average	Count	Average	Count	Average	Count	Average
ASH	14	£482,714	5	£98,450	19	£282,571	10	£254,690	48	£315,958
AYLESHAM	60	£326,331	10	£159,838	95	£239,296	102	£228,739	267	£251,845
CANTERBURY	13	£524,603	0		3	£238,299	3	£271,167	19	£439,381
CAPEL LE FERNE	25	£388,860	0		9	£259,500	4	£299,250	38	£348,789
DEAL	90	£426,864	50	£164,894	157	£278,767	150	£269,451	447	£292,722
DOVER	120	£380,629	127	£133,321	203	£236,785	384	£173,349	834	£212,519
EASTRY	22	£521,909	0		19	£308,973	10	£243,195	51	£387,930
SANDWICH	15	£433,567	11	£211,500	28	£282,771	37	£335,363	91	£320,396
SHEPHERDSWELL	12	£392,500	0		11	£253,569	4	£182,299	27	£304,757
ST MARGARETS	26	£548,538	8	£284,063	21	£314,902	3	£201,333	58	£409,508
WALMER	42	£446,768	33	£212,693	38	£290,296	60	£276,386	173	£308,656
WINGHAM	43	£473,869	0		10	£278,800	7	£239,429	60	£414,006
All	482	£421,308	244	£159,364	613	£261,004	774	£218,740	2,113	£270,353
2019	Deta	ched	Fla	ats	Semi-d	etached	Terr	aced	Α	.II
	Count	Average	Count	Average	Count	Average	Count	Average	Count	Average
ASH	17	£377,382	2	£101,000	17	£293,853	17	£266,174	53	£304,490
AYLESHAM	56	£328,435	5	£168,630	50	£229,143	45	£222,417	156	£260,907
CANTERBURY	9	£599,722	0		5	£283,200	4			£446,556
CAPEL LE FERNE	21	£452,857	0		9	£250,222	4	£270,500	34	£377,765
DEAL	73	£421,807	68	£197,145	147	£271,475	165	£266,184	453	£282,616
DOVER	125	£376,226	117	£136,923	184	£242,805	355	£178,574	781	£219,101
EASTRY	34	£383,425	7	£114,071	22	£288,614	7	£215,857	70	£309,935
SANDWICH	25	£498,902	5	£211,490	22	£270,344	44	£298,044	96	£339,495
SHEPHERDSWELL	15	£405,467	0		9	£270,500	5	£216,436	29	£330,989
ST MARGARETS	26	£477,394	7	£235,000	15	£341,001	7	£289,643	55	£385,450
WALMER	43	£510,884	30	£185,690	47	£298,222	53	£296,287	173	£330,973
WINGHAM	19	£450,923	1	£70,000	25	£300,018	9	£291,778	54	£347,481
All	463	£414,847	242	£163,688	552	£264,614	715	£224,081	1,972	£272,805

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2018

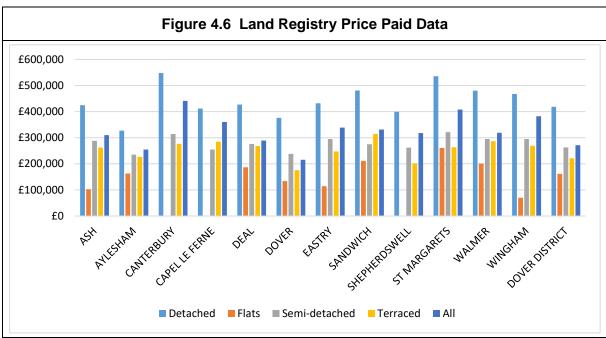
Detached

Table 4.5 Average Price Paid by Post Town and Year

2020	Deta	ched	Fla	ats	Semi-d	etached	Terraced		Α	.II
	Count	Average	Count	Average	Count	Average	Count	Average	Count	Average
ASH	2	£419,500	1	£125,000	1	£280,000	0	£0	4	£311,000
AYLESHAM	1	£329,950	0		6	£216,833	5	£224,700	12	£229,538
CANTERBURY	1	£390,000	0		1	£695,000	1	£176,000	3	£420,333
CAPEL LE FERNE	3	£312,667	0		0		0		3	£312,667
DEAL	16	£451,281	12	£215,413	24	£285,917	26	£278,515	78	£306,524
DOVER	29	£357,851	20	£117,104	29	£220,086	64	£174,883	142	£213,343
EASTRY	3	£327,833	1	£115,000	3	£259,167	3	£335,500	10	£288,250
SANDWICH	3	£573,333	0		6	£256,249	3	£305,833	12	£347,916
SHEPHERDSWELL	0		0		1	£287,500	0		1	£287,500
ST MARGARETS	3	£930,000	0		3	£268,500	0		6	£599,250
WALMER	2	£547,000	5	£209,200	5	£308,690	8	£296,938	20	£302,948
WINGHAM	2	£482,500	0		2	£317,000	1	£265,000	5	£372,800
All	65	£425,348	39	£159,309	81	£260,567	111	£218,900	296	£267,785
ALL	Deta	ched	Fla	ats	Semi-d	etached	Terr	Terraced		II
	Count	Average	Count	Average	Count	Average	Count	Average	Count	Average
ASH	33	£424,621		- ,	37	- /	27	£261,920		£309,980
AYLESHAM	117	£327,369	15	£162,769	151	£235,041	152	£226,735	435	£254,480
CANTERBURY	23	£548,145	0		9	£313,989	8	£276,750	40	£441,181
CAPEL LE FERNE	49	£411,622	0		18	£254,861	8	£284,875	75	£360,480
DEAL	179	£426,984	130	£186,427	328	£276,022	341	£268,561	978	£289,141
DOVER	274	£376,209	264	£133,688	416	£238,284	803	£175,781	1,757	£215,511
EASTRY	59	£432,236	8	£114,188	44	£295,398	20	£247,473	131	£338,644
SANDWICH	43	£481,304	16	£211,497	56	£275,047	84	£314,761	199	£331,269
SHEPHERDSWELL	27	£399,704			21	£262,441	9			£317,801
ST MARGARETS	55	£535,714	15	£261,167	39	£321,371	10	£263,150	119	£407,956
WALMER	87	£480,761	68	£200,523	90	£295,457	121	£286,462	366	£318,893
WINGHAM	64	£467,327	1	£70,000	37	£295,201	17	£268,647	119	£382,087
All	1,010	£418,606	525	£161,353	1,246	£262,575	1,600	£221,138	4,381	£271,283

Source: Land Registry (July 2020) Contains HM Land Registry data © Crown copyright and database 2020. This data is licensed under the Open Government Licence v3.0

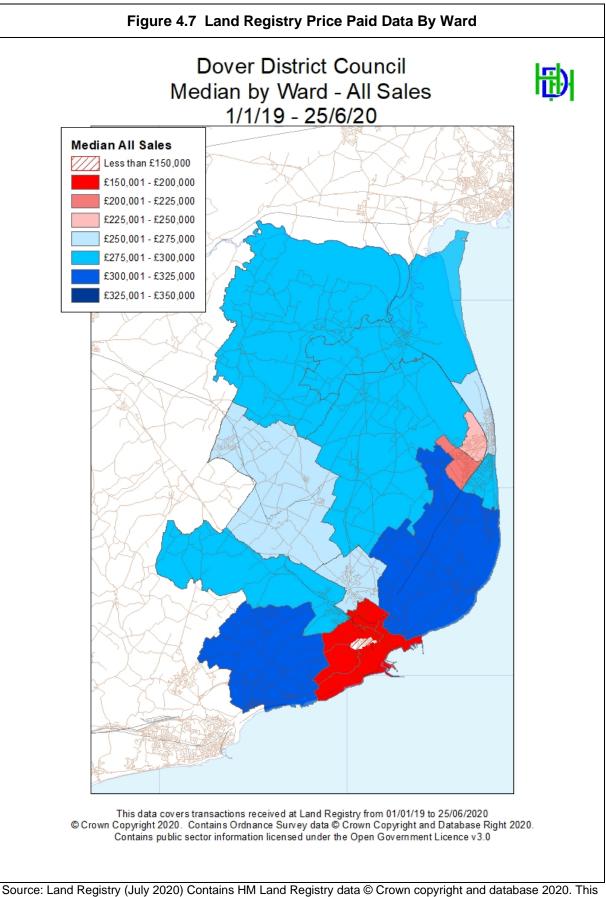




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4.24 The geographical differences in prices are illustrated in the following maps showing the median price by ward, the first being for all properties and the second just for newbuild.





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Figure 4.8 Land Registry Price Paid Data by Ward **Dover District Council** Median by Ward - Newbuild Sales 1/1/19 - 25/6/20 Median Newbuild Sales No Data £1 - £200,000 £200,001 - £300,000 £300,001 - £350,000 £350,001 - £400,000 £400,001 - £450,000 £450,001 - £500,000 £500,001 - £550,000 This data covers transactions received at Land Registry from 01/01/19 to 25/06/2020 © Crown Copyright 2020. Contains Ordnance Survey data © Crown Copyright and Database Right 2020. Contains public sector information licensed under the Open Government Licence v3.0

Source: Land Registry (July 2020) Contains HM Land Registry data © Crown copyright and database 2020. This data is licensed under the Open Government Licence v3.0



Newbuild Sales Prices

- 4.25 This study is concerned with the development of residential property so the key input for the appraisals is the price of new units. Recent newbuild sales prices from the Land Registry have been reviewed and a survey of new homes for sale during December 2019 was carried out. As set out above, the Land Registry publishes data of all homes sold. Across the DDC area 220 newbuild home sales are recorded since the start of 2019 (of which 207 have an EPC). These transactions (as recorded by the Land Registry) are summarised in the following table and detailed in **Appendix 5**. Each dwelling sold requires an Energy Performance Certificate (EPC)²⁸. The EPC contains the floor area (the Gross Internal Area GIA). This information is also included in **Appendix 5**.
- 4.26 The price paid data from the Land Registry has been married with the floor area from the EPC Register. The HBF Guidance raises concerns about the use of EPC data highlighting a discrepancy between unit sizes on the EPC Register saying:

Internal areas obtained from Energy Performance Certificates are used in revenue / coverage calculations. However, these generally do not represent actual Gross Internal Area as the calculation methodology is different.

- 4.27 We understand that this relates, at least in part, to internal garages for the purpose of this study (which is mainly concerned with houses rather than flats). Internal garages are not included within the EPC area but can be included in the developers' own records. Whilst some new homes do have internal garages this is a minority (8 out of the 46 (17%) or so being advertised for sale at the time of this report). Bearing in mind the need to establish the values on a £/m² basis, this data can still be given considerable weight.
- 4.28 Further, the HBF Guidance suggests that the EPC information may not be reliable and understated the size of the buildings in question with the consequence of overstating the value when considered on a £/m² basis. Whilst we note these concerns, the guidance for undertaking EPCs which states²⁹:

When undertaking internal dimensions measure between the inner surfaces of the external or party walls. Any internal elements (partitions, internal floors, walls, roofs) are disregarded.

In general, rooms and other spaces, such as built in cupboards, should be included in the calculation of the floor area where these directly accessible from the occupied dwelling. However, unheated spaces clearly divided from the dwelling should not be included.

4.29 Additionally, the EPC guidance describes the floor area as follows³⁰:

The total useful floor area is the total area of all enclosed spaces measured to the internal face of the external walls, that is to say it is the gross floor area as measured in accordance with guidance issued to surveyors:

³⁰ Improving the energy efficiency of our buildings. A guide to energy performance certificates for the marketing, sale and let of dwellings. April 2014, Department for Communities and Local Government.



²⁸ https://www.epcregister.com/

²⁹ Page 6, Energy Performance Certificates for Existing Dwellings. RdSAP Manual. Version 8.0

- a. the area of sloping surfaces such as staircases, galleries, raked auditoria, and tiered terraces should be taken as their area on the plan; and
- areas that are not enclosed, such as open floors, covered ways and balconies, are excluded.
- 4.30 As set out in Chapters 2 and 3 above, the work in this study is based on existing available evidence and is proportionate. It is our firm view that the use of EPC data is appropriate in a study of this type. As with any dataset there are bound to be discrepancies and occasions where there is an element of human error, however the substantial sample size and use of averages will minimise this.
- 4.31 The HBF Guidance suggests that the Land Registry was not a good source for newbuild homes saying that it does not show the incentives that were included (such as Stamp Duty contributions, flooring, white goods, turfing, costs/losses associated with part exchange transactions, mortgage subsidy schemes run by some developers, etc). It is accepted that some developers offer incentives that are not reflected in the price recorded on the Land Registry. As set out below, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers.
- 4.32 The Land Registry data can be broken down by house type and is summarised as follows.

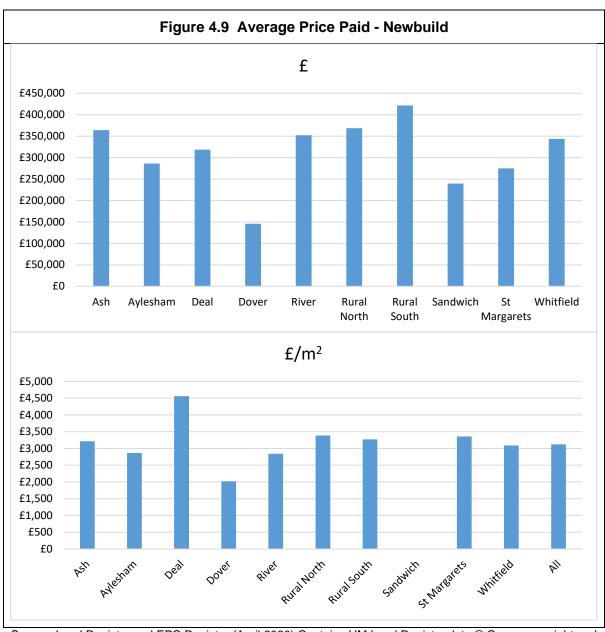


Table 4.6 Prices Paid – Newbuild Homes

		Detached			Flats		Se	mi-detach	ied		Terraced			All	
	Count	Average	Average	Count	Average	Average	Count	Average	Average	Count	Average	Average	Count	Average	Average
		£	£/m2		£	£/m2		£	£/m2		£	£/m2		£	£/m2
Ash	2	£450,000	£3,203	0			8	£342,563	£3,217	0			10	£364,050	£3,214
Aylesham	50	£329,047	£2,730	5	£168,630	£3,293	23	£255,798	£3,054	23	£247,784	£2,861	101	£285,920	£2,863
Deal	2	£502,475	£3,340	15	£297,757	£5,161	5	£306,590	£3,238	0			22	£318,375	£4,558
Dover	0			4	£77,625	£1,468	0			6	£191,167	£2,390	10	£145,750	£2,021
River	2	£419,500	£2,821	0			0			5	£325,200	£2,846	7	£352,143	£2,839
Rural North	10	£433,395	£3,160	0			9	£296,328	£3,629	0			19	£368,469	£3,382
Rural South	11	£480,068	£3,279	0			2	£287,500	£3,506	3	£296,333	£3,089	16	£421,547	£3,272
Sandwich	9	£239,444		0			0			0			9	£239,444	
St Margarets	0			0	·		0			1	£275,000	£3,354	1	£275,000	£3,354
Whitfield	17	£384,294	£3,037	0			7	£257,571	£3,257	1	£250,000	£3,247	25	£343,440	£3,086
All	103	£364,068	£2,922	24	£234,167	£4,156	54	£281,514	£3,233	39	£253,488	£2,827	220	£310,031	£3,124

Source: Land Registry and EPC Register (April 2020) Contains HM Land Registry data © Crown copyright and database 2020. This data is licensed under the Open Government Licence v3.0.





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- 4.33 The average price paid is £3,124/m². Care should be taken when considering the disaggregated data as some of the sample sizes are small. Across the area, flats are approximately 25% more expensive than houses, when considered on a £/m² basis.
- 4.34 The above data shows variance across the area, however it necessary to consider the reason for that variance. An important driver of the differences is the situation as well as the location of a site. Based on the existing data, the value will be strongly influenced by the specific site characteristics, the immediate neighbours and the environment.
- 4.35 At the time of this research (June 2020) there were 58 new homes for sale in the District. The analysis of these shows that asking prices for newbuild homes vary very considerably, starting at £150,000 and going up to £1,250,000. The average is £440,000. These are summarised in the following table and set out in detail in **Appendix 6**.



Table 4.7 Summary of Newbuild Asking Prices

		Detache	d	Flats		S	emi-detac	hed	Terraced		i	All			
	Count	Average	Average	Count	Average	Average	Count	Average	Average	Count	Average	Average	Count	Average	Average
		£	£/m2		£	£/m2		£	£/m2		£	£/m2		£	£/m2
Aylesham	0			0			1	£375,000		2	£240,450	£3,419	3	£285,300	£3,419
Deal	6	£425,974	£3,405	1	£259,995		2	£289,950	£3,420	0			9	£377,304	£3,410
Dover	4	£487,500	£3,142	5	£181,000	£2,874	2	£255,000	£3,226	4	£336,250	£3,144	15	£314,000	£3,073
Dover Rural North	3	£725,000	£3,116	0			3	£488,333	£3,304	0			6	£606,667	£3,210
Dover Rural South	9	£520,333	£3,527	0			5	£385,998	£3,451	3	£281,667	£3,820	17	£438,705	£3,542
Eastry	1	£700,000	£3,518	0			0			0			1	£700,000	£3,518
St Margarets	2	£907,500	£3,706	0			0			0			2	£907,500	£3,706
Wingham	4	£536,250	£4,657	1	£795,000	£6,802	0			0	·	·	5	£588,000	£5,730
ALL	29	£552,546	£3,446	7	£279,999	£3,660	13	£373,838	£3,372	9	£296,767	£3,416	58	£439,907	£3,445

Source: Market Survey (July 2020)



- 4.36 During the course of the research, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers. In most cases the feedback was that the units were 'realistically priced' or that, as there is strong demand, significant discounts are not available. When pressed, it appeared that the discounts and incentives offered equate to about 2.5% of the asking prices. It would be prudent to assume that prices achieved, net of incentives offered to buyers, are 2.5% less than the above asking prices.
- 4.37 In this context, through the summer 2020 consultation, a land promoter³¹ commented that:

Agents are reporting a 10% premium during Q2 2020 over advertised price for premium houses in the Deal area and a slight contraction in those in Sandwich. Things may regress as the autumn progresses but perhaps at a slower rate than the region and the country as a whole.

Price Assumptions for Financial Appraisals

- 4.38 It is necessary to form a view about the appropriate prices for the schemes to be appraised in the study. The preceding analysis does not reveal simple clear patterns with sharp boundaries. It is necessary to relate this to the pattern of development expected to come forward in the future. Bringing together the evidence above (which we acknowledge is varied) the following approach is taken.
 - a) <u>Brownfield Sites</u>. In terms of value, the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. So the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than in which particular ward or postcode sector the scheme is located. Development is likely to be of a higher density than the greenfield sites and be based around schemes of flats, semi-detached housing and terraces with a low proportion of detached units.
 - b) <u>'Urban' Flatted Schemes</u>. This is considered to be a separate development type that is only likely to take place in the town centres. These are modelled as conventional development and on a Build to Rent basis (see below).
 - c) <u>Large Greenfield Sites.</u> These are the potential Strategic Sites, and large greenfield sites (over 200 units or so).
 - d) <u>Medium Greenfield Sites</u>. These are the greenfield sites in the range of 10 to 200 units that are likely to be brought forward by a single developer.
 - e) <u>Small Greenfield Sites</u>. These areas are in the smaller settlements and villages in the countryside. A premium value is applied to these.
- 4.39 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area, and the assumptions used by developers in appraisals

³¹ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.



56

submitted through the development management process, the prices put to the consultation are as in the table below.

4.40 It is important to note that this is a broad brush, high level study to test DDC's emerging Plan, as required by the NPPF. The values between new developments and within new developments will vary considerably. No single source of data should be used in isolation and it is necessary is draw on the widest range sources of data.

Table 4.8 Pre-consultation Residential Typology Price Assumptions (£/m²)										
	Coastal Towns and South North Aylesham and N&W Dover Town									
Brownfield	£3,350		£3,200	£2,300						
Urban Flatted Schemes	£5,000		£3,300	£2,300						
Large Greenfield Sites	£3,600	£3,170	£3,200							
Medium Greenfield Sites	£3,600	£3,170	£3,200							
Small Greenfield Sites	£3,750	£3,500	£3,200							

Source: HDH (July 2020)

- 4.41 Through the Summer 2020 consultation, the following points were made:
 - a. A housebuilder³² suggested that a finer gained approach should be taken, although did not provide any supporting information or propose an alternative. They went on to say the derivation of the values should be further explained, and that the values attributed to the Coastal Towns and South 'look particularly high'.
 - b. A housebuilder³³ commented:

We support the assumptions on selling prices set out in Table 4.7 although we do believe there could be a slight increase for North Dover.

- c. A site owner³⁴ agreed the values.
- d. A developer³⁵ provided example transactions with an average of about £3,060/m² at Aylesham.
- 4.42 To a large extent we agree it would be preferable to take a finer grained approach, however there is insufficient robust data to support such an approach due to the relatively low number of transactions.

³⁵ These were provided on a confidential basis, so are not specifically attributed.



³² C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

³³ Persimmon Homes with regard to Aylesham and Whitfield.

³⁴ Peter Wynn, Homes England, with regard to Connaught Barracks.

4.43 Following the consultation, the residential value assumptions were updated as follows, where the following areas are used:

Higher Being the north of the District.

Medium Being the Coastal Towns to the east of the District and the Rural areas and

settlements to the south of the District.

Lower Being the sites within and adjacent to Aylesham and the sites adjacent to

wider Dover, principally to the north and west of the Dover built-up area, and

Whitfield.

Dover Town Being the relatively tightly defined area of the built-up area of Dover.

4.44

Table 4.9 Post-Consultation Residential Price Assumptions (£/m²)										
Higher Medium Lower Dover Town										
Brownfield		£3,350	£3,200	£2,300						
Urban Flatted Schemes		£4,250	£3,300	£2,300						
Large Greenfield Sites	£3,350	£3,300	£3,100							
Medium Greenfield Sites	£3,350	£3,300	£3,100							
Small Greenfield Sites	£3,500	£3,500	£3,100							

Source: HDH (September 2020)

Ground Rents

4.45 Over the last 20 or so years many new homes have been sold subject to a ground rent. Such ground rents have recently become a controversial and political topic. In this study, no allowance is made for residential ground rents³⁶.

Build to Rent

- 4.46 The Council has not seen Build to Rent schemes coming forward however this is a growing development format. The Build to Rent sector is a different sector to mainstream housing. The value of housing that is restricted to being Private Rented Sector (PRS) housing is different to that of unrestricted market housing. Having said this, at present the Council have no policy reason nor justification to impose a planning condition restricting the use of a housing scheme to the PRS. This is quite different to Affordable Housing where there is evidence and policies to support restricting the use of some housing to Affordable Housing.
- 4.47 The value of the units in the PRS (where their use is restricted to PRS) is, in large part, the worth of the income that the completed let unit will produce (the rent). This will depend on the

³⁶ In October 2018 the Communities Secretary announced that majority of newbuild houses should be sold as freehold and new leases to be capped at £10. https://www.gov.uk/government/news/communities-secretary-signals-end-to-unfair-leasehold-practices



amount of the rent and the cost of managing the property (letting, voids, rent collection, repairs etc.). This is well summarised in *Unlocking the Benefits and Potential of Built to Rent*, A British Property Federation report commissioned from Savills, academically reviewed by LSE, and sponsored by Barclays (February 2017):

A common comment from BTR players is that BTR schemes tend to put a lower value on development sites than for sale appraisals. Residential development is different to commercial in that it has two potential end users - owners and renters. Where developers can sell on a retail basis to owners (or investors paying retail prices - i.e. buy to let investors) this has been the preferred route to market as values tend to exceed institutional investment pricing, which is based on a multiple of the rental income. This was described as "BTR is very much a yield-based pricing model.

4.48 In estimating the likely level of rent, we have undertaken a survey of market rents across the Council area, the data presented below excludes the very high rents associated with golf courses:



Dover £475 £792 £777 Deal £700 £96 Sandwich £750 £90 Aylesham £800 £95 Ash £1,295 £90 Eastry £1,70 St Margaret's Shepherdswell Wingham £1,185 Rural North £1,135 £1,50 Rural South £500 £850 £95 £1,800 £1,400 £1,200 £1,400 £1,200 £1,000 £800 £800 £600 £400 £200 £200 £000 £200 <	Table 4.10 Rents Reported by Rightmove (£/month)											
Deal £700 £96 Sandwich £750 £90 Aylesham £800 £95 Ash £1,295 £90 Eastry £1,70 St Margaret's Shepherdswell Wingham £1,185 Rural North £1,135 £1,50 Rural South £500 £850 £95 £1,800 £1,600 £1,400 £1,200 £1,400 £1,200 £1,000 £600 £400 £200 £000 £1,400 £1,200		1 bed	2 beds	3 beds	4 beds							
Sandwich £750 £90 Aylesham £800 £95 Ash £1,295 £90 Eastry £1,70 St Margaret's Shepherdswell Wingham £1,185 Rural North £1,135 £1,50 Rural South £500 £850 £95 £1,800 £1,600 £1,400 £1,200 £1,000 £1,400 £1,200 £1,000 £1,000 £1,200 £1,000 £1,200 £1,000	Dover	£475	£792	£775	£850							
Aylesham £800 £95 Ash £1,295 £90 Eastry £1,70 St Margaret's Shepherdswell Wingham £1,185 Rural North £1,135 £1,50 Rural South £500 £850 £95 £1,800 £1,600 £1,400 £1,000 £800 £600 £4400 £200 £0	Deal		£700	£960								
Ash £1,295 £90 Eastry £1,70 St Margaret's Shepherdswell Wingham £1,185 Rural North £1,135 £1,50 Rural South £500 £850 £95 £1,800 £1,400 £1,400 £1,200 £1,000 £1,000 £800 £400 £400 £200 £000 £000 £000 £000 £0	Sandwich		£750	£900	£2,500							
Eastry £1,700 St Margaret's Shepherdswell Wingham £1,185 Rural North £1,135 £1,500 Rural South £500 £850 £95 £1,800 £1,600 £1,600 £1,400 £1,200 £1,000 £1,000 £800 £600 £400 £200 £000	Aylesham		£800	£950								
St Margaret's Shepherdswell Wingham £1,185 Rural North £1,135 £1,50 Rural South £500 £850 £95 £1,800 £1,600 £1,400 £1,200 £1,000 £1,000 £880 £600 £400 £400 £200 £600 £400 £200 £600	Ash		£1,295	£900								
Shepherdswell Wingham £1,185 Rural North £1,135 £1,50 Rural South £500 £850 £95 £1,600 £1,400 £1,200 £1,000 £800 £400 £200 £0	Eastry			£1,700								
Wingham £1,185 Rural North £1,135 £1,50 Rural South £500 £850 £95 £1,800 £1,600 £1,400 £1,200 £1,200 £1,000 £600<	St Margaret's											
Rural North £1,135 £1,500 Rural South £500 £850 £95 £1,800 £1,600 £1,400 £1,200 £1,000 £800 £600 £400 £200 £0	Shepherdswell											
Rural South £500 £850 £95 £1,800 £1,600 £1,400 £1,200 £1,000 £800 £600 £400 £200 £0	Wingham		£1,185		£1,350							
£1,800 £1,600 £1,400 £1,200 £1,000 £800 £600 £400 £200 £0	Rural North £1,135 £1,500											
£1,600 £1,400 £1,200 £1,000 £800 £600 £400 £200 £0	Rural South £500 £850 £950											
St. She.	£1,600 £1,400 £1,200 £1,000 £800 £600 £400 £200 £0											
■1 bed ■2 bed ■3 bed												

Source: Rightmove.co.uk (July 2020)

- 4.49 In this context, through the summer 2020 consultation, a land promoter³⁷ commented in relation the caravan and holiday park market. It is confirmed that the above figures only relate to conventional houses and flats. Bearing in mind the purpose of this report, we believe this to be appropriate.
- 4.50 In calculating the value of PRS units it is necessary to consider the yields. Several sources of information have been reviewed. Savills in their *Investing in Private Rent* (Savills, 2018) report a North-South divide:

³⁷ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.



Net initial yields on BTR deals averaged 4.3 per cent between 2015 and 2017. But that hides substantial regional variation. While half that investment took place in London, where yields averaged 3.8 per cent, across Scotland and the north of England the average yield was 4.9 per cent. In London and the South, the income returns from funding deals are higher than on standing investments, as you might expect. In the North, this is not necessarily the case, given issues over the quality of some of the existing rental stock and the rental covenant attached to it, all limited by the fact that we're yet to see any of the purpose-built kit trade yet. As investors focus more on the potential growth of the income stream and less on the track record of local house price growth, we expect yields from purpose-built assets to show less regional variation.

- 4.51 Knight Frank in its *Residential Yield Guide* (February 2018) reported a 4.0% to 4.24% yield in Prime Regional Cites and 5.0% to 5.25% in Secondary Regional Cities.
- 4.52 Having considered a range of sources, a gross yield of 5% has been assumed. It is also assumed that such development will be flatted and in or close to the town centres. In considering the rents to use in this assessment it is necessary to appreciate that much of the exiting rental stock is relatively poor, so new PRS units are likely to have rental values that are well in excess of the averages, with yields that are above the averages.

Table 4.11 Capitalisation of Private Rents											
1 bed 2 bed 3 bed 4 l											
Gross Rent (£/month)	£488	£938	£1,079	£1,800							
Gross Rent (£/annum)	£5,850	£11,261	£12,953	£21,600							
Value	£117,000	£225,210	£259,050	£432,000							
m ²	50	70	84	97							
£/m²	£2,340	£3,217	£3,084	£4,454							

Source: HDH (July 2020)

4.53 In this study we have assumed a value for private rent, in all areas, of £3,100/m².

Affordable Housing

4.54 A core output of this study is advice as to level of the Affordable Housing requirement. The current requirement is for 30% and this forms the base assumption in this assessment. A range of requirements and tenure mixes are tested. In this study it is assumed that such housing is constructed by the site developer and then sold to a Registered Provider (RP). This is a simplification of reality as there are many ways in which Affordable Housing is delivered, including the transfer of free land to RPs for them to build on, or the retention of the units by the scheme's overall developer.

Affordable Housing Values

4.55 Prior to the Summer 2015 Budget, Affordable Rents were set at up to 80% of open market rent and generally went up, annually, by inflation (CPI) plus 1%, and Social Rents were set through a formula, again with an annual inflation plus 1% increase. Under arrangements announced in 2013, these provisions were to prevail until 2023, and formed the basis of many housing associations' and other providers' business plans. Housing associations knew their



rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them attractive as each year the rent would always be a little more relative to inflation.

4.56 In the 2015 Budget, it was announced that Social Rents and Affordable Rents would be reduced by 1% per year for 4 years. This change reduced the value of Affordable Housing. In October 2017 the Government announced that Rents will rise by CPI +1% for five years from 2020. The values of Affordable Housing have been considered in this basis.

Social Rent

4.57 The value of a social rented property is a factor of the rent – although the condition and demand for the units also have an impact. Social Rents are set through a national formula that smooths the differences between individual properties and ensures properties of a similar type pay a similar rent:

Table 4.12 General Needs (Social Rent) - Dover					
Average weekly net rent (£ per week) by unit size for Dover - Large PRPs				£ per week	
Unit Size	Net	Social	Service	Gross	Unit
	rent	rent rate	charge^	rent^	count
Non-self-contained	£0.00	£0.00	£0.00	£0.00	0
Bedsit	£61.85	£61.85	£8.06	£69.92	18
1 Bedroom	£77.38	£76.34	£11.21	£88.13	486
2 Bedroom	£89.42	£88.80	£5.87	£94.17	739
3 Bedroom	£100.04	£97.86	£4.88	£102.93	505
4 Bedroom	£113.33	£116.04	£2.51	£115.01	36
5 Bedroom	£0.00	£0.00	£0.00	£0.00	0
6+ Bedroom	£0.00	£0.00	£0.00	£0.00	0
All self-contained	£89.35	£88.20	£7.40	£95.17	1,784
All stock sizes	£89.35	£88.20	£7.40	£95.17	1,784

Owned stock. Large PRPs only - unweighted. Excludes Affordable Rent and intermediate rent, but includes other units with an absolute exception for the WRWA 2016. Stock outside England is excluded.

Source: Table 9, RSH SDR 2019 – Data Tool38

4.58 This study concerns only the value of newly built homes. There seems to be relatively little difference in the amounts paid by RPs for such units across the area. In this study, the value

³⁸ https://www.gov.uk/government/statistics/statistical-data-return-2018-to-2019



of Social Rents is assessed assuming 10% management costs, 4% voids and bad debts and 6% repairs. These are capitalised at 4.25%.

Table 4.13 Capitalisation of Social Rents					
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms	
Gross Rent (£/month)	£335	£387	£434	£491	
Gross Rent (£/annum)	£4,024	£4,650	£5,202	£5,893	
Net Rent	£3,219.01	£3,719.87	£4,161.66	£4,714.53	
Value	£75,741	£87,526	£97,922	£110,930	
m ²	50	70	84	97	
£/m²	£1,515	£1,250	£1,166	£1,144	

Source: HDH (July 2020)

- 4.59 On this basis, a value of £1,270/m² across the study area is assumed, although it is important to note that the Council is expecting affordable housing for rent to be delivered as Affordable Rent rather than Social Rent.
- 4.60 In this regard, a housebuilder³⁹ suggested that this value would only be underpinned by a 'dominate presence of 1 bedroom units' which is not what the SHMA (or the emerging policy) seeks. Whilst this comment is noted, the assumption is considered to be appropriate and representative.

Affordable Rent

- 4.61 Under Affordable Rent, a rent of no more than 80% of the market rent for that unit can be charged. In estimating the likely level of Affordable Rent, a survey of market rents across the DDC area has been undertaken and is set out under the Build to Rent heading above.
- 4.62 As part of the reforms to the social security system, housing benefit /local housing allowance is capped at the 3rd decile of open market rents for that property type, so in practice Affordable Rents are unlikely to be set above these levels (although they can be). The cap is set by the Valuation Office Agency (VOA) by Broad Rental Market Area (BRMA). Where this is below the level of Affordable Rent at 80% of the median rent, it is assumed that the Affordable Rent is set at the LHA Cap.

³⁹ C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.



Table 4.14 BRMA LHA Caps (£/Week)				
	Canterbury BRMA	Dover- Shepway BRMA		
Shared Accommodation	£78.59	£65.00		
One Bedroom	£136.93	£100.11		
Two Bedrooms	£182.96	£132.33		
Three Bedrooms	£224.38	£172.60		
Four Bedrooms	£287.67	£207.12		

Source: VOA (July 2020)

4.63 The majority of planned development is to be in the Dover-Shepway BRMA. These caps are generally similar to the Affordable Rents being charged as reported in the most recent HCA data release (although this data covers both newbuild and existing homes).

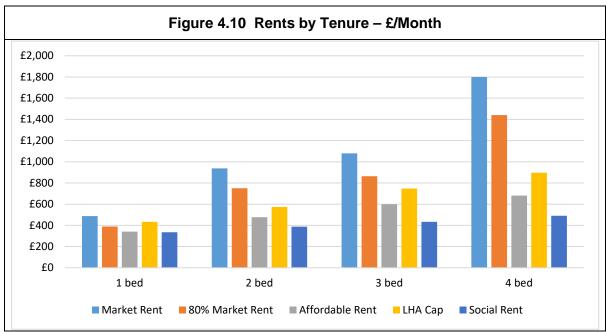
Table 4.15 Affordable Rent General Needs - Dover				
Average weekly gross rent (£ per week) and unit counts by unit size for Dover £ per week				
Unit Size	Gross Un			
	rent	count		
Non-self-contained	£0.00	0		
Bedsit	£0.00	0		
1 Bedroom	£78.63	28		
2 Bedroom	£110.22	130		
3 Bedroom	£138.38	69		
4 Bedroom	£157.26	10		
5 Bedroom	£0.00	0		
6+ Bedroom	£0.00	0		
All self-contained	£116.67	237		
All stock sizes	£116.67	237		
Owned stock. All PRPs owning Affordable Rent units - unweighted. Stock outside England is excluded.				

Source: Table11, RSH SDR 2019 – Data Tool⁴⁰

4.64 The rents can be summarised as follows.

 $^{^{40}\} https://www.gov.uk/government/statistics/statistical-data-return-2018-to-2019$





Source: Market Survey, HCA Statistical Return and VOA (July 2020)

4.65 In calculating the value of Affordable Rent we have allowed for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 4.25%. It is assumed that the Affordable Rent is no more than the LHA cap. On this basis affordable rented property has the following worth.

Table 4.16 Capitalisation of Affordable Rents				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/month)	£390	£573	£748	£898
Gross Rent (£/annum)	£4,680	£6,881	£8,975	£10,770
Net Rent	£3,744	£5,505	£7,180	£8,616
Value	£88,094	£129,528	£168,945	£202,734
m ²	50	70	84	97
£/m²	£1,762	£1,850	£2,011	£2,090

Source: HDH (July2020)

4.66 Using this method to assess the value of Affordable Housing, under the Affordable Rent tenure, a value of £1,930/m² across all areas is derived. A land promoter⁴¹ suggested that a 300 plus caravan-based location should be included in the evidence as this could impact on the affordable housing figures (we assume values in this context). The value of affordable housing has been assessed from first principles, based on expected rents and yields. Caravans would not fall within the definition of affordable housing set out in the NPPF.

⁴¹ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.



A developer⁴² provided example transactions at £2,272/m² at Aylesham, being about 75% of 4.67 market value. Being somewhat higher than the assumption used.

Intermediate Products for Sale

- 4.68 Intermediate products for sale include shared ownership and shared equity products⁴³. Nationally, the demand for these has lessened, perhaps due to the impact of Help to Buy. We have found little evidence of the availability of such products in the study area, although DDC reports a need for affordable home ownership options and that a 50% initial share is the norm. We have assumed a value of 70% of open market value for these units. These values are based on purchasers buying an initial 30% share of a property and a 2.75% 44 per annum rent payable on the equity retained. The rental income is capitalised at 4 % having made a 5% management allowance.
- 4.69 The following table shows 'typical' values for shared ownership housing at a range of proportions sold:

Market Value % Sold Rent Value £/m2 £/m2 % OMV m2 £/year 95 3,150 30% 2.75% 144,014 299,250 89,775 5,761 233,789 2,461 78.13% 95 3,150 299,250 40% 119,700 2.75% 4,938 123,441 243,141 2,559 81.25% 299,250 95 3,150 50% 149,625 2.75% 4,115 102,867 252,492 2,658 84.38% 95 3,150 299,250 60% 179,550 2.75% 3,292 82,294 261,844 2,756 87.50% 95 299,250 70% 209,475 2.75% 2,469 61,720 271,195 2,855 3,150 90.63% 95 239,400 41,147 3,150 299,250 80% 2.75% 1,646 280,547 2,953 93.75%

Table 4.17 Value of Shared Ownership Housing at 30% to 80% of Proportion Sold

Source: HDH 2020

Grant Funding

It is assumed that grant is not available. 4.70

Older People's Housing

4.71 Housing for older people is generally a growing sector due to the demographic changes of the aging population. The sector brings forward two main types of product that are defined in paragraph 63-010-20190626 of the PPG:

> Retirement living or sheltered housing: This usually consists of purpose-built flats or bungalows with limited communal facilities such as a lounge, laundry room and quest room. It does not generally provide care services, but provides some support to enable residents to live

⁴⁴ A rent of up to 3% may be charged – although we understand that in this area 2.75% is more usual.



⁴² These were provided on a confidential basis. so are not specifically attributed.

⁴³ For the purpose of this assessment it is assumed that the 'affordable home ownership' products, as referred to in paragraph 64 of the 2019 NPPF, fall into this definition,

independently. This can include 24 hour on-site assistance (alarm) and a warden or house manager.

Extra care housing or housing-with-care: This usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an onsite care agency registered through the Care Quality Commission (CQC). Residents are able to live independently with 24 hour access to support services and staff, and meals are also available. There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.

- 4.72 HDH has received general (i.e. national) representations from the Retirement Housing Group (RHG). The RHG is a trade group representing private sector developers and operators of retirement, care and extracare homes. They have set out a case that Sheltered Housing and Extracare Housing should be tested separately. The RHG representations assume the price of a 1 bed Sheltered unit is about 75% of the price of existing 3 bed semi-detached houses and a 2 bed Sheltered property is about equal to the price of an existing 3 bed semi-detached house. In addition, it assumes Extracare Housing is 25% more expensive than Sheltered Housing.
- 4.73 A typical price of a 3 bed semi-detached home has been taken as a starting point. On this basis it is assumed Sheltered and Extracare Housing has the following worth:



Table 4.18 Worth of Sheltered and Extracare				
Dover	Area (m²)	£	£/m²	
3 bed semi-detached		£250,000		
1 bed Sheltered	50	£187,500	£3,750	
2 bed Sheltered	75	£250,000	£3,333	
1 bed Extracare	65	£234,375	£3,606	
2 bed Extracare	80	£312,500	£3,906	
Deal	Area (m²)	£	£/m²	
3 bed semi-detached		£310,000		
1 bed Sheltered	50	£232,500	£4,650	
2 bed Sheltered	75	£310,000	£4,133	
1 bed Extracare	65	£290,625	£4,471	
2 bed Extracare	80	£387,500	£4,844	
Sandwich	Area (m²)	£	£/m²	
3 bed semi-detached		£255,000		
1 bed Sheltered	50	£191,250	£3,825	
2 bed Sheltered	75	£255,000	£3,400	
1 bed Extracare	65	£239,063	£3,678	
2 bed Extracare	80	£318,750	£3,984	
Aylesham	Area (m²)	£	£/m²	
3 bed semi-detached		£245,000		
1 bed Sheltered	50	£183,750	£3,675	
2 bed Sheltered	75	£245,000	£3,267	
1 bed Extracare	65	£229,688	£3,534	
2 bed Extracare	80	£306,250	£3,828	

Source: HDH (July 2020)

- 4.74 We have undertaken a review of older people's schemes within the area. We have looked beyond the strict boundary of the District as relatively few schemes are available in the District.
 - a. English Courtyard Association (Cognatum) has a scheme of six flats and nine cottages at Wingham. The scheme is not complete, however properties are available to reserve from £560,000. No details have been released.
 - b. Churchill Retirement Homes' Godwin Lodge scheme at Ark Lane Deal, is made up of 41 retirement flats. The 1 bedroom flats start at £281,950 and the 2 bedroom flats start at £384,950.
 - c. McCarthy & Stone have schemes in Dover and Canterbury. The scheme at Charlton Green, Dover is under construction, however prices have not been released. The scheme at New Dover Road, Canterbury, has received planning consent but no further details are available.



- 4.75 Based on the above, a value of £4,300/m² is assumed for Sheltered Housing and £4,650/m² is assumed for Extracare in Deal, and a value of £3,550/m² is assumed for Sheltered Housing and £3,750/m² is assumed for Extracare elsewhere.
- 4.76 No allowance is made for ground rents. The typical value of the ground rents on these types of units would be about £3,850/unit.
- 4.77 The value of units as Affordable Housing has also been considered. It has not been possible to find any directly comparable schemes where housing associations have purchased social units in a market led extracare development. Private sector developers have been consulted. They have indicated that whilst they have never disposed of any units in this way they would expect the value to be in line with other Affordable Housing however they stressed that the buyer (be that the local authority or housing association) would need to undertake to meet the full service and care charges.





5. Non-Residential Market

- 5.1 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the study. There is no need to consider all types of development in all situations and certainly no point in testing the types of scheme that are unlikely to come forward as planned development. In this study we have considered the larger format office and industrial use and retail uses and hotel uses.
- 5.2 Across DDC, market conditions broadly reflect a combination of national economic circumstances and local supply and demand factors. However, even within the District, there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

National Overview

5.3 The various non-residential markets in the DDC area reflect national trends, in particular, the uncertainties as a result of the coronavirus pandemic. An uncertain sentiment has been reported in the press:

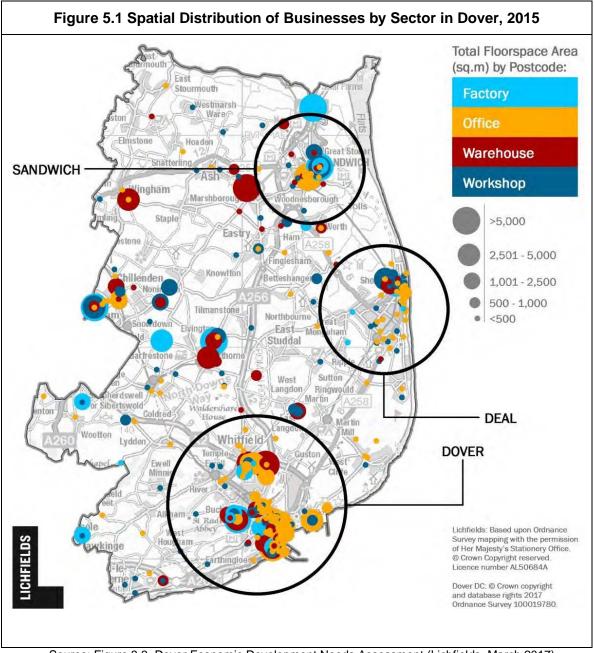
As would be expected given the ongoing Covid-19 outbreak, the Q1 2020 RICS UK Commercial Property Survey results point to a sharp deterioration in market sentiment. Following what appeared to be a promising start to the year through January and February according to anecdotal evidence, social distancing measures and forced business closures have severely restricted activity and will unfortunately continue to weigh heavily on the outlook over the coming months.

RICS – Q1 2020: UK Commercial Property Market Survey

Non-Residential Market

- 5.4 The *Dover Economic Development Needs Assessment* (Lichfields, March 2017) includes a detailed assessment of the local employment markets so that will not be repeated here.
- 5.5 As would be expected, Dover is the focus of economic activity, being a major port and the terminus for the Channel Tunnel. Having said this, Deal and Sandwich are also major local centres, and as shown on the following map, activity is spread throughout the District.





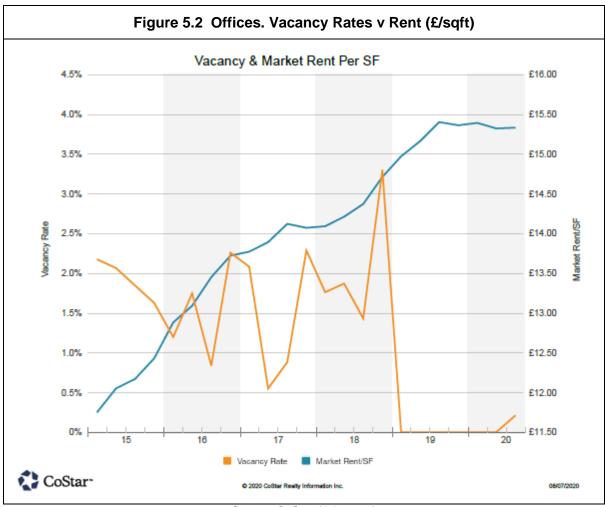
Source: Figure 3.3, Dover Economic Development Needs Assessment (Lichfields, March 2017)

- 5.6 This study is concerned with new property that is likely to be purpose built. There is little evidence of a significant variance in price for newer premises more suited to modern business, although very local factors (such as the access to transport network) are important.
- 5.7 Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.co.uk). In addition, information from CoStar (a property industry intelligence subscription service) has been used. Much of this commercial space is 'second hand' and not of the configuration, type and condition of new space that may come forward in the future, so is likely to command a lower rent than new property in a convenient well accessed location with car parking and that is well suited to the modern business environment. **Appendix 7** includes market data from CoStar.



Offices

- 5.8 The Dover market is a local market. To a large extent it does not compete with the more established, substantial markets of Canterbury and Ashford. Historically, office demand is predominately local and for premises of less than 1,000m². On the whole, office uses are concentrated in the town centres. More recently, purpose-built space has come forward at the White Cliffs Business Park at Dover and at the Discovery Park at Sandwich. Discovery Park is the old Pfizer campus and was an Enterprise Zone with various incentives. It is now marketed as a Life Science Opportunity Zone.
- 5.9 CoStar data shows an increase in rents and a decrease in vacancy, in the office sector over the last five years.



Source: CoStar (July 2020)

5.10 CoStar is currently reporting rents (for all types of office) of about £115/m²/year (£10.70sqft/year). On the whole, these buildings are not modern offices that are best suited to current work practices. Newer offices, with adequate parking and with a flexible layout, are



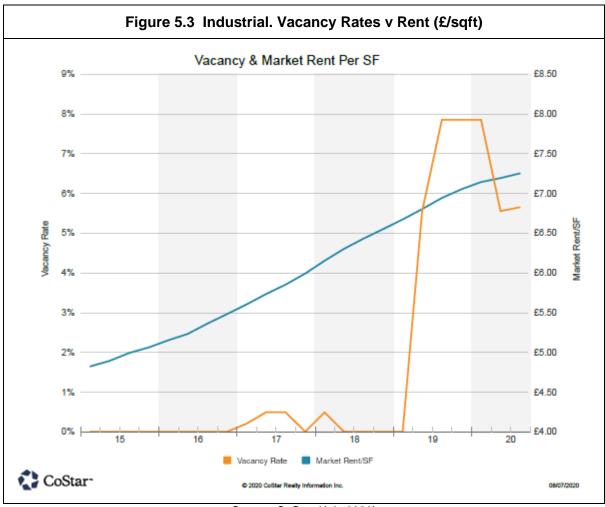
- somewhat more being between £160/m²/year to £215/m²/year (£15sqft/year to £20sqft/year)⁴⁵.
- 5.11 CoStar does not report a yield. We would expect larger units (or groups of units) to achieve a yield of less than 7% or so, with smaller units (being a little less attractive to investors) a yield of 7.5% or so.
- 5.12 The Ashford Property Market Report 2019/20 reports rents about £75/m²/year in Dover. These are somewhat lower than those reported in Ashford (£215/m²/year) or Canterbury (£194/m²/year).
- 5.13 On this basis new office development would have a value of £2,500/m² (£232/sqft) in larger schemes and about £2,100/m² (£195/sqft) in smaller schemes (having allowed for a rent free / void period of 12 months). CoStar reports average sales prices being somewhat less than these, however the sample is dominated by older units, with less good facilities.
- 5.14 Bearing in mind the nature of the new development that this study is concerned with, office development is assumed to have a value of £2,500/m² for larger units and £2,100/m² for smaller units.

Industrial and Distribution

5.15 Industrial space is distributed throughout the District, both in the traditional valley sites such as Coombe Valley and the newer schemes (such as White Cliffe Business Park and Discovery Park). CoStar data also shows a steady increase in rents over the last five years in the industrial sector, and very low vacancies:

⁴⁵ Note: the rents at Discovery Park tend to be a little less at about £120/m²/year.





Source: CoStar (July 2020)

- 5.16 CoStar is currently reporting average rents (for all types of industrial space) of about £75/m²/year (£7/sqft/year). More modern buildings that are well located and with adequate parking are securing rents that are higher at about £118/m²/year (£11/sqft/year). There is little differentiation of rents relative to the size of the units.
- 5.17 CoStar reports a yield of 8%, but this is based on a small sample. We would expect larger units (or groups of units) to achieve a yield of about 7% or so, with smaller units a yield of 9% or so.
- 5.18 The Ashford Property Market Report 2019/20 reports rents about £65/m²/year in Dover. These are lower than those reported in Ashford (£97/m²/year) or Canterbury (£75/m²/year).
- 5.19 On this basis new industrial development would have a value of £1,000/m² (£93/sqft) on larger schemes and £715/m² (£66.50sqft) on smaller schemes (having allowed for a rent free / void period of 12 months). CoStar reports a median sales price for newer buildings of a little less than £1,030m² (£96/sqft) although agents suggest that they would expect a higher figure. Bearing in mind the nature of the new development that this study is concerned with, industrial development is assumed to have a value of £1,335/m².

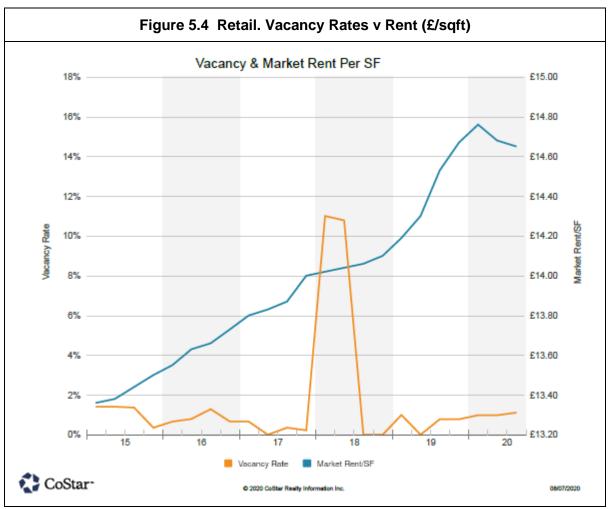


Retail

- 5.20 Dover is a local, rather than a regional shopping destination, taking the role of a traditional market town. The smaller market towns also have a distinct place in the retail hierarchy of the District, however the shopping offer is overshadowed by Canterbury and the easy access to London. The market towns are busy with a broad range of local shops and services.
- 5.21 Even before the Coronavirus pandemic, the retail market is in a period of uncertainty. The rise in the online retailer sector has put pressure on the high street and shopping centres. Several national chains have been put into administration or have entered a Company Voluntary Arrangements (CVA)⁴⁶. The value of shopping centres in particular has been put under pressure and is less attractive to investors than it was just a few years ago. Bearing in mind the gloomy picture, it is surprising that the CoStar data shows low vacancies over the last 5 years, when many places have seen an increase. The Council's internal commercial monitoring shows that Dover Town Centre has higher than average vacancy rates within the town centre boundary although Sandwich and Deal are lower. A fall in rents is to be expected.

⁴⁶ A CVA is a legally binding agreement with a company's creditors. As part of the process companies (subject to the circumstances) may be able to renegotiate the terms of a lease.





Source: CoStar (July2020)

- 5.22 The retail market is segmented with the core high street areas of thriving but the remaining areas, being of largely secondary retailing areas doing less well. Retailing in secondary locations is challenging although the data does reveal some surprising high rents, and there are some neighbourhood shopping areas that are thriving.
- 5.23 Across the DDC area rents are generally around £161/m²/year (£15/sqft/year), although there are considerable differences within this. Rents for good units in the central locations are currently over £270/m²/year (£25/sqft/year)⁴⁷ although generally they are below this level at around £250/m²/year (£23/sqft/year). Yields are reported to be in the range of 3.2% to about 11%, with an average of 7.4% and median of 7.5%.
- 5.24 A value (based on a £250/m²/year / 6% yield / 12 month incentive) of £3,931/m² (365/sqft) is derived for town centre, shop-based retail. This is at the top end of the range of values reported by CoStar. A value of £3,000/m² (£278/sqft) is assumed, although it is important to note that such values would be restricted to the central locations.

⁴⁷ These rents are calculated over the whole building area rather than just the sales area.



- 5.25 As one moves away from the best locations into the secondary situations, the rents are normally in the range of £107/m²/year (£10/sqft/year) to £160/m²/year (£15/sqft/year), although yields are rather higher at around 10% to give a value of £1,200/m² (£110/sqft) or so.
- 5.26 The Ashford Property Market Report 2019/20 reports prime retail rents about £215/m²/year in Dover. These are lower than those reported in Ashfield (£511/m²/year) or Canterbury (£1,076/m²/year).
- 5.27 We have given consideration to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the DDC area, however drawing on our wider experience we have assumed supermarket rents of £280/m²/year (£26/sqft/year) with a yield of 5% to give a value of £5,300/m² (£492/sqft). This reflects the increased confidence in this sector after a difficult period faced by the traditional supermarket operators.
- 5.28 In the case of retail warehouses, there has been a change within the market over the last few years with a move towards more smaller stores on out of town retail parks and employment areas. Whilst little such development is planned it may be that some of the existing out of town / retail warehouse space will be redeveloped. We have assumed a rent of £200/m²/year (£18.60/sqft/year) and a yield of 6% giving a value of £3,000/m² (£280/sqft) (allowing for a 2 year rent free / void period).

Hotels

5.29 For the hotel sector, a rental of £5,000/room/year for newbuild hotels is assumed to apply across the area. Assuming a yield of 5%, this equates to a value of about £4,050/m² (£376/sqft). It is important to note that this study is only concerned with newbuild hotels⁴⁸.

Appraisal Assumptions

5.30 These have been updated as follows:

 $^{^{48}}$ 60 rooms x £5,000 = £300,000. 5% yield = £6,000,00. 60 rooms @19m² + 30% circulation space = £4,049/m²



Table 5.1 Commercial Values £/m² 2019									
	Rent £/m²	Yield	Rent free period		Assumption				
Offices - Large	£180	6.75%	1.0	£2,498	£2,500				
Offices - Small	£180	8.00%	1.0	£2,083	£2,100				
Industrial - Large	£100	7.00%	1.0	£1,335	£1,335				
Industrial - Small	£100	9.00%	1.0	£1,019	£1,335				
Retail - Central	£250	6.00%	1.0	£3,931	£4,000				
Retail (elsewhere)	£130	9.00%	1.0	£1,325	£1,200				
Supermarket	£280	5.00%	1.0	£5,333	£5,300				
Retail warehouse	£200	6.00%	2.0	£2,967	£3,000				
Hotel (per room)	£5,000	5.00%	0.0	£4,049	£4,050				

Source: HDH (July 2020)





6. Land Values

- 6.1 Chapters 2 and 3 set out the methodology used in this study to assess viability. An important element of the assessment is the value of the land. Under the method set out in the updated PPG and recommended in the Harman Guidance, the worth of the land before consideration of any increase in value, from a use that may be permitted through a planning consent, is the Existing Use Value (EUV). This is used as the starting point for the assessment.
- 6.2 In this chapter, the values of different types of land are considered. The value of land relates closely to the use to which it can be put and will range considerably from site to site. As this is a high-level study, the three main uses, being agricultural, residential and industrial, have been researched. The amount of uplift that may be required to ensure that land will come forward and be released for development has then been considered.
- 6.3 In this context it is important to note that the PPG says (at 10-016-20180724) that the 'Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. For any viability assessment data sources to inform the establishment the landowner premium should include market evidence and can include benchmark land values from other viability assessments'. It is therefore necessary to consider the EUV as a starting point.

Existing Use Values

- 6.4 EUV refers to the value of the land in its current use <u>before planning consent is granted</u>, for example, as agricultural land.
- 6.5 The updated PPG includes a definition of land value as follows:

How should land value be defined for the purpose of viability assessment?

To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. This approach is often called 'existing use value plus' (EUV+).

In order to establish benchmark land value, plan makers, landowners, developers, infrastructure and affordable housing providers should engage and provide evidence to inform this iterative and collaborative process.

PPG: 10-013-20190509

What is meant by existing use value in viability assessment?

Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published



sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).

Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results; valuation office agency data; public sector estate/property teams' locally held evidence.

PPG: 10-015-20190509

- 6.6 It is important to fully appreciate that land value should reflect emerging policy requirements and planning obligations. When considering comparable sites, the value will need to be adjusted to reflect this requirement.
- 6.7 The value of the land for a particular typology (or in due course a particular scheme) needs to be compared with the EUV, to determine if there is another use which would derive more revenue for the landowner. If the Residual Value does not exceed the EUV, then the development is not viable; if there is a surplus (i.e. profit) over and above the 'normal' developer's profit having paid for the land, then there is scope to make developer contributions.
- 6.8 For the purpose of this study, it is necessary to take a comparatively simplistic approach to determining the EUV. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis, the outcome might still be contentious.
- 6.9 The 'model' approach is outlined below:
 - i. For sites in agricultural use, then agricultural land represents the EUV. It is assumed that greenfield sites of 0.5ha or more fall into this category.
 - ii. For paddock and garden land on the edge of or in a smaller settlement a 'paddock' value is adopted. This is assumed for greenfield sites of less than 0.5ha.
 - iii. Where the development is on brownfield land, we have assumed an industrial value. In the town-centres a higher value is considered.

Residential Land

- 6.10 In August 2020, DCLG published *Land value estimates for policy appraisal 2019*⁴⁹. This sets out land values as at May 2017 and was prepared by the Valuation Office Agency (VOA). The Dover District Council figure is £2,350,000/ha. It is important to note this figure assumes nil Affordable Housing. As stressed in the paper, this is a hypothetical situation and 'the figures on this basis, therefore, may be significantly higher than could be reasonably obtained in the actual market'.
- 6.11 The VOA assumes as follows:

⁴⁹ https://www.gov.uk/government/publications/land-value-estimates-for-policy-appraisal-2019



- a. Any liability for the Community Infrastructure Levy (CIL), even where it was planning policy as at 1 April 2019, has been excluded.
- b. It has been assumed that full planning consent is already in place; that no grants are available and that no major allowances need to be made for other s106/s278 costs.
- c. Each site is 1 hectare in area, of regular shape, with services provided up to the boundary, without contamination or abnormal development costs, not in an underground mining area, with road frontage, without risk of flooding, with planning permission granted and that no grant funding is available.
- d. The site will have a net developable area equal to 80% of the gross area (excluding London).
- e. For those local authorities outside London, the hypothetical scheme is for a development of 35, two storey, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.
- 6.12 There are few larger development sites being publicly marketed in the area at the time of this assessment, however there are a number of small development sites being marketed in the area:



Table 6.1 Building Sites for Sale								
		На	Units	Asking Price				
				£	£/ha	£/unit		
Barwick Road	Dover	2.56	220		£0	£0	Ex indistrial site. ##% Affordable.	
Barnsole Road	Staple	0.414	4	£1,200,000	£2,898,551	£300,000	4 detached houses.	
Astley Avenue	Dover	0.451	Industrial	£450,000	£997,783	#VALUE!	Industrial site with varius buildings and hard standings.	
East of Malborough Rd	Deal	0.375	9	£900,000	£2,400,000	£100,000	Consent for 9. Application. Outline awated for 14.	
Station Road	Walmer	0.33	5	£550,000	£1,666,667	£110,000	5 Bungalows (by railway)	
Westcourt Lane	Sheperdswell	0.1328	1	£250,000	£1,882,530	£250,000	Single Plot	
Hammill	Woodnesborough	0.081	1	£225,000	£2,777,778	£225,000	Site of self-build polts	
Woodside Close	Kearsney	0.016	1	£50,000	£3,125,000	£50,000	Not consented	

Source: Market Survey (July 2020)



- 6.13 It is important to note that the above prices are asking prices so reflect the landowner's aspiration. In setting the BLV the important point is the minimum amount a landowner will accept, rather than their aspiration.
- 6.14 Recent transactions based on planning consents over the last few years and price paid information from the Land Registry have been researched and are set out in **Appendix 8.** The data is summarised in the following tables, the amount of Affordable Housing in the scheme is shown, being the key indicator of policy compliance (as required by the PPG).



	Table 6.2 Sales					<u> </u>	
Planning Ref	Site	ha	All Units	Affordable %	Price Paid	£/ha	£/unit
DOV/14/00240	EASTRY HOSPITAL, MILL LANE, EASTRY	3.36	100	10.00%	£1,700,000	£505,952	£17,000
DOV/16/01247	LAND AT WHITE POST FARM, SANDWICH ROAD, ASH	1.21	30	30.00%	No PPD		
DOV/18/00300	AYLESHAM SPORTS CLUB, BURGESS ROAD, CANTERBURY	0.22	19	0.00%	£191,500	£870,455	£10,079
DOV/16/01328	LAND TO THE REAR OF ARCHERS COURT ROAD, WHITFIELD	1.66	28	30.00%	£11,999	£7,228	£429
DOV/17/00892	FORMER GREYHOUND PUBLIC HOUSE, DORMAN AVENUE SOUTH, AYLESHAM	0.27	17	0.00%	£950,000	£3,518,519	£55,882
DOV/17/01114	LAND AT LYING TO THE SOUTH WEST OF WELLS FARM, EASTRY, SANDWICH	2.54	50	30.00%	£1,723,700	£678,622	£34,474
DOV/16/01450	LAND AT FERNFIELD LANE, HAWKINGE	2.1	19	31.58%	No PPD		
DOV/17/00826	LAND AT WEIGHSIDE HOUSE, SANDWICH ROAD, WHITFIELD	0.91	14	0.00%	£1,150,000	£1,263,736	£82,143
DOV/18/00125	EAST STUDDAL NURSERIES, DOWNS ROAD, EAST STUDDAL	0.99	tba	#VALUE!	No PPD		
17/01530	LAND TO THE REAR OF MATTHEWS CLOSE & SOUTHWALL ROAD, DEAL	2.56	63	15.87%			
DOV/18/01322	LAND AT THE MAGISTRATES COURT, PENCESTER ROAD, DOVER CT16 1BS	0.3	46	0.00%	£910,000	£3,033,333	£19,783
DOV/18/00242	LAND AT SUMMERFIELD NURSERY, BARNSOLE ROAD, BARNSOLE, STAPLE, CANTERBURY CT3 1LD	1.39	16	37.50%	£1,663,200	£1,196,547	£103,950
DOV/18/01169	LAND AT THE ROYAL LEISURE CENTRE & SNOOKER CLUB, KING STREET, DEAL, KENT CT14	0.05	16	0.00%	No PPD		
DOV/18/00888	32 LOWER ROAD AND MANOR VIEW NURSERY, LOWER ROAD, TEMPLE EWELL, KENT CT16 3DY	1.03	14	0.00%	£450,000	£436,893	£32,143
DOV/18/00682	LAND AT REAR OF AND INCLUDING 147 ST RICHARDS ROAD, DEAL	0.97	21	28.57%	£1,300,000	£1,340,206	£61,905
DOV/17/01523	LAND AT FORMER BUCKLAND HOSPITAL	1.63	150	0.00%	£1,450,000	£889,571	£9,667
DOV/18/00764	LAND AT STALCO ENGINEERING WORKS AND LAND R/O AND INCLUDING 126 MONGEHAM ROAD, GREAT MONGEHAM	1.12	35	31.43%	Partial PPD		
DOV/19/00243	LAND AT WOODNESBOROUGH ROAD, SANDWICH	5.31	120	30.00%	£336,000	£63,277	£2,800
19/00403	LAND AT WOODNESBOROUGH LANE, EASTRY, KENT	1.07	28	28.57%	£100,000	£93,458	£3,571
19/00669	LAND BETWEEN 107 - 127 CAPEL STREET, CAPEL LE FERNE	1.6	34	29.41%	Partial PPD		
16/01434	FORMER BARWICK SITE, COOMBE VALLEY ROAD	0.2	16	0.00%	£145,000	£725,000	£9,063
18/00468	LAND ADJ TO 1 MALVERN ROAD, DOVER	0.12	17	0.00%	£225,000	£1,875,000	£13,235
18/01263	FORMER UNITED REFORMED CHURCH, HIGH	0.06	16	0.00%	£178,000	£2,966,667	£11,125

Source: DDC and Land Registry (July 2020)



- 6.15 These values are on a whole site (gross area) basis and range considerably. Overall, the average is £1,200,000/ha / £29,000/unit and the median is £880,000/ha / £15,000 per unit. When the outliers and the non-policy compliant schemes are disregarded, the average is about £675,000/ha / £41,000/unit and median is £678,000/ha / £34,000/unit.
- 6.16 Through the summer 2020 consultation, a housebuilder⁵⁰ suggested that 'the sample appears restrictive and not reflect of a whole plan study as the sites reported are predominately of a much smaller nature'. Whilst it is accepted that the sample is limited, it has not been restricted and contains the data that relates to recent consents that is available.
- 6.17 It was also suggested that some of the above data was incorrect saying 'permission DOV/19/00243 is on a large site and it throws the average, so conclusions are quite erroneous'. The data reported is correct, in that it is as recorded by the Land Registry. The comment correctly highlights the challenges in this regard. Not all the data sources are complete or perfect.
- 6.18 In considering the above it is important to note that the PPG 10-014-20190509 says:

Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.

This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.

In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.

- 6.19 The price paid is the maximum the landowner could achieve. The landowner is unlikely to suggest a buyer may be paying an unrealistic amount. The BLV is not the price paid (nor the average of prices paid).
- 6.20 Through the summer 2020 consultation, a housebuilder⁵¹ suggested that the Land Registry data be further researched (including contacting buyers and sellers) with regard to overage. Whilst overage may be payable, this would be in addition to the base price paid. In this

⁵¹ C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.



⁵⁰ C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

assessment we are seeking to establish the minimum price acceptable, not the average or the actual price that a landowner may receive.

- 6.21 Almost all the above sites are smaller sites (rather than being Strategic Sites). In relation to larger sites, and, in particular, larger greenfield sites, these have their own characteristics and are often subject to significant infrastructure costs and open space requirements which result in lower values. In the case of non-residential uses we have taken a similar approach to that taken with residential land except in cases where there is no change of use. Where industrial land is being developed for industrial purposes, we have assumed a BLV of the value of industrial land.
- 6.22 It is necessary to make an assumption about the value of residential land. In this assessment a value of £675,000/ha is assumed for the smaller sites and £400,000/ha for the Strategic Sites.

Previously Developed Land

6.23 Land value estimates for policy appraisal provides a value figure for commercial land. The closest figure is for Brighton and Hove:

Table 6.3 Industrial Land Values								
Industrial Land (DDC)	£/ha	£500,000						
	£/acre	£202,000						
Commercial Land: Office Edge	£/ha	£2,210,000						
of City Centre (Brighton and Hove)	£/acre	£894,000						
Commercial Land: Office Out	£/ha	£1,750,000						
of Town – Business Park (Brighton and Hove)	£/acre	£708,000						

Source: Land value estimates for policy appraisal 2019 (DCLG, August 2020)

- 6.24 Brighton and Hove is a very different place to Dover so this is given little weight.
- 6.25 CoStar (a property market data service) includes details of industrial land. These are summarised in **Appendix 9**. The average for DDC is about £1,665,000/ha (£675,000/acre) and the median £1,235,000 (£275,000/acre) although the sample is small.
- 6.26 A figure of £1,200,000/ha is assumed.

Agricultural and Paddocks

- 6.27 Land value estimates for policy appraisal provides a value figure for agricultural land in the area of £22,500/ha. For agricultural land, a value of £22,500/ha is assumed to apply here.
- 6.28 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive



to neighbouring households for pony paddocks or simply to own to provide some protection and privacy. A higher value of £50,000/ha is used for sites on the edge of the built-up area.

6.29 Through the summer 2020 consultation, a housebuilder⁵² suggested a value of £25,000/ha for agricultural land.

Existing Use Value Assumptions

6.30 In this assessment the following Existing Use Value (EUV) assumptions are used.

Table 6.4 Existing Use Value Land Prices £/ha						
PDL £1,200,000						
Agricultural	£22,500					
Paddock	£50,000					

Source: HDH (September 2020)

- 6.31 Through the summer 2020 consultation, a site owner⁵³ expressed some concern that this approach does not reflect the diversity of values across the District. There is little evidence to suggest a variance in agricultural and paddock values. Where prices vary (and it is agreed that they vary) this is due to site specific factors, rather than geographical differences.
- 6.32 There is a greater variance in the values of industrial land. In part this depends on its status, for example whether the site is an old industrial site, or part of a modern industrial site that is fully serviced. There are also factors such as the proximity to the transport network. In a high-level study of this type it is necessary to make an assumption. The approach taken is believed to be appropriate.

Benchmark Land Values

6.33 The setting of the Benchmark Land Values (BLV) is one of the more challenging parts of a plan-wide viability assessment. The updated PPG makes specific reference to BLV, so it is necessary to address this. As set out in Chapter 2 above, the updated PPG says:

Benchmark land value should:

- be based upon existing use value
- allow for a premium to landowners (including equity resulting from those building their own homes)
- reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and

Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of

⁵³ Peter Wynn, Homes England, with regard to Connaught Barracks.



⁵² Persimmon Homes with regard to Aylesham and Whitfield.

benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.

This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.

In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.

Where viability assessment is used to inform decision making under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan. Local authorities can request data on the price paid for land (or the price expected to be paid through an option agreement).

PPG 10-014-20190509

6.34 With regard to the landowner's premium, the PPG says:

How should the premium to the landowner be defined for viability assessment?

The premium (or the 'plus' in EUV+) is the second component of benchmark land value. It is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.

Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Policy compliance means that the development complies fully with up to date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan. A decision maker can give appropriate weight to emerging policies. Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement).

PPG 10-016-20190509

6.35 It is useful to consider the assumptions used in other studies in other parts of England. We have reviewed Benchmark Land Values used by other councils in England in development plans (albeit from before the PPG was updated in July 2018). These are set out in the table below.



Table 6.5 Benchmark Land Values Used Elsewhere							
Local Authority	Threshold Land Value						
Babergh	£370,000/ha						
Cannock Chase	£100,000-£400,000/ha						
Christchurch & East Dorset	£308,000/ha (un-serviced) £1,235,000/ha (serviced)						
East Hampshire	£450,000/ha						
Erewash	£300,000/ha						
Fenland	£1-2m/ha (serviced)						
Greater Norwich DP	£370,000-£430,000/ha						
Reigate & Banstead	£500,000/ha						
Stafford	£250,000/ha						
Staffordshire Moorlands	£1.26-£1.41m/ha (serviced)						
Warrington	£100,000-£300,000/ha						

Source: Planning Advisory Service (collated by URS)

- 6.36 Care has to be taken drawing on such general figures without understanding the wider context and other assumptions in the studies.
- 6.37 In the pre-consultation iteration of this Viability Assessment, the following Benchmark Land Value assumptions are used:

Brownfield/Urban Sites: EUV Plus 20%.

Greenfield Sites: EUV Plus £400,000/ha.

6.38 Though the summer 2020 consultation, an agent⁵⁴ for a landowner commented as follows:

Transactional evidence in the form of 'minimum land values' within Promotion Agreements is typically higher than what is calculated through applying a premium to the Existing Use Value (based on Carter Jonas' experience on Section 106 agreements relative to lands transactions). Within the commuter belt South of London, Carter Jonas is advising on a site which has a minimum land price (to the landowner) within the Promotion Agreement of £1,606,000/ net developable ha (£650,000 per net developable acre). At the lower end of the scale, on a separate site in the South East of England — one that is very much peripheral in terms of commuting potential — the equivalent figure is £494,000/ net developable ha (£200,000 per net developable acre). In Carter Jonas' experience, minimum land values are correlated with house price.

6.39 No supporting information or examples were provided. On a site with a net developable area of 60% this would equate to a range of £964,000/ha to £296,000/ha on a gross basis.

⁵⁴ Carter Jonas for Trustees of Lord Fitzwalter 1988 Settlement.



6.40 A housebuilder⁵⁵ commented:

A BLV of £400,000/ha is not at a sufficient premium level to attract landowners in the more valuable parts of the District to bring forward sites for development.

- 6.41 No explanation or supporting information was provided and no alternative was suggested.
- 6.42 A land promoter⁵⁶ commented:

Yes this is fine. We need to understand more about the extended CIL and associated oversight to comment on it. The concept of the idea is sound....

6.43 A housebuilder⁵⁷ commented:

We support the Benchmark Land Values set out in Paragraph 6.31 on the basis that there are no further deductions for providing infrastructure / abnormals.

- 6.44 A site owner⁵⁸ suggested the derivation of the BLV should be further explained.
- 6.45 The derivation of the BLV is a qualitative figure that (as set out in paragraph 10-013-20190509 of the PPG) 'should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to fully comply with policy requirements'. On agricultural land the landowner would receive an uplift of over 15 times, compared to the existing use. It is similar to values actually received by landowners.

⁵⁸ Peter Wynn, Homes England, with regard to Connaught Barracks.



⁵⁵ C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

⁵⁶ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

⁵⁷ Persimmon Homes with regard to Aylesham and Whitfield.

7. Development Costs

7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the development typologies. These assumptions were presented to stakeholders through the summer 2020 consultation. There was a general consensus, although it is acknowledged that these may change as a result of the coronavirus pandemic.

Development Costs

Construction costs: baseline costs

- 7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS) data using the figures re-based for Kent⁵⁹. The cost figure for 'Estate Housing Generally' is £1,347/m² at the time of this study: The use of the BCIS data is suggested in the PPG (paragraph 10-012-20180724), however, it is necessary to appreciate that the volume housebuilders are likely to be able to achieve significant saving due to their economies of scale.
- 7.3 The base assumption in this report is that homes are built to the basic Building Regulation Part L 2013 Standards (as amended in 2016) but not to higher environmental standards. As set out in Chapter 2 above, the Government is undertaking a consultation on 'The Future Homes Standard'60. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. The Council is exploring the policy options in this regard. At this stage, a policy has not been drafted but is likely to include provisions to encourage reduced energy usage. This is considered in Chapter 8 below.

https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate



⁵⁹ The sample size for Dover is only 20, so Kent is used.

Table 7.1 BCIS Costs- £/m² gross internal floor area									
Rebased to Kent (110; sample 257)									
£/m² study									
Description: Rate per m ² g	gross internal f	loor area for th	ne building Co	st including pre	elims.				
Last updated: 29-Aug-2020 00.49									
		£/m² gross internal floor area							
(Maximum age of projects)	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest			
810.1 Estate housing									
Generally (15)	1,406	678	1,203	1,358	1,537	4,883			
Single storey (15)	1,578	901	1,338	1,515	1,774	4,883			
2-storey (15)	1,361	678	1,187	1,325	1,485	2,968			
3-storey (15)	1,433	872	1,182	1,370	1,609	2,902			
4-storey or above (15)	2,964	1,431	2,368	2,644	3,977	4,402			
810.11 Estate housing detached (15)	1,817	1,049	1,375	1,552	1,835	4,883			
810.12 Estate housing s	semi detached	I							
Generally (15)	1,400	825	1,206	1,369	1,537	2,599			
Single storey (15)	1,548	1,001	1,323	1,522	1,725	2,599			
2-storey (15)	1,364	825	1,203	1,340	1,495	2,374			
3-storey (15)	1,338	1,000	1,084	1,321	1,426	2,041			
810.13 Estate housing t	erraced								
Generally (15)	1,446	872	1,199	1,369	1,590	4,402			
Single storey (15)	1,632	1,078	1,384	1,535	1,922	2,309			
2-storey (15)	1,397	886	1,179	1,344	1,539	2,968			
3-storey (15)	1,441	872	1,168	1,362	1,587	2,902			
816. Flats (apartments)	816. Flats (apartments)								
Generally (15)	1,648	820	1,373	1,567	1,851	5,721			
1-2 storey (15)	1,570	960	1,338	1,502	1,736	2,838			
3-5 storey (15)	1,621	820	1,366	1,563	1,833	3,491			
6+ storey (15)	1,989	1,189	1,623	1,857	2,143	5,721			

Source: BCIS (September 2020)

- 7.4 The median BCIS costs are used across the typologies. For the Strategic Sites, the lower quartile costs are used. The figure relating to the appropriate development format is used.
- 7.5 Through the summer 2020 consultation, a housebuilder⁶¹ commented that the BCIS cost for 'Housing Mixed Developments' should be used. The median is £1,360/m² and lower quartile is £1,218/m². It is unclear why this approach may be preferred as it would understate the cost

⁶¹ C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.



of detached housing and flats. It was also suggested that it was not appropriate to use the lower quartile costs for the Strategic Sites. In this assessment the median cost is used on all sites.

Other normal development costs

- 7.6 In addition to the BCIS £/m² build cost figures, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs). Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad-brush study and the approach taken is in line with the PPG and the Harman Guidance.
- 7.7 Nevertheless, it is possible to generalise. Drawing on experience and the comments of stakeholders, it is possible to determine an allowance related to total build costs. This is normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be used more efficiently. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site.
- 7.8 A scale of allowances has been developed for the residential sites, ranging from 5% of build costs for the smaller sites and flatted schemes, to 15% for the larger greenfield schemes.

Abnormal development costs and brownfield sites

7.9 With regard to abnormals, paragraph 10-012-20180724 of the PPG says:

abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value

7.10 This needs to be read with paragraph 10-014-20180724 of the PPG that says that:

Benchmark land value should: ... reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and ...

- 7.11 The consequence of this, when considering viability in the planning system, is that abnormal costs should be added to the cost side of the viability assessment, but also reflected in (i.e. deducted from) the BLV. This has the result of balancing the abnormal costs on both elements of the appraisal.
- 7.12 This approach is consistent with the treatment of abnormals that was considered at Gedling Council's Examination in Public. There is an argument, as set out in Gedling, that it may not be appropriate for abnormals to be built into appraisals in a high-level assessment of this type. Councils should not plan for the worst-case option rather for the norm. For example, if two similar sites were offered to the market and one was previously in industrial use with significant contamination, and one was 'clean' then the landowner of the contaminated site would have to take a lower land receipt for the same form of development due to the condition of the land. The Inspector said:



... demolition, abnormal costs and off site works are excluded from the VA, as the threshold land values assume sites are ready to develop, with no significant off site secondary infrastructure required. While there may be some sites where there are significant abnormal construction costs, these are unlikely to be typical and this would, in any case, be reflected in a lower threshold land value for a specific site. In addition such costs could, at least to some degree, be covered by the sum allowed for contingencies.

- 7.13 In some cases, where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures; flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on. An additional allowance is made for abnormal costs associated with brownfield sites of 5% of the BCIS costs.
- 7.14 Through the summer 2020 consultation a land promoter⁶² noted that several particular sites may be subject to abnormal costs, but provided no detail. This is to be expected, and is recognised in the approach taken here. These costs should be reflected in the price paid by the developer.
- 7.15 A housebuilder⁶³ commented:

We do not agree that abnormal costs should be deducted from BLV. The BLV is the incentive for a landowner to bring forward land for development whilst allowing a sufficient contribution to comply with policy requirements.

- 7.16 Reference was made to the Stevenage CIL Examiner's Report. In this regard the CIL Examiner concluded⁶⁴:
 - 44. Although there were some challenges from representors, I assess that the Council's assumptions and approach on other development costs, including professional fees, abnormals, gross to net ratios, finance, marketing, agents and legal fees, are all reasonable and within industry norms. Moreover, any outstanding differences of views on these matters can be considered in the round when assessing the proposed CIL and the extent of the viability buffers.
- 7.17 In this case it is important to note that the viability evidence⁶⁵ was prepared under the now superseded NPPF and PPG. Whilst this is noted, it is considered important to work within the PPG. With regard to abnormals it said:

Abnormal development costs

In some cases where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might

⁶⁵ Stevenage Borough Council, Whole Plan Viability Study, including CIL (HDH, September 2015)



⁶² Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

⁶³ Persimmon Homes with regard to Aylesham and Whitfield.

⁶⁴ REPORT TO STEVENAGE BOROUGH COUNCIL BY MR PHILIP STADDON BSC, DIP, MBA, MRTPI. AN INDEPENDENT EXAMINER APPOINTED BY THE COUNCIL. Charging Schedule submitted for examination on 2 August 2019. Examination Hearing held on 5 September 2019. Final report issued: 6 November 2019.

include demolition of substantial existing structures; flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on.

In the case of brownfield sites we have made an additional allowance of 5% of the BCIS costs. The exception to this is on the town centre flatted schemes where we have assumed 3%. There was a suggestion from a consultee that this may be a little low. We recognise that that site preparation costs can be substantial, however having considered this we have not made a change in this regard. The abnormal development costs are calculated relative to the overall costs of the scheme, and when considered on this basis are very substantial.

For the non-residential property, we have run a scenario where the site is on previously developed land. With this variable we have increased the costs by an additional 5% of BCIS base cost.

It is important to note that NPPF says (with our emphasis) at Paragraph 174:

... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable...

Abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of a study of this type to standardise land prices across an area.

7.18 In summary, abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of an assessment of this type to standardise land prices across an area.

Fees

- 7.19 For residential and non-residential development, we have assumed professional fees amount to 8% of build costs. Separate allowances are made for planning fees, acquisition, sales and finance costs.
- 7.20 A housebuilder⁶⁶ commented that a 10% assumption should be used.

Contingencies

- 7.21 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% has been allowed for, with a higher figure of 5% on more risky types of development, previously developed land. So, the 5% figure was used on the brownfield sites and the 2.5% figure on the remainder.
- 7.22 Through the summer 2020 consultation, an agent⁶⁷ for a landowner promoting a Strategic Site, commented that 2.5% was very low, suggesting 10% be applied to infrastructure, with further testing of 20% and 30%. At this stage site specific infrastructure costs have not been

⁶⁷ Carter Jonas for Trustees of Lord Fitzwalter 1988 Settlement.



⁶⁶ Persimmon Homes with regard to Aylesham and Whitfield.

identified to which a contingency could be applied, although a range of infrastructure requirement costs (i.e. s106 costs) has been tested.

7.23 A housebuilder⁶⁸ commented that a 5% assumption should be used on large schemes.

S106 Contributions and the costs of infrastructure

- 7.24 For many years, DDC has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. In this study it is important that the costs of mitigation are reflected in the analysis. Based on discussions with the Council, an assumption of £4,000/unit for major development sites, excluding Strategic Sites has been used. This is informed by the typically collected historic payments. Bearing in mind the considerable uncertainly in this regard, a range of costs of up to £40,000/unit is tested.
- 7.25 At the time of this report, the Council does not have site specific estimates of the strategic infrastructure and mitigation costs for the Strategic Sites. An assumption of £20,000/unit is used. Through the summer 2020 consultation, an agent⁶⁹ for a landowner promoting a Strategic Site suggested a range of £30,000 to £60,000/unit as the norm (based on an example in Essex).
- 7.26 A housebuilder⁷⁰ commented they would expect 'a proper allowance for infrastructure and abnormal costs which is based on experience of other projects range between £740,000 £925,000/ net ha (£300,000 £375,000 per net acre)'. This equates to £25,000/unit or so, depending on the density of development.
- 7.27 More detail regarding contributions from Strategic Sites will emerge from the Council's wider IDP in due course. The Council will then specifically engage with the promoters of the potential Strategic Sites to be included within the Plan.
- 7.28 As set out in Chapter 8 below, the principle source of infrastructure funding is through S106 obligations.

Financial and Other Appraisal Assumptions

VAT

7.29 It has been assumed throughout, that either VAT does not arise, or that it can be recovered in full⁷¹.

⁷¹ VAT is a complex area. Sales of new residential buildings are usually zero-rated supplies for VAT purposes (subject to various conditions). VAT incurred as part of the development can normally be recovered. Where an appropriate 'election' is made, VAT can also be recovered in relation to commercial development – although VAT must then be charged on the income from the development.



⁶⁸ Persimmon Homes with regard to Aylesham and Whitfield.

⁶⁹ Carter Jonas for Trustees of Lord Fitzwalter 1988 Settlement.

⁷⁰ Persimmon Homes with regard to Aylesham and Whitfield.

Interest rates

- 7.30 Our appraisals assume 6.5% p.a. for total debit balances, we have made no allowance for any equity provided by the developer. This does not reflect the current working of the market nor the actual business models used by developers. In most cases the smaller (non-plc) developers are required to provide between 30% and 40% of the funds themselves, from their own resources, so as to reduce the risk to which the lender is exposed. The larger plc developers tend to be funded through longer term rolling arrangements across multiple sites.
- 7.31 The 6.5% assumption may seem high given the very low base rate figure (0.01% April 2020). Developers that have a strong balance sheet, and good track record, can undoubtedly borrow less expensively than this, but this reflects banks' view of risk for housing developers in the present situation. In the residential appraisals, a simple cashflow is used to calculate interest.
- 7.32 The assumption of the 6.5% interest rate, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest as most developers are required to put some equity into most projects. In this study a cautious approach is being taken.
- 7.33 Through the summer 2020 consultation, a housebuilder⁷² commented in this regard, particular in relation to the equity provided and the size of the developer. Larger housebuilders can borrow at very competitive rates. In this context the major housebuilders report the following in their 2019 Annual Reports:
 - a. Persimmon Base plus 1% to 3.25% and LIBOR plus 0.9%⁷³.
 - b. Barratt Weighted Average (excluding fees) of 2.8%⁷⁴.
 - c. Vistry (Bovis and Linden Homes) LIBOR plus 165-255bsp. USPP Loan 4.03%⁷⁵.
 - d. Redrow 2.3%⁷⁶
- 7.34 Assessing the interest on the basis of all the funding being borrowed, is in line with best practice and is applicable regardless of a developer's particular business model.

Developers' return

7.35 An allowance needs to be made for developers' return and to reflect the risk of development. Paragraph 10-018-20190509 of the updated PPG says:

⁷⁶ Page 120.



⁷² C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

⁷³ Page 150.

⁷⁴ Page 172.

⁷⁵ Page 139.

How should a return to developers be defined for the purpose of viability assessment?

Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of fully complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.

For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.

- 7.36 The purpose of including a developers' return figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' return in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.
- 7.37 Broadly there are four different approaches that could be taken:
 - To set a different rate of return on each site to reflect the risk associated with the development of that site. This would result in a lower rate on the smaller and simpler sites – such as the greenfield sites, and a higher rate on the brownfield sites.
 - b. To set a rate for the different types of unit produced say 20% for market housing and 6% for Affordable Housing, as suggested by the HCA.
 - c. To set the rate relative to costs and thus reflect the risks of development.
 - d. To set the rate relative to the gross development value.
- 7.38 In deciding which option to adopt, it is important to note that the intention is not to recreate any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.
- 7.39 The argument is sometimes made that financial institutions require a 20% return on development value and if that is not shown they will not provide development funding. In the pre-Credit Crunch era there were some lenders who did take a relatively simplistic view to risk analysis but that is no longer the case. Most financial institutions now base their decisions behind providing development finance on sophisticated financial modelling that it is not possible to replicate in a study of this type. They require a developer to demonstrate a sufficient margin, to protect the lender in the case of changes in prices or development costs. They will also consider a wide range of other factors, including the amount of equity the developer is contributing (both on a loan-to-value and loan-to-cost basis), the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees, and the number of pre-sold units.



- 7.40 This is a high-level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (i.e. site-by-site or split), it is appropriate to make some broad assumptions and, as set out above, the updated PPG says 'For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies ... A lower figure may be more appropriate in consideration of delivery of affordable housing'.
- 7.41 In the initial iteration of this assessment, the developers' return is assessed as 17.5% of the value of market housing and 6% of the value of Affordable Housing. 17.5% is the middle of the range suggested in the PPG.
- 7.42 Through the summer 2020 consultation, a housebuilder⁷⁷ commented that they 'would expect a developer's return of 20% for market housing and 6% for affordable housing as suggested' (as agreed with Homes England).
- 7.43 This was discussed at the consultation presentation. The assumption in relation to residential development has been updated to 17.5% of GDV. 15% is used for non-residential development.

Voids

- 7.44 On a scheme comprising mainly individual houses, one would normally assume only a nominal void period as the housing would not be progressed if there was no demand. In the case of apartments in blocks this flexibility is reduced. Whilst these may provide scope for early marketing, the ability to tailor construction pace to market demand is more limited.
- 7.45 For the purpose of the present study, a three-month void period is assumed for residential developments.

Phasing and timetable

7.46 A pre-construction period of six months (from site acquisition, following the grant of planning consent) is assumed for all of the sites. Each dwelling is assumed to be built over a ninemonth period. The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, the size and the expected level of market demand. The rate of delivery will be an important factor when considering the allocation of sites so as to manage the delivery of housing and infrastructure. Two aspects are relevant, firstly the number of outlets that a development site may have, and secondly the number of units that an outlet may deliver.

⁷⁷ Persimmon Homes with regard to Aylesham and Whitfield.



Table 7.2 Historic Build Out Rates									
Site size	1 to 4	5 to 9	10 to 24	25 to 49	50 to 99	100 to 199	200+		
Overall Average	1	5	10	19	26	60	71		
2018-19	1	6	8	7	33	96	104		
2017-18	1	7	8	7	31	*	72		
2016-17	1	6	10	*	25	*	51		
2015-16	2	5	11	13	42	91	77		
2014-15	1	6	5	25	17	15	57		
2013-14	1	5	10	24	16	*	63		
2012-13	1	4	13	40	6	56	*		
2011-12	1	5	12	*	38	*	*		
2010-11	1	6	10	*	*	44	*		

Source: DDC (July 2020)

- 7.47 These are used in the modelling, although the larger Strategic Sites are modelled assuming multiple outlets.
- 7.48 For the older people's housing schemes an allowance being made for block management over the sales period (£3,000/unit).

Site Acquisition and Disposal Costs

Site holding costs and receipts

7.49 Each site is assumed to proceed immediately (following a 6 month mobilisation period) and so, other than interest on the site cost during construction, there is no allowance for holding costs, or indeed income, arising from ownership of the site.

Acquisition costs

- 7.50 A simplistic approach is taken, it is assumed an allowance 1% for acquisition agents' and 0.5% legal fees.
- 7.51 Stamp duty is calculated at the prevailing rates.

Disposal costs

7.52 For market and for Affordable Housing, sales and promotion and legal fees are assumed to amount to 3.5% of receipts. For disposals of Affordable Housing, these figures can be reduced significantly depending on the category, so in fact the marketing and disposal of the affordable element is probably less expensive than this. A higher rate is used for older people's housing.



8. Local Plan Policy Requirements

- 8.1 The specific purpose of this study is to consider and inform the development of the emerging Local Plan and then, in due course, to assess the cumulative impact of the policies in the new Local Plan.
- 8.2 The new Local Plan will replace the current *Dover District Core Strategy* (2010) and the *Land Allocations Local Plan* (2015) and various Supplementary Planning Documents. The Council is aiming to publish the *Draft Dover District Local Plan* for a Regulation 18 consultation later this year. We have been provided with a copy of the working draft as at 1st September 2020 and this forms the basis of the testing in this report. The pre-consultation iteration of this report was based on a July iteration which, for the purposes of viability testing, was very similar in terms of policy requirements, although some of the wording has evolved further. The emerging policy areas that add to the costs of development over and above the normal costs of development, are set out below. In addition, recent changes that may be introduced at a national level are also considered, although at this stage, these are simply options that may or may not be progressed into the new Local Plan.
- 8.3 Many of the policies are either general enabling policies or policies that restrict development to particular areas or situations. These do not directly impact on viability. Only those policies that add to the costs of development over and above the normal costs of development are mentioned.
- 8.4 In this context, through the summer 2020 consultation, a land promoter⁷⁸ commented as follows:

Little if anything is mentioned of planning for the society we expect. The plan is informed solely by developer ambitions and driven by current market conditions. In a society where there is a visible growing grey tinge this is poor planning. Our proposals for a high value 55+ site have been pushed aside. This area needs a strong infrastructure for the grey population without planning for this the lowest common denominator will apply.

- 8.5 A housebuilder⁷⁹ questioned the requirement for some areas of emerging policy that are over national standards.
- 8.6 It is important to note that the purpose of this study is to inform the development of the emerging Plan from a viability point of view, as required by the NPPF and PPG. It is beyond the scope of this report to consider the wider development of policy.

⁷⁹ Persimmon Homes with regard to Aylesham and Whitfield.



⁷⁸ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

Development Strategy

8.7 This chapter includes enabling policies that direct the direction of development, rather than setting out specific requirements that add to the cost of development.

Climate Change

8.8 Several specific initiatives are relevant under this heading.

CO2 Emissions

- 8.9 The Council is currently exploring a range of policy options to reduce carbon emissions.
- 8.10 In December 2019, the Government launched a consultation on 'The Future Homes Standard'⁸⁰. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. Having declared a Climate Change Emergency, the Council is exploring the policy options in this regard. At this stage, a policy has not been drafted. There are a wide range of ways of lowering the greenhouse gas emissions on a scheme, although these do alter depending on the nature of the specific project. These can include simple measures around the orientation of the building, and measures to enable natural ventilation, through to altering the fundamental design and construction, as well as requirements for on-site power generation, such as through the Merton Rule. The extent of the costs will depend on the specific changes made and are considered in Chapter 3 of the Government Consultation⁸¹:
 - 3.9. Following discussion with our technical working group and assessment of the modelling analysis, two options for the 2020 CO₂ and primary energy targets are proposed for consultation. The options below are presented in terms of CO₂ reduction to aid comparison with current standards. We plan to use either option 1 or option 2 as the basis of the new primary energy and CO₂ targets for new dwellings, with option 2 as the government's preferred option:
 - a. **Option 1 'Future Homes Fabric'.** This would be a 20% reduction in CO₂ from new dwellings, compared to the current standards. This performance standard is based on the energy and carbon performance of a home with:
 - i. Very high fabric standards to minimise heat loss from windows, walls, floors and roofs (typically with triple glazing). This would be the same fabric requirement as we currently anticipate for the Future Homes Standard
 - ii. A gas boiler
 - iii. A waste water heat recovery system

This would add £2557 to the build-cost of a new home and would save households £59 a year on energy bills. The estimated impact on housebuilding is discussed in the impact assessment.

⁸¹ The Future Homes Standard 2019 Consultation on changes to Part L (conservation of fuel and power) and Part F (ventilation) of the Building Regulations for new dwellings (MHCLG, October 2019)



https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate

- b. **Option 2 'Fabric plus technology'**. This would be a 31% reduction in CO2 from new dwellings, compared to the current standards. This option is likely to encourage the use of low-carbon heating and/or renewables. The performance standard is based on the energy and carbon performance of a home with:
 - i. an increase in fabric standards (but not as high an increase as in Option 1, likely to have double rather than triple glazing)
 - ii. a gas boiler
 - iii. a waste water heat recovery system.
 - iv. iv. Photovoltaic panels

Meeting the same specification would add £4847 to the build-cost of a new home and would save households £257 a year on energy bills. The estimated impact on housebuilding is discussed in the impact assessment.

- 3.10. The option 2 specification would give a CO2 saving of only 22% for flats due to the standard including solar panels and flats having a smaller roof area per home. The additional cost per flat is also less at £2256.
- 3.11. In practice, we expect that some developers would choose less costly ways of meeting the option 2 standard, such as putting in low-carbon heating now. This would cost less than the full specification, at £3134 for a semi-detached house.
- 8.11 Option 1 would add about 2.5% to the base cost of construction, and Option 2 would add about 3.1% to the base cost of construction. In addition to the above, it may (depending on the outcome of the consultation) be necessary for all new homes to be heated off the gas grid. Both Option 1 and Option 2 are tested, Option 2 being used in the base appraisals. In addition, the non-gas option is tested (at a cost of £130/m²).
- 8.12 Through the summer 2020 consultation, a housebuilder⁸² commented that the figure for Option 1 is 'in line with reflective costs, but Option 2 is understated'. An alternate figure of £4,675/unit was proposed.
- 8.13 In addition to the above, a 'Merton' requirement, where 10% of on-site energy needs to be generated on site from renewable energy resources is tested. This is estimated to add about 0.75% to the cost of construction⁸³.
- 8.14 The above relates to residential development. The performance of non-residential development is normally assessed using the BREEAM system⁸⁴. The additional cost of building to BREEAM Very Good standard is negligible as outlined in research by BRE. The additional costs of BREEAM Excellent standard ranges from just under 1% and 5.5%, depending on the nature of the scheme with offices being a little under 2%. It is assumed that

⁸⁴ Building Research Establishment Environmental Assessment Method (BREEAM) was first published by the Building Research Establishment (BRE) in 1990 as a method of assessing, rating, and certifying the sustainability of buildings.



⁸² C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

⁸³ Figure 4.10. Centre for Sustainable Energy Cost of carbon reduction in new buildings December 2018

new non-residential development will be to BREEAM Very Good. If this was increased to Excellent, the additional costs of construction would be 2% or so.

8.15 It is timely to note that building to higher standards that result in lower running costs does result in higher values⁸⁵.

Water Usage

8.16 Measures to reduce the use of water, in line with the enhanced building regulations, are a requirement. Having said this, the costs are very modest and likely to be less than £9/dwelling. The Council has no current plans to introduce these, however the cost of doing so is included in the modelling.

EV Charging.

- 8.17 The Council are currently exploring a range of policy options, including seeking electric vehicle charging facilities. A cost of £976/unit⁸⁶ has been modelled. It is important to note that this allows for a full installation. The cost of providing a 33amp fused spur to a convenient point for the future installation of a charger would be within the normal wiring costs of a new home.
- 8.18 This is an area of rapidly changing technology and for which there is not yet a standard approach across manufacturers. Whilst there are clearly merits of installing chargers, we would recommend that consideration is given to simply ensuring the new home is wired with a 33amp fused spur to a convenient location to allow for later fitting of a vehicle specific charger in due course, that is appropriate for the particular vehicle that the householder may have.
- 8.19 In addition, we have tested this requirement in relation to non-residential property.

District Heating

8.20 There are few published costs of District Heating schemes in modern estate housing. There are savings to be made from not installing gas and boilers in each unit, but these are more than offset by the costs of laying the heat pipes through the site, heat metering etc. In addition, the cost of constructing a heat source needs to be taken into account. This can vary very significantly, the heat can be a by-product of an industrial process or incinerator burning domestic waste where the cost is low, alternatively a 'power station' may need to be constructed on land acquired specifically for the purpose. Informal discussions with suppliers

⁸⁶ Paragraph 9 Electric Vehicle Charging in Residential and Non-Residential Buildings (DfT, July 2019)



⁸⁵ See EPCs & Mortgages, Demonstrating the link between fuel affordability and mortgage lending as prepared for Constructing Excellence in Wales and Grwp Carbon Isel / Digarbon Cymru (funded by the Welsh Government) and completed by BRE and *An investigation of the effect of EPC ratings on house prices* for Department of Energy & Climate Change (June 2013)

suggest that the additional costs may be in the range of £3,000/unit to £7,000/unit⁸⁷, depending on the size and shape of the project.

8.21 District Heating is not included in the base appraisals.

Sustainable Travel

- 8.22 The wording does not make specific requirements that are over and above normal development costs, but it does require developers to contribute towards sustainable travel schemes.
- 8.23 In this assessment an allowance has been made towards s106 costs of £4,000/unit is assumed (£20,000/unit on the Strategic Sites). The contribution towards sustainable travel schemes is assumed to be within this allowance. Sensitivity testing has been carried out in this regard.

Flood Risk and Surface Water Management

- 8.24 Sustainable Urban Drainage Systems (SUDS) are often a requirement. SUDS aim to limit the waste of water, reduce water pollution and flood risk relative to conventional drainage systems. In this study, it is anticipated that new major development (10 units or more) will be required to incorporate Sustainable Urban Drainage Schemes (SUDS). SUDS and the like can add to the costs of a scheme although in larger projects these can be incorporated into public open space. It is assumed that the costs of SUDS are included within the additional costs on brownfield sites, however on the larger greenfield sites it is assumed that SUDS will be incorporated into the green spaces (subject to local ground conditions), and be delivered through soft landscaping within the wider site costs.
- 8.25 Through the summer 2020 consultation, a housebuilder⁸⁸ commented that these costs can vary from site to site. This is agreed.

New Homes

8.26 This chapter has a number of requirements.

Housing Mix

8.27 The policy seeks the housing mix identified in the SHMA.

⁸⁸ C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.



⁸⁷ There are few published costs in this regard, Assessment of the Costs, Performance, and Characteristics of UK Heat Networks (DoE&CC, 2015) provides useful guidance for infrastructure to distribute heat, but not generation.

Table 8.1 Housing Mix									
Size of home	One bedroom	Two bedrooms	Three bedrooms	Four or more bedrooms	Total				
Market housing*	552	1,970	3,546	3,146	9,213				
	5.99%	21.38%	38.49%	34.15%					
Starter Homes**	133	127	224	153	638				
Shared Ownership	189	250	194	102	735				
Affordable Rent	658	227	474	656	2,014				
	980	604	892	911	3387				
	28.93%	17.83%	26.34%	26.90%					
Total	1,532	2,574	4,437	4,056	12,600				
	12.16%	20.43%	35.21%	32.19%					

Source: DDC Update to Part 2 of the Strategic Housing Market Assessment: Housing type requirement arising from the new Local Housing Need Assessment (HDH October 2019)

8.28 This mix has formed the basis of the modelling, although it should be noted that the policy does not prescribe that this precise mix is achieved in every case. Rather it requires this mix to be the starting point for analysis by developers in promoting an appropriate housing mix for their sites.

Housing Standards

- 8.29 At this stage, the Council is considering a policy whereby all new homes should comply with requirement M4 (2) and 5% of homes should comply with M4 (3) of the Building Regulations regarding accessible and adaptable dwellings.
- 8.30 In this context it is timely to note that the Lifetime Homes Standards have been superseded and the scope for councils to introduce additional standards are constrained to those within the optional Building Regulations. The additional costs of the further standards (as set out in the draft Approved Document M amendments included at Appendix B4⁸⁹) are set out below. The key features of the 3 level standard (as summarised in the DCLG publication *Housing Standards Review Final Implementation Impact Assessment* (DCLG, March 2015))⁹⁰, reflect accessibility as follows:
 - Category 1 Dwellings which provide reasonable accessibility
 - Category 2 Dwellings which provide enhanced accessibility and adaptability

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/418414/15032 7_-_HSR_IA_Final_Web_Version.pdf



⁸⁹ https://www.gov.uk/government/publications/access-to-and-use-of-buildings-approved-document-m

- Category 3 Dwellings which are accessible and adaptable for occupants who
 use a wheelchair.
- 8.31 The cost of a wheelchair adaptable dwelling based on the Wheelchair Housing Design Guide for the 3 bed house, is taken to be £10,111 per dwelling⁹¹. The cost of Category 2 is taken to be £521⁹² (this compares with the £1,097 cost for the Lifetime Homes Standard). In this update, these costs have been indexed as they are somewhat dated, uplifting these costs by 17%⁹³.
- 8.32 This has been tested.

Self and Custom Build Housing

8.33 This policy does not require a specific amount of self-build plots. For illustrative purposes we have considered a 5% requirement on sites of 20 units and larger.

Affordable Housing

- 8.34 The base analysis in this study assumes a 30% requirement.
- 8.35 In line with paragraph 12.48 of the supporting text, the modelling assumes 65% Affordable Housing for rent and 35% Intermediate Housing. This is consistent with the requirements of Paragraph 63 of the 2019 NPPF.
- 8.36 It is necessary to consider Build to Rent separately as the sector is treated differently to mainstream housing within the PPG.

What provision of affordable housing is a build to rent development expected to provide?

The National Planning Policy Framework states that affordable housing on build to rent schemes should be provided by default in the form of affordable private rent, a class of affordable housing specifically designed for build to rent. Affordable private rent and private market rent units within a development should be managed collectively by a single build to rent landlord.

20% is generally a suitable benchmark for the level of affordable private rent homes to be provided (and maintained in perpetuity) in any build to rent scheme. If local authorities wish to set a different proportion they should justify this using the evidence emerging from their local housing need assessment, and set the policy out in their local plan. Similarly, the guidance on viability permits developers, in exception, the opportunity to make a case seeking to differ from this benchmark.

National affordable housing policy also requires a minimum rent discount of 20% for affordable private rent homes relative to local market rents. The discount should be calculated when a discounted home is rented out, or when the tenancy is renewed. The rent on the discounted homes should increase on the same basis as rent increases for longer-term (market) tenancies within the development.

⁹³ BCIS General Building Cost Index. March 2015 = 318.9. December 2019 + 373.2. 17%



109

⁹¹ Paragraph 153 Housing Standards Review – Final Implementation Impact Assessment (DCLG, March 2015).

⁹² Paragraph 157 Housing Standards Review – Final Implementation Impact Assessment (DCLG, March 2015).

PPG: 60-002-20180913

How should affordable private rent be calculated?

Affordable private rent should be set at a level that is at least 20% less than the private market rent (inclusive of service charges) for the same or equivalent property. Build to rent developers should assess the market rent using the definition of the International Valuations Standard Committee as adopted by the Royal Institute of Chartered Surveyors.

PPG: 60-003-20180913

<u>Is affordable private rent the only form of affordable housing permitted on build to rent schemes?</u>

It is expected that developers will usually meet their affordable housing requirement by providing affordable private rent homes. However, if agreement is reached between a developer and a local authority, this requirement can be met by other routes, such as a commuted payment and/or other forms of affordable housing as defined in the National Planning Policy Framework glossary. The details of this must be set out in the section 106.

PPG: 60-004-20180913

How can the proportion of affordable private rent and level of discount be flexed?

Both the proportion of affordable private rent units, and discount offered on them can be varied across a development, over time. Similarly it should be possible to explore a trade off between the proportion of discounted units and the discount(s) offered on them, with the proviso being that these should accord with the headline affordable housing contribution agreed through the planning permission. All options should be agreed jointly between the local authority and the developer as part of the planning permission, and set out in a section 106 agreement. Guidance on viability confirms that viability studies for build to rent schemes can be customised in this way.

PPG: 60-005-20180913

- 8.37 In line with this, 20% private affordable rent at a 20% discount to market rent has been tested in the base modelling.
- 8.38 As set out in Chapter 2 above, in February 2020 the Government launched a consultation on First Homes. The consultation is exploring a number of options. In broad terms it is suggested that development should include an element of First Homes where these are discounted for first time buyers by at least 30% from market values. At this stage, in line with the consultation, an option where 25% of the affordable homes are First Homes is tested.
- 8.39 A range of Affordable Housing requirements and tenure mixes are tested.

Transport and Infrastructure

- 8.40 Development is required to mitigate its impact and to provide supporting infrastructure.
- 8.41 As set out in Chapter 7 above, based on discussions with the Council an assumption of £4,000/unit assumption (major development sites excluding non-strategic sites) has been used in this pre-consultation iteration of this study. Bearing in mind the uncertainly in this regard, a range of costs up to £40,000/unit is tested. The contribution towards sustainable travel schemes is assumed to be within this allowance.
- 8.42 At the time of this report the Council does not have site specific estimates of the strategic infrastructure and mitigation costs for the Strategic Sites. More detail regarding contributions



from Strategic Sites will emerge from the Council's wider IDP in due course, the Council will then specifically engage with the promoters of the potential Strategic Sites to be included within the Plan. For this study, an assumption of £20,000/unit is used in the base appraisals, and a range of costs up to £40,000/unit are tested.

Design

8.43 There are several headings in this section

Nationally Described Space Standard

8.44 The draft Plan does seek Nationally Described Space Standard (NDSS) technical requirements. In March 2015, the Government published *Nationally Described Space Standard – technical requirements*. This says:

This standard deals with internal space within new dwellings and is suitable for application across all tenures. It sets out requirements for the Gross Internal (floor) Area of new dwellings at a defined level of occupancy as well as floor areas and dimensions for key parts of the home, notably bedrooms, storage and floor to ceiling height.

8.45 The following unit sizes are set out⁹⁴:



94

https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/524531/160519_Nationally_Described_Space_Standard____Final_Web_version.pdf

Table 8.2	National Spac		Minimum gross ge (m²)	s internal floor	areas and
number of bedrooms	number of bed spaces	1 storey dwellings	2 storey dwellings	3 storey dwellings	built-in storage
1b	1p	39 (37)*			1
	2p	50	58		1.5
2b	3р	61	70		2
	4p	70	79		
3b	4p	74	84	90	2.5
	5р	86	93	99	
	6р	95	102	108	
4b	5р	90	97	103	3
	6р	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6р	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4
	8p	125	132	138	

Source: Table 1, Technical housing standards - nationally described space standard (March 2015)

8.46 In this study the units are assumed to be in line with the NDSS or larger.

Biodiversity Net Gain

- 8.47 In March 2019, the Government announced that new developments must deliver an overall increase in biodiversity. Following a consultation, the Chancellor confirmed in the Spring Statement that the Government will use the forthcoming Environment Bill to mandate 'biodiversity net gain'.
- 8.48 At this stage it is expected that the requirement is to be for a 10% net gain, however no firm details have been published, however biodiversity net gain requires developers to ensure habitats for wildlife are enhanced and left in a measurably better state than they were predevelopment. Developers must assess the type of habitat and its condition before submitting plans, and then demonstrate how they are improving biodiversity such as through the creation of green corridors, planting more trees, or forming local nature spaces.
- 8.49 Green improvements on site would be encouraged, but in the rare circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere.



- 8.50 The costs of this type of intervention are relatively modest and will be achieved through the use of more mixed planting plans, using more locally appropriate native plants. More thought and care will however go into the planning of the landscaping. There will be an additional cost of establishing the base line 'pre-development' situation as a survey will need to be carried out. On a small site this is likely to be a few thousand pounds, but on a large complex site this could be more.
- 8.51 The Government's Impact Assessment⁹⁵ suggests an average cost of about £21,000/ha (including fees). This additional cost has been tested.
- 8.52 In this context a minimum of two new trees will be required to be planted for each new dwelling and one new tree per new job. It is assumed that these will be within the general requirements for biodiversity net gain.

Open Space

- 8.53 All new developments are expected to include private open space equivalent to 20% of the gross internal floor area. It is assumed that this can be achieved within the density assumptions.
- 8.54 The emerging evidence base seeks the following open space standards:

Typology			ity standard r 1,000 population)
Accessible groonspace	Parks & gardens	1.91	0.45
Accessible greenspace	Amenity greenspace	1.91	1.46
Natural & semi-natural gre	eenspace		n/a
Provision for children & yo	oung people		0.06
Allotment			0.21

Developments that reach the thresholds in the table below will generally be expected to provide new open space of the following typologies on-site.

Open Space type		Number of dwellings	Minimum area to be provided on site
Amenity greenspace		40	0.4ha
Play areas	Local Area for Play (LAP)	25	0.1ha
	Locally Equipped Area for Play (LEAP)	400	0.04ha
	Neighbourhood Equipped Play Area (NEAP)	260	0.1ha

8.55 These requirements are assumed to apply, based on the following occupancy rates:

⁹⁵ https://www.gov.uk/government/consultations/biodiversity-net-gain-updating-planning-requirements



113

Table 8.3 Number of New Residents per New Dwelling										
Dwelling type People										
1 bed	1.25									
2 bed	2.11									
3 bed	2.62									
4 bed	3.25									

Source: Taken from the KCC new build survey

- 8.56 Generally, the Council assumes a 70% net developable area.
- 8.57 The following costs are typical and are assumed to be within the overall s106 cost assumptions.
 - LEAP 1 area with grass playing spaces and five types of play equipment = £24,000
 - NEAP Including 8 types of play equipment and a hard-surfaced area for ball games = £120,000

SPA (Special Protection Area) Mitigation

- 8.58 This is a complex area of policy that is currently under review.
- 8.59 Currently, across the District, an average payment of £58 per dwelling on sites over 15 units is sought. Emerging strategy is identifying a tighter zone of influence where those within will be paying a higher amount with those outside not paying anything. The costs will be dependent on dwellings within zones, though at this stage, it is anticipated to be in line with the Thanet SPA mitigation scheme which equates to average £663.37 per dwelling
- 8.60 In this assessment an allowance has been made towards s106 costs of £4,000/unit (£20,000/unit on the Strategic Sites). The contribution towards SPA mitigation is assumed to be within this allowance.
- 8.61 There is uncertainty in this regard, so sensitivity testing has been carried out with contributions of up to £40,000/unit being tested.

Community Infrastructure Levy

8.62 The Council has not adopted CIL. In this context, through the summer 2020 consultation, a land promoter⁹⁶ raised a 'three fold increase' in CIL or a three layered CIL. Whilst the scope for developer contributions has been tested, this report does not extend to recommending a rate of CIL.

⁹⁶ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.



9. Modelling

- 9.1 In the previous chapters, the general assumptions to be inputted into the development appraisals are set out. In this chapter, the modelling is set out. It is stressed that this is a high-level study that is seeking to capture the generality rather than the specific. The purpose is to establish the cumulative impact of the policies set out in the emerging Local Plan on development viability.
- 9.2 The approach is to model a set of development sites that are broadly representative of the type of development that is likely to come forward under the new Local Plan. The Council has provided a long list of potential allocations which have formed the basis of the modelling. As set out in Chapter 3 above, in addition to modelling a range of representative sites, the Strategic Sites are to be considered individually.

Residential Development

- 9.3 In this assessment the modelling draws on the Council's Housing and Employment Land Availability Assessment. We have based the densities used in the site modelling on the expected density that is likely to come forward in current market conditions. These are informed by the density assumptions used in the HELAA.
- 9.4 Having said this, the mix of housing suggests that development is most likely to be as a blend of detached, semi-detached, terraced and flats, leading to sites coming forward at greater densities. In the current market it is unlikely that the development of larger, reasonably shaped sites would come forward at around 32 units/ha being a mix of family housing.
- 9.5 The HELAA is a working document. At the time of this report (October 2020), excluding the strategic allocations, it includes about 365 sites. The characteristics of the HELAA sites have been considered and have informed the modelling.



Table 9.1 Potential Development Sites. Land Use – By Area

		Gree	nfield			Mix	ed		PDL				All			
	Count	На		Average	Count	На		Average	Count	Area		Average	Count	Area		Average
Aylesham	4	9.14	1.83%	2.29	0				2	2.74	3.22%	1.37	6	11.88	1.08%	1.98
Buckland	1	0.54	0.11%	0.54	0				1	0.43	0.50%	0.43	2	0.97	0.09%	0.49
Buckland/St Margaret's at Cliffe	1	57.69	11.57%	57.69	0				0				1	57.69	5.23%	57.69
Capel le Ferne	9	38.071	7.63%	4.23	3	2.65	0.51%	0.88	3	24.09	28.27%	8.03	15	64.811	5.88%	4.32
Capel le Ferne/St Radigunds	0			0.00	0				1	11.13	13.06%	11.13	1	11.13	1.01%	11.13
Eastry	16	36.749	7.37%	2.30	6	16.64	3.21%	2.77	6	11.725	13.76%	1.95	28	65.114	5.91%	2.33
Eythorne & Shepherdswell	16	43.41	8.70%	2.71	1	0.74	0.14%	0.74	0				17	44.15	4.01%	2.60
Little Stour & Ashstone	28	61.35	12.30%	2.19	7	15.77	3.04%	2.25	4	2.35	2.76%	0.59	39	79.47	7.21%	2.04
Lydden & Temple Ewell	3	16.75	3.36%	5.58	1	8.02	1.55%	8.02	1	0.75	0.88%	0.75	5	25.52	2.32%	5.10
Maxton, Elms Vale & Priory	2	1.33	0.27%	0.67	0				1	0.3	0.35%	0.30	3	1.63	0.15%	0.54
Middle Deal & Sholden	1	3.14	0.63%	3.14	1	411.92	79.49%	411.92	0				2	415.06	37.66%	207.53
Mill Hill	3	28.45	5.70%	9.48	0				1	0.5	0.59%	0.50	4	28.95	2.63%	7.24
Mill Hill/Eastry	1	10.23	2.05%	10.23	0				0				1	10.23	0.93%	10.23
North Deal	4	8.67	1.74%	2.17	0				0				4	8.67	0.79%	2.17
Ringwould	7	29.84	5.98%	4.26	1	1.62	0.31%	1.62	2	8.74	10.26%	4.37	10	40.2	3.65%	4.02
River	5	42.99	8.62%	8.60	0				0				5	42.99	3.90%	8.60
Sandwich	13	37.06	7.43%	2.85	2	1.85	0.36%	0.93	7	12.89	15.13%	1.84	22	51.8	4.70%	2.35
St Margaret's at Cliffe	12	62.045	12.44%	5.17	5	56.16	10.84%	11.23	2	1.73	2.03%	0.87	19	119.935	10.88%	6.31
St Radigunds	3	6.78	1.36%	2.26	2	2.85	0.55%	1.43	4	7.556	8.87%	1.89	9	17.186	1.56%	1.91
Tower Hamlets	1	1.45	0.29%	1.45	0				0				1	1.45	0.13%	1.45
Walmer	3	3.13	0.63%	1.04	0				1	0.275	0.32%	0.28	4	3.405	0.31%	0.85
All	133	498.815		3.75	29	518.22	•	17.87	36	85.206		2.37	198	1102.24		5.57

Source: DDC HELAA July 2020



Table 9.2 Potential Development Sites. Land Use – By Capacity

		Gree	nfield		Mixed				PDL							
	Count	На		Average	Count	На		Average	Count	Area		Average	Count	Area		Average
Aylesham	4	136	1.21%	34.00	0		0.00%		2	82	4.62%	41.00	6	218	1.23%	36.33
Buckland	1	16	0.14%	16.00	0		0.00%		1	10	0.56%	10.00	2	26	0.15%	13.00
Buckland/St Margaret's at Cliffe	1	1000	8.91%	1,000.00	0		0.00%		0		0.00%		1	1000	5.64%	1,000.00
Capel le Ferne	9	627	5.59%	69.67	3	79	1.66%	26.33	3	174	9.81%	58.00	15	880	4.96%	58.67
Capel le Ferne/St Radigunds	0		0.00%	0.00	0		0.00%		1	180	10.15%	180.00	1	180	1.01%	180.00
Eastry	16	859	7.66%	53.69	6	347	7.31%	57.83	6	257	14.49%	42.83	28	1463	8.25%	52.25
Eythorne & Shepherdswell	16	1058	9.43%	66.13	1	22	0.46%	22.00	0		0.00%		17	1080	6.09%	63.53
Little Stour & Ashstone	28	1316	11.73%	47.00	7	266	5.60%	38.00	4	69	3.89%	17.25	39	1651	9.31%	42.33
Lydden & Temple Ewell	3	418	3.73%	139.33	1	240	5.06%	240.00	1	20	1.13%	20.00	5	678	3.82%	135.60
Maxton, Elms Vale & Priory	2	32	0.29%	16.00	0		0.00%		1	9	0.51%	9.00	3	41	0.23%	13.67
Middle Deal & Sholden	1	68	0.61%	68.00	1	2500	52.66%	2,500.00	0		0.00%		2	2568	14.47%	1,284.00
Mill Hill	3	830	7.40%	276.67	0		0.00%		1	15	0.85%	15.00	4	845	4.76%	211.25
Mill Hill/Eastry	1	310	2.76%	310.00	0		0.00%		0		0.00%		1	310	1.75%	310.00
North Deal	4	253	2.25%	63.25	0		0.00%		0		0.00%		4	253	1.43%	63.25
Ringwould	7	835	7.44%	119.29	1	10	0.21%	10.00	2	262	14.77%	131.00	10	1107	6.24%	110.70
River	5	818	7.29%	163.60	0		0.00%		0		0.00%		5	818	4.61%	163.60
Sandwich	13	915	8.16%	70.38	2	52	1.10%	26.00	7	330	18.60%	47.14	22	1297	7.31%	58.95
St Margaret's at Cliffe	12	1433	12.77%	119.42	5	1148	24.18%	229.60	2	50	2.82%	25.00	19	2631	14.83%	138.47
St Radigunds	3	208	1.85%	69.33	2	83	1.75%	41.50	4	308	17.36%	77.00	9	599	3.38%	66.56
Tower Hamlets	1	40	0.36%	40.00	0		0.00%		0		0.00%		1	40	0.23%	40.00
Walmer	3	48	0.43%	16.00	0		0.00%		1	8	0.45%	8.00	4	56	0.32%	14.00
All	133	11220		84.36	29	4747		163.69	36	1774		49.28	198	17741		89.60

Source: DDC HELAA July 2020



- 9.6 Brownfield/Urban sites have been modelled at a higher density than greenfield sites.
- 9.7 To inform the modelling, the characteristics of the planned development is considered in terms of location, size and suggested use, representative of sites in the Dover District Council area.

Development assumptions

- 9.8 In arriving at appropriate assumptions for residential development on each site, the built forms used in the appraisals are appropriate to current development practices. In addition, the policy requirements, as set out in Chapter 7 above, in terms of density, mix and open space, are reflected in the modelling.
- 9.9 A set of typologies has been developed that responds to the variety of development situations and densities typical in the area, and this is used to inform development assumptions for sites. This approach enables us to form a view about floorspace density to be accommodated on the site, based on the amount of development, measured in net floorspace per hectare. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the Residual Value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).
- 9.10 A typical current estate housing built form would provide development at between 3,000m²/ha to 3,550m²/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be 30/net ha to 35/net ha. This has become a common development format. It provides for a majority of houses but with a small element of flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout.
- 9.11 Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m²/ha and dwelling densities of 100units/ha upwards; and other schemes are of lower density, on the edge of built-up areas.
- 9.12 The main characteristics of the modelled sites are set out in the tables below (as updated following the summer 2020 consultation). A proportion of the housing to come forward over the plan-period will be on smaller sites, therefore several smaller sites have been included. Through the summer 2020 consultation a site owner⁹⁷ observed that it may be necessary to review these assumptions due to the shifting relationship between home and work. This is agreed, however at this stage it is necessary to model in a way that is consistent with the Council's wider evidence base.
- 9.13 Allowance is made for circulation space within flatted schemes.

⁹⁷ Peter Wynn, Homes England, with regard to Connaught Barracks.



118

	Та	ble 9.3 Su	mmary of Typologies					
Large Green 400	Units	400	Large greenfield site. Housing mix based on SHMA.					
	Area	13.33	30units/gross ha. Includes 2.217ha POS - 83.38% net area.					
1	Units/ha	35.98	1100 4.04.					
Large Green 150	Units	150	Large greenfield site. Housing mix based on SHMA.					
	Area	5.00	30units/gross ha. Includes 0.84ha POS - 83.10% net area.					
2	Units/ha	36.10						
Medium Green 80	Units	80	Large greenfield site. Housing mix based on SHMA.					
	Area	2.67	30units/gross ha. Includes 0.44ha POS - 83.36% net area.					
3	Units/ha	35.99						
Medium Green 40	Units	40	Housing mix based on SHMA. 30units/gross ha.					
	Area	1.33	Includes 0.22ha POS - 83.31% net area.					
4	Units/ha	36.01						
Medium Green 20	Units	20	Housing mix based on SHMA. 30units/gross ha.					
	Area	0.67	Includes 0.11ha POS - 83.27% net area.					
5	Units/ha	36.03						
Medium Green 20	Units	20	Lower density site. Housing mix based on SHMA.					
LD	Area	0.80	25units/gross ha. Includes 0.11ha POS - 85.68% net area.					
6	Units/ha	29.18						
Small Green 12	Units	12	Small site. Housing mix based on SHMA.					
	Area	0.40	30units/gross ha. Includes 0.07ha POS - 82.79% net area.					
7	Units/ha	36.23						
Small 8	Units	8	Small site (modelled with 30% affordable). Mix of					
	Area	0.27	detached and semi-detached. 30units/gross ha. 100% net developable.					
8	Units/ha	30.00						
Small 6	Units	6	Small site (modelled with 30% affordable). Housing					
	Area	0.20	mix based on SHMA. 30units/gross ha. 100% net developable.					
9	Units/ha	30.00						
Small 3	Units	3	Small site. Below affordable threshold. 1 detached					
	Area	0.10	and pair of semi-detached. 30units/gross ha. 100% net developable.					
10	Units/ha	30.00	'					
PDL 300	Units	300	Large PDL site. 45units/gross ha. Mix based on					
	Area	6.67	SHMA. Includes 1.63ha POS - 75.61% net area.					
11	Units/ha	59.51						



PDL 200	Units	200	Large PDL site. 45units/gross ha. Mix based on
	Area	4.44	SHMA. Includes 1.09ha POS - 75.56% net area.
12	Units/ha	59.55	
PDL 200 HD	Units	200	Higher density PDL site. 58.5units/gross ha.
	Area	3.42	Modelled as 90% net developable (POS off site), 3.08ha net.
13	Units/ha	65.00	0.000110.11011
PDL 100	Units	100	PDL site. 50units/gross ha. Mix based on SHMA.
	Area	2.00	Includes 0.54ha POS - 72.86% net area.
14	Units/ha	68.62	
PDL 100 HD	Units	100	Flatted scheme, PDL site. 108units/gross ha.
	Area	0.93	Modelled as 90% net developable (POS off site), 0.83ha net.
15	Units/ha	120.00	
PDL 30	Units	30	PDL site. 35units/gross ha. Mix based on SHMA.
	Area	0.86	Includes 0.16ha POS - 81.066% net area.
16	Units/ha	43.18	
PDL 30 HD	Units	30	Flatted scheme, PDL site. 90units/gross ha.
	Area	0.33	Modelled as 90% net developable (POS off site), 0.03ha net.
17	Units/ha	100.00	
PDL 12	Units	12	PDL site. 40units/gross ha. Mix based on SHMA.
	Area	0.30	Includes 0.06ha POS - 79.38% net area.
18	Units/ha	50.39	
PDL 12 HD	Units	12	Small flatted scheme, PDL. 54units/gross ha.
	Area	0.22	Modelled as 90% net developable (POS off site), 0.02ha net.
19	Units/ha	60.00	
PDL 6	Units	6	Small site. Below affordable threshold. Semi-
	Area	0.10	detached and terraced. 60units/gross ha. 100% net developable.
20	Units/ha	60.00	·
Flatted PRS 40	Units	40	Build to Rent, flatted scheme, modelled on PDL.
	Area	0.59	Modelled as 90% net developable (POS off site), 0.53ha net.
21	Units/ha	75.00	
Sth Aylesham	Units	650	Strategic Site. SHMA housing mix. Total site area
	Area	26.20	26.20ha. Modelled at 32units/net ha and 77.53% net developable (20.31ha).
22	Units/ha	32.00	
Nth Aylesham	Units	500	Strategic Site. SHMA housing mix. Total site area
	Area	26.04	36.35ha. Modelled at 32units/net ha and 60% net developable (15.63ha).
23	Units/ha	32.00	



Whitfield	Units	4,017	Strategic Site. SHMA housing mix. Total site
	Area	209.22	area 226.10ha. Modelled at 32units/net ha and 60% net developable (125.53ha).
24	Units/ha	32.00	
Whitfield Plus	Units	4,617	Strategic Site. SHMA housing mix. Total site
	Area	240.47	area 295.12ha. Modelled at 32units/net ha and 60% net developable (144.28ha).
25	Units/ha	32.00	

9.14 The modelling is further summarised below.



			Current Use	Units	Area	a Ha	Density	Units/ha	Density
					Gross	Net	Gross	Net	m2/ha
1 La	arge Green 400	Green	Agricultural	400	13.33	11.12	30.00	35.98	3,273
2 La	arge Green 150	Green	Agricultural	150	5.00	4.16	30.00	36.10	3,340
3 M	ledium Green 80	Green	Agricultural	80	2.67	2.22	30.00	35.99	3,278
4 M	ledium Green 40	Green	Agricultural	40	1.33	1.11	30.00	36.01	3,290
5 M	ledium Green 20	Green	Agricultural	20	0.67	0.56	30.00	36.03	3,286
6 M	ledium Green 20 LD	Green	Agricultural	20	0.80	0.69	25.00	29.18	2,746
7 Sn	mall Green 12	Green	Paddock	12	0.40	0.33	30.00	36.23	3,394
8 Sn	mall 8	Green	Paddock	8	0.27	0.27	30.00	30.00	2,824
9 Sn	mall 6	Green	Paddock	6	0.20	0.20	30.00	30.00	2,930
10 Sn	mall 3	Green	Paddock	3	0.10	0.10	30.00	30.00	3,260
11 PE	DL 300	PDL	Industrial	300	6.67	5.04	45.00	59.51	5,196
12 PE	DL 200	PDL	Industrial	200	4.44	3.36	45.00	59.55	5,211
13 PE	DL 200 HD	PDL	Industrial	200	3.42	3.08	58.50	65.00	5,234
14 PC	DL 100	PDL	Industrial	100	2.00	1.46	50.00	68.62	5,996
15 PE	DL 100 HD	PDL	Industrial	100	0.93	0.83	108.00	120.00	8,004
16 PE	DL 30	PDL	Industrial	30	0.86	0.69	35.00	43.18	3,755
17 PC	DL 30 HD	PDL	Industrial	30	0.33	0.30	90.00	100.00	6,787
18 PC	DL 12	PDL	Industrial	12	0.30	0.24	40.00	50.39	4,132
19 PE	DL 12 HD	PDL	Industrial	12	0.22	0.20	54.00	60.00	3,500
20 PE	DL 6	Mixed	Industrial	6	0.10	0.10	60.00	60.00	5,140
21 FI	atted PRS 40	Mixed	Industrial	40	0.59	0.53	67.50	75.00	4,785

650

500

4,017

4,617

26.20

26.04

209.22

240.47

20.31

15.63

125.53

144.28

24.81

19.20

19.20

19.20

32.00

32.00

32.00

32.00



Sth Aylesham

Nth Aylesham

Whitfield Plus

Whitfield

Green

Green

Mixed

Green

Agricultural

Agricultural

Agricultural

Mixed

2,923

2,916

2,914

2,914

- 9.15 It is important to note that some of the above typologies could have significant amounts of existing floor space. This has a very significant impact on the amount of CIL to be paid (CIL only applies to net new development, unless the existing floorspace has not recently been in lawful use) or the level of Affordable Housing (through Vacant Building Credit). The rules in this regard are complex and depend on the extent of the existing use of the building. Very few developments will be eligible to pay no CIL and make no Affordable Housing contribution.
- 9.16 The Strategic Sites are modelled on the basis of a development density of 32units/ha and a net developable area of 60%.
- 9.17 Through the summer 2020 consultation a planning consultant⁹⁸ commented on the importance of testing smaller sites as these can contribute to the delivery of housing. The typologies include a range of smaller sites that are representative of the smaller sites that are likely to come forward under the future Plan.
- 9.18 A housebuilder⁹⁹ questioned the need to test Build to Rent as the Council does not have a specific policy in the regard. Whilst it is not strictly necessary, as this is a growing tenure that is subject to specific guidance within the PPG (Chapter 60¹⁰⁰), this testing is considered to be useful.
- 9.19 A land promoter¹⁰¹ asked if a 300 plus caravan based location was included. It has not, as this is not expected to be planned for in the emerging Plan.
- 9.20 A land promoter¹⁰² commented they would like to see 'provision for work live homes to help revive villages'. The emerging Plan does not allocate sites for such uses so, whilst there may be merits in delivering such units, the Plan is not seeking to deliver sites for such development.
- 9.21 A housebuilder¹⁰³ commented that a 'ratio of 70% net developable land seems somewhat high based on local planning authority requirements for open space. Using experience from projects elsewhere in Kent a relationship of 50% is more appropriate'. With regard to density they commented:

Persimmon Homes would usually build a range of family housing at 35 and 37 dwellings per hectare. The current Persimmon Homes development at Aylesham is currently being built out at 44 dwellings per hectare.

¹⁰³ Persimmon Homes with regard to Aylesham and Whitfield.



⁹⁸ D Brown for JWDB Planning.

⁹⁹ C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

¹⁰⁰ https://www.gov.uk/guidance/build-to-rent

¹⁰¹ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

¹⁰² Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

Paragraph 9.10 - Persimmon Homes would usually be building at 3,330 sqm per developable acre and this is particularly so for the allocations at Whitfield. By way of example the coverage on the current development in Aylesham is 3,537 sqm per developable acre.

The gross/net and density highlighted for Whitfield and Aylesham does not reflect local practice. Persimmon Homes would expect to build between 35 and 37 dwellings per net developable acre with a coverage of 3,330 sqm.

Older People's Housing

- 9.22 A private Sheltered/retirement and an Extracare scheme have been modelled, each on a 0.5ha site as follows.
 - a. A private Sheltered/retirement scheme of 30 x 1 bed units of 50m² and 30 x 2 bed units of 75m² to give a net saleable area (GIA) of 3,750m². We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 4,500m².
 - b. An Extracare scheme of 36 x 1 bed units of 65m² and 24 x 2 bed units of 80m² to give a net saleable area (GIA) of 4,260m². We have assumed a further 30% non-saleable service and common areas to give a scheme GIA of 5,538m².

Employment Uses

- 9.23 The Council is planning to allocate Strategic Employment Sites. These sites will not be modelled individually, rather the type of development that they are most likely to deliver is modelled.
- 9.24 In line with the CIL Regulations, we have only assessed developments of over 100m². There are other types of development (such as petrol filling stations and garden centres etc). We have not included these in this high-level study due to the great diversity of project that may arise.
- 9.25 For this study, we have assessed a number of development types. We have based our modelling on the following development types:
 - a. **Offices**. These are more than 250m², will be of steel frame construction, be over several floors and will be located on larger business parks. Typical larger units are around 2,000m² we will use this as the basis of our modelling.
 - We have made assumptions about the site coverage and density of development on the sites. We have assumed 80% coverage on the office sites in the urban situation and 25% elsewhere. We have assumed two storey construction in the business park situation, and four storey construction in the urban situation.
 - b. **Large Industrial.** Modern industrial units of over 4,000m². There is little new space being constructed. This is used as the basis of the modelling. We have assumed 40% coverage which is based on the single storey construction.
 - c. **Small Industrial.** Modern industrial units of 400m². We have assumed 40% coverage which is based on the single storey construction.



9.26 We have not looked at the plethora of other types of commercial and employment development beyond office and industrial/storage uses in this study.

Retail

- 9.27 For this study, we have assessed the following types of space. It is important to remember that this assessment is looking at the ability of new projects to bear an element of CIL it is only therefore necessary to look at the main types of development likely to come forward in the future.
 - a. **Supermarkets** Two typologies have been modelled.

First is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m². It is assumed to occupy a total site area of 1.33ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.

Second is based on a smaller supermarket, typical of the units that may be developed by operators such as Aldi and Lidl. A 1,200m² unit on a 0.4ha site (40% coverage) to allow for car parking is assumed.

- b. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m². It is assumed to occupy a total site area of 0.8ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
- c. **Shop** is a brick-built development on two storeys, of 200m². No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.025ha.
- 9.28 In developing these typologies, we have made assumptions about the site coverage and density of development on the sites. We have assumed simple, single storey construction and have assumed that there are no mezzanine floors.

Hotels and Leisure

- 9.29 The leisure industry is very diverse and ranges from conventional hotels and roadside budget hotels, to cinemas, theatres, historic attractions, equestrian centres, stables and ménages. We have reviewed this sector and there is very little activity in this sector at the moment, either at the planning stage or the construction stage. This is an indication that development in this sector is at the margins of viability at the moment. Having considered this further we have assessed a modern hotel on a town edge site.
- 9.30 We have assumed that this is a 60 bedroom product ($60 \times 19m^2 + 30\%$ circulation space = $1,482m^2$) with ample car parking on a 0.4 ha (1 acre) site.





10. Residential Appraisals

- 10.1 At the start of this chapter it is important to stress that the results of the appraisals do not, in themselves, determine policy. The results of this study are one of a number of factors that DDC will consider when refining the emerging Plan, including the need for infrastructure and the track record in delivering affordable housing and collecting payments under s106.
- 10.2 The appraisals use the residual valuation approach they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and a developers' return. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be viable, it is necessary for this Residual Value to exceed the EUV by a satisfactory margin, being the Benchmark Land Value (BLV).
- 10.3 Several sets of appraisals have been run based on the assumptions set out in the previous chapters of this report, including the affordable housing requirement and developer contributions. Development appraisals are sensitive to changes in price, so appraisals have been run with various changes in the cost of construction and an increase and decrease in prices.
- 10.4 As set out above, for each development type the Residual Value is calculated. The results are set out and presented for each typology / site and per gross hectare to allow comparison between the typologies / sites. In the tables in this chapter, the results are colour coded using a traffic light system:
 - a. Green Viable where the Residual Value per hectare exceeds the BLV per hectare (being the EUV plus the appropriate uplift to provide a landowners' premium).
 - b. Amber Marginal where the Residual Value per hectare exceeds the EUV but not the BLV per hectare. These sites should not be considered as viable when measured against the test set out however, depending on the nature of the site and the owner, they may come forward.
 - c. **Red Non-viable** where the Residual Value does not exceed the EUV.
- 10.5 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward, and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development.

Base Appraisals – full policy requirements

- 10.6 These base appraisals are based on the following assumptions.
 - a. Affordable Housing 30% (Intermediate Housing 35%, Affordable Rent 65%).



b. Design 95% Accessible and Adaptable - Category 2, 5%

Wheelchair and Adaptable - Category 3

NDSS

Water efficiency / Car Charging Points

10% Biodiversity Net Gain

Future Homes Standard - Option 2

c. Developer Contributions Typologies £4,000/unit and Strategic Sites £20,000/unit.

10.7 For the base appraisals, the results for all the typologies are presented, subsequently the relevant typologies in each area are presented.



			Tab	le 10.1	Distrib	ution o	f Poten	tial Dev	/elopme	ent by 1	Typolog	ıy				
		Hig	her		Medium				Lower				Dover			
	Sites		Units		Sit	es	Units		Sites		Units		Sites		Units	
Large Green 400	0		0		1	1.01%	350	7.39%	0		0	0.00%	0		0	
Large Green 150	1	1.01%	110	2.32%	6	6.06%	650	13.73%	0		0		0		0	
Medium Green 80	3	3.03%	215	4.54%	4	4.04%	368	7.78%	0		0		0		0	
Medium Green 40	2	2.02%	85	1.80%	9	9.09%	387	8.18%	0		0		0		0	
Medium Green 20	0		0		5	5.05%	92	1.94%	1	1.01%	17	0.36%	1	1.01%	25	0.53%
Medium Green 20	2	2.02%	40	0.85%	3	3.03%	50	1.06%	0		0		0		0	
Small Green 12	3	3.03%	31	0.65%	5	5.05%	52	1.10%	0		0		0		0	
Small 8	1	1.01%	8	0.17%	0		0		2	2.02%	17	0.36%	1	1.01%	10	0.21%
Small 6	2	2.02%	10	0.21%	2	2.02%	11	0.23%	0		0		1	1.01%	5	0.11%
Small 3	1	1.01%	3	0.06%	0		0		0		0		0		0	
PDL 300	1	1.01%	0		0		0		0		0		2	2.02%	736	15.55%
PDL 200	0		0		0		0		0		0		0		0	
PDL 200 HD	0		0		0		0		0		0		1	1.01%	220	4.65%
PDL 100	0		63	1.33%	2	2.02%	132	2.79%	0		0		5	5.05%	524	11.07%
PDL 100 HD	0		0		0		0		0		0		1	1.01%	100	2.11%
PDL 30	1	1.01%	35	0.74%	6	6.06%	31	0.65%	0		0		4	4.04%	115	2.43%
PDL 30 HD	0		0		0		0		0		0		1	1.01%	50	1.06%
PDL 12	4	4.04%	55	1.16%	1	1.01%	10	0.21%	1	1.01%	10	0.21%	3	3.03%	39	0.82%
PDL 12 HD	0		0		0		0	0.00%	0		0		3	3.03%	39	0.82%
PDL 6	4	4.04%	23	0.49%	3	3.03%	15	0.32%	0		0		0		0	
Flatted PRS 40	0		0		0		0		0		0		0		0	



10.8 The base appraisals are included in **Appendix 10**. The value areas, as set out in Chapter 4 above, are:

Higher Being the north of the District.

Medium Being the Coastal Towns to the east of the District and the Rural areas and

settlements to the south of the District.

Lower Being the sites within and adjacent to Aylesham, and the sites adjacent to

wider Dover, principally to the north and west of the built-up area, and

Whitfield.

Dover Town Being the relatively tightly defined built-up area of Dover.



Table 10.2a Residential Development – Residual Values

Higher and Strategic Sites

					Area	(ha)	Units	Re	esidual Value (£	<u>.</u>)
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 400	Higher	Green	Agricultural	13.33	11.12	400	643,137	771,405	8,575,160
Site 2	Large Green 150	Higher	Green	Agricultural	5.00	4.16	150	711,952	856,694	3,559,760
Site 3	Medium Green 80	Higher	Green	Agricultural	2.67	2.22	80	701,774	841,812	1,871,397
Site 4	Medium Green 40	Higher	Green	Agricultural	1.33	1.11	40	686,501	824,000	915,334
Site 5	Medium Green 20	Higher	Green	Agricultural	0.67	0.56	20	685,512	823,265	457,008
Site 6	Medium Green 20 LD	Higher	Green	Agricultural	0.80	0.69	20	633,836	739,747	507,069
Site 7	Small Green 12	Higher	Green	Paddock	0.40	0.33	12	1,181,509	1,427,040	472,604
Site 8	Small 8	Higher	Green	Paddock	0.27	0.27	8	1,305,384	1,305,384	348,102
Site 9	Small 6	Higher	Green	Paddock	0.20	0.20	6	1,395,746	1,395,746	279,149
Site 10	Small 3	Higher	Green	Paddock	0.10	0.10	3	2,234,464	2,234,464	223,446
Site 22	Sth Aylesham	Aylesham	Green	Agricultural	26.20	20.31	650	37,724	48,659	988,378
Site 23	Nth Aylesham	Aylesham	Green	Agricultural	26.04	15.63	500	32,499	54,166	846,338
Site 24	Whitfield	Whitfield	Mixed	Mixed	209.22	125.53	4,017	-38,545	-64,242	-8,064,368
Site 25	Whitfield Plus	Whitfield	Green	Agricultural	240.47	144.28	4,617	-45,710	-76,183	-10,991,767



Table 10.2b Residential Development – Residual Values Medium

					Area	(ha)	Units	Re	esidual Value (£	<u>(</u>)
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 400	Medium	Green	Agricultural	13.33	11.12	400	578,253	693,580	7,710,035
Site 2	Large Green 150	Medium	Green	Agricultural	5.00	4.16	150	640,371	770,561	3,201,855
Site 3	Medium Green 80	Medium	Green	Agricultural	2.67	2.22	80	632,236	758,397	1,685,962
Site 4	Medium Green 40	Medium	Green	Agricultural	1.33	1.11	40	615,283	738,518	820,378
Site 5	Medium Green 20	Medium	Green	Agricultural	0.67	0.56	20	613,013	736,198	408,676
Site 6	Medium Green 20 LD	Medium	Green	Agricultural	0.80	0.69	20	570,910	666,306	456,728
Site 7	Small Green 12	Medium	Green	Paddock	0.40	0.33	12	1,181,509	1,427,040	472,604
Site 8	Small 8	Medium	Green	Paddock	0.27	0.27	8	1,305,384	1,305,384	348,102
Site 9	Small 6	Medium	Green	Paddock	0.20	0.20	6	1,395,746	1,395,746	279,149
Site 10	Small 3	Medium	Green	Paddock	0.10	0.10	3	2,234,464	2,234,464	223,446
Site 11	PDL 300	Medium	PDL	Industrial	6.67	5.04	300	621,024	821,338	4,140,163
Site 12	PDL 200	Medium	PDL	Industrial	4.44	3.36	200	623,872	825,634	2,772,765
Site 13	PDL 200 HD	Medium	PDL	Industrial	3.42	3.08	200	604,686	671,873	2,067,303
Site 14	PDL 100	Medium	PDL	Industrial	2.00	1.46	100	680,072	933,394	1,360,144
Site 15	PDL 100 HD	Medium	PDL	Industrial	0.93	0.83	100	2,299,767	2,555,296	2,129,414
Site 16	PDL 30	Medium	PDL	Industrial	0.86	0.69	30	479,326	591,324	410,851
Site 17	PDL 30 HD	Medium	PDL	Industrial	0.33	0.30	30	2,472,540	2,747,267	824,180
Site 18	PDL 12	Medium	PDL	Industrial	0.30	0.24	12	951,788	1,199,070	285,536
Site 19	PDL 12 HD	Medium	PDL	Industrial	0.22	0.20	12	1,309,643	1,455,159	291,032
Site 20	PDL 6	Medium	Mixed	Industrial	0.10	0.10	6	2,746,061	2,746,061	274,606
Site 21	Flatted PRS 40	Medium	Mixed	Industrial	0.59	0.53	40	-495,352	-550,391	-293,542



Table 10.2c Residential Development – Residual Values

Lower

					Area	(ha)	Units	Re	esidual Value (£	<u>.</u>)
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 400	Lower	Green	Agricultural	13.33	11.12	400	318,715	382,280	4,249,534
Site 2	Large Green 150	Lower	Green	Agricultural	5.00	4.16	150	354,048	426,027	1,770,238
Site 3	Medium Green 80	Lower	Green	Agricultural	2.67	2.22	80	354,084	424,740	944,223
Site 4	Medium Green 40	Lower	Green	Agricultural	1.33	1.11	40	330,413	396,591	440,550
Site 5	Medium Green 20	Lower	Green	Agricultural	0.67	0.56	20	321,514	386,122	214,343
Site 6	Medium Green 20 LD	Lower	Green	Agricultural	0.80	0.69	20	319,207	372,545	255,366
Site 7	Small Green 12	Lower	Green	Paddock	0.40	0.33	12	587,643	709,762	235,057
Site 8	Small 8	Lower	Green	Paddock	0.27	0.27	8	688,055	688,055	183,481
Site 9	Small 6	Lower	Green	Paddock	0.20	0.20	6	729,186	729,186	145,837
Site 10	Small 3	Lower	Green	Paddock	0.10	0.10	3	1,350,147	1,350,147	135,015
Site 11	PDL 300	Lower	PDL	Industrial	6.67	5.04	300	524,665	693,897	3,497,765
Site 12	PDL 200	Lower	PDL	Industrial	4.44	3.36	200	523,628	692,970	2,327,235
Site 13	PDL 200 HD	Lower	PDL	Industrial	3.42	3.08	200	480,364	533,737	1,642,269
Site 14	PDL 100	Lower	PDL	Industrial	2.00	1.46	100	564,919	775,347	1,129,837
Site 15	PDL 100 HD	Lower	PDL	Industrial	0.93	0.83	100	-1,382,147	-1,535,719	-1,279,766
Site 16	PDL 30	Lower	PDL	Industrial	0.86	0.69	30	398,884	492,086	341,901
Site 17	PDL 30 HD	Lower	PDL	Industrial	0.33	0.30	30	-597,538	-663,931	-199,179
Site 18	PDL 12	Lower	PDL	Industrial	0.30	0.24	12	866,677	1,091,846	260,003
Site 19	PDL 12 HD	Lower	PDL	Industrial	0.22	0.20	12	-350,254	-389,172	-77,834
Site 20	PDL 6	Lower	Mixed	Industrial	0.10	0.10	6	2,578,348	2,578,348	257,835
Site 21	Flatted PRS 40	Lower	Mixed	Industrial	0.59	0.53	40	-495,352	-550,391	-293,542



Table 10.2d Residential Development – Residual Values

Dover Built-up Area

					Area (ha)		Units	Residual Value (£)		2)
					Gross	Net		Gross ha	Net ha	Site
Site 11	PDL 300	Dover	PDL	Industrial	6.67	5.04	300	-1,533,039	-2,027,525	-10,220,261
Site 12	PDL 200	Dover	PDL	Industrial	4.44	3.36	200	-1,615,575	-2,138,056	-7,180,333
Site 13	PDL 200 HD	Dover	PDL	Industrial	3.42	3.08	200	-2,192,984	-2,436,649	-7,497,383
Site 14	PDL 100	Dover	PDL	Industrial	2.00	1.46	100	-1,889,913	-2,593,893	-3,779,825
Site 15	PDL 100 HD	Dover	PDL	Industrial	0.93	0.83	100	-5,554,759	-6,171,955	-5,143,296
Site 16	PDL 30	Dover	PDL	Industrial	0.86	0.69	30	-1,325,376	-1,635,060	-1,136,037
Site 17	PDL 30 HD	Dover	PDL	Industrial	0.33	0.30	30	-4,091,054	-4,545,616	-1,363,685
Site 18	PDL 12	Dover	PDL	Industrial	0.30	0.24	12	-934,968	-1,177,880	-280,490
Site 19	PDL 12 HD	Dover	PDL	Industrial	0.22	0.20	12	-2,197,074	-2,441,193	-488,239
Site 20	PDL 6	Dover	Mixed	Industrial	0.10	0.10	6	-934,919	-934,919	-93,492
Site 21	Flatted PRS 40	Dover	Mixed	Industrial	0.59	0.53	40	-495,352	-550,391	-293,542



- 10.9 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology. The higher density sites generally have higher Residual Values, and the additional costs associated with brownfield sites result in lower Residual Values.
- 10.10 The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return.
- 10.11 In the following tables the Residual Value is compared with the BLV. The BLV being an amount over the Existing Use Value that is sufficient to provide the landowner with a premium, and induce them to sell the land for development, as set out in Chapter 6 above.

	Table 10.3a Residential Development – Residual Values v BLV												
	Higher and Strategic Sites												
			Existing Use Value	Benchmark Land Value	Residual Value								
Site 2	Large Green 150	Higher	22,500	422,500	711,952								
Site 3	Medium Green 80	Higher	22,500	422,500	701,774								
Site 4	Medium Green 40	Higher	22,500	422,500	686,501								
Site 6	Medium Green 20 LD	Higher	22,500	422,500	633,836								
Site 7	Small Green 12	Higher	50,000	450,000	1,181,509								
Site 8	Small 8	Higher	50,000	450,000	1,305,384								
Site 9	Small 6	Higher	50,000	450,000	1,395,746								
Site 10	Small 3	Higher	50,000	450,000	2,234,464								
Site 22	Sth Aylesham	Aylesham	25,000	425,000	37,724								
Site 23	Nth Aylesham	Aylesham	22,500	422,500	32,499								
Site 24	Whitfield	Whitfield	22,500	422,500	-38,545								
Site 25	Whitfield Plus	Whitfield	22,500	422,500	-45,710								



	Table 10.3b Residential Development – Residual Values v BLV												
	Medium												
			Existing Use Value	Benchmark Land Value	Residual Value								
Site 1	Large Green 400	Medium	22,500	422,500	578,253								
Site 2	Large Green 150	Medium	22,500	422,500	640,371								
Site 3	Medium Green 80	Medium	22,500	422,500	632,236								
Site 4	Medium Green 40	Medium	22,500	422,500	615,283								
Site 5	Medium Green 20	Medium	22,500	422,500	613,013								
Site 6	Medium Green 20 LD	Medium	22,500	422,500	570,910								
Site 7	Small Green 12	Medium	50,000	450,000	1,181,509								
Site 9	Small 6	Medium	50,000	450,000	1,395,746								
Site 16	PDL 30	Medium	1,200,000	1,440,000	479,326								
Site 18	PDL 12	Medium	1,200,000	1,440,000	951,788								
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	1,309,643								
Site 20	PDL 6	Medium	1,200,000	1,440,000	2,746,061								

	Table 10.3c Reside	ential Developmen	t – Residual	Values v BLV	1								
	Lower												
			Existing Use Value	Benchmark Land Value	Residual Value								
Site 1	Large Green 400	Lower	22,500	422,500	318,715								
Site 2	Large Green 150	Lower	22,500	422,500	354,048								
Site 3	Medium Green 80	Lower	22,500	422,500	354,084								
Site 4	Medium Green 40	Lower	22,500	422,500	330,413								
Site 5	Medium Green 20	Lower	22,500	422,500	321,514								
Site 6	Medium Green 20 LD	Lower	22,500	422,500	319,207								
Site 7	Small Green 12	Lower	50,000	450,000	587,643								
Site 8	Small 8	Lower	50,000	450,000	688,055								
Site 18	PDL 12	Lower	1,200,000	1,440,000	866,677								



	Table 10.3d Reside	ential Developmen	t – Residual	Values v BL\	/								
	Dover Town												
			Existing Use Value	Benchmark Land Value	Residual Value								
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,533,039								
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-2,192,984								
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,889,913								
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,554,759								
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,325,376								
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-4,091,054								
Site 18	PDL 12	Dover	1,200,000	1,440,000	-934,968								
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-2,197,074								

- 10.12 The above appraisals are based on the base range of potential policy requests that the Council is considering, the additional policy areas that are under consideration are considered below. Generally, the greenfield sites produce a Residual Value that is in excess of the Benchmark Land Value indicating that such sites are likely to be viable. Having said this, the sites that are in the Lower Value Area (Aylesham and adjacent to Dover) produce a Residual Value that is a little less than the BLV, but well over the Existing Use Value, and the sites in Dover are all shown as unviable with a Residual Value that is less than the EUV.
- 10.13 To inform the development of policy a range of policy requirements have been tested.

Varied Affordable Housing

10.14 Affordable Housing is the greatest single cost to development. The following analysis sets out different levels of Affordable Housing. Initially this analysis is based on the policy requirements used in the base appraisals, and only the amount of Affordable Housing is varied.



Table 10.4a Residential Development - Residual Values v BLV

Varied Levels of Affordable Housing - Higher and Strategic Sites, Medium

			EUV	BLV									
		Affordable %			0%	5%	10%	15%	20%	25%	30%	35%	40%
Site 2	Large Green 150	Higher	22,500	422,500	1,373,778	1,263,474	1,153,169	1,042,865	932,561	822,256	711,952	601,648	491,343
Site 3	Medium Green 80	Higher	22,500	422,500	1,340,000	1,233,629	1,127,258	1,020,887	914,516	808,145	701,774	595,403	489,031
Site 4	Medium Green 40	Higher	22,500	422,500	1,342,841	1,233,451	1,124,061	1,014,671	905,281	795,891	686,501	577,111	467,721
Site 6	Medium Green 20 LD	Higher	22,500	422,500	1,205,351	1,110,099	1,014,846	919,594	824,341	729,089	633,836	538,583	443,331
Site 7	Small Green 12	Higher	50,000	450,000	1,944,945	1,817,705	1,690,466	1,563,227	1,435,987	1,308,748	1,181,509	1,054,270	927,030
Site 8	Small 8	Higher	50,000	450,000	2,091,595	1,960,560	1,829,525	1,698,489	1,567,454	1,436,419	1,305,384	1,174,349	1,043,314
Site 9	Small 6	Higher	50,000	450,000	2,223,075	2,085,187	1,947,299	1,809,411	1,671,523	1,533,634	1,395,746	1,257,858	1,116,201
Site 10	Small 3	Higher	50,000	450,000	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464
Site 22	Sth Aylesham	Aylesham	25,000	425,000	442,950	375,439	307,929	240,418	172,907	105,397	37,724	-34,361	-107,911
Site 23	Nth Aylesham	Aylesham	22,500	422,500	355,663	302,691	249,718	196,147	141,598	87,049	32,499	-23,533	-82,468
Site 24	Whitfield	Whitfield	22,500	422,500	178,285	143,295	108,305	72,851	36,916	368	-38,545	-78,860	-120,489
Site 25	Whitfield Plus	Whitfield	22,500	422,500	163,516	130,107	96,171	61,935	27,489	-8,202	-45,710	-84,027	-123,970
			EUV	BLV									
		Affordable %			0%	5%	10%	15%	20%	25%	30%	35%	40%
Site 1	Large Green 400	Medium	22,500	422,500	1,153,667	1,057,765	961,862	865,960	770,058	674,155	578,253	482,350	386,448
Site 2	Large Green 150	Medium	22,500	422,500	1,279,251	1,172,771	1,066,291	959,811	853,331	746,851	640,371	533,891	427,411
Site 3	Medium Green 80	Medium	22,500	422,500	1,247,954	1,145,334	1,042,715	940,095	837,475	734,855	632,236	529,616	426,996
Site 4	Medium Green 40	Medium	22,500	422,500	1,248,765	1,143,185	1,037,604	932,024	826,444	720,863	615,283	509,703	404,123
Site 5	Medium Green 20	Medium	22,500	422,500	1,253,267	1,146,558	1,039,849	933,140	826,431	719,722	613,013	506,305	399,596
Site 6	Medium Green 20 LD	Medium	22,500	422,500	1,121,872	1,030,045	938,218	846,391	754,564	662,737	570,910	479,083	387,256
Site 7	Small Green 12	Medium	50,000	450,000	1,944,945	1,817,705	1,690,466	1,563,227	1,435,987	1,308,748	1,181,509	1,054,270	927,030
Site 9	Small 6	Medium	50,000	450,000	2,223,075	2,085,187	1,947,299	1,809,411	1,671,523	1,533,634	1,395,746	1,257,858	1,116,201
Site 16	PDL 30	Medium	1,200,000	1,440,000	1,199,925	1,079,825	959,725	839,626	719,526	599,426	479,326	359,226	237,604
Site 18	PDL 12	Medium	1,200,000	1,440,000	1,776,094	1,638,709	1,501,325	1,363,941	1,226,557	1,089,172	951,788	813,855	672,489
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	2,510,613	2,310,451	2,110,290	1,910,128	1,709,966	1,509,804	1,309,643	1,109,031	903,068
	PDL 6	Medium	1,200,000	1,440,000	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061



Table 10.4b Residential Development – Residual Values v BLV

Varied Levels of Affordable Housing - Lower and Dover Built-up Area

			EUV	BLV									
		Affordable %			0%	5%	10%	15%	20%	25%	30%	35%	40%
Site 1	Large Green 400	Lower	22,500	422,500	810,400	728,453	646,505	564,558	482,610	400,663	318,715	236,768	154,820
Site 2	Large Green 150	Lower	22,500	422,500	901,144	809,961	718,779	627,596	536,413	445,230	354,048	262,865	171,682
Site 3	Medium Green 80	Lower	22,500	422,500	879,769	792,154	704,540	616,926	529,312	441,698	354,084	266,469	178,855
Site 4	Medium Green 40	Lower	22,500	422,500	872,460	782,119	691,778	601,437	511,095	420,754	330,413	240,072	148,636
Site 5	Medium Green 20	Lower	22,500	422,500	869,783	778,656	687,529	596,402	505,275	414,147	321,514	227,745	132,184
Site 6	Medium Green 20 LD	Lower	22,500	422,500	787,956	709,832	631,707	553,582	475,457	397,332	319,207	239,012	158,054
Site 7	Small Green 12	Lower	50,000	450,000	1,158,366	1,063,421	968,476	873,531	778,585	683,640	587,643	489,946	392,248
Site 8	Small 8	Lower	50,000	450,000	1,278,247	1,181,053	1,083,859	986,664	888,078	788,067	688,055	588,044	486,565
Site 18	PDL 12	Lower	1,200,000	1,440,000	1,665,124	1,532,049	1,398,975	1,265,900	1,132,826	999,751	866,677	730,711	593,780
			EUV	BLV									
		Affordable %			0%	5%	10%	15%	20%	25%	30%	35%	40%
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,280,837	-1,322,672	-1,364,523	-1,406,374	-1,448,226	-1,490,194	-1,533,039	-1,575,990	-1,618,979
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-2,055,047	-2,078,036	-2,101,026	-2,124,016	-2,147,005	-2,169,995	-2,192,984	-2,215,974	-2,238,964
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,606,751	-1,653,945	-1,701,138	-1,748,332	-1,795,525	-1,842,719	-1,889,913	-1,937,334	-1,985,661
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,183,691	-5,245,535	-5,307,380	-5,369,225	-5,431,070	-5,492,915	-5,554,759	-5,616,604	-5,678,449
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,126,432	-1,159,453	-1,192,475	-1,225,496	-1,258,518	-1,291,580	-1,325,376	-1,359,173	-1,392,970
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-3,710,728	-3,774,116	-3,837,504	-3,900,891	-3,964,279	-4,027,667	-4,091,054	-4,154,442	-4,217,830
Site 18	PDL 12	Dover	1,200,000	1,440,000	-627,857	-678,691	-729,525	-780,358	-831,535	-883,252	-934,968	-986,684	-1,038,401
	PDL 12 HD	Dover	1,200,000	1,440,000	-2,016,133	-2,046,283	-2,076,441	-2,106,599	-2,136,757	-2,166,916	-2,197,074	-2,227,232	-2,257,390



- 10.15 On average, across all the typologies, a 10% increase in affordable housing results in a fall in the Residual Value of about £200,000/ha, meaning that each 10% of affordable housing reduces the amount a developer can pay a landowner for a parcel of land by about £200,000ha. On average, a 30% affordable housing requirement reduces the Residual Value by about £550,000/ha or so, although this varies across the sites and typologies.
 - a. In the higher value area, all the greenfield typologies are viable and there may be scope to increase the affordable housing requirement above 30%. However, due to the current uncertainty in the housing market and wider economy, we would suggest caution in this regard. Further, relatively little development is planned in this area (less than 15% of units excluding the Strategic Sites) so ultimately the impact may be modest. The Council can be confident that development in this area will be forthcoming.
 - b. In the medium value area, all the greenfield sites produce a Residual Value that is above the BLV at 35% affordable housing with some at 40%. These typologies represent over 40% of the planned development (excluding Strategic Sites). The Council can be confident that greenfield development in this area will be forthcoming.
 - The typologies representing the brownfield sites are generally unable to bear the 30% affordable housing, however these represent less than 5% of the planned development (excluding the Strategic Sites). The Council should be cautious about relying on these types of site in the early years of the Plan, and should only count on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming, for example, where there is a recent planning consent.
 - c. There are only three potential allocations, with about 1% of the planned units (excluding the Strategic Sites) in the lower value area. The greenfield typologies produce a Residual Value that is in excess of the BLV at 20% affordable housing, but not at 30% affordable housing. The Council should be cautious about relying on these types of site in the early years of the Plan.
 - d. All the typologies in the built-up area of Dover are shown as unviable, even without affordable housing. This a factor of all the sites being on previously developed land, so being subject to higher development costs and contingencies, and the lower values attributed to development in the town. The Council should be cautious about relying on these types of site in the early years of the Plan, and should only rely on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming.
 - e. For the Strategic Sites, an allowance of £20,000 per unit is made for strategic infrastructure costs. At the time of this report the Council has not completed its assessment of the infrastructure requirements, so this is a figure that is used for illustrative purposes. On these sites, viability is constrained. To a large extent these findings are to be expected at this stage of the plan-making process as the delivery of any large site is challenging, so, rather than draw firm conclusions at this stage, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance (page 23):



Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

In this context we particularly highlight paragraph 10-006 of the PPG:

... It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan....

PPG 10-006-20180724

Varied Developer Contributions

10.16 Following analysis sets out the effect of different levels of Developer Contributions. Initially this analysis is based on the full policy aspirations used in the base appraisals, including 30% affordable housing. In the base appraisals an assumption of £4,000/unit is used for the general development with £20,000/unit for the Strategic Sites.



Table 10.5 Residential Development – Residual Values v BLV

30% Affordable Housing, Varied Levels of Developer Contribution

	_		F1.1.1	p l							-	-	
—	Develores	Contributions (C/!t)	EUV	BLV		CE 000	C40 C00	C4E 000	C20 C20	COE COO	620 000	C2E 000	C40.000
Site 2	Large Green 150	Contributions (£/unit) Higher	22,500	422,500	£0 820,784	£5,000 684,744	£10,000 548,704	£15,000 412,664	£20,000 276,624	£25,000 140,584	£30,000 2,698	£35,000 -140,043	£40,000 -283,821
Site 3	Medium Green 80	Higher	22,500	422,500	808,747	675,030	541,314	407,598	273,882	140,364	2,888	-140,043	-203,621
Site 4	Medium Green 40	Higher	22,500	422,500	796,918	658,897	520,875	382.854	244.833	104.315	-40,505	-185,325	-332,625
Site 6	Medium Green 20 LD	Higher	22,500	422,500	725,714	610,867	496,020	381,172	264,987	146,009	25,505	-95,000	-215,504
Site 7	Small Green 12	Higher	50,000	450,000	1,293,545	1,153,500	1,013,455	873,411	733,366	592,403	448,299	302,800	155.857
Site 8	Small 8	Higher	50,000	450,000	1,419,701	1,276,805	1,133,910	991,015	845,529	698,492	551,237	401,303	251,368
Site 9	Small 6	Higher	50,000	450,000	1,507,782	1,367,737	1,227,046	1,082,942	938,838	794,734	648,672	501,729	354,786
Site 10	Small 3	Higher	50,000	450,000	2,350,603	2,205,430	2,060,256	1,915,083	1,769,910	1,624,736	1,479,160	1,331,126	1,183,092
Site 22	Sth Aylesham	Aylesham	25,000	425,000	428,874	331,591	233,689	135,787	37,724	-67,551	-175,157	-286,882	-405,998
Site 23	Nth Aylesham	Aylesham	22,500	422,500	344,212	267,616	190,823	111,661	32,499	-49,597	-136,243	-223,163	-317,454
Site 24	Whitfield	Whitfield	22,500	422,500	180,043	127,607	74,309	19,678	-38,545	-100,113	-164,891	-233,982	-316,585
Site 25	Whitfield Plus	Whitfield	22,500	422,500	167,001	116,016	63,982	10,960	-45,710	-104,983	-167,418	-235,153	-316,413
OILC 20	William I lus	William	22,500	422,000	107,001	110,010	00,502	10,300	40,710	104,300	-107,410	200,100	310,413
			EUV	BLV									
	Developer	Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000
Site 1	Large Green 400	Medium	22,500	422,500	678,176	553,272	428,367	303,463	178,558	53,654	-75,536	-206,594	-340,645
Site 2	Large Green 150	Medium	22,500	422,500	749,203	613,163	477,123	341,083	205,043	69,003	-72,409	-215,150	-361,389
Site 3	Medium Green 80	Medium	22,500	422,500	739,209	605,492	471,776	338,060	204,344	69,958	-70,075	-210,392	-353,996
Site 4	Medium Green 40	Medium	22,500	422,500	725,700	587,679	449,658	311,637	173,213	29,589	-115,231	-260,428	-409,799
Site 5	Medium Green 20	Medium	22,500	422,500	723,267	585,450	447,634	307,928	164,956	20,351	-124,255	-269,380	-418,529
Site 6	Medium Green 20 LD	Medium	22,500	422,500	662,788	547,941	433,094	318,247	200,237	79,984	-40,521	-161,025	-283,537
Site 7	Small Green 12	Medium	50,000	450,000	1,293,545	1,153,500	1,013,455	873,411	733,366	592,403	448,299	302,800	155,857
Site 9	Small 6	Medium	50,000	450,000	1,507,782	1,367,737	1,227,046	1,082,942	938,838	794,734	648,672	501,729	354,786
Site 16	PDL 30	Medium	1,200,000	1,440,000	608,584	447,012	285,259	117,900	-51,632	-221,164	-394,069	-568,929	-743,789
Site 18	PDL 12	Medium	1,200,000	1,440,000	1,102,262	914,169	722,967	529,422	332,643	135,284	-62,075	-259,434	-461,714
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	1,512,783	1,258,858	1,001,452	740,166	475,015	208,581	-57,854	-324,288	-597,803
Site 20	PDL 6	Medium	1,200,000	1,440,000	2,970,133	2,690,044	2,407,344	2,119,137	1,830,929	1,542,721	1,249,676	955,789	661,902
			EUV	BLV									
	Developer	Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000
Site 1	Large Green 400	Lower	22,500	422,500	418,639	293,734	168,830	43,925	-85,744	-216,802	-351,575	-486,733	-622,913
Site 2	Large Green 150	Lower	22,500	422,500	462,880	326,840	190,800	54,760	-87,354	-230,095	-377,211	-524,435	-671,660
Site 3	Medium Green 80	Lower	22,500	422,500	461,056	327,340	193,624	58,927	-81,323	-221,642	-366,002	-510,724	-655,681
Site 4	Medium Green 40	Lower	22,500	422,500	440,830	302,809	164,129	20,326	-124,494	-270,381	-419,753	-569,124	-718,496
Site 5	Medium Green 20	Lower	22,500	422,500	433,274	293,152	149,889	5,284	-139,322	-285,328	-434,478	-583,628	-733,171
Site 6	Medium Green 20 LD	Lower	22,500	422,500	411,085	295,766	177,395	56,891	-63,614	-184,118	-307,709	-432,000	-556,292
Site 7	Small Green 12	Lower	50,000	450,000	700,731	558,822	414,718	268,557	121,614	-25,329	-172,273	-321,724	-473,288
Site 8	Small 8	Lower	50,000	450,000	805,685	658,648	510,608	360,673	210,739	60,805	-89,130	-239,064	-393,690
Site 18	PDL 12	Lower	1,200,000	1,440,000	1,017,151	828,934	635,389	440,698	243,339	45,980	-151,379	-350,377	-553,944
			EUV	BLV									
		Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,359,502	-1,576,794	-1,795,989	-2,020,824	-2,260,233	-2,499,642	-2,739,051	-2,978,460	-3,217,868
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-1,959,835	-2,251,272	-2,544,402	-2,839,404	-3,134,406	-3,429,408	-3,725,628	-4,027,533	-4,332,516
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,686,005	-1,940,890	-2,198,734	-2,456,840	-2,714,945	-2,973,051	-3,231,157	-3,489,263	-3,747,369
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,108,752	-5,666,261	-6,223,770	-6,784,019	-7,347,302	-7,910,585	-8,473,868	-9,037,151	-9,600,434
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,182,678	-1,361,304	-1,540,941	-1,720,579	-1,900,216	-2,079,854	-2,259,491	-2,439,253	-2,620,838
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-3,721,515	-4,183,439	-4,645,364	-5,110,292	-5,577,226	-6,044,160	-6,511,093	-6,978,027	-7,444,961
Site 18	PDL 12	Dover	1,200,000	1,440,000	-770,006	-976,256	-1,182,697	-1,389,138	-1,595,579	-1,802,019	-2,010,409	-2,219,326	-2,428,242
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-1,971,444	-2,253,481	-2,535,519	-2,817,556	-3,099,594	-3,381,631	-3,663,669	-3,945,707	-4,229,367
				-	urce: H	DII /Can	4	2020)					



- 10.17 On average, across all the typologies, an increase in the Developer Contributions of £5,000/unit (applied to market and affordable housing) results in a fall in the Residual Value of about £175,000/ha, meaning that each additional £5,000/unit sought for developer contributions reduces the amount a developer can pay a landowner for a parcel of land by about £175,000ha.
- 10.18 The analysis suggests that, where there is a 30% affordable housing requirement, there is relatively limited capacity for development to bear significant developer contributions that are over and above £10,000/unit.
- 10.19 The above analysis is repeated, without affordable housing.



Table 10.6 Residential Development – Residual Values v BLV

0% Affordable Housing, Varied Levels of Developer Contribution

			F 1	B. V.	-	-	-			-			
-	David	0	EUL	BLV		05.000	640.600	045.000	000 000	005 000	000 000	005.000	040.000
Cito 2		Contributions (£/unit)	22 500	400 500	£0 1,482,610	£5,000	£10,000	£15,000	£20,000	£25,000 802,410	£30,000	£35,000 530,330	£40,000
Site 2 Site 3	Large Green 150 Medium Green 80	Higher Higher	22,500 22,500	422,500 422,500	1,482,610	1,346,570 1,313,257	1,210,530 1,179,541	1,074,490	938,450 912,109	778,393	666,370 644,677	530,330	394,290 377,245
Site 3	Medium Green 40	Higher	22,500	422,500	1,446,973	1,315,237	1,179,541	1,045,825	901,174	763,153	625,132	487,110	349.089
Site 4	Medium Green 20 LD	Higher	22,500	422,500	1,297,229	1,182,382	1,067,535	952,688	837,841	722,994	608,147	493,300	378,453
Site 7	Small Green 12	Higher	50,000	450,000	2,056,980	1,916,936	1,776,891	1,636,846	1,496,802	1,356,757	1,216,712	1,076,668	936,623
Site 8	Small 8	Higher	50,000	450,000	2,205,911	2,063,016	1,920,120	1,777,225	1,634,330	1,491,435	1,348,539	1,205,644	1,062,749
Site 9	Small 6	Higher	50,000	450,000	2,335,111	2,195,066	2,055,022	1,914,977	1,774,932	1,634,888	1,494,843	1,354,798	1,213,732
Site 10	Small 3	Higher	50,000	450,000	2,350,603	2,205,430	2,060,256	1,915,083	1,769,910	1,624,736	1,479,160	1,331,126	1,183,092
Site 22	Sth Aylesham	Aylesham	25,000	425,000	824,462	729,354	634,246	539,138	442,950	345,048	247,147	149,245	51,343
Site 23	Nth Aylesham	Aylesham	22,500	422,500	662,047	585,451	508,855	432,259	355,663	279,067	201,471	122,310	43,148
Site 24	Whitfield	Whitfield	22,500	422,500	383,185	332,561	281,910	230,152	178,285	125,197	71,393	16,593	-41,830
Site 25	Whitfield Plus	Whitfield	22,500	422,500	364,045	314,245	264,444	214,501	163,516	112,265	59,888	6,546	-50,329
			,	,	55 1,5 15	31.1,2.10			100,010	,	,	5,5 15	55,525
			EUL	BLV									
	Developer	Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000
Site 1	Large Green 400	Medium	22,500	422,500	1,253,591	1,128,686	1,003,782	878,877	753,973	629,069	504,164	379,260	254,355
Site 2	Large Green 150	Medium	22,500	422,500	1,388,083	1,252,043	1,116,003	979,963	843,923	707,883	571,843	435,803	299,763
Site 3	Medium Green 80	Medium	22,500	422,500	1,354,927	1,221,211	1,087,495	953,779	820,063	686,346	552,630	418,914	285,198
Site 4	Medium Green 40	Medium	22,500	422,500	1,359,182	1,221,161	1,083,140	945,119	807,098	669,076	531,055	393,034	255,013
Site 5	Medium Green 20	Medium	22,500	422,500	1,363,520	1,225,703	1,087,887	950,070	812,254	674,437	536,621	398,804	257,683
Site 6	Medium Green 20 LD	Medium	22,500	422,500	1,213,750	1,098,903	984,056	869,209	754,362	639,515	524,668	409,821	294,466
Site 7	Small Green 12	Medium	50,000	450,000	2,056,980	1,916,936	1,776,891	1,636,846	1,496,802	1,356,757	1,216,712	1,076,668	936,623
Site 9	Small 6	Medium	50,000	450,000	2,335,111	2,195,066	2,055,022	1,914,977	1,774,932	1,634,888	1,494,843	1,354,798	1,213,732
Site 16	PDL 30	Medium	1,200,000	1,440,000	1,329,183	1,167,610	1,006,038	844,465	682,893	521,320	359,748	195,465	26,337
Site 18	PDL 12	Medium	1,200,000	1,440,000	1,926,568	1,738,475	1,550,382	1,362,289	1,174,195	986,102	796,985	603,440	408,119
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	2,713,754	2,459,828	2,205,902	1,951,976	1,698,050	1,444,125	1,190,199	930,803	669,409
Site 20	PDL 6	Medium	1,200,000	1,440,000	2,970,133	2,690,044	2,407,344	2,119,137	1,830,929	1,542,721	1,249,676	955,789	661,902
			EUL	BLV									
		Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000
Site 1	Large Green 400	Lower	22,500	422,500	910,324	785,419	660,515	535,610	410,706	285,801	160,897	35,992	-94,068
Site 2	Large Green 150	Lower	22,500	422,500	1,009,976	873,936	737,896	601,856	465,816	329,776	193,736	57,696	-84,273
Site 3	Medium Green 80	Lower	22,500	422,500	986,741	853,025	719,309	585,593	451,877	318,161	184,445	49,348	-90,955
Site 4	Medium Green 40	Lower	22,500	422,500	982,877	844,856	706,835	568,814	430,793	292,772	153,801	9,795	-135,025
Site 5	Medium Green 20	Lower	22,500	422,500	980,036	842,219	704,403	566,586	428,770	288,517	145,163	558	-144,048
Site 6 Site 7	Medium Green 20 LD Small Green 12	Lower	22,500 50,000	422,500 450,000	879,834 1,270,402	764,987 1,130,357	650,140 990,313	535,293 850,268	420,446 710,223	305,399 568,590	187,217 424,486	66,713 278,518	-53,792 131,574
Site 7	Small 8		50,000	450,000	1,392,563	1,130,357	1,106,773	963,878	-	670,568	522,763	372,828	222,894
	PDL 12	Lower	1,200,000	1,440,000	1,815,598	1,627,505	1,106,773	1,251,319	817,605 1,063,226	875,132	682,799	489,042	291,683
Site 18	FUL IZ	LOWEI	1,200,000	1,440,000	1,010,098	1,027,305	1,439,412	1,201,019	1,003,226	070,132	002,799	409,042	291,083
			EUL	BLV									
-	Developer	Contributions (£/unit)	202	JLV.	£0	£5.000	£10.000	£15.000	£20.000	£25.000	£30,000	£35.000	£40.000
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,108,622	-1.323.928	-1.539.460	-1.756.643	-1.975.652	-2,197,085	-2.433.452	-2.672.861	-2,912,269
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-1,821,897	-2,113,334	-2,404,771	-2,696,207	-2,989,585	-3,284,586	-3,579,588	-3,874,590	-4,169,592
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,402,843	-1,657,728	-1,912,612	-2,167,497	-2,424,981	-2,683,087	-2,941,193	-3,199,299	-3,457,405
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-4,737,684	-5,295,192	-5,852,701	-6,410,210	-6,967,719	-7,527,436	-8,090,719	-8,654,002	-9,217,285
Site 16	PDL 30	Dover	1,200,000	1,440,000	-984,549	-1,161,902	-1,339,256	-1,517,798	-1,697,436	-1,877,073	-2,056,711	-2,236,348	-2,415,986
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-3,341,188	-3,803,113	-4,265,038	-4,726,963	-5,188,888	-5,653,631	-6,120,565	-6,587,498	-7,054,432
Site 18	PDL 12	Dover	1,200,000	1,440,000	-465,003	-668,570	-872,398	-1,078,839	-1,285,280	-1,491,721	-1,698,162	-1,904,603	-2,112,214
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-1,793,177	-2,072,532	-2,354,570	-2,636,608	-2,918,645	-3,200,683	-3,482,720	-3,764,758	-4,046,795
	•				ource: H	D11 (0		2000)					



10.20 The table shows that without affordable housing, most of the typologies have considerable capacity to bear developer contributions. The exception remains the typologies in the built-up area of Dover that are shown as being unlikely to be viable.

Standardised Infrastructure Tariff

10.21 As set out in Chapter 2 above, as this report was being concluded the Government published *White Paper: Planning for the Future* (MHCLG, August 2020) as various supporting documents. The key proposals are:

<u>Proposal 19</u>: The Community Infrastructure Levy should be reformed to be charged as a fixed proportion of the development value above a threshold, with a mandatory nationally- set rate or rates and the current system of planning obligations abolished.

<u>Proposal 21</u>: The reformed Infrastructure Levy should deliver affordable housing provision.

10.22 A further set of appraisals have been run, based on the same assumptions as used in the base appraisals, however without affordable housing or the assumptions for affordable housing. The developer contributions are calculated as a proportion of the Gross Development Value (GDV).



Table 10.6 Residential Development – Residual Values v BLV

Varied Levels of Standardised Infrastructure Tariff

			EUV	BLV												
		ructure Tariff (%GDV)			0.0%	2.0%	4.0%	6.0%	8.0%	10.0%	12.5%	15.0%	17.5%	20.0%	25.0%	30.0%
Site 2	Large Green 150	Higher	22,500	422,500	1,482,610	1,301,949	1,121,287	940,625	759,963	579,302	353,474	127,647	-105,085	-343,535	-832,322	-1,327,343
Site 3	Medium Green 80	Higher	22,500	422,500	1,446,973	1,271,377	1,095,781	920,185	744,589	568,993	349,498	130,003	-97,779	-329,160	-804,284	-1,286,177
Site 4	Medium Green 40	Higher	22,500	422,500	1,453,258	1,273,157	1,093,055	912,954	732,853	552,751	327,625	99,789	-136,428	-375,082	-862,362	-1,355,378
Site 6	Medium Green 20 LD	Higher	22,500	422,500	1,297,229	1,137,415	977,601	817,787	657,973	498,159	297,982	90,551	-119,058	-330,777	-763,167	-1,201,580
Site 7	Small Green 12	Higher	50,000	450,000	2,056,980	1,860,046	1,663,113	1,466,179	1,269,245	1,072,311	826,144	578,671	324,391	66,097	-454,709	-987,541
Site 8	Small 8	Higher	50,000	450,000	2,205,911	2,001,523	1,797,135	1,592,747	1,388,360	1,183,972	928,226	665,336	399,292	131,221	-407,587	-960,601
Site 9	Small 6	Higher	50,000	450,000	2,335,111	2,116,501	1,897,891	1,679,282	1,460,672	1,241,832	960,650	678,077	391,354	104,630	-472,563	-1,064,042
Site 10	Small 3	Higher	50,000	450,000	2,350,603	2,129,746	1,908,889	1,688,032	1,466,528	1,241,319	959,808	678,297	396,786	115,275	-451,113	-1,031,846
Site 22	Sth Aylesham	Aylesham	25,000	425,000	824,462	708,586	592,710	476,718	357,438	238,159	89,059	-67,908	-232,700	-404,802	-801,648	-1,203,676
Site 23	Nth Aylesham	Aylesham	22,500	422,500	662,047	568,967	475,888	382,809	289,729	195,455	75,208	-47,654	-179,123	-313,710	-620,878	-931,203
Site 24	Whitfield	Whitfield	22,500	422,500	383,185	321,668	259,635	196,740	132,591	67,246	-17,851	-110,028	-208,709	-318,241	-620,239	-930,559
Site 25	Whitfield Plus	Whitfield	22,500	422,500	364,045	303,531	243,017	181,595	119,570	55,925	-26,863	-116,108	-211,615	-318,598	-620,021	-930,328
			EUV	BLV												
	Infrast	ructure Tariff (%GDV)			0.0%	2.0%	4.0%	6.0%	8.0%	10.0%	12.5%	15.0%	17.5%	20.0%	25.0%	30.0%
Site 1	Large Green 400	Medium	22,500	422,500	1,253,591	1,092,120	930,650	769,180	607,709	446,239	244,401	42,563	-167,897	-382,609	-821,476	-1,274,500
Site 2	Large Green 150	Medium	22,500	422,500	1,388,083	1,210,118	1,032,153	854,188	676,222	498,257	275,800	53,344	-179,513	-416,786	-898,612	-1,387,038
Site 3	Medium Green 80	Medium	22,500	422,500	1,354,927	1,181,952	1,008,977	836,002	663,026	490,051	273,832	56,566	-170,306	-400,551	-869,567	-1,345,179
Site 4	Medium Green 40	Medium	22,500	422,500	1,359,182	1,181,769	1,004,355	826,942	649,529	472,116	250,349	22,232	-210,459	-447,935	-927,942	-1,414,719
Site 5	Medium Green 20	Medium	22,500	422,500	1,363,520	1,182,722	1,001,923	821,125	640,327	459,529	229,430	-7,613	-244,744	-487,696	-978,243	-1,474,465
Site 6	Medium Green 20 LD	Medium	22,500	422,500	1,213,750	1,056,321	898,892	741,464	584,035	426,606	227,423	21,730	-184,750	-395,423	-822,150	-1,254,231
Site 7	Small Green 12	Medium	50,000	450,000	2,056,980	1,860,046	1,663,113	1,466,179	1,269,245	1,072,311	826,144	578,671	324,391	66,097	-454,709	-987,541
Site 9	Small 6	Medium	50,000	450,000	2,335,111	2,116,501	1,897,891	1,679,282	1,460,672	1,241,832	960,650	678,077	391,354	104,630	-472,563	-1,064,042
Site 16	PDL 30	Medium	1,200,000	1,440,000	1,329,183	1,125,774	922,366	718,957	515,549	312,141	48,662	-218,124	-489,694	-764,866	-1,318,349	-1,876,537
Site 18	PDL 12	Medium	1,200,000	1,440,000	1,926,568	1,713,590	1,500,612	1,287,634	1,074,657	861,679	588,561	310,970	31,633	-247,704	-820,962	-1,399,499
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	2,713,754	2,443,957	2,174,161	1,904,365	1,634,569	1,364,773	1,024,702	677,682	323,877	-29,982	-747,199	-1,477,177
Site 20	PDL 6	Medium	1,200,000	1,440,000	2,970,133	2,648,609	2,322,073	1,991,230	1,660,387	1,326,184	904,481	482,778	61,075	-360,628	-1,225,497	-2,098,436
			EUV	BLV										i		
	Infrast	ructure Tariff (%GDV)			0.0%	2.0%	4.0%	6.0%	8.0%	10.0%	12.5%	15.0%	17.5%	20.0%	25.0%	30.0%
Site 1	Large Green 400	Lower	22,500	422,500	910,324	758,639	606,955	455,271	303,586	151,902	-40,337	-239,282	-443,523	-648,693	-1,070,310	-1,510,111
Site 2	Large Green 150	Lower	22,500	422,500	1,009,976	842,797	675,617	508,438	341,258	174,079	-38,684	-257,952	-483,637	-709,793	-1,166,994	-1,628,754
Site 3	Medium Green 80	Lower	22,500	422,500	986,741	824,250	661,758	499,266	336,774	174,282	-34,132	-247,269	-466,280	-686,114	-1,131,190	-1,582,258
Site 4	Medium Green 40	Lower	22,500	422,500	982,877	816,216	649,555	482,894	316,233	148,473	-69,407	-288,432	-513,890	-739,348	-1,194,719	-1,652,509
Site 5	Medium Green 20	Lower	22,500	422,500	980,036	810,195	640,354	470,513	298,518	121,760	-101,000	-325,150	-554,910	-784,669	-1,250,184	-1,718,252
Site 6	Medium Green 20 LD	Lower	22,500	422,500	879,834	731,946	584,059	436,171	287,581	134,381	-59,585	-253,888	-453,949	-654,011	-1,058,941	-1,466,125
Site 7	Small Green 12	Lower	50,000	450,000	1,270,402	1,095,975	921,548	747,120	571,177	391,694	163,249	-65,526	-294,695	-530,664	-1,002,601	-1,480,951
Site 8	Small 8	Lower	50,000	450,000	1,392,563	1,211,534	1,030,505	846,924	660,648	472,635	235,201	-2,233	-239,666	-483,142	-972,954	-1,465,315
	PDL 12	Lower	1,200,000	1,440,000	1,815,598	1,605,799	1,396,000	1,186,201	976,402	764,668	494,716	219,548	-55,619	-330,787	-898,210	-1,469,372
			,,	, ,,,,,,,	7,	,,	,,	,, .		. ,		.,	,	,		,,.
			EUV	BLV												
	Infrast	ructure Tariff (%GDV)			0.0%	2.0%	4.0%	6.0%	8.0%	10.0%	12.5%	15.0%	17.5%	20.0%	25.0%	30.0%
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,108,622	-1,293,444	-1,478,492	-1,663,897	-1,851,649	-2,040,040	-2,281,674	-2,538,609	-2,795,544	-3,052,479	-3,566,349	-4,080,219
	PDL 200 HD	Dover	1,200,000	1,440,000	-1.821.897	-2.064.816	-2,307,734	-2.550.652	-2.793.570	-3.039.027	-3.346.389	-3.653.752	-3.961.114	-4.268.653	-4.897.371	-5.536.208
	PDL 100	Dover	1,200,000	1,440,000	-1,402,843	-1,622,463	-1,842,084	-2,061,704	-2,282,141	-2,504,537	-2,782,532	-3,060,527	-3,338,522	-3,616,516	-4,172,506	-4,731,176
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-4,737,684	-5,101,116	-5.464.548	-5,827,980	-6,191,412	-6,554,844	-7.009.134	-7.464.992	-7.923.987	-8.382.982	-9.300.973	-10,218,964
Site 16	PDL 30	Dover	1,200,000	1,440,000	-984.549	-1,137,843	-1,291,136	-1,444,689	-1,599,957	-1,755,225	-1,949,310	-2,143,395	-2,337,479	-2,531,564	-2,921,646	-3,314,025
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-3,341,188	-3,645,751	-3,950,313	-4,254,876	-4,559,438	-4,864,001	-5,244,704	-5,627,950	-6,012,781	-6,397,612	-7,167,274	-7,936,937
Site 18	PDL 12	Dover	1,200,000	1,440,000	-465,003	-623,256	-781,509	-940,978	-1,101,465	-1,261,952	-1,462,561	-1,663,170	-1,863,779	-2,064,999	-2,471,029	-2,877,058
	PDL 12 HD	Dover	1,200,000	1,440,000	-1,793,177	-1,953,427	-2,114,838	-2,277,010	-2,439,181	-2,601,353	-2,804,067	-3,006,782	-3,209,496	-3,412,211	-3,817,640	-4,223,069
00 .0			1,200,000	.,0,000	1,700,777	0		2,277,010	L 000		2,001,007	0,000,102	0,200, .00	0,112,211	3,011,040	1,220,000



- 10.23 The above analysis should be given limited weight as the outcome of the Government's consultation is not yet known. Having said this, the appraisals indicate that the greenfield sites in the Higher and Medium Value areas may be able to bear a contribution of 10% of GDV, but elsewhere it would be less.
- 10.24 The brief for this project Whole Plan Viability Study did not extend to making an assessment of the capacity of development to bear CIL. As set out in Chapter 2 above there is a degree of uncertainty as to whether or not CIL will remain an option for funding infrastructure. The above analysis suggests that there is some capacity to introduce CIL in the higher and medium value areas, but less scope in the lower value areas and on the brownfield sites. At this stage we would suggest that the Council is cautious about proceeding with CIL, but reconsiders this as and when the Government's plans in this regard have been clarified.

Costs Policies

10.25 The Council is considering a range of policy requirements. The cost of these are considered individually and then cumulatively.

Individual Policies

10.26 The appraisals have been run without any policy requirement and then with individual policy requirements. The difference between the results are set out below, expressed as £/ha, being an indication of the amount that each policy, when treated in isolation, would impact on the maximum price a developer could pay a landowner.



Table 10.7a Cost of Individu	ıal Policy Requ	irements (£/ŀ	na)
Higher			
	Green	Brown	All
Water Standards	286	0	286
Future Homes Standards 1	103,767	0	103,767
Future Homes Standards 2	128,754	0	128,754
Future Homes Standards 2 + 10% Merton Requirement	159,988	0	159,988
EV Charging	28,589	0	28,589
Biodiversity Net Gain 10%	27,378	0	27,378
Biodiversity Net Gain 20%	49,777	0	49,777
Pt M4 (2) - 50%	9,148	0	9,148
Pt M4 (2) - 100%	18,297	0	18,297
Pt M4 (2) - 95%, Pt M4 (3) -5%	35,164	0	35,164
Medium			
	Green	Brown	All
Water Standards	276	390	314
Future Homes Standards 1	100,516	143,340	114,791
Future Homes Standards 2	124,640	177,742	142,340
Future Homes Standards 2 + 10% Merton Requirement	154,794	220,744	176,778
EV Charging	27,563	39,016	31,381
Biodiversity Net Gain 10%	26,536	37,842	30,305
Biodiversity Net Gain 20%	48,248	68,803	55,100
Pt M4 (2) - 50%	8,820	12,485	10,042
Pt M4 (2) - 100%	17,641	24,970	20,084
Pt M4 (2) - 95%, Pt M4 (3) -5%	33,903	47,990	38,599



Table 10.7b Cost of Individua	al Policy Requi	rements (£/h	na)
Lower			
	Green	Brown	All
Water Standards	273	350	282
Future Homes Standards 1	99,412	119,673	101,663
Future Homes Standards 2	123,271	148,394	126,063
Future Homes Standards 2 + 10% Merton Requirement	153,095	184,296	156,562
EV Charging	27,303	34,967	28,155
Biodiversity Net Gain 10%	26,245	31,594	26,839
Biodiversity Net Gain 20%	47,718	57,443	48,798
Pt M4 (2) - 50%	8,737	11,189	9,009
Pt M4 (2) - 100%	17,474	22,379	18,019
Pt M4 (2) - 95%, Pt M4 (3) -5%	33,583	43,009	34,630
Dover Town			
	Green	Brown	All
Water Standards	0	528	528
Future Homes Standards 1	0	210,187	210,187
Future Homes Standards 2	0	260,795	260,795
Future Homes Standards 2 + 10% Merton Requirement	0	324,081	324,081
EV Charging	0	52,831	52,831
Biodiversity Net Gain 10%	0	55,257	55,257
Biodiversity Net Gain 20%	0	100,588	100,588
Pt M4 (2) - 50%	0	16,906	16,906
Pt M4 (2) - 100%	0	33,812	33,812
Pt M4 (2) - 95%, Pt M4 (3) -5%	0	64,982	64,982

- 10.27 The cost of the individual policy requirements varies between the greenfield and the brownfield sites, largely because of the density assumptions, the brownfield sites being modelled at higher densities.
- 10.28 The cost of the increased water standard is very modest and unlikely to have an impact on viability. The costs of the Accessible and Adaptable Standards (Part M4 (2)) is generally about £20,000/ha when applied at all the new homes. The introduction of 5% Wheelchair Adaptable standards (Part M4 (3)), when combined with the remainder being Accessible and Adaptable, results in the cost increasing by about £35,000/ha.
- 10.29 Higher environmental standards also add to the costs of development. Seeking 10% Biodiversity Net Gain (in line with the Government's proposals) increases the costs of



development by about £30,000/ha and, and a higher standard of 20% would cost about twice this. The cost of the Future Homes Standard is notably more with Option 1 (20% CO₂ saving) costing over £100,000/ha and Option 2 (31% CO₂ saving) adding 25% or so to this. The costs of brownfield sites (where costs are higher) is notably more. Adding 10% on site energy (a 'Merton' requirement) adds over £150,000/ha to the costs.

- 10.30 We take this opportunity to comment about the cost of EV charging points. Whist the costs of these is relatively modest at about £30,000/ha, this is an area where there is not industry standardisation (Audi cannot use a Tesla point etc), so we would suggest that rather than requiring developers to install charging points, a more pragmatic approach would be to require a 33amp fussed spur to be provided to a convenient point for the householder to install the appropriate unit in due course. The cost of this would be very modest.
- 10.31 The above analysis considers the policy requirements separately. The reality is that the Council must balance its requirements to address a range of policy objectives.

Cumulative Cost of Policies

10.32 The appraisals have been run without any policy requirement and then adding the individual policy requirements cumulatively. The difference between the results are set out below, expressed as £/ha, being an indication of the amount that each combination of policies would impact on the maximum price a developer could pay a landowner.



Table 10.8a Cumulative Cost of Policy Rec	uirements	- £/ha	
Higher			
	Green	Brown	All
Water	286	0	286
Water + Opt1	104,054	0	104,054
Water + Opt 1 + 10% BNG	131,540	0	131,540
Water + Opt 1 + 10% BNG + 50% Pt M4(2)	140,725	0	140,725
Water + Opt 1 + 10% BNG + 100% Pt M4(2)	149,910	0	149,910
Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	166,844	0	166,844
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	191,831	0	191,831
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	220,534	0	220,534
Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	251,768	0	251,768
Medium			
	Green	Brown	All
Water	276	390	314
Water + Opt1	100,791	143,730	115,104
Water + Opt 1 + 10% BNG	127,328	181,572	145,409
Water + Opt 1 + 10% BNG + 50% Pt M4(2)	136,148	194,057	155,451
Water + Opt 1 + 10% BNG + 100% Pt M4(2)	144,968	206,543	165,493
Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	161,231	229,562	184,008
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	185,354	263,964	211,557
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	212,918	302,980	242,938
Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	243,072	345,982	277,376



Table 10.8b Cumulative Cost of Policy Rec	quirements	- £/ha	
Lower			
	Green	Brown	All
Water	273	350	282
Water + Opt1	99,685	120,023	101,945
Water + Opt 1 + 10% BNG	125,930	151,616	128,784
Water + Opt 1 + 10% BNG + 50% Pt M4(2)	134,667	162,806	137,793
Water + Opt 1 + 10% BNG + 100% Pt M4(2)	143,404	173,995	146,803
Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	159,513	194,625	163,414
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	183,372	223,347	187,813
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	210,675	258,313	215,968
Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	240,498	294,215	246,467
Dover Town			
	Green	Brown	All
Water	0	528	528
Water + Opt1	0	210,719	210,719
Water + Opt 1 + 10% BNG	0	266,389	266,389
Water + Opt 1 + 10% BNG + 50% Pt M4(2)	0	283,428	283,428
Water + Opt 1 + 10% BNG + 100% Pt M4(2)	0	300,467	300,467
Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	0	331,928	331,928
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	0	382,623	382,623
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	0	436,015	436,015
Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	0	499,466	499,466

- 10.33 The analysis shows that whilst the cost of some requirements is modest when treated in isolation, when added together the costs add up and are likely to add to the costs of development of about £250,000/ha on greenfield sites and £350,000/ha or more on brownfield sites. This impacts directly on the amount developers can bid for the land and still make an adequate return.
- 10.34 The appraisal results are set out below showing the effect of the above policy requirements. This analysis does not make allowance for affordable housing nor developer contributions.



Table 10.9a Residential Development - Residual Values v BLV

Cumulative Impact of Policies - Higher, Strategic Sites and Medium

	1	1												
			EUV	BLV										
-		101 - 4	EUV	BLV										
	F.u.	Water				Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Fut	ture Homes Standard				U	Opt 1	Opt 1	Opt 1	Opt 1	Opt 1	Opt 2		Opt 2+Merton
		EV Charging					201	400/	100/	100/	100/	100/	Yes	
		Biodiversity Net Gain				0%	0%	10%	10%	10%	10%	10%	10%	10%
011.0	1	Part M	00.500	100 500	4 005 070	4 005 700	4 504 000	4 500 440	2-50%	2-100%	2-95%, 3-5%	2-95%, 3-5%	2-95%, 3-5%	2-95%, 3-5%
Site 2	Large Green 150	Higher	22,500	422,500	1,695,979	1,695,702	1,594,999	1,568,413	1,559,569	1,550,724	1,534,418	1,510,249	1,482,610	1,452,399
Site 3	Medium Green 80	Higher	22,500	422,500	1,654,498	1,654,229	1,556,257	1,530,392	1,521,796	1,513,200	1,497,350	1,473,837	1,446,973	1,417,582
Site 4	Medium Green 40	Higher	22,500	422,500	1,666,393	1,666,117	1,565,441	1,538,863	1,530,046	1,521,229	1,504,973	1,480,811	1,453,258	1,423,055
Site 6	Medium Green 20 LD	3 -	22,500	422,500	1,486,317	1,486,073	1,396,763	1,373,185	1,365,361	1,357,538	1,343,113	1,321,678	1,297,229	1,270,436
Site 7	Small Green 12	Higher	50,000	450,000	2,279,319	2,279,031	2,174,148	2,146,458	2,137,231	2,128,003	2,110,989	2,085,817	2,056,980	2,025,515
Site 8	Small 8	Higher	50,000	450,000	2,433,841	2,433,541	2,326,566	2,298,325	2,288,748	2,279,171	2,261,513	2,235,839	2,205,911	2,173,818
Site 9	Small 6	Higher	50,000	450,000	2,580,985	2,580,665	2,464,860	2,434,288	2,424,044	2,413,801	2,394,915	2,367,121	2,335,111	2,300,369
Site 10	Small 3	Higher	50,000	450,000	2,595,613	2,595,299	2,481,479	2,450,701	2,440,352	2,430,003	2,410,923	2,382,943	2,350,603	2,315,628
Site 22	Sth Aylesham	Aylesham	25,000	425,000	972,532	972,341	902,421	883,962	877,832	871,702	860,399	843,619	824,462	803,486
Site 23	Nth Aylesham	Aylesham	22,500	422,500	781,033	780,879	724,684	709,849	704,925	700,001	690,922	677,435	662,047	645,188
Site 24	Whitfield	Whitfield	22,500	422,500	461,378	461,278	424,583	414,778	411,524	408,269	402,269	393,356	383,185	372,044
Site 25	Whitfield Plus	Whitfield	22,500	422,500	439,928	439,830	404,013	394,557	391,418	388,279	382,492	373,896	364,045	353,086
			EUV	BLV										
		Water	EUV	BLV		Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	
	Fut	ture Homes Standard	EUV	BLV		Yes 0	Yes Opt 1	Yes Opt 1	Yes Opt 1	Yes Opt 1	Yes Opt 1	Yes Opt 2	Opt 2	Opt 2+Merton
		ture Homes Standard EV Charging	EUV	BLV		0	Opt 1	Opt 1	Opt 1	Opt 1	Opt 1	Opt 2	Opt 2 Yes	Yes
		ture Homes Standard	EUV	BLV							Opt 1	Opt 2 10%	Opt 2 Yes 10%	Opt 2+Merton Yes 10%
		ture Homes Standard EV Charging				0%	Opt 1 0%	Opt 1	Opt 1 10% 2-50%	Opt 1 10% 2-100%	Opt 1 10% 2-95%, 3-5%	Opt 2 10% 2-95%, 3-5%	Opt 2 Yes 10% 2-95%, 3-5%	Opt 2+Merton Yes 10% 2-95%, 3-5%
Site 1		ture Homes Standard EV Charging Biodiversity Net Gain	22,500	BLV 422,500	1,447,482	0	Opt 1 0% 1,355,663	Opt 1	Opt 1 10% 2-50% 1,323,464	Opt 1 10% 2-100% 1,315,439	Opt 1	Opt 2 10% 2-95%, 3-5% 1,278,668	Opt 2 Yes 10% 2-95%, 3-5% 1,253,591	Opt 2+Merton Yes
Site 1		EURE HOMES Standard EV Charging Biodiversity Net Gain Part M	22,500 22,500		1,447,482 1,601,452	0%	Opt 1 0%	Opt 1	Opt 1 10% 2-50%	Opt 1 10% 2-100%	Opt 1 10% 2-95%, 3-5%	Opt 2 10% 2-95%, 3-5%	Opt 2 Yes 10% 2-95%, 3-5%	Opt 2+Merton Yes 10% 2-95%, 3-5% 1,226,120 1,357,872
	Large Green 400	EV Charging Biodiversity Net Gain Part M Medium	22,500 22,500 22,500	422,500 422,500 422,500	1,601,452 1,562,451	0% 0% 1,447,231 1,601,175 1,562,183	Opt 1 0% 1,355,663 1,500,472 1,464,211	Opt 1 10% 1,331,489 1,473,886 1,438,346	Opt 1 10% 2-50% 1,323,464 1,465,042 1,429,750	Opt 1 10% 2-100% 1,315,439 1,456,198 1,421,153	Opt 1 10% 2-95%, 3-5% 1,300,644 1,439,891 1,405,304	Opt 2 10% 2-95%, 3-5% 1,278,668 1,415,722 1,381,790	Opt 2 Yes 10% 2-95%, 3-5% 1,253,591 1,388,083 1,354,927	Opt 2+Merton Yes 10% 2-95%, 3-5% 1,226,120 1,357,872 1,325,535
Site 2	Large Green 400 Large Green 150	EV Charging Biodiversity Net Gain Part M Medium Medium	22,500 22,500	422,500 422,500	1,601,452	0% 1,447,231 1,601,175	Opt 1 0% 1,355,663 1,500,472	Opt 1 10% 1,331,489 1,473,886	Opt 1 10% 2-50% 1,323,464 1,465,042	Opt 1 10% 2-100% 1,315,439 1,456,198	Opt 1 10% 2-95%, 3-5% 1,300,644 1,439,891	Opt 2 10% 2-95%, 3-5% 1,278,668 1,415,722	Opt 2 Yes 10% 2-95%, 3-5% 1,253,591 1,388,083	Opt 2+Mertor Yes 10% 2-95%, 3-5% 1,226,120 1,357,872
Site 2 Site 3	Large Green 400 Large Green 150 Medium Green 80	ure Homes Standard EV Charging Biodiversity Net Gain Part M Medium Medium Medium Medium	22,500 22,500 22,500	422,500 422,500 422,500	1,601,452 1,562,451	0% 0% 1,447,231 1,601,175 1,562,183	Opt 1 0% 1,355,663 1,500,472 1,464,211	Opt 1 10% 1,331,489 1,473,886 1,438,346	Opt 1 10% 2-50% 1,323,464 1,465,042 1,429,750	Opt 1 10% 2-100% 1,315,439 1,456,198 1,421,153	Opt 1 10% 2-95%, 3-5% 1,300,644 1,439,891 1,405,304	Opt 2 10% 2-95%, 3-5% 1,278,668 1,415,722 1,381,790	Opt 2 Yes 10% 2-95%, 3-5% 1,253,591 1,388,083 1,354,927	Opt 2+Merton Yes 10% 2-95%, 3-5% 1,226,120 1,357,872 1,325,535
Site 2 Site 3 Site 4	Large Green 400 Large Green 150 Medium Green 80 Medium Green 40	ure Homes Standard EV Charging Biodiversity Net Gain Part M Medium	22,500 22,500 22,500 22,500	422,500 422,500 422,500 422,500	1,601,452 1,562,451 1,572,317	0% 1,447,231 1,601,175 1,562,183 1,572,041	Opt 1 0% 1,355,663 1,500,472 1,464,211 1,471,365	Opt 1 10% 1,331,489 1,473,886 1,438,346 1,444,787	Opt 1 10% 2-50% 1,323,464 1,465,042 1,429,750 1,435,970	Opt 1 10% 2-100% 1,315,439 1,456,198 1,421,153 1,427,153	Opt 1 10% 2-95%, 3-5% 1,300,644 1,439,891 1,405,304 1,410,897	Opt 2 10% 2-95%, 3-5% 1,278,668 1,415,722 1,381,790 1,386,735	Opt 2 Yes 10% 2-95%, 3-5% 1,253,591 1,388,083 1,354,927 1,359,182	Opt 2+Merton Yes 10% 2-95%, 3-5% 1,226,120 1,357,872 1,325,535 1,328,979
Site 2 Site 3 Site 4 Site 5	Large Green 400 Large Green 150 Medium Green 80 Medium Green 40 Medium Green 20	ure Homes Standard EV Charging Biodiversity Net Gain Part M Medium	22,500 22,500 22,500 22,500 22,500 22,500 22,500 50,000	422,500 422,500 422,500 422,500 422,500	1,601,452 1,562,451 1,572,317 1,581,642 1,402,838 2,279,319	0% 1,447,231 1,601,175 1,562,183 1,572,041 1,581,361 1,402,594 2,279,031	Opt 1 0% 1,355,663 1,500,472 1,464,211 1,471,365 1,478,152	Opt 1 10% 1,331,489 1,473,886 1,438,346 1,444,787 1,450,905	Opt 1 10% 2-50% 1,323,464 1,465,042 1,429,750 1,435,970 1,441,920	10% 2-100% 1,315,439 1,456,198 1,421,153 1,427,153 1,432,935 1,274,059 2,128,003	Opt 1 10% 2-95%, 3-5% 1,300,644 1,439,891 1,405,304 1,410,897 1,416,369	Opt 2 10% 2-95%, 3-5% 1,278,668 1,415,722 1,381,790 1,386,735 1,391,598	Opt 2 Yes 10% 2-95%, 3-5% 1,253,591 1,388,083 1,354,927 1,359,182 1,363,520 1,213,750 2,056,980	Opt 2+Merton Yes 10% 2-95%, 3-5% 1,226,120 1,357,872 1,325,535 1,328,979 1,332,557 1,186,957 2,025,515
Site 2 Site 3 Site 4 Site 5 Site 6	Large Green 400 Large Green 150 Medium Green 80 Medium Green 40 Medium Green 20 Medium Green 20 LD	EVER HOMES Standard EV Charging Biodiversity Net Gain Part M Medium	22,500 22,500 22,500 22,500 22,500 22,500 22,500	422,500 422,500 422,500 422,500 422,500 422,500	1,601,452 1,562,451 1,572,317 1,581,642 1,402,838	0% 1,447,231 1,601,175 1,562,183 1,572,041 1,581,361 1,402,594	Opt 1 0% 1,355,663 1,500,472 1,464,211 1,471,365 1,478,152 1,313,284	Opt 1 10% 1,331,489 1,473,886 1,438,346 1,444,787 1,450,905 1,289,706	Opt 1 10% 2-50% 1,323,464 1,465,042 1,429,750 1,435,970 1,441,920 1,281,882	10% 2-100% 1,315,439 1,456,198 1,421,153 1,427,153 1,432,935 1,274,059	Opt 1 10% 2-95%, 3-5% 1,300,644 1,439,891 1,405,304 1,410,897 1,416,369 1,259,634	Opt 2 10% 2-95%, 3-5% 1,278,668 1,415,722 1,381,790 1,386,735 1,391,598 1,238,199	Opt 2 Yes 10% 2-95%, 3-5% 1,253,591 1,388,083 1,354,927 1,359,182 1,363,520 1,213,750	Opt 2+Mertor Yes 10% 2-95%, 3-5% 1,226,120 1,357,872 1,325,535 1,328,979 1,332,557 1,186,957
Site 2 Site 3 Site 4 Site 5 Site 6 Site 7	Large Green 400 Large Green 150 Medium Green 80 Medium Green 40 Medium Green 20 Medium Green 20 LD Small Green 12	Biodiversity Net Gain Part M Medium	22,500 22,500 22,500 22,500 22,500 22,500 22,500 50,000	422,500 422,500 422,500 422,500 422,500 422,500 450,000	1,601,452 1,562,451 1,572,317 1,581,642 1,402,838 2,279,319	0% 1,447,231 1,601,175 1,562,183 1,572,041 1,581,361 1,402,594 2,279,031	Opt 1 0% 1,355,663 1,500,472 1,464,211 1,471,365 1,478,152 1,313,284 2,174,148	Opt 1 10% 1,331,489 1,473,886 1,438,346 1,444,787 1,450,905 1,289,706 2,146,458	Opt 1 10% 2-50% 1,323,464 1,465,042 1,429,750 1,435,970 1,441,920 1,281,882 2,137,231	10% 2-100% 1,315,439 1,456,198 1,421,153 1,427,153 1,432,935 1,274,059 2,128,003	Opt 1 10% 2-95%, 3-5% 1,300,644 1,439,891 1,405,304 1,410,897 1,416,369 1,259,634 2,110,989	Opt 2 10% 2-95%, 3-5% 1,278,668 1,415,722 1,381,790 1,386,735 1,391,598 1,238,199 2,085,817	Opt 2 Yes 10% 2-95%, 3-5% 1,253,591 1,388,083 1,354,927 1,359,182 1,363,520 1,213,750 2,056,980	Opt 2+Mertor Yes 10% 2-95%, 3-5% 1,226,120 1,357,872 1,325,535 1,328,979 1,332,557 1,186,957 2,025,515
Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 9	Large Green 400 Large Green 150 Medium Green 80 Medium Green 40 Medium Green 20 Medium Green 20 LD Small Green 12 Small 6	Biodiversity Net Gain Part M Medium	22,500 22,500 22,500 22,500 22,500 22,500 22,500 50,000 50,000	422,500 422,500 422,500 422,500 422,500 422,500 450,000	1,601,452 1,562,451 1,572,317 1,581,642 1,402,838 2,279,319 2,580,985	0% 1,447,231 1,601,175 1,562,183 1,572,041 1,581,361 1,402,594 2,279,031 2,580,665	Opt 1 0% 1,355,663 1,500,472 1,464,211 1,471,365 1,478,152 1,313,284 2,174,148 2,464,860	Opt 1 10% 1,331,489 1,473,886 1,438,346 1,444,787 1,450,905 1,289,706 2,146,458 2,434,288	Opt 1 10% 2-50% 1,323,464 1,465,042 1,429,750 1,435,970 1,441,920 1,281,882 2,137,231 2,424,044	Opt 1 10% 2-100% 1,315,439 1,456,198 1,421,153 1,427,153 1,432,935 1,274,059 2,128,003 2,413,801	Opt 1 10% 2-95%, 3-5% 1,300,644 1,439,891 1,405,304 1,410,897 1,416,369 1,259,634 2,110,989 2,394,915	Opt 2 10% 2-95%, 3-5% 1,278,668 1,415,722 1,381,790 1,386,735 1,391,598 1,238,199 2,085,817 2,367,121	Opt 2 Yes 10% 2-95%, 3-5% 1,253,591 1,388,083 1,354,927 1,359,182 1,363,520 1,213,750 2,056,980 2,335,111	Opt 2+Merton Yes 10% 2-95%, 3-5% 1,226,120 1,357,872 1,325,535 1,328,979 1,332,557 1,186,957 2,025,515 2,300,369 1,293,116
Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 9 Site 16	Large Green 400 Large Green 150 Medium Green 80 Medium Green 40 Medium Green 20 Medium Green 20 LD Small Green 12 Small 6 PDL 30	Biodiversity Net Gain Part M Medium	22,500 22,500 22,500 22,500 22,500 22,500 22,500 50,000 1,200,000	422,500 422,500 422,500 422,500 422,500 422,500 450,000 450,000 1,440,000	1,601,452 1,562,451 1,572,317 1,581,642 1,402,838 2,279,319 2,580,985 1,584,802	0% 1,447,231 1,601,175 1,562,183 1,572,041 1,581,361 1,402,594 2,279,031 2,580,665 1,584,469	Opt 1 0% 1,355,663 1,500,472 1,464,211 1,471,365 1,478,152 1,313,284 2,174,148 2,464,860 1,464,247	Opt 1 10% 1,331,489 1,473,886 1,438,346 1,444,787 1,450,905 1,289,706 2,146,458 2,434,288 1,432,508	Opt 1 10% 2-50% 1,323,464 1,465,042 1,429,750 1,435,970 1,441,920 1,281,882 2,137,231 2,424,044 1,421,821	Opt 1 10% 2-100% 1,315,439 1,456,198 1,421,153 1,427,153 1,432,935 1,274,059 2,128,003 2,413,801 1,411,135	Opt 1 10% 2-95%, 3-5% 1,300,644 1,439,891 1,405,304 1,410,897 1,416,369 1,259,634 2,110,989 2,394,915 1,391,432	Opt 2 10% 2-95%, 3-5% 1,278,668 1,415,722 1,381,790 1,386,735 1,391,598 1,238,199 2,085,817 2,367,121 1,362,578	Opt 2 Yes 10% 2-95%, 3-5% 1,253,591 1,388,083 1,354,927 1,359,182 1,363,520 1,213,750 2,056,980 2,335,111 1,329,183	Opt 2+Merton Yes 10% 2-95%, 3-5% 1,226,120 1,357,872 1,325,535 1,328,979 1,332,557 1,186,957 2,025,515 2,300,369



Table 10.9b Residential Development - Residual Values v BLV

Cumulative Impact of Policies - Lower and Dover Built-up Area

	1	1		ı		1								
			EUV	BLV										
		341-4	EUV	DLV		Y (
-		Water				Yes	Yes	Yes	Yes	Yes	Yes		Yes	Yes
	Fut	ure Homes Standard				0	Opt 1	Opt 2		Opt 2+Merton				
		EV Charging											Yes	Yes
		Biodiversity Net Gain				0%	0%	10%	10%	10%	10%	10%	10%	10%
		Part M							2-50%	2-100%	2-95%, 3-5%		2-95%, 3-5%	2-95%, 3-5%
Site 1	Large Green 400	Lower	22,500	422,500	1,104,214	1,103,964	1,012,395	988,221	980,197	972,172	957,377	935,401	910,324	882,853
Site 2	Large Green 150	Lower	22,500	422,500	1,223,345	1,223,068	1,122,365	1,095,779	1,086,935	1,078,090	1,061,784	1,037,615	1,009,976	979,765
Site 3	Medium Green 80	Lower	22,500	422,500	1,194,266	1,193,997	1,096,025	1,070,161	1,061,564	1,052,968	1,037,118	1,013,605	986,741	957,350
Site 4	Medium Green 40	Lower	22,500	422,500	1,196,012	1,195,736	1,095,061	1,068,482	1,059,665	1,050,848	1,034,592	1,010,430	982,877	952,674
Site 5	Medium Green 20	Lower	22,500	422,500	1,198,158	1,197,877	1,094,668	1,067,421	1,058,436	1,049,451	1,032,884	1,008,114	980,036	949,073
Site 6	Medium Green 20 LD	Lower	22,500	422,500	1,068,922	1,068,678	979,368	955,790	947,966	940,143	925,718	904,283	879,834	853,041
Site 7	Small Green 12	Lower	50,000	450,000	1,492,741	1,492,453	1,387,569	1,359,880	1,350,652	1,341,424	1,324,411	1,299,239	1,270,402	1,238,937
Site 8	Small 8	Lower	50,000	450,000	1,620,493	1,620,194	1,513,219	1,484,977	1,475,400	1,465,823	1,448,165	1,422,491	1,392,563	1,360,471
Site 18	PDL 12	Lower	1,200,000	1,440,000	2,073,911	2,073,562	1,953,889	1,922,295	1,911,106	1,899,917	1,879,286	1,850,565	1,815,598	1,779,697
			EUV	BLV										
		Water				Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Fut	ure Homes Standard				0	Opt 1	Opt 2	Opt 2	Opt 2+Merton				
		EV Charging											Yes	Yes
		Biodiversity Net Gain				0%	0%	10%	10%	10%	10%	10%	10%	10%
		Part M							2-50%	2-100%	2-95%, 3-5%	2-95%, 3-5%	2-95%, 3-5%	2-95%, 3-5%
Site 11	PDL 300	Dover	1,200,000	1,440,000	-774,866	-775,302	-932,042	-973,421	-987,370	-1,001,318	-1,027,036	-1,064,654	-1,108,622	-1,156,299
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-1,371,327	-1,371,900	-1,584,903	-1,641,136	-1,659,476	-1,677,815	-1,711,994	-1,763,808	-1,821,897	-1,886,665
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,002,722	-1,003,240	-1,190,501	-1,240,382	-1,257,188	-1,273,994	-1,304,979	-1,350,325	-1,402,843	-1,459,526
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-3,970,975	-3,971,844	-4,352,187	-4,452,597	-4,480,408	-4,508,218	-4,559,494	-4,650,776	-4,737,684	-4,851,786
Site 16	PDL 30	Dover	1,200,000	1,440,000	-704,705	-705,066	-836,294	-871,132	-882,863	-894,593	-916,221	-947,892	-984,549	-1,024,138
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-2,700,005	-2,700,724	-3,018,135	-3,102,281	-3,125,587	-3,148,892	-3,191,862	-3,268,358	-3,341,188	-3,436,809
Site 18	PDL 12	Dover	1,200,000	1,440,000	-187,134	-187,501	-315,336	-349,529	-361,639	-373,749	-396,076	-427,160	-465,003	-503,859
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-1,455,109	-1,455,492	-1,623,198	-1,667,473	-1,679,735	-1,691,998	-1,714,607	-1,754,857	-1,793,177	-1,843,489
	·					maa. LIDLL								



10.35 In this analysis shows that on their own the policy requirements are unlikely to render development unviable.

Varied Tenure Mix

- 10.36 The base appraisals are based on the Council's preferred tenure mix of 35% Intermediate Housing and 65% Affordable Rent. Not only may this change over time (as the Housing Market Assessment is updated), but this is an area of changing national policy with current requirements for 10% Affordable Ownership (where the 10% is of all the housing) and 25% First Homes (where the 25% is of the affordable housing only).
- 10.37 Further sets of appraisals have been run with a range of tenure mixes.



Table 10.10a Residential Development – Residual Values v BLV

Varied Affordable Tenure Mixes - Higher and Strategic Sites

			EUV	BLV												
	Ove	erall Affordable %	EUV	DLV	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
		ermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
	line	Affordable Rent			078	1076	2078	3076	40 /8	3078	100%	90%	80%	70%	60%	50%
		Social Rent			100%	90%	80%	70%	60%	50%	10078	30 /8	0076	70%	0078	3078
Site 2	Large Green 150 High		22,500	422,500	695,386	727,049	758,711	790,374	822,036	853,699	889,779	902,003	914,226	926,449	938,672	950,896
Site 3	Medium Green 80 High		22,500	422,500	690,774	720,643	750,512	780,382	810,251	840,120	874,158	885,689	897,220	908,750	920,281	931,812
Site 4	Medium Green 40 High		22,500	422,500	670,203	701,585	732,968	764,351	795,733	827,116	862,878	874,993	887,108	899,223	911,338	923,454
Site 6	Medium Green 20 LD High		22,500	422,500	627,556	653,827	680,098	706,368	732,639	758,909	788,845	798,987	809,129	819,270	829,412	839,554
Site 7	Small Green 12 High		50,000	450,000	1,194,219	1,228,101	1,261,983	1,295,865	1,329,747	1,363,629	1,383,729	1,398,660	1,413,591	1,428,522	1,443,453	1,458,384
Site 8	Small 8 High		50,000	450,000	1,332,844	1,365,723	1,398,602	1,431,481	1,464,360	1,497,239	1,516,743	1,531,232	1,545,721	1,560,210	1,574,699	1,589,188
Site 9	Small 6 High		50,000	450,000	1,440,744	1,473,086	1,505,427	1,537,769	1,570,111	1,602,453	1,621,639	1,635,892	1,650,144	1,664,396	1,678,649	1,692,901
Site 10	Small 3 High		50,000	450,000	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464
Site 10	3	lesham	25,000	425,000	13,694	33,560	53,042	72,169	91,297	110.424	2,234,464 155.055	160,156	165,256	170,357	175,458	180.558
Site 22		lesham	22,500	422,500	13,903	29,350	44,797	60,244	75,691	91.138	127,181	131,300	135,419	139,538	143,657	147,777
Site 24		nitfield	22,500	422,500	-53,808	-42,191	-30.932	-19,728	-8.524	2,602	27,262	30.020	32,779	35.537	38,296	41,054
Site 25		nitfield	22,500	422,500	-	-42, 191	-38,366		-0,524	-6,090		00,000	- , -	,	,	
Site 25	vviiitiielu Pius VVIII	iitiieid	22,500	422,500	-60,480	-49,423	-30,300	-27,451	-10,770	-0,090	17,988	20,703	23,417	26,131	28,846	31,560
			EUV	BLV	-			-		-						
	Ove	erall Affordable %	LOV	BLV	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
		ermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
_	line	Affordable Rent			0%	1076	2076	3076	40 /8	3078	100%	90%	80%	70%	60%	50%
		Social Rent			100%	90%	80%	70%	60%	50%	10076	30 /8	0076	70%	0078	3078
Site 2	Large Green 150 High		22,500	422,500	525,788	565,366	604,944	644.523	684,101	723,679	768,780	784,059	799,338	814,617	829,896	845,175
Site 3	Medium Green 80 High		22,500	422,500	528,467	565,804	603,140	640,477	677,814	715,150	757,697	772,111	786,524	800,938	815,352	829,765
Site 4	Medium Green 40 High		22,500	422,500	502.043	541,272	580,500	619,728	658.957	698.185	742.887	758.031	773,175	788,319	803,463	818,607
Site 6	Medium Green 20 LD High		22,500	422,500	483,108	515,946	548,784	581,622	614,460	647,299	684,719	697,396	710,073	722,750	735,427	748,104
Site 7	Small Green 12 High		50,000	450,000	1,006,538	1,048,890	1,091,243	1,133,595	1,175,948	1,218,300	1,243,425	1,262,089	1,280,752	1,299,416	1,318,080	1,336,744
Site 8	Small 8 High		50,000	450,000	1,143,156	1,184,255	1,225,354	1,266,452	1,307,551	1,348,649	1,373,030	1,391,141	1,409,252	1,427,364	1,445,475	1,463,586
Site 9	Small 6 High		50,000	450,000	1,245,020	1,285,588	1,326,016	1,366,443	1,406,870	1,447,298	1,471,280	1,489,096	1,506,911	1,524,727	1,542,542	1,560,358
Site 10	Small 3 High		50,000	450,000	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464
Site 22		lesham	25,000	425,000	-102,653	-76,598	-50,543	-24,487	1,568	26,703	83,081	89,457	95,833	102,209	108,584	114,960
Site 23		lesham	22,500	422,500	-77,997	-56,851	-36,022	-15,762	4,497	23,974	69,027	74,176	79,325	84,474	89,623	94,772
Site 24		nitfield	22,500	422,500	-119,279	-104,155	-89,136	-74,615	-60,094	-45,572	-12,704	-8,969	-5,234	-1,499	2,178	5,737
Site 25		nitfield	22,500	422,500	-123,039	-104,155	-94,286	-80,184	-66,363	-52,542	-20,663	-17,102	-13,542	-9,982	-6,422	-2,862
ORC 20	William I I I I I I I I I I I I I I I I I I I	iitiicia	22,500	422,000	-120,000	-100,000	-34,200	-00,104	-00,000	-02,042	-20,000	-17,102	-10,042	-5,502	-0,422	-2,002
			EUV	BLV												
	Ove	erall Affordable %			30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
		ermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
		Affordable Rent									100%	90%	80%	70%	60%	50%
		Social Rent			100%	90%	80%	70%	60%	50%						
Site 2	Large Green 150 High		22,500	422,500	356,190	403,684	451,178	498,671	546,165	593,659	647,780	666,115	684,450	702,785	721,119	739,454
Site 3	Medium Green 80 High		22,500	422,500	366,161	410,965	455,769	500,573	545,376	590,180	641,236	658,533	675,829	693,125	710,422	727,718
Site 4	Medium Green 40 High		22,500	422,500	333,884	380,958	428,032	475,106	522,180	569,254	622,896	641,069	659,242	677,414	695,587	713,760
Site 6	Medium Green 20 LD High		22,500	422,500	338,659	378,065	417,471	456,876	496,282	535,688	580,592	595,805	611,017	626,230	641,442	656,655
Site 7	Small Green 12 High		50,000	450,000	818,856	869,679	920,502	971,325	1,022,148	1,072,971	1,103,121	1,125,517	1,147,914	1,170,311	1,192,707	1,215,104
Site 8	Small 8 High		50,000	450,000	953,469	1,002,787	1,052,105	1,101,424	1,150,742	1,200,060	1,229,317	1,251,051	1,272,784	1,294,518	1,316,251	1,337,985
Site 9	Small 6 High		50,000	450,000	1,043,768	1,093,688	1,143,607	1,193,526	1,243,445	1,292,142	1,320,921	1,342,300	1,363,678	1,385,057	1,406,436	1,427,814
Site 10	Small 3 High		50,000	450,000	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464
Site 10		lesham	25,000	425,000	-222,711	-189,928	-157,145	-125,481	-94,215	-62,949	9,912	17,859	25,805	33,751	41,697	49,362
Site 22		lesham	22,500	422,500	-172,715	-147,341	-121,966	-96,592	-71,217	-45,842	10,874	17,059	23,231	29,410	35,589	41,768
Site 24		nitfield	22,500	422,500	-189,448	-169,743	-150,756	-131,916	-113,767	-95,618	-54,762	-50,115	-45,468	-40,821	-36,304	-31,823
Site 25		nitfield	22,500	422,500	-190,923	-172,033	-153,426	-135,409	-117,696	-100.444	-61.189	-56,767	-52.344	-47,921	-43,498	-39,076
One 20	WIII	minord	22,300	722,300	-100,023	-172,033		/Capter			-01,105	-50,707	-02,044	41,321	70,730	-00,070



Table 10.10b Residential Development – Residual Values v BLV

Varied Affordable Tenure Mixes - Medium

			EUV	BLV												
	Ov	verall Affordable %			20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
	Ir	ntermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
		Affordable Rent									100%	90%	80%	70%	60%	50%
		Social Rent			100%	90%	80%	70%	60%	50%						
Site 1	. 3	Medium	22,500	422,500	562,360	589,599	616,838	644,077	671,316	698,555	735,223	745,176	755,128	765,081	775,034	784,987
Site 2		Medium	22,500	422,500	619,765	650,396	681,028	711,660	742,291	772,923	814,158	825,350	836,543	847,735	858,927	870,120
Site 3		Medium	22,500	422,500	617,137	646,034	674,930	703,827	732,724	761,621	800,521	811,079	821,637	832,196	842,754	853,313
Site 4		Medium	22,500	422,500	594,942	625,303	655,664	686,025	716,385	746,746	787,617	798,710	809,804	820,897	831,990	843,084
Site 5		Medium	22,500	422,500	593,882	624,380	654,878	685,377	715,875	746,373	787,429	798,572	809,716	820,859	832,003	843,147
Site 6		1edium	22,500	422,500	560,773	586,188	611,604	637,019	662,434	687,849	722,062	731,348	740,635	749,921	759,207	768,494
Site 7		1edium	50,000	450,000	1,194,219	1,228,101	1,261,983	1,295,865	1,329,747	1,363,629	1,383,729	1,398,660	1,413,591	1,428,522	1,443,453	1,458,384
Site 9		1edium	50,000	450,000	1,440,744	1,473,086	1,505,427	1,537,769	1,570,111	1,602,453	1,621,639	1,635,892	1,650,144	1,664,396	1,678,649	1,692,901
Site 16		1edium	1,200,000	1,440,000	453,611	489,111	524,610	560,109	595,608	631,108	671,560	685,265	698,969	712,674	726,378	740,082
Site 18		1edium	1,200,000	1,440,000	900,848	944,329	987,811	1,031,293	1,074,775	1,118,257	1,167,806	1,184,592	1,201,378	1,218,164	1,234,950	1,251,735
Site 19		1edium	1,200,000	1,440,000	1,346,258	1,406,713	1,467,169	1,527,624	1,588,080	1,648,535	1,580,279	1,617,333	1,654,386	1,691,439	1,728,493	1,765,546
Site 20	PDL 6 M	ledium	1,200,000	1,440,000	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061
			5107	5114												
			EUV	BLV												
		verall Affordable %			25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
	Ir	ntermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
		Affordable Rent									100%	90%	80%	70%	60%	50%
011		Social Rent	00 500	100 500	100%	90%	80%	70%	60%	50%	200 040	0.40.050	055 101	007.005	000 075	000 010
Site 1		Medium	22,500	422,500	414,534	448,582	482,631	516,680	550,729	584,777	630,612	643,053	655,494	667,935	680,375	692,816
Site 2		Medium	22,500	422,500	454,893	493,182	531,472	569,762	608,051	646,341	697,885	711,875	725,865	739,856	753,846	767,837
Site 3		Medium	22,500	422,500	459,432	495,553	531,674	567,796	603,917	640,038	688,662	701,860	715,058	728,256	741,454	754,653
Site 4		Medium	22,500	422,500	431,486	469,437	507,388	545,339	583,291	621,242	672,330	686,197	700,063	713,930	727,797	741,664
Site 5		Medium	22,500	422,500	429,036	467,159	505,281	543,404	581,527	619,650	670,969	684,899	698,828	712,758	726,687	740,617
Site 6	Medium Green 20 LD M		22,500	422,500	420,498	452,267 1.048,890	484,037	515,806	547,575	579,344	622,110 1,243,425	633,717 1,262,089	645,325 1,280,752	656,933	668,541	680,149 1.336,744
Site 7 Site 9		Medium	50,000 50,000	450,000 450,000	1,006,538 1,245,020	1,048,890	1,091,243 1,326,016	1,133,595 1,366,443	1,175,948 1,406,870	1,218,300 1,447,298	1,243,425	1,262,089	1,280,752	1,299,416 1,524,727	1,318,080 1,542,542	1,336,744
Site 16		1edium 1edium	1,200,000	1,440,000	266,319	311.407	355,781	400.155	444,529	488,903	539,469	556,600	573,730	590.861	607.991	625,122
		ledium Medium	1,200,000	1,440,000	677,651	733,578	789,506	845,093	899,445	953,797	1,015,734	1,036,716	1,057,698	1,078,681	1,099,663	1,120,646
Site 18 Site 19		ledium Medium	1,200,000	1,440,000	1.053.145	1,130,738	1,206,308	1,281,877	1,357,447	1,433,016	1,015,734	1,036,716	1,057,698	1,486,646	1,532,963	1,120,646
Site 19		ledium Medium	1,200,000	1,440,000	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061
Sile 20	PDL 6	ledium	1,200,000	1,440,000	2,746,061	2,740,001	2,746,061	2,740,001	2,740,061	2,746,061	2,740,001	2,746,061	2,740,001	2,746,061	2,746,061	2,746,061
			EUV	BLV												
	0	verall Affordable %	201	DEV	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
		ntermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
	"	Affordable Rent			0,0	1070	2070	00,0	1070	0070	100%	90%	80%	70%	60%	50%
		Social Rent			100%	90%	80%	70%	60%	50%						
Site 1	Large Green 400 M	Medium	22,500	422,500	266,707	307,566	348,424	389,282	430,141	470,999	526,001	540,930	555,859	570,788	585,717	600,646
Site 2	•	Medium	22,500	422,500	290,021	335,969	381,916	427,864	473,811	519,759	581,611	598,400	615,188	631,977	648,765	665,554
Site 3		Medium	22,500	422,500	301,728	345,073	388,419	431,764	475,109	518,454	576,804	592,641	608,479	624,317	640,155	655,992
Site 4		Medium	22,500	422,500	268,030	313,572	359,113	404,654	450,196	495,737	557,043	573,683	590,323	606,963	623,603	640,243
Site 5		Medium	22,500	422,500	260,978	308,051	355,124	401,432	447,179	492,926	554,510	571,225	587,940	604,656	621,371	638,086
Site 6		Medium	22,500	422,500	279,288	318,347	356,469	394,592	432,715	470,838	522,157	536,087	550,016	563,945	577,875	591,804
Site 7		1edium	50,000	450,000	818,856	869,679	920,502	971,325	1,022,148	1,072,971	1,103,121	1,125,517	1,147,914	1,170,311	1,192,707	1,215,104
Site 9		1edium	50,000	450,000	1,043,768	1,093,688	1,143,607	1,193,526	1,243,445	1,292,142	1,320,921	1,342,300	1,363,678	1,385,057	1,406,436	1,427,814
Site 16		1edium	1,200,000	1,440,000	72,349	128,221	183,917	238,709	293,450	346,699	407,378	427,935	448,491	469,048	489,605	510,161
Site 18		1edium	1,200,000	1,440,000	451,561	519,610	586,723	653,836	720,950	788,063	863,661	888,840	914,019	939,198	964,377	989,556
Site 19		1edium	1,200,000	1,440,000	753,619	846,930	940,242	1,033,554	1,126,813	1,217,497	1,114,826	1,170,692	1,226,273	1,281,853	1,337,433	1,393,013
Site 20		1edium	1,200,000	1,440,000	2.746.061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061
0.10 20	I 2		1,200,000	., , 5000	2,7 10,301	2,7 .0,501	2,7 10,301	2,7 .0,501	2,7 .0,301	2,7 10,001	2,7 10,001	2,7 10,001	2,7 10,001	2,7 10,001	2,7 10,001	2,7 10,001



Table 10.10c Residential Development – Residual Values v BLV

Varied Affordable Tenure Mixes - Lower

			EUV	BLV												
				521	20%	20%	200/	20%	20%	200/	200/	200/	200/	200/	20%	2004
		verall Affordable % Intermediate Housing			20% 0%	20% 10%	20% 20%	30%	20% 40%	20% 50%	20%	20% 10%	20% 20%	20% 30%	20% 40%	20% 50%
+		Affordable Rent			0%	10%	20%	30%	40%	50%	100%	90%	80%	70%	40% 60%	50%
+		Social Rent			100%	90%	80%	70%	60%	50%	100%	90%	00%	70%	60%	50%
Site 1 La	arge Green 400 Lo	ower Social Refit	22.500	422,500	287,747	311.319	334,891	358,463	382,035	405,608	460.609	466,895	473,181	479,467	485,753	492,039
		ower	22,500	422,500	317.279	343,787	370,295	396,803	423,312	449,820	511.672	518,741	525,810	532.879	539,948	547,016
		ower	22,500	422,500	322.588	347,595	370,293	397,609	423,512	447,623	505,972	512,641	519,309	525,978	532,646	539,315
		ower	22,500	422,500	293,898	320,172	346,446	372,720	398,994	425,267	486,573	493,579	500,586	507,592	514,599	521,605
		ower	22,500	422,500	284,547	311,704	338,862	366,020	392,666	419,058	480,641	487,679	494,717	501,755	508,794	515,832
		ower	22,500	422,500	293,094	315,634	337,628	359,622	381,616	403,610	454,929	460,794	466,659	472,524	478,389	484,255
		ower	50,000	450,000	563,216	589,807	616,399	642,483	668,325	694,167	754,466	761,357	768,249	775,140	782,031	788,922
		ower	50,000	450,000	674,765	700,569	726,373	752,177	777,981	803,785	863,994	870,875	877,756	884,637	891,519	898,400
		ower	1,200,000	1,440,000	811,455	854,138	896,204	938,270	980,336	1.022.402	1,079,030	1,094,400	1,109,770	1,125,141	1,140,511	1,155,881
25 .0 11 2			1,200,000	1,110,000	311, .50	55.,.00	000,204	000,270	000,000	1,022,102	.,0.0,000	1,001,100	1,100,110	1,120,141	1,110,011	1,100,001
			EUV	BLV												
	0	verall Affordable %			25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
	l II	ntermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
		Affordable Rent									100%	90%	80%	70%	60%	50%
		Social Rent			100%	90%	80%	70%	60%	50%						
Site 1 La	arge Green 400 L	.ower	22,500	422,500	157,083	186,549	216,014	245,479	274,944	304,410	373,162	381,019	388,876	396,734	404,591	412,449
	-	ower	22,500	422,500	171,312	204,448	237,583	270,718	303,853	336,989	414,304	423,140	431,976	440,812	449,648	458,485
Site 3 Me	Medium Green 80 Lo	ower	22,500	422,500	183,293	214,552	245,810	277,069	308,328	339,586	412,523	420,859	429,194	437,530	445,866	454,201
Site 4 Me	Medium Green 40 Lo	ower	22,500	422,500	148,149	181,943	214,942	247,785	280,627	313,469	390,101	398,859	407,617	416,375	425,133	433,891
Site 5 Me	ledium Green 20 Lo	ower	22,500	422,500	132,872	167,488	202,104	236,494	270,441	304,388	383,356	392,154	400,951	409,749	418,546	427,344
Site 6 Me	ledium Green 20 LD Lo	ower	22,500	422,500	165,508	194,222	222,511	250,801	279,090	307,379	371,673	379,004	386,335	393,666	400,998	408,329
Site 7 Sn	mall Green 12 Lo	.ower	50,000	450,000	410,563	443,803	477,042	510,281	543,520	576,759	653,491	662,105	670,719	679,333	687,947	696,561
Site 8 Sn	mall 8	.ower	50,000	450,000	520,616	553,507	585,935	618,190	650,445	682,700	757,962	766,563	775,165	783,766	792,367	800,969
Site 18 PD	DL 12 L	ower	1,200,000	1,440,000	592,011	646,118	700,224	754,331	808,438	861,722	932,506	951,719	970,932	990,145	1,009,358	1,028,571
igspace			EUV	BLV												
igspace		verall Affordable %			30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
\vdash	li li	ntermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
\vdash		Affordable Rent									100%	90%	80%	70%	60%	50%
⊢		Social Rent			100%	90%	80%	70%	60%	50%						
		ower	22,500	422,500	26,420	61,778	97,137	132,495	167,853	203,211	285,714	295,143	304,572	314,001	323,429	332,858
	. 3	ower	22,500	422,500	24,526	65,108	104,871	144,633	184,395	224,158	316,936	327,539	338,143	348,746	359,349	369,953
		ower	22,500	422,500	42,286	81,154	119,019	156,529	194,040	231,550	319,074	329,077	339,079	349,082	359,085	369,088
		ower	22,500	422,500	-2,914	38,438	79,790	120,975	161,529	201,671	293,629	304,139	314,649	325,158	335,668	346,177
		ower	22,500	422,500	-19,976	21,563	63,103	104,642	146,181	187,721	283,493	294,356	305,219	316,082	326,945	337,808
		ower	22,500	422,500	35,841	70,457	105,073	139,689	174,305	208,508	287,718	296,770	305,823	314,808	323,606	332,404
		ower	50,000	450,000	255,604	296,277	336,949	377,572	417,459	457,345	550,415	561,051	571,688	582,324	592,961	603,598
		ower	50,000	450,000	364,255	403,724	443,192	482,661	522,130	561,598	651,930	662,251	672,573	682,894	693,216	703,537
Site 18 PD	DL 12 L	ower	1,200,000	1,440,000	370,055	436,263	502,423	567,351	632,279	697,207	784,610	808,334	832,058	855,149	878,204	901,260



Table 10.10d Residential Development – Residual Values v BLV

Varied Affordable Tenure Mixes - Dover Built-up Area

			EUV	BLV												
		Overall Affordable %			20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
		Intermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
		Affordable Rent									100%	90%	80%	70%	60%	50%
		Social Rent			100%	90%	80%	70%	60%	50%						
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,696,428	-1,680,914	-1,665,450	-1,649,987	-1,634,523	-1,619,059	-1,398,226	-1,412,512	-1,426,797	-1,441,083	-1,455,368	-1,469,654
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-2,404,129	-2,388,176	-2,372,223	-2,356,270	-2,340,317	-2,324,364	-2,094,454	-2,109,469	-2,124,483	-2,139,498	-2,154,512	-2,169,527
Site 14	PDL 100	Dover	1,200,000	1,440,000	-2,082,122	-2,064,144	-2,046,165	-2,028,187	-2,010,208	-1,992,230	-1,737,249	-1,753,900	-1,770,550	-1,787,200	-1,803,851	-1,820,501
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,921,581	-5,891,148	-5,860,715	-5,830,282	-5,799,848	-5,769,415	-5,330,819	-5,359,462	-5,388,105	-5,416,748	-5,445,391	-5,474,034
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,460,307	-1,447,742	-1,435,177	-1,422,611	-1,410,046	-1,397,480	-1,217,788	-1,229,425	-1,241,062	-1,252,699	-1,264,336	-1,275,973
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-4,385,182	-4,359,067	-4,332,953	-4,306,838	-4,280,724	-4,254,610	-3,878,255	-3,902,833	-3,927,412	-3,951,990	-3,976,568	-4,001,146
Site 18	PDL 12	Dover	1,200,000	1,440,000	-1,075,633	-1,060,489	-1,045,344	-1,030,199	-1,015,054	-999,910	-782,101	-796,127	-810,154	-824,408	-838,662	-852,916
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-2,354,217	-2,340,725	-2,327,233	-2,313,741	-2,300,249	-2,286,757	-2,092,313	-2,105,011	-2,117,710	-2,130,408	-2,143,107	-2,155,805
			EUV	BLV												
		Overall Affordable %			25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
		Intermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
		Affordable Rent									100%	90%	80%	70%	60%	50%
		Social Rent			100%	90%	80%	70%	60%	50%						
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,802,554	-1,782,951	-1,763,460	-1,743,970	-1,724,537	-1,705,137	-1,427,578	-1,445,435	-1,463,291	-1,481,148	-1,499,268	-1,517,415
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-2,492,891	-2,472,626	-2,452,360	-2,432,095	-2,411,830	-2,391,694	-2,104,306	-2,123,074	-2,141,843	-2,160,611	-2,179,379	-2,198,147
Site 14	PDL 100	Dover	1,200,000	1,440,000	-2,202,892	-2,180,419	-2,157,946	-2,135,473	-2,113,000	-2,090,527	-1,769,874	-1,790,687	-1,811,500	-1,832,313	-1,853,125	-1,873,938
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-6,106,054	-6,068,012	-6,029,971	-5,991,929	-5,953,888	-5,915,846	-5,367,601	-5,403,405	-5,439,209	-5,475,013	-5,510,816	-5,546,620
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,544,735	-1,529,029	-1,513,322	-1,497,615	-1,481,908	-1,466,202	-1,240,627	-1,255,173	-1,269,720	-1,284,266	-1,298,971	-1,313,754
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-4,553,795	-4,521,152	-4,488,509	-4,455,866	-4,423,223	-4,390,580	-3,920,137	-3,950,860	-3,981,583	-4,012,305	-4,043,028	-4,073,751
Site 18	PDL 12	Dover	1,200,000	1,440,000	-1,188,374	-1,169,443	-1,150,512	-1,131,582	-1,112,651	-1,093,720	-820,891	-838,708	-856,526	-874,343	-892,160	-909,978
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-2,438,740	-2,421,875	-2,405,010	-2,388,145	-2,371,280	-2,354,415	-2,111,360	-2,127,233	-2,143,106	-2,158,979	-2,174,852	-2,190,725
			EUV	BLV												
		Overall Affordable %			30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
		Intermediate Housing			0%	10%	20%	30%	40%	50%	0%	10%	20%	30%	40%	50%
		Affordable Rent									100%	90%	80%	70%	60%	50%
		Social Rent			100%	90%	80%	70%	60%	50%						
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,914,786	-1,888,765	-1,863,778	-1,839,519	-1,815,628	-1,791,959	-1,456,929	-1,478,553	-1,500,329	-1,522,123	-1,543,955	-1,565,786
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-2,582,353	-2,558,035	-2,533,717	-2,509,399	-2,485,080	-2,460,762	-2,114,158	-2,136,680	-2,159,202	-2,181,724	-2,204,245	-2,226,767
Site 14	PDL 100	Dover	1,200,000	1,440,000	-2,323,662	-2,296,694	-2,269,727	-2,242,759	-2,215,791	-2,188,824	-1,802,498	-1,827,474	-1,852,449	-1,877,425	-1,902,400	-1,927,376
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-6,292,519	-6,246,127	-6,199,736	-6,153,577	-6,107,927	-6,062,277	-5,404,384	-5,447,348	-5,490,313	-5,533,277	-5,576,242	-5,619,206
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,629,163	-1,610,315	-1,591,467	-1,572,619	-1,553,771	-1,534,923	-1,263,466	-1,281,028	-1,298,767	-1,316,507	-1,334,246	-1,351,985
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-4,724,652	-4,684,844	-4,645,035	-4,605,227	-4,565,722	-4,526,550	-3,962,019	-3,998,886	-4,035,753	-4,072,621	-4,109,488	-4,146,356
Site 18	PDL 12	Dover	1,200,000	1,440,000	-1,301,115	-1,278,398	-1,255,681	-1,232,964	-1,210,247	-1,187,530	-860,135	-881,516	-902,897	-924,278	-945,658	-967,039
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-2,523,263	-2,503,025	-2,482,787	-2,462,549	-2,442,311	-2,422,073	-2,130,407	-2,149,455	-2,168,502	-2,187,550	-2,206,597	-2,225,645



- 10.38 Preferring Social Rent to Affordable Rent has a substantial impact on the Residual Value. With a 30% affordable housing requirement (where between 20% and 30% of the affordable housing is Intermediate Housing) the Residual Value is about £200,000/ha less where the affordable housing for rent is provided as Social Rent rather than Affordable Rent. In addition, a 5% increase in the amount of Intermediate Housing / 5% decrease in the amount of affordable housing for rent results in an increase in the Residual Value of over £20,000/ha.
- 10.39 When it comes to the decision making process and determining planning applications, on sites were viability is challenging, it is recommended that consideration is given to adjusting the affordable housing mix as this can have a marked impact on the value of a site.

10% Affordable Home Ownership

10.40 As set out in Chapter 2 above, the 2019 NPPF (paragraph 64) sets out a policy for a minimum of 10% Affordable Home Ownership units on larger sites. This has been tested with a further set of appraisals. In these the first 10% of the housing on the site is assumed to be Intermediate Housing sold at 70% of market value.



Table 10.11a Residential Development – Residual Values v BLV

10% Affordable Home Ownership - Higher, Strategic Sites and Medium

			EUV	BLV									
		Overall Affordable %			0%	5%	10%	15%	20%	25%	30%	35%	40
		Intermediate Housing			0%	5%	10%	10%	10%	10%	10%	10%	10
		Affordable Rent						5%	10%	15%	20%	25%	30
Site 2	Large Green 150	Higher	22,500	422,500	1,373,778	1,283,337	1,192,895	1,071,895	950,896	829,896	708,896	587,896	466,8
Site 3	Medium Green 80	Higher	22,500	422,500	1,340,000	1,252,367	1,164,734	1,048,273	931,812	815,352	698,891	582,430	465,9
Site 4	Medium Green 40	Higher	22,500	422,500	1,342,841	1,253,138	1,163,435	1,043,444	923,454	803,463	683,472	563,481	443,4
Site 6	Medium Green 20 LD	Higher	22,500	422,500	1,205,351	1,126,579	1,047,807	943,680	839,554	735,427	631,301	527,174	423,0
Site 7	Small Green 12	Higher	50,000	450,000	1,944,945	1,841,968	1,738,992	1,598,688	1,458,384	1,318,080	1,177,776	1,037,472	897,
Site 8	Small 8	Higher	50,000	450,000	2,091,595	1,984,104	1,876,614	1,732,901	1,589,188	1,445,475	1,301,762	1,158,049	1,014,3
Site 9	Small 6	Higher	50,000	450,000	2,223,075	2,108,347	1,993,619	1,843,260	1,692,901	1,542,542	1,392,183	1,241,587	1,086,8
Site 10	Small 3	Higher	50,000	450,000	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,4
Site 22	Sth Aylesham	Aylesham	25,000	425,000	442,950	383,728	324,506	252,532	180,558	108,584	36,400	-40,615	-119,0
Site 23	Nth Aylesham	Aylesham	22,500	422,500	355,663	309,182	262,701	205,930	147,777	89,623	31,470	-28,396	-91,4
Site 24	Whitfield	Whitfield	22,500	422,500	178,285	147,656	117,028	79,403	41,054	2,178	-39,292	-82,345	-126,
Site 25	Whitfield Plus	Whitfield	22,500	422,500	163,516	134,280	104,732	68,191	31,560	-6,422	-46,447	-87,433	-130,3
			EUV	BLV									
		Overall Affordable %			0%	5%	10%	15%	20%	25%	30%	35%	4
		Intermediate Housing			0%	5%	10%	10%	10%	10%	10%	10%	1
		Affordable Rent						5%	10%	15%	20%	25%	3
Site 1	Large Green 400	Medium	22,500	422,500	1,153,667	1,073,938	994,209	889,598	784,987	680,375	575,764	471,153	366,
Site 2	Large Green 150	Medium	22,500	422,500	1,279,251	1,190,959	1,102,666	986,393	870,120	753,846	637,573	521,300	405,0
Site 3	Medium Green 80	Medium	22,500	422,500	1,247,954	1,162,492	1,077,030	965,171	853,313	741,454	629,596	517,738	405,8
Site 4	Medium Green 40	Medium	22,500	422,500	1,248,765	1,161,211	1,073,658	958,371	843,084	727,797	612,510	497,223	381,9
Site 5	Medium Green 20	Medium	22,500	422,500	1,253,267	1,164,666	1,076,066	959,606	843,147	726,687	610,227	493,768	377,3
Site 6	Medium Green 20 LD	Medium	22,500	422,500	1,121,872	1,045,136	968,399	868,446	768,494	668,541	568,589	468,636	368,6
Site 7	Small Green 12	Medium	50,000	450,000	1,944,945	1,841,968	1,738,992	1,598,688	1,458,384	1,318,080	1,177,776	1,037,472	897,
Site 9	Small 6	Medium	50,000	450,000	2,223,075	2,108,347	1,993,619	1,843,260	1,692,901	1,542,542	1,392,183	1,241,587	1,086,
Site 16	PDL 30	Medium	1,200,000	1,440,000	1,199,925	1,102,095	1,004,265	872,174	740,082	607,991	475,900	343,809	209,
	PDL 12	Medium	1,200,000	1,440,000	1,776,094	1,665,987	1,555,880	1,403,808	1,251,735	1,099,663	947,591	794,423	637,
Site 18									4 705 540	4 500 000	4 000 070	4 000 400	000
Site 18 Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	2,510,613	2,370,663	2,230,713	1,998,130	1,765,546	1,532,963	1,300,379	1,066,138	826,



Table 10.11b Residential Development - Residual Values v BLV

10% Affordable Home Ownership - Lower and Dover Built-up Area

			EUV	BLV									
		Overall Affordable %			0%	5%	10%	15%	20%	25%	30%	35%	40%
		Intermediate Housing				5%	10%	10%	10%	10%	10%	10%	10%
		Affordable Rent						5%	10%	15%	20%	25%	30%
Site 1	Large Green 400	Lower	22,500	422,500	810,400	738,667	666,934	579,487	492,039	404,591	317,144	229,696	142,248
Site 2	Large Green 150	Lower	22,500	422,500	901,144	821,448	741,752	644,384	547,016	449,648	352,280	254,912	157,544
Site 3	Medium Green 80	Lower	22,500	422,500	879,769	802,991	726,213	632,764	539,315	445,866	352,416	258,967	165,518
Site 4	Medium Green 40	Lower	22,500	422,500	872,460	793,504	714,548	618,077	521,605	425,133	328,661	232,189	134,217
Site 5	Medium Green 20	Lower	22,500	422,500	869,783	790,092	710,402	613,117	515,832	418,546	319,703	219,492	117,414
Site 6	Medium Green 20 LD	Lower	22,500	422,500	787,956	719,362	650,768	567,511	484,255	400,998	317,741	232,223	145,746
Site 7	Small Green 12	Lower	50,000	450,000	1,158,366	1,074,619	990,872	889,897	788,922	687,947	585,870	481,968	378,066
Site 8	Small 8	Lower	50,000	450,000	1,278,247	1,191,920	1,105,592	1,002,547	898,400	792,367	686,335	580,302	472,532
Site 18	PDL 12	Lower	1,200,000	1,440,000	1,665,124	1,557,026	1,448,928	1,302,405	1,155,881	1,009,358	862,834	712,919	562,148
			EUV	BLV									
		Overall Affordable %			0%	5%	10%	15%	20%	25%	30%	35%	40%
						5%	10%	10%	10%	10%	10%	10%	10%
		Intermediate Housing				5%	10%	10 /8	1076	1078	1076	1076	1070
		Intermediate Housing Affordable Rent				5%	10%	5%	10%	15%	20%	25%	30%
Site 11	PDL 300	J	1,200,000	1,440,000	-1,280,837	-1,345,886	-1,410,951						
Site 11 Site 13	PDL 300 PDL 200 HD	Affordable Rent	1,200,000 1,200,000	1,440,000 1,440,000	-1,280,837 -2,055,047			5%	10%	15%	20%	25%	30%
		Affordable Rent Dover				-1,345,886	-1,410,951	5% -1,440,303	10% -1,469,654	15% -1,499,268	20%	25% -1,559,616	30% -1,589,832
Site 13	PDL 200 HD	Affordable Rent Dover Dover	1,200,000	1,440,000	-2,055,047	-1,345,886 -2,102,435	-1,410,951 -2,149,823	5% -1,440,303 -2,159,675	10% -1,469,654 -2,169,527	15% -1,499,268 -2,179,379	20% -1,529,401 -2,189,231	25% -1,559,616 -2,199,083	30% -1,589,832 -2,208,935
Site 13 Site 14	PDL 200 HD PDL 100	Affordable Rent Dover Dover Dover	1,200,000 1,200,000	1,440,000 1,440,000	-2,055,047 -1,606,751	-1,345,886 -2,102,435 -1,681,001	-1,410,951 -2,149,823 -1,755,252	5% -1,440,303 -2,159,675 -1,787,876	10% -1,469,654 -2,169,527 -1,820,501	15% -1,499,268 -2,179,379 -1,853,125	20% -1,529,401 -2,189,231 -1,885,750	25% -1,559,616 -2,199,083 -1,918,375	30% -1,589,832 -2,208,935 -1,951,819
Site 13 Site 14 Site 15	PDL 200 HD PDL 100 PDL 100 HD	Affordable Rent Dover Dover Dover Dover Dover	1,200,000 1,200,000 1,200,000	1,440,000 1,440,000 1,440,000	-2,055,047 -1,606,751 -5,183,691	-1,345,886 -2,102,435 -1,681,001 -5,292,080	-1,410,951 -2,149,823 -1,755,252 -5,400,470	5% -1,440,303 -2,159,675 -1,787,876 -5,437,252	10% -1,469,654 -2,169,527 -1,820,501 -5,474,034	15% -1,499,268 -2,179,379 -1,853,125 -5,510,816	20% -1,529,401 -2,189,231 -1,885,750 -5,547,599	25% -1,559,616 -2,199,083 -1,918,375 -5,584,381	30% -1,589,832 -2,208,935 -1,951,819 -5,621,163
Site 13 Site 14 Site 15 Site 16	PDL 200 HD PDL 100 PDL 100 HD PDL 30	Affordable Rent Dover Dover Dover Dover Dover Dover Dover	1,200,000 1,200,000 1,200,000 1,200,000	1,440,000 1,440,000 1,440,000 1,440,000	-2,055,047 -1,606,751 -5,183,691 -1,126,432	-1,345,886 -2,102,435 -1,681,001 -5,292,080 -1,178,364	-1,410,951 -2,149,823 -1,755,252 -5,400,470 -1,230,295	5% -1,440,303 -2,159,675 -1,787,876 -5,437,252 -1,253,134	10% -1,469,654 -2,169,527 -1,820,501 -5,474,034 -1,275,973	15% -1,499,268 -2,179,379 -1,853,125 -5,510,816 -1,298,971	20% -1,529,401 -2,189,231 -1,885,750 -5,547,599 -1,322,420	25% -1,559,616 -2,199,083 -1,918,375 -5,584,381 -1,345,868	30% -1,589,832 -2,208,935 -1,951,819 -5,621,163 -1,369,317



10.41 The base appraisals are based on the Council's preferred tenure mix of 35% Intermediate Housing and 65% Affordable Rent. 10% Affordable Home Ownership is the equivalent to a 33% / 67% tenure split at 30% affordable housing, so is broadly in line. As would be expected, 10% Affordable Home Ownership only has a very small impact on viability.

First Homes

10.42 In February 2020, the Government launched a consultation on First Homes. The Government's Changes to the current planning system – Consultation on changes to planning policy and regulations (MHCLG, August 2020) has provided some clarity in this regard. A further set of appraisals has been run at 20%, 25% and 30% affordable housing, where 20%. 25% and 30% of the affordable housing is as a First Home. In addition, the consequence of seeking First Homes to be delivered with a greater discount than the minimum 30% discount is tested.



Table 10.12a Residential Development – Residual Values v BLV

Varied First Homes - Higher and Strategic Sites

10 3 Medium Green 90 Hyper		EIN/ BIV													
Affordable Rent 80% 77% 77% 87% 77% 87% 77% 87% 77% 87% 77% 87% 77% 37%				EUV	BLV										
First Horses			Overall Affordable %			20%			20%			20%	i		
22 Large Green 150 Spring			Affordable Rent			80%	75%	70%	80%	75%	70%	80%	75%	70%	
Part			First Homes			20%	25%	30%	20%	25%	30%	20%	25%	30%	
10 3 Medium Green 80 Hylper			FH Sale %			70%	70%	70%	60%	60%	60%	50%	50%	50%	
14	Site 2 L	arge Green 150	Higher	22,500	422,500	914,226	920,337	926,449	894,492	895,670	896,848	874,758	871,003	867,247	
10.0 Modellin Green 20 LD Sigher 22.500 422.000 4800.001 814.190 819.270 773.735 773.735 773.735 773.156 770.157	Site 3 N	Medium Green 80	Higher	22,500	422,500	897,220	902,985	908,750	878,603	879,715	880,826	859,987	856,444	852,902	
19.7 Small Green 12. Higher	Site 4 N	Medium Green 40	Higher	22,500	422,500	887,108	893,166	899,223	867,549	868,716	869,884	847,989	844,267	840,545	
18	Site 6 N	Medium Green 20 LD	Higher	22,500	422,500	809,129	814,199	819,270	792,755	793,733	794,710	776,382	773,266	770,151	
18 18 19 18 19 18 19 19	Site 7 S	Small Green 12	Higher	50,000	450,000	1,413,591	1,421,056	1,428,522	1,393,491	1,395,932	1,398,373	1,373,392	1,370,808	1,368,223	
18 10 Small 3	Site 8 S	Small 8	Higher	50,000	450,000	1,545,721	1,552,965	1,560,210	1,526,217	1,528,585	1,530,953	1,506,712	1,504,204	1,501,697	
12 23 Mr. Aylesham	Site 9 S	Small 6	Higher	50,000	450,000	1,650,144	1,657,270	1,664,396	1,630,958	1,633,288	1,635,617	1,611,772	1,609,305	1,606,839	
16.23 Mr. Aylesham	Site 10 S	Small 3	Higher	50,000	450,000	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	
10.24 Whitfield Whitfield 22,500 422,500 23,477 24,774 26,131 16,406 16,009 15,613 9,300 7,244 5,005	Site 22 S	Sth Aylesham	Aylesham	25,000	425,000	165,256	167,807	170,357	152,079	151,336	150,592	138,903	134,865	130,827	
Page Whefield Plus	Site 23 N	th Aylesham	Aylesham	22,500	422,500	135,419	137,479	139,538	124,778	124,177	123,576	114,137	110,876	107,615	
BLV	Site 24 V	Vhitfield	Whitfield	22,500	422,500	32,779	34,158	35,537	25,652	25,250	24,848	18,501	16,246	13,992	
Part	Site 25 V	Vhitfield Plus	Whitfield	22,500	422,500	23,417	24,774	26,131	16,405	16,009	15,613	9,392	7,244	5,095	
Part															
Affordable Rent				EUV	BLV										
First Homes			Overall Affordable %			25%			25%			25%			
FH Sale % 70% 70% 70% 60% 60% 60% 60% 50%			Affordable Rent			80%	75%	70%	80%	75%	70%	80%	75%	70%	
te 2 Large Green 150 Higher 22,500 422,500 799,338 808,977 814,817 774,670 776,143 777,616 750,003 745,309 740,615 te 3 Medium Green 80 Higher 22,500 422,500 780,338 808,977 814,817 774,670 776,143 777,616 750,003 745,309 740,615 4 Medium Green 40 Higher 22,500 422,500 773,175 780,747 788,319 748,726 750,165 751,645 724,276 719,624 714,971 te 6 Medium Green 12 Higher 22,500 422,500 771,073 716,412 722,750 te 7 Small Green 12 Higher 50,000 450,000 1,280,752 1,280,058 1,220,941 1,255,258 1,256,679 1,261,730 1,220,573 1,224,043 te 8 Small 8 Higher 50,000 450,000 1,200,751 1,320,084 1,290,941 1,354,872 1,387,832 1,390,733 1,350,491 1,357,357 1,354,222 te 9 Small 6 Higher 50,000 450,000 1,506,911 1,515,819 1,524,772 te 10 Small 3 Higher 50,000 450,000 1,224,468 2,234,464 2,234			First Homes			20%	25%	30%	20%	25%	30%	20%	25%	30%	
He3 Medium Green 20 Higher 22,500 422,500 776,628 733,731 800,938 7763,254 764,643 766,033 739,984 735,555 731,127, 126 64 Medium Green 20 LD Higher 22,500 422,500 7710,73 776,412 722,750 689,606 690,828 692,050 689,140 665,245 661,350 127 581 12			FH Sale %			70%	70%	70%	60%	60%	60%	50%	50%	50%	
tie4 Medium Green 40. Higher 22,500 42,500 773,78 780,747 788,319 748,726 750,185 751,645 724,276 719,624 714,977 te 7 Small Green 12 Higher 22,500 422,500 1,290,084 1,299,416 1,256,626 1,258,679 1,281,730 1,230,504 1,227,73 1,230,604 1,227,73 1,230,504 1,227,73 1,224,048 1,239,466 1,256,626 1,258,679 1,281,730 1,230,504 1,227,737 1,230,504 1,227,737 1,234,464 1,238,472 1,482,980 1,483,872 1,387,832 1,390,793 1,390,793 1,384,222 1,483,4872 1,384,872 1,387,832 1,390,793 1,390,793 1,384,222 1,483,4872 1,483,4872 1,387,832 1,390,793 1,384,222 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872 1,483,4872	Site 2 L	arge Green 150	Higher	22,500	422,500	799,338	806,977	814,617	774,670	776,143	777,616	750,003	745,309	740,615	
te 6 Medium Green 20 LD Higher	Site 3 N	Medium Green 80	Higher	22,500	422,500	786,524	793,731	800,938	763,254	764,643	766,033	739,984	735,555	731,127	
1.	Site 4 N	Medium Green 40	Higher	22,500	422,500	773,175	780,747	788,319	748,726	750,185	751,645	724,276	719,624	714,971	
First Homes	Site 6 N	Medium Green 20 LD	Higher	22,500	422,500	710,073	716,412	722,750	689,606	690,828	692,050	669,140	665,245	661,350	
te 9	Site 7 S	Small Green 12	Higher	50,000	450,000	1,280,752	1,290,084	1,299,416	1,255,628	1,258,679	1,261,730	1,230,504	1,227,273	1,224,043	
18 Small 6	Site 8 S	Small 8	_	50,000	450,000	1,409,252	1,418,308	1,427,364	1,384,872	1,387,832	1,390,793	1,360,491	1,357,357	1,354,222	
End Small 3	Site 9 S	Small 6	Higher	50,000	450,000	1,506,911	1,515,819	1,524,727	1,482,929	1,485,841	1,488,753	1,458,946	1,455,863	1,452,780	
te 23 Nth Aylesham Aylesham Aylesham 22,500 422,500 79,325 81,900 84,474 66,024 65,273 64,522 52,722 48,646 44,570 42,570 422,500 663,325 677,414 629,902 631,654 633,406 600,563 594,980 589,397 67,098, 664,666 666,838 677,624 66,646 663,326 677,624 66,646 66,646 68,326 677,624 66,646 66,646 66,838 677,644 66,646 600,362 677,644 66,646 677,644	Site 10 S			50,000	450,000	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	2,234,464	
te 24 Whitfield Whitfield Whitfield 22,500 422,500 -5,234 -3,367 -1,499 -14,882 -15,427 -15,972 -24,530 -27,487 -30,444 -2,500 Whitfield Plus Whitfield 22,500 422,500 -13,542 -11,762 -9,982 -22,738 -23,259 -23,778 -31,964 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -30,481 -30,444 -30,481 -30,481 -30,481 -30,484 -34,881 -37,799 -30,444 -30,481 -30,481 -30,484 -30,481 -30,484 -30,481 -30,484 -30,481 -30,484 -30,481 -30,484 -30,481 -30,484 -30,481 -30,484 -30,484 -30,481 -30,484 -30,48		Sth Avlesham	Aulaaham	25,000	425,000	95.833	99,021	102,209	79,362	78,432	77,502	62,891	57,843	52,796	
te 24 Whitfield Whitfield Whitfield 22,500 422,500 -5,234 -3,367 -1,499 -14,882 -15,427 -15,972 -24,530 -27,487 -30,444 -2,500 Whitfield Plus Whitfield 22,500 422,500 -13,542 -11,762 -9,982 -22,738 -23,259 -23,778 -31,964 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -34,881 -37,799 -30,444 -30,481 -30,444 -30,481 -30,481 -30,481 -30,484 -34,881 -37,799 -30,444 -30,481 -30,481 -30,484 -30,481 -30,484 -30,481 -30,484 -30,481 -30,484 -30,481 -30,484 -30,481 -30,484 -30,481 -30,484 -30,484 -30,481 -30,484 -30,48	Site 22 S		Aylesham												
BLV BLV BLV BLV BLV BLV BLV BUV BUV BUV 30%			,	-1	422,500	79,325	81,900	84,474	66,024	65,273	64,522	52,722	48,646	44,570	
Note	Site 23 N	th Aylesham	Aylesham	22,500							-		-7		
Note	Site 23 N Site 24 W	Ith Aylesham Vhitfield	Aylesham Whitfield	22,500 22,500	422,500	-5,234	-3,367	-1,499	-14,882	-15,427	-15,972	-24,530	-27,487	-30,444	
Alfordable Rent	Site 23 N Site 24 W	Ith Aylesham Vhitfield	Aylesham Whitfield	22,500 22,500	422,500	-5,234	-3,367	-1,499	-14,882	-15,427	-15,972	-24,530	-27,487	-30,444	
First Homes 20% 25% 30% 20% 25% 30% 20% 25% 30% 20% 25% 30% 20% 25% 30% 20% 25% 30% 20% 25% 30% 20% 50% 50% 50% 50% 50% 50% 50% 50% 50% 5	Site 23 N Site 24 W	Ith Aylesham Vhitfield	Aylesham Whitfield	22,500 22,500 22,500	422,500 422,500	-5,234	-3,367	-1,499	-14,882	-15,427	-15,972	-24,530	-27,487	-30,444	
FH Sale % 70% 70% 60% 60% 60% 50% 50% 50% 50% 50% 50% 50% 50% 50% 5	Site 23 N Site 24 W	Ath Aylesham Whitfield Whitfield Plus	Aylesham Whitfield Whitfield	22,500 22,500 22,500	422,500 422,500	-5,234 -13,542	-3,367	-1,499	-14,882 -22,739	-15,427	-15,972	-24,530 -31,964	-27,487	-30,444	
te 2 Large Green 150 Higher 22,500 422,500 684,450 693,617 702,785 665,849 656,616 653,883 625,248 619,615 613,982 619,980 614,666 603,982 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,616 612,990 619,617 612,917 612,918 619	Site 23 N Site 24 W	Ath Aylesham Whitfield Whitfield Plus	Aylesham Whitfield Whitfield Overall Affordable %	22,500 22,500 22,500	422,500 422,500	-5,234 -13,542 30%	-3,367 -11,762	-1,499 -9,982	-14,882 -22,739	-15,427 -23,259	-15,972 -23,778	-24,530 -31,964	-27,487 -34,881	-30,444 -37,799	
te 3 Medium Green 80 Higher 22,500 422,500 675,829 684,477 693,125 647,905 649,572 651,239 619,980 614,666 609,352 (42,600 669	Site 23 N Site 24 W	Ath Aylesham Whitfield Whitfield Plus	Aylesham Whitfield Whitfield Overall Affordable % Affordable Rent	22,500 22,500 22,500	422,500 422,500	-5,234 -13,542 30% 80%	-3,367 -11,762 75%	-1,499 -9,982 70%	-14,882 -22,739 30% 80%	-15,427 -23,259 75%	-15,972 -23,778	-24,530 -31,964 30% 80%	-27,487 -34,881	-30,444 -37,799	
te 4 Medium Green 40 Higher 22,500 422,500 659,242 668,328 677,414 629,902 631,654 633,406 600,563 594,980 589,397 te 6 Medium Green 20 LD Higher 22,500 422,500 611,017 618,624 626,230 586,457 587,924 589,990 561,897 557,224 552,505 te 8 Small 8 Higher 50,000 450,000 1,747,914 1,191,112 1,170,311 1,117,765 1,112,426 1,125,087 1,1087,615 1,1083,739 1,1093,686 te 9 Small 6 Higher 50,000 450,000 1,272,784 1,283,651 1,294,518 1,243,527 1,247,080 1,250,633 1,214,271 1,210,509 1,206,748 te 9 Small 6 Higher 50,000 450,000 1,363,678 1,374,388 1,385,057 1,334,900 1,338,394 1,341,889 1,306,121 1,302,421 1,298,720 te 10 Small 3 Higher 50,000 450,000 2,234,464	Site 23 N Site 24 W	Ath Aylesham Whitfield Whitfield Plus	Aylesham Whitfield Whitfield Overall Affordable % Affordable Rent First Homes	22,500 22,500 22,500	422,500 422,500	-5,234 -13,542 30% 80% 20%	-3,367 -11,762 75% 25%	-1,499 -9,982 70% 30%	-14,882 -22,739 30% 80% 20%	-15,427 -23,259 75% 25%	-15,972 -23,778 70% 30%	-24,530 -31,964 30% 80% 20%	-27,487 -34,881 75% 25%	-30,444 -37,799 70% 30%	
te 6 Medium Green 20 LD Higher 22,500 422,500 611,017 618,624 626,230 586,457 587,924 589,390 561,897 557,224 552,550 57,014 7 Small Green 12 Higher 50,000 450,000 1,147,914 1,159,112 1,170,311 1,117,765 1,121,426 1,125,087 1,087,615 1,083,739 1,079,863 te 8 Small 8 Higher 50,000 450,000 1,272,784 1,283,651 1,294,518 1,243,527 1,247,080 1,250,633 1,214,271 1,210,509 1,206,748 te 9 Small 6 Higher 50,000 450,000 1,383,678 1,374,368 1,385,057 1,334,900 1,338,394 1,341,889 1,306,121 1,302,421 1,1298,720 te 10 Small 3 Higher 50,000 450,000 2,234,464 2,234	Site 23 N Site 24 W Site 25 W	Ith Aylesham Whitfield Whitfield Plus	Aylesham Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale %	22,500 22,500 22,500 EUV	422,500 422,500 BLV	-5,234 -13,542 30% 80% 20% 70%	-3,367 -11,762 75% 25% 70%	-1,499 -9,982 70% 30% 70%	-14,882 -22,739 30% 80% 20% 60%	-15,427 -23,259 75% 25% 60%	-15,972 -23,778 70% 30% 60%	-24,530 -31,964 30% 80% 20% 50%	-27,487 -34,881 75% 25% 50%	-30,444 -37,799 70% 30% 50%	
te 7 Small Green 12 Higher 50,000 450,000 1,147,914 1,159,112 1,170,311 1,117,765 1,121,426 1,125,087 1,087,615 1,083,739 1,079,863	Site 23 N Site 24 W Site 25 W	kh Aylesham Whitfield Whitfield Plus	Aylesham Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher	22,500 22,500 22,500 22,500 EUV	422,500 422,500 BLV 422,500	-5,234 -13,542 30% 80% 20% 70% 684,450	-3,367 -11,762 75% 25% 70% 693,617	-1,499 -9,982 70% 30% 702,785	-14,882 -22,739 30% 80% 20% 60% 654,849	-15,427 -23,259 75% 25% 60% 656,616	-15,972 -23,778 -70% -30% -60% -658,383	-24,530 -31,964 30% 80% 20% 50% 625,248	-27,487 -34,881 75% 25% 50% 619,615	-30,444 -37,799 70% 30% 50% 613,982	
te 7 Small Green 12 Higher 50,000 450,000 1,147,914 1,159,112 1,170,311 1,117,765 1,121,426 1,125,087 1,087,615 1,083,739 1,079,863	Site 23 N Site 24 W Site 25 W	kth Aylesham Whitfield Whitfield Plus Large Green 150 Aedium Green 80	Aylesham Whitfield Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher Higher	22,500 22,500 22,500 22,500 EUV 22,500 22,500	422,500 422,500 BLV 422,500 422,500	-5,234 -13,542 30% 80% 20% 70% 684,450 675,829	75% 25% 70% 693,617 684,477	70% 30% 702,785 693,125	-14,882 -22,739 30% 80% 60% 654,849 647,905	-15,427 -23,259 75% 25% 60% 656,616 649,572	-15,972 -23,778 70% 30% 60% 658,383 651,239	-24,530 -31,964 30% 80% 20% 50% 625,248 619,980	-27,487 -34,881 75% 25% 50% 619,615 614,666	-30,444 -37,799 -70% -30% -50% -613,982 -609,352	
te 8 Small 8 Higher 50,000 450,000 1,272,784 1,283,651 1,294,518 1,243,527 1,247,080 1,250,633 1,214,271 1,210,509 1,206,748 te 9 Small 6 Higher 50,000 450,000 1,333,378 1,334,380 1,334,980 1,333,394 1,341,889 1,306,121 1,302,421 1,298,720 te 10 Small 3 Higher 50,000 450,000 2,234,644 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,234,464 2,344,64 2,344,64 2,234,464 2,234,	Site 23 N Site 24 W Site 25 W Site 25 W	Ith Aylesham Whitfield Whitfield Plus Whitfield Plus arge Green 150 Medium Green 80 Medium Green 40	Aylesham Whitfield Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher Higher	22,500 22,500 22,500 22,500 EUV 22,500 22,500 22,500	422,500 422,500 BLV 422,500 422,500 422,500 422,500	-5,234 -13,542 30% 80% 20% -70% 684,450 675,829 659,242	75% 25% 693,617 684,477 668,328	70% 30% 702,785 693,125 677,414	-14,882 -22,739 30% 80% 60% 654,849 647,905 629,902	-15,427 -23,259 75% 25% 60% 656,616 649,572 631,654	-15,972 -23,778 70% 30% 60% 658,383 651,239 633,406	-24,530 -31,964 30% 80% 50% 625,248 619,980 600,563	-27,487 -34,881 75% 25% 619,615 614,666 594,980	-30,444 -37,799 -70% -30% -50% -613,982 -609,352 -589,397	
te 9 Small 6 Higher 50,000 450,000 1,363,678 1,374,368 1,385,057 1,334,900 1,338,394 1,341,889 1,306,121 1,302,421 1,298,720 1 to 10 Small 3 Higher 50,000 450,000 2,234,464 2,2	iite 23 Niite 24 Wiite 25 Wiite 25 Wiite 25 Wiite 25 Wiite 25 Wiite 25 Wiite 2 Luite 3 Miite 4 Miite 6	th Aylesham Whitfield Whitfield Plus Arge Green 150 Aedium Green 80 Aedium Green 40 Aedium Green 20 LD	Aylesham Whitfield Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher Higher Higher	22,500 22,500 22,500 EUV 22,500 22,500 22,500 22,500	422,500 422,500 BLV 422,500 422,500 422,500 422,500 422,500	-5,234 -13,542 30% 80% 20% 684,450 675,829 659,242 611,017	75% 25% 693,617 684,477 668,328 618,624	70% 30% 707,785 693,125 677,414 626,230	-14,882 -22,739 30% 80% -20% -654,849 647,905 629,902 586,457	-15,427 -23,259 75% 25% 60% 656,616 649,572 631,654 587,924	-15,972 -23,778 -70% -30% -60% -658,383 -651,239 -633,406 -589,390	-24,530 -31,964 30% 80% 20% 50% 625,248 619,980 600,563 561,897	-27,487 -34,881 75% 25% 50% 619,615 614,666 594,980 557,224	-30,444 -37,799 -70% -30% -50% -613,982 -609,352 -589,397 -552,550	
te 10 Small 3 Higher 50,000 450,000 2,234,464	Site 23 N Site 24 W Site 25 W Site 25 W Site 25 Site 3 N Site 4 M Site 6 M Site 7 S	th Aylesham Whitfield Whitfield Plus Arge Green 150 Medium Green 80 Medium Green 40 Medium Green 20 LD Small Green 12	Aylesham Whitfield Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher Higher Higher Higher	22,500 22,500 22,500 22,500 EUV 22,500 22,500 22,500 50,000	422,500 422,500 BLV 422,500 422,500 422,500 422,500 450,000	-5,234 -13,542 -30% 80% 20% -70% 684,450 675,829 659,242 611,017	-3,367 -11,762 75% 25% 70% 693,617 668,328 618,624 1,159,112	-1,499 -9,982 70% 30% 702,785 693,125 677,414 626,230 1,170,311	-14,882 -22,739 30% 80% 20% 654,849 647,905 629,902 586,457 1,117,765	-15,427 -23,259 75% 25% 60% 656,616 649,572 631,654 587,924 1,121,426	-15,972 -23,778 -70% -30% -60% -658,383 -651,239 -633,406 -589,390 -1,125,087	-24,530 -31,964 -30% -80% -20% -50% -625,248 -619,980 -60,563 -561,897 -1,087,615	-27,487 -34,881 75% 25% 50% 619,615 614,666 594,980 557,224 1,083,739	-30,444 -37,799 -70% -30% -50% -613,982 -609,352 -589,397 -552,550 -1,079,863	
te 11 PDL 300 Dover 1,200,000 1,440,000 -1,500,329 -1,511,218 -1,522,123 -1,531,675 -1,550,436 -1,569,197 -1,563,057 -1,589,664 -1,616,271 te 22 Sth Aylesham Aylesham 25,000 425,000 25,005 29,776 33,751 5,142 3,926 2,710 -16,397 -22,997 -22,598 te 23 Nth Aylesham Aylesham 22,500 422,500 -23,231 26,321 29,410 7,202 6,275 5,339 -9,518 -14,650 1-19,783 te 24 Whitfield Whitfield 22,500 422,500 43,468 -43,145 -40,821 -57,473 -58,150 -58,828 -69,477 -73,156 -76,834	Site 23 N Site 24 W Site 25 W Site 25 W Site 2 L Site 2 L Site 3 M Site 4 M Site 6 M Site 7 S Site 8 S	th Aylesham Whitfield Whitfield Plus Arge Green 150 Aedium Green 80 Aedium Green 40 Aedium Green 20 LD Small Green 12 Small Green 12	Aylesham Whitfield Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher Higher Higher Higher	22,500 22,500 22,500 22,500 22,500 22,500 22,500 22,500 50,000 50,000	422,500 422,500 BLV 422,500 422,500 422,500 422,500 450,000	-5,234 -13,542 30% 80% 20% 684,450 675,829 659,242 611,017 1,147,914 1,272,784	-3,367 -11,762 75% 25% 70% 693,617 684,477 668,328 618,624 1,159,112 1,283,651	70% 30% 702,785 693,125 677,414 626,230 1,170,311 1,294,518	-14,882 -22,739 30% 80% 60% 644,849 647,905 629,902 586,457 1,117,765 1,243,527	-15,427 -23,259 75% 25% 60% 656,616 649,572 631,654 587,924 1,121,426 1,247,080	-15,972 -23,778 70% 30% 60% 658,383 651,239 633,406 589,390 1,125,087 1,250,633	-24,530 -31,964 -30% -80% -20% -625,248 -619,980 -600,563 -561,897 -1,087,615 -1,214,271	-27,487 -34,881 75% 25% 619,615 614,666 594,980 557,224 1,083,739 1,210,509	-30,444 -37,799 -70% -30% -50% -613,982 -609,352 -589,397 -552,550 -1,079,863 -1,206,748	
te 22 Sth Aylesham Aylesham 25,000 425,000 25,805 29,778 33,751 5,142 3,926 2,710 -16,397 -22,997 -29,598 te 23 Nth Aylesham Aylesham 22,500 422,500 23,231 26,321 29,410 7,202 6,275 5,339 9,518 -14,650 -19,783 te 24 Whitfield Whitfield 22,500 422,500 -45,468 -43,145 -40,821 -57,473 -58,150 -58,828 -69,477 -73,156 -76,834	Site 23 N Site 24 W Site 25 W Site 25 W Site 2 L Site 3 M Site 4 M Site 6 M Site 7 S Site 8 S Site 9 S	th Aylesham Whitfield Whitfield Plus arge Green 150 Medium Green 80 Medium Green 40 Medium Green 20 LD Small Green 12 Small 6	Aylesham Whitfield Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher Higher Higher Higher Higher Higher	22,500 22,500 22,500 22,500 EUV 22,500 22,500 22,500 22,500 50,000 50,000	422,500 422,500 BLV 422,500 422,500 422,500 422,500 425,000 450,000 450,000	-5,234 -13,542 30% 80% 20% 70% 684,450 675,829 659,242 611,017 1,147,914 1,272,784	75% 25% 70% 693,617 684,477 668,328 618,624 1,159,112 1,283,651 1,374,368	70% 30% 70% 693,125 693,125 677,414 626,230 1,170,311 1,294,518 1,385,057	-14,882 -22,739 30% 80% 60% 654,849 647,905 629,902 586,457 1,117,765 1,243,527 1,334,900	-15,427 -23,259 75% 25% 60% 656,616 649,572 631,654 587,924 1,121,426 1,247,080 1,338,394	-15,972 -23,778 70% 30% 60% 658,383 651,239 633,406 589,330 1,125,087 1,250,633 1,341,889	-24,530 -31,964 30% 80% 20% 625,248 619,80 600,563 561,897 1,087,615 1,214,271 1,306,121	-27,487 -34,881 75% 25% 50% 619,615 614,666 594,980 557,224 1,083,739 1,210,509 1,302,421	-30,444 -37,799 -70% -30% -50% -613,982 -609,352 -589,397 -552,550 -1,079,863 -1,206,748 -1,298,720	
te 23 Nth Aylesham Aylesham Aylesham 22,500 422,500 23,231 26,321 29,410 7,202 6,275 5,339 -9,518 -14,650 -19,783 te 24 Whitfield Whitfield 22,500 422,500 45,468 -43,145 -40,821 -57,473 -58,150 -58,828 -69,477 -73,156 -76,834	Site 23 N Site 24 W Site 25 W Site 25 W Site 25 Site 2 L Site 3 M Site 4 M Site 7 S Site 8 S Site 9 S Site 9 S Site 10 S	kth Aylesham Whitfield Whitfield Plus Arge Green 150 Aedium Green 80 Aedium Green 20 LD Small Green 12 Small 8 Small 3 Small 3	Aylesham Whitfield Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher Higher Higher Higher Higher	22,500 22,500 22,500 22,500 22,500 22,500 22,500 50,000 50,000 50,000	422,500 422,500 BLV 422,500 422,500 422,500 450,000 450,000 450,000	-5,234 -13,542 30% 80% 20% 684,450 675,829 659,242 611,017 1,147,914 1,272,784 1,363,678 2,234,464	-3,367 -11,762 75% 25% 70% 693,617 684,477 668,328 618,624 1,159,112 1,283,651 1,374,368 2,234,464	70% 30% 702,785 693,125 677,414 626,230 1,170,311 1,294,518 1,385,057 2,234,464	-14,882 -22,739 30% 80% 20% 654,849 647,905 629,902 586,457 1,117,765 1,243,527 1,334,900 2,234,464	-15,427 -23,259 75% 60% 656,616 649,572 1,121,426 1,247,080 1,338,394 2,234,464	-15,972 -23,778 -70% -30% -60% -658,383 -651,239 -633,406 -589,390 -1,125,087 -1,250,633 -1,341,889 -2,234,464	-24,530 -31,964 30% 80% 20% 50% 625,248 619,880 600,563 561,897 1,087,615 1,214,271 1,306,121 2,234,464	-27,487 -34,881 75% 25% 619,615 614,666 594,980 557,224 1,083,739 1,210,509 1,302,421 2,234,464	-30,444 -37,799 -70% -30% -50% -613,982 -609,352 -589,392 -552,550 -1,079,863 -1,206,748 -1,298,720 -2,234,464	
te 24 Whitfield Whitfield 22,500 422,500 -45,468 -43,145 -40,821 -57,473 -58,150 -58,828 -69,477 -73,156 -76,834	Site 23 N Site 24 W Site 25 W Site 25 W Site 25 Site 2 L Site 3 M Site 4 M Site 6 M Site 7 S Site 8 S Site 8 S Site 9 S Site 10 S Site 11 P	th Aylesham Whitfield Whitfield Plus Arge Green 150 Aedium Green 80 Aedium Green 40 Aedium Green 20 LD Bmall Green 12 Bmall 8 Bmall 6 Bmall 3 BDL 300	Aylesham Whitfield Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher Dover	22,500 22,500 22,500 22,500 22,500 22,500 22,500 22,500 50,000 50,000 50,000 1,200,000	422,500 BLV 422,500 422,500 422,500 422,500 450,000 450,000 450,000 1,440,000	-5,234 -13,542 30% 80% 20% 70% 684,450 675,829 659,242 611,017 1,147,914 1,272,784 1,363,678 2,334,464 -1,500,329	-3,367 -11,762 75% 25% 70% 693,617 684,477 668,328 618,624 1,159,14 1,283,651 1,374,388 4,1511,218	-1,499 -9,982 70% 30% 705% 702,785 693,125 677,414 626,230 1,170,311 1,294,518 1,385,057 2,234,464 -1,522,123	-14,882 -22,739 30% 80% 60% 644,843 647,905 629,902 586,457 1,117,765 1,243,527 1,334,900 2,234,464 -1,531,675	-15,427 -23,259 -75% -25% -60% -656,616 -649,572 -631,654 -587,924 -1,121,426 -1,247,080 -1,338,394 -2,234,464 -1,550,436	-15,972 -23,778 70% 30% 60% 658,383 651,239 633,406 589,390 1,125,087 1,250,633 1,341,889 2,234,464 -1,569,197	-24,530 -31,964 30% 80% 50% 625,248 619,980 600,563 5618,97 1,087,615 1,214,271 1,306,121 2,234,464 -1,563,057	-27,487 -34,881 75% 25% 50%, 619,615 614,666 594,980 557,224 1,03,739 1,210,509 1,302,421 2,234,464 -1,589,664	-30,444 -37,799 -70% -30% -613,982 -603,352 -593,397 -592,550 -1,079,863 -1,206,748 -1,298,720 -2,234,446 -1,616,271	
	Site 23 N Site 24 W Site 25 W Site 25 W Site 25 Site 2 L Site 3 M Site 4 M Site 6 M Site 7 S Site 8 S Site 9 S Site 1 S Site 2 S Site 1 P Site 2 S	th Aylesham Whitfield Whitfield Plus Arge Green 150 Aedium Green 80 Aedium Green 40 Aedium Green 12 Ball Green 12 Ball Green 13 Ball G	Aylesham Whitfield Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher Aylesham	22,500 22,500 22,500 22,500 22,500 22,500 22,500 22,500 50,000 50,000 50,000 1,200,000 25,000	422,500 BLV 422,500 422,500 422,500 422,500 422,500 425,000 450,000 450,000 450,000 425,000	5,234 -13,542 30% 80% 20% 70% 684,450 675,829 659,242 611,017 1,147,914 1,272,784 1,363,678 2,234,464 -1,500,329 25,805	-3,367 -11,762 75% 25% 70% 63,617 668,328 618,624 1,159,112 1,283,651 1,374,368 2,234,464 -1,511,218 29,778	-1,499 -9,982 70% 30% 70%,702,785 693,125 677,414 626,230 1,170,311 1,294,518 1,385,057 2,234,644 -1,522,123 33,751	-14,882 -22,739 30% 80% 60% 654,849 647,905 629,902 586,457 1,117,765 1,243,527 1,334,900 2,234,464 -1,531,675 5,142	-15,427 -23,259 -75% -25% -60% -656,616 -649,572 -631,654 -587,924 -1,121,426 -1,247,080 -1,338,394 -2,234,464 -1,550,436 -3,926	-15,972 -23,778 -70% -30% -60% -658,383 -651,239 -633,406 -589,390 -1,125,087 -1,250,633 -1,341,889 -2,244,464 -1,569,197 -2,710	-24,530 -31,964 30% 80% 50% 625,248 619,980 600,563 561,897 1,087,615 1,214,271 1,306,121 2,234,646 -1,563,057 -16,397	-27,487 -34,881 75% 25%, 60%, 619,615 614,666 594,960 557,224 1,083,739 1,210,509 1,302,421 2,224,464 -1,589,664 -22,997	70% 30,444 -37,799 70% 50% 613,982 609,352 583,357 552,550 1,079,863 1,298,720 2,234,464 -1,616,271 -29,598	
	Site 23 N Site 24 W Site 25 W Site 25 W Site 2 L Site 3 N Site 4 M Site 6 N Site 6 S Site 6 S Site 9 S Site 10 S Site 10 S Site 11 P Site 22 N	th Aylesham Whitfield Plus Whitfield Plus arge Green 150 Medium Green 80 Medium Green 20 LD Small Green 12 Small 8 Small 3 PDL 300 Sh Aylesham Ith Aylesham	Aylesham Whitfield Whitfield Whitfield Whitfield Overall Affordable % Affordable Rent First Homes FH Sale % Higher Dover Aylesham Aylesham	22,500 22,500 22,500 22,500 22,500 22,500 22,500 50,000 50,000 50,000 1,200,000 22,500 22,500	422,500 BLV 422,500 422,500 422,500 422,500 425,000 450,000 450,000 1,440,000 422,500 422,500	5,234 -13,542 30% 80% 20% 70% 684,450 675,829 611,017 1,147,914 1,272,784 1,363,678 2,234,464 -1,500,329 25,805 25,805 25,233	75% 75% 75% 693,617 684,477 684,477 1,159,112 1,283,651 1,374,385 2,234,464 1,511,218 2,2778 26,321	-1,499 -9,982 70% 30% 702,785 693,125 677,414 626,230 1,170,311 1,294,518 1,385,057 2,234,464 -1,522,123 33,751 29,410	-14,882 -22,739 -30% -80% -20% -654,849 -647,905 -629,902 -586,457 -1,117,765 -1,243,527 -1,334,900 -2,234,464 -1,531,675 -5,142 -7,202	-15,427 -23,259 -75% -60% -656,616 -649,572 -631,654 -587,924 -1,121,426 -1,247,080 -1,338,394 -2,234,464 -1,550,436 -6,275	-15,972 -23,778 -70% -30% -60% -658,333 -651,239 -633,406 -589,390 -1,125,067 -1,250,633 -1,341,889 -2,234,464 -1,569,197 -2,710 -5,339	-24,530 -31,964 80% 20% 625,248 619,390 600,563 561,897 1,087,615 1,214,271 1,306,121 2,234,464 -1,563,057 -16,397 -9,518	75% 54,881 75% 50% 619,615 614,666 54,990 557,224 1,083,739 1,210,509 1,302,421 2,234,464 1,589,664 22,997 -14,650	70% 30,444 37,799 70% 50% 613,982 609,352 552,550 1,079,863 1,266,742 1,298,732 2,234,464 1,616,271 29,539 1,298,732 1,298,742	



Table 10.12b Residential Development – Residual Values v BLV

Varied First Homes - Medium

			EUV	BLV										
		Overall Affordable %			20%			20%				20%		
		Affordable Rent			80%	75%	70%	80%	75%	70%		80%	75%	70%
		First Homes			20%	25%	30%	20%	25%	30%		20%	25%	30%
		FH Sale %			70%	70%	70%	60%	60%	60%		50%	50%	50%
Site 1	Large Green 400	Medium	22,500	422,500	755,128	760,105	765,081	737,842	738,497	739,152		720,556	716,889	713,222
Site 2	Large Green 150	Medium	22,500	422,500	836,543	842,139	847,735	817,103	817,840	818,576		797,664	793,540	789,417
Site 3	Medium Green 80	Medium	22,500	422,500	821,637	826,917	832,196	803,299	803,994	804,688		784,961	781,071	777,181
Site 4	Medium Green 40	Medium	22,500	422,500	809,804	815,350	820,897	790,536	791,266	791,996		771,269	767,182	763,095
Site 5	Medium Green 20	Medium	22,500	422,500	809,716	815,288	820,859	790,361	791,094	791,827		771,006	766,901	762,795
Site 6	Medium Green 20 LD	Medium	22,500	422,500	740,635	745,278	749,921	724,506	725,117	725,728		708,377	704,956	701,534
Site 7	Small Green 12	Medium	50,000	450,000	1,413,591	1,421,056	1,428,522	1,393,491	1,395,932	1,398,373		1,373,392	1,370,808	1,368,223
Site 9	Small 6	Medium	50,000	450,000	1,650,144	1,657,270	1,664,396	1,630,958	1,633,288	1,635,617		1,611,772	1,609,305	1,606,839
Site 16	PDL 30	Medium	1,200,000	1,440,000	698,969	705,821	712,674	676,844	678,165	679,486		654,719	650,509	646,298
Site 18	PDL 12	Medium	1,200,000	1,440,000	1,201,378	1,209,771	1,218,164	1,174,277	1,175,895	1,177,513		1,147,177	1,142,020	1,136,863
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	1,654,386	1,672,913	1,691,439	1,624,247	1,635,239	1,646,231	П	1,594,108	1,597,565	1,601,022
Site 20	PDL 6	Medium	1,200,000	1,440,000	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061		2,746,061	2,746,061	2,746,061
			EUV	BLV										
		Overall Affordable %			25%			25%			П	25%	İ	
		Affordable Rent			80%	75%	70%	80%	75%	70%		80%	75%	70%
		First Homes			20%	25%	30%	20%	25%	30%		20%	25%	30%
		FH Sale %			70%	70%	70%	60%	60%	60%		50%	50%	50%
Site 1	Large Green 400	Medium	22,500	422,500	655,494	661,714	667,935	633,886	634,704	635,523		612,278	607,695	603,111
Site 2	Large Green 150	Medium	22,500	422,500	725,865	732,861	739,856	701,566	702,487	703,407		677,267	672,113	666,958
Site 3	Medium Green 80	Medium	22,500	422,500	715,058	721,657	728,256	692,135	693,004	693,872	П	669,212	664,350	659,487
Site 4	Medium Green 40	Medium	22,500	422,500	700,063	706,997	713,930	675,979	676,891	677,804		651,895	646,786	641,677
ite 5	Medium Green 20	Medium	22,500	422,500	698,828	705,793	712,758	674,635	675,551	676,468		650,441	645,309	640,178
Site 6	Medium Green 20 LD	Medium	22,500	422,500	645,325	651,129	656,933	625,164	625,928	626,692		605,003	600,727	596,450
Site 7	Small Green 12	Medium	50,000	450,000	1,280,752	1,290,084	1,299,416	1,255,628	1,258,679	1,261,730	П	1,230,504	1,227,273	1,224,043
Site 9	Small 6	Medium	50,000	450,000	1,506,911	1,515,819	1,524,727	1,482,929	1,485,841	1,488,753		1,458,946	1,455,863	1,452,780
Site 16	PDL 30	Medium	1,200,000	1,440,000	573,730	582,296	590,861	546,074	547,725	549,376		518,417	513,154	507,891
Site 18	PDL 12	Medium	1,200,000	1,440,000	1,057,698	1,068,190	1,078,681	1,023,823	1.025.846	1,027,868		989,948	983,501	977,055
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	1,440,329	1,463,488	1,486,646	1,402,655	1,416,395	1,430,135		1,364,981	1,369,303	1,373,624
Site 20	PDL 6	Medium	1,200,000	1,440,000	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061		2,746,061	2,746,061	2,746,061
			EUV	BLV							$\overline{}$			
		Overall Affordable %			30%			30%			П	30%	i	
		Affordable Rent			80%	75%	70%	80%	75%	70%	П	80%	75%	70%
		First Homes			20%	25%	30%	20%	25%	30%		20%	25%	30%
		FH Sale %			70%	70%	70%	60%	60%	60%		50%	50%	50%
Site 1	Large Green 400	Medium	22,500	422,500	555,859	563,324	570,788	529,930	530,912	531,894	П	504,000	498,500	493,000
Site 2	Large Green 150	Medium	22,500	422,500	615,188	623,583	631,977	586,029	587,134	588,238	П	556,870	550,685	544,500
Site 3	Medium Green 80	Medium	22,500	422,500	608,479	616,398	624,317	580,972	582,014	583,055	П	553,464	547,629	541,794
Site 4	Medium Green 40	Medium	22,500	422,500	590,323	598,643	606,963	561,422	562,516	563,611	Н	532,521	526,390	520,259
Site 5	Medium Green 20	Medium	22,500	422,500	587,940	596,298	604,656	558,908	560,008	561,108	Н	529,876	523,718	517,560
Site 6	Medium Green 20 LD	Medium	22,500	422,500	550,016	556,981	563,945	525,823	526,739	527,655	Н	501,629	496,497	491,365
Site 7	Small Green 12	Medium	50.000	450,000	1.147.914	1,159,112	1.170.311	1,117,765	1,121,426	1,125,087	Н	1,087,615	1,083,739	1,079,863
Site 9	Small 6	Medium	50,000	450,000	1,363,678	1,374,368	1,385,057	1,334,900	1,338,394	1,341,889	Н	1,306,121	1,302,421	1,298,720
Site 16	PDL 30	Medium	1,200,000	1,440,000	448,491	458,770	469.048	415,304	417.285	419,266	\vdash	382,116	375,800	369,485
Site 18	PDL 12	Medium	1,200,000	1,440,000	914,019	926,609	939,198	873,369	875,796	878,223		832,701	824,741	816,781
Site 18	PDL 12 PDL 12 HD	Medium	1,200,000	1,440,000	1.226,273	1,254,063	1.281.853	1.181.064	1.197.552	1,214,040	H	1.135.855	1.141.041	1.146.227
	PDL 12 HD	Medium	1,200,000	1,440,000	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	2,746,061	Н	2,746,061	2,746,061	2,746,061
JILE ZU	F DL 0	ivieuidIII	1,200,000	1,440,000	2,740,061	2,740,061	2,740,001	2,740,061	2,740,061	2,740,061	ш	2,740,061	2,740,061	2,740,061



Table 10.12c Residential Development – Residual Values v BLV

Varied First Homes - Lower

	1		F	D I	1				-				<u>, </u>
			EUV	BLV									
		Overall Affordable %			20%			20%			20%		
		Affordable Rent			80%	75%	70%	80%	75%	70%	80%	75%	70%
		First Homes			20%	25%	30%	20%	25%	30%	20%	25%	30%
		FH Sale %			70%	70%	70%	60%	60%	60%	50%	50%	50%
Site 1		Lower	22,500	422,500	473,181	476,324	479,467	456,943	456,026	455,109	440,704	435,728	430,751
Site 2	- ŭ	Lower	22,500	422,500	525,810	529,344	532,879	507,549	506,518	505,487	489,288	483,691	478,095
Site 3		Lower	22,500	422,500	519,309	522,643	525,978	502,082	501,110	500,137	484,855	479,576	474,297
Site 4		Lower	22,500	422,500	500,586	504,089	507,592	482,486	481,464	480,442	464,386	458,840	453,293
Site 5		Lower	22,500	422,500	494,717	498,236	501,755	476,536	475,509	474,483	458,354	452,782	447,211
Site 6		Lower	22,500	422,500	466,659	469,592	472,524	451,508	450,653	449,797	436,357	431,713	427,070
Site 7		Lower	50,000	450,000	768,249	771,694	775,140	750,446	749,441	748,436	732,644	727,188	721,733
Site 8		Lower	50,000	450,000	877,756	881,197	884,637	859,980	858,977	857,973	842,204	836,757	831,309
Site 18	PDL 12	Lower	1,200,000	1,440,000	1,109,770	1,117,455	1,125,141	1,083,075	1,084,086	1,085,097	1,056,379	1,050,716	1,045,053
			EUV	BLV									
	(Overall Affordable %			25%			25%			25%		
		Affordable Rent			80%	75%	70%	80%	75%	70%	80%	75%	70%
		First Homes			20%	25%	30%	20%	25%	30%	20%	25%	30%
		FH Sale %			70%	70%	70%	60%	60%	60%	50%	50%	50%
Site 1	Large Green 400	Lower	22,500	422,500	388,876	392,805	396,734	368,578	367,432	366,286	348,280	342,060	335,839
Site 2	Large Green 150	Lower	22,500	422,500	431,976	436,394	440,812	409,150	407,861	406,573	386,323	379,328	372,333
Site 3	Medium Green 80	Lower	22,500	422,500	429,194	433,362	437,530	407,661	406,445	405,229	386,127	379,528	372,929
Site 4	Medium Green 40	Lower	22,500	422,500	407,617	411,996	416,375	384,992	383,715	382,438	362,368	355,434	348,501
Site 5	Medium Green 20	Lower	22,500	422,500	400,951	405,350	409,749	378,224	376,941	375,658	354,932	347,765	340,598
Site 6	Medium Green 20 LD	Lower	22,500	422,500	386,335	390,001	393,666	367,396	366,327	365,258	348,457	342,653	336,849
Site 7	Small Green 12	Lower	50,000	450,000	670,719	675,026	679,333	648,466	647,210	645,954	626,213	619,231	612,214
Site 8	Small 8	Lower	50,000	450,000	775,165	779,465	783,766	752,944	751,690	750,436	730,724	723,915	717,106
Site 18	PDL 12	Lower	1,200,000	1,440,000	970,932	980,538	990,145	937,562	938,826	940,090	904,192	897,114	890,036
			EUV	BLV									
	(Overall Affordable %			30%			30%			30%		
		Affordable Rent			80%	75%	70%	80%	75%	70%	80%	75%	70%
		First Homes			20%	25%	30%	20%	25%	30%	20%	25%	30%
		FH Sale %			70%	70%	70%	60%	60%	60%	50%	50%	50%
Site 1	Large Green 400	Lower	22,500	422,500	304,572	309,286	314,001	280,214	278,839	277,464	255,856	248,391	240,927
Site 2	Large Green 150	Lower	22,500	422,500	338,143	343,444	348,746	310,751	309,205	307,658	283,359	274,965	266,571
Site 3	Medium Green 80	Lower	22,500	422,500	339,079	344,081	349,082	313,239	311,780	310,322	287,399	279,480	271,561
Site 4	Medium Green 40	Lower	22,500	422,500	314,649	319,903	325,158	287,499	285,966	284,434	260,349	252,029	243,709
Site 5	Medium Green 20	Lower	22,500	422,500	305,219	310,651	316,082	277,156	275,572	273,988	249,093	240,493	231,893
Site 6	Medium Green 20 LD	Lower	22,500	422,500	305,823	310,349	314,808	282,437	281,117	279,797	259,051	251,885	244,718
Site 7	Small Green 12	Lower	50,000	450,000	571,688	577,006	582,324	544,210	542,659	541,108	516,733	508,312	499,892
Site 8	Small 8	Lower	50,000	450,000	672,573	677,734	682,894	645,909	644,403	642,898	619,244	611,073	602,902
Site 18	PDL 12	Lower	1,200,000	1,440,000	832,058	843,621	855,149	790,853	792,414	793,975	749,649	740,909	732,168
	·				Source	- HDH (8	eptember 2	M20)	<u></u>				



Table 10.12d Residential Development – Residual Values v BLV

Varied First Homes - Dover Built-up Area

			EUV	BLV									
	C	verall Affordable %			20%			20%			20%		
		Affordable Rent			80%	75%	70%	80%	75%	70%	80%	75%	70%
		First Homes			20%	25%	30%	20%	25%	30%	20%	25%	30%
		FH Sale %			70%	70%	70%	60%	60%	60%	50%	50%	50
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,426,797	-1,433,940	-1,441,083	-1,447,333	-1,459,609	-1,471,886	-1,467,868	-1,485,279	-1,502,74
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-2,124,483	-2,131,991	-2,139,498	-2,146,067	-2,158,970	-2,171,873	-2,167,650	-2,185,949	-2,204,24
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,770,550	-1,778,875	-1,787,200	-1,794,485	-1,808,794	-1,823,102	-1,818,420	-1,838,712	-1,859,00
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,388,105	-5,402,427	-5,416,748	-5,429,280	-5,453,895	-5,478,510	-5,470,454	-5,505,363	-5,540,2
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,241,062	-1,246,881	-1,252,699	-1,257,790	-1,267,791	-1,277,792	-1,274,519	-1,288,702	-1,302,8
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-3,927,412	-3,939,701	-3,951,990	-3,962,743	-3,983,865	-4,004,987	-3,998,074	-4,028,029	-4,057,9
Site 18	PDL 12	Dover	1,200,000	1,440,000	-810,154	-817,281	-824,408	-830,644	-842,894	-855,143	-851,134	-868,506	-885,8
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-2,117,710	-2,124,059	-2,130,408	-2,135,964	-2,146,876	-2,157,789	-2,154,218	-2,169,694	-2,185,17
			=	5111									
			EUV	BLV									
	C	verall Affordable %			25%			25%			25%		
		Affordable Rent			80%	75%	70%	80%	75%	70%	80%	75%	70
		First Homes			20%	25%	30%	20%	25%	30%	20%	25%	30
		FH Sale %			70%	70%	70%	60%	60%	60%	50%	50%	5
		Dover	1,200,000	1,440,000	-1,463,291	-1,472,220	-1,481,148	-1,489,060	-1,504,655	-1,520,250	-1,515,146	-1,537,276	-1,559,4
		Dover	1,200,000	1,440,000	-2,141,843	-2,151,227	-2,160,611	-2,168,822	-2,184,951	-2,201,080	-2,195,801	-2,218,675	-2,241,5
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,811,500	-1,821,906	-1,832,313	-1,841,418	-1,859,304	-1,877,190	-1,871,337	-1,896,702	-1,922,0
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,439,209	-5,457,111	-5,475,013	-5,490,677	-5,521,446	-5,552,215	-5,542,145	-5,585,781	-5,629,4
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,269,720	-1,276,993	-1,284,266	-1,290,656	-1,303,360	-1,316,064	-1,311,906	-1,329,922	-1,347,9
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-3,981,583	-3,996,944	-4,012,305	-4,025,747	-4,052,149	-4,078,551	-4,069,911	-4,107,354	-4,144,7
Site 18	PDL 12	Dover	1,200,000	1,440,000	-856,526	-865,434	-874,343	-882,138	-897,450	-912,762	-907,751	-929,465	-951,1
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-2,143,106	-2,151,043	-2,158,979	-2,165,923	-2,179,564	-2,193,205	-2,188,741	-2,208,086	-2,227,4
			EUV	BLV									
		verall Affordable %	LOV	BLV	30%			30%			30%		
		Affordable Rent			80%	75%	70%	80%	75%	70%	80%	75%	70
		First Homes			20%	25%	30%	20%	25%	30%	20%	25%	30
		FH Sale %	-		70%	70%	70%	60%	60%	60%	50%	50%	5
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,500,329	-1,511,218	-1,522,123	-1,531,675	-1,550,436	-1,569,197	-1,563,057	-1,589,664	-1,616,2
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-2,159,202	-2,170,463	-2,181,724	-2,191,577	-2,210,932	-2,230,286	-2,223,952	-2,251,400	-2,278,8
Site 14	+	Dover	1,200,000	1,440,000	-1,852,449	-1,864,937	-1,877,425	-1,888,352	-1,909,815	-1,931,278	-1,924,254	-1,954,839	-1,985,7
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,490,313	-5,511,795	-5,533,277	-5,552,074	-5,588,997	-5,625,919	-5,613,836	-5,666,199	-5,718,5
		Dover	1,200,000	1,440,000	-1,298,767	-1,307,637	-1,316,507	-1,324,268	-1,339,512	-1,354,757	-1,349,768	-1,371,388	-1,393,0
		Dover	1,200,000	1,440,000	-4,035,753	-4,054,187	-4,072,621	-4,088,750	-4,120,433	-4,152,116	-4,141,747	-4,186,679	-4,231,6
	-	Dover	1,200,000	1,440,000	-902,897	-913,587	-924,278	-933,632	-952,006	-970,380	-964,367	-990,425	-1,016,4
		Dover	1,200,000	1,440,000	-2,168,502	-2,178,026	-2.187.550	-2,195,883	-2.212.252	-2.228.621	-2,223,264	-2.246.478	-2,269,6



10.43 Generally, the impact of changing the amount of First Homes from 20% to 25% or from 25% to 30% of all new homes is relatively small at less than £2,000/ha. This is to be expected as, in terms of the overall numbers of units on a site, these changes are minor. The consequence of seeking the First Homes to be sold at a greater discount than 30% is greater. Based on a 30% affordable housing target, each 10% increase in the discount (i.e. from 30% to 40% or 40% to 50%) results in a fall in the Residual Value of a little less than £40,000/ha.

Affordable Housing v Developer Contributions

- 10.44 The critical balance in the plan-making process is the balance between affordable housing and developer contributions. A further set of appraisals has been run with varied levels of developer contribution at different levels of affordable housing. The affordable housing mix has been altered to ensure 10% Affordable Home Ownership.
- 10.45 As set out in Chapter 7 above, based on discussions with the Council, an assumption of £4,000/unit for major development sites, excluding Strategic Sites, and £20,000/unit for the Strategic Sites has been used in this study. This is informed by the typically collected historic payments. Bearing in mind the considerable uncertainly in this regard, a range of costs of up to £40,000/unit is tested.
- 10.46 At the time of this report (September 2020) the Council does not have site specific estimates of the strategic infrastructure and mitigation costs for the Strategic Sites. More detail regarding contributions from Strategic Sites will emerge from the Council's wider IDP in due course, the Council will then specifically engage with the promoters of the potential Strategic Sites to be included within the Plan.



Table 10.13a Residential Development – Residual Values v BLV

Varied Affordable Housing and Varied Levels of Developer Contribution - Higher

10% Aff	ordable Housing (100%	Intermediate Housing)	v Developer Con	tributions					Ī				
1070 7 (110	Tradic Floasing (1007)	intermediate riodsing)	EUV	BLV									
	Developer	Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000
Site 2	Large Green 150	Higher	22,500	422,500	1,301,727	1,165,687	1,029,647	893,607	757,567	621,527	485,486	349,446	213,406
Site 3	Medium Green 80	Higher	22,500	422,500	1,271,707	1,137,991	1,004,274	870,558	736,842	603,126	469,410	335,694	201,978
Site 4	Medium Green 40	Higher	22,500	422,500	1,273,852	1,135,831	997,810	859,789	721,768	583,747	445,726	307,705	169,167
Site 6	Medium Green 20 LD	Higher	22,500	422,500	1,139,684	1,024,837	909,990	795,143	680,296	565,449	450,602	335,755	218,253
Site 7	Small Green 12	Higher	50,000	450,000	1,851,028	1,710,983	1,570,938	1,430,894	1,290,849	1,150,804	1,010,760	870,715	730,67
Site 8	Small 8	Higher	50,000	450,000	1,990,930	1,848,035	1,705,139	1,562,244	1,419,349	1,276,454	1,133,559	990,663	845,167
Site 9	Small 6	Higher	50,000	450,000	2,105,655	1,965,610	1,825,565	1,685,521	1,545,476	1,405,432	1,265,387	1,121,729	977,625
Site 10	Small 3	Higher	50,000	450,000	2,350,603	2,205,430	2,060,256	1,915,083	1,769,910	1,624,736	1,479,160	1,331,126	1,183,092
20% Aff	ordable Housing (50% li	ntermediate Housing, 5	0% Affordable R	Rent) v Develope	r Contributions				ĺ				
			EUV	BLV									
	Developer	Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000
Site 2	Large Green 150	Higher	22,500	422,500	1,059,728	923,688	787,647	651,607	515,567	379,527	243,487	107,447	-32,07
Site 3	Medium Green 80	Higher	22,500	422,500	1,038,785	905,069	771,353	637,637	503,921	370,205	236,489	102,773	-36,347
Site 4	Medium Green 40	Higher	22,500	422,500	1,033,870	895,849	757,828	619,807	481,786	343,765	205,744	63,300	-81,520
Site 6	Medium Green 20 LD	Higher	22,500	422,500	931,431	816,584	701,737	586,890	472,043	357,196	240,316	120,852	347
Site 7	Small Green 12	Higher	50,000	450,000	1,570,420	1,430,375	1,290,330	1,150,286	1,010,241	870,197	730,152	589,096	444,992
Site 8	Small 8	Higher	50,000	450,000	1,703,504	1,560,609	1,417,714	1,274,818	1,131,923	989,028	843,484	696,447	549,152
Site 9	Small 6	Higher	50,000	450,000	1,804,937	1,664,892	1,524,848	1,384,803	1,244,606	1,100,502	956,399	812,295	666,579
Site 10	Small 3	Higher	50,000	450,000	2,350,603	2,205,430	2,060,256	1,915,083	1,769,910	1,624,736	1,479,160	1,331,126	1,183,092
30% Aff	ordable Housing (33.3%	Intermediate Housing,			oper Contributio	ns							
			EUV	BLV									
	Developer	Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000
Site 2	Large Green 150	Higher	22,500	422,500	817,740	681,700	545,660	409,620	273,580	137,540	-495	-143,237	-287,119
Site 3	Medium Green 80	Higher	22,500	422,500	805,875	672,159	538,443	404,727	271,011	137,295	-124	-140,433	-281,745
Site 4	Medium Green 40	Higher	22,500	422,500	793,901	655,880	517,859	379,838	241,817	101,150	-43,670	-188,490	-335,894
Site 6		Higher	22,500	422,500	723,188	608,341	493,494	378,647	262,389	143,360	22,855	-97,649	-218,154
Site 7	Small Green 12	Higher	50,000	450,000	1,289,827	1,149,782	1,009,737	869,693	729,648	588,578	444,474	298,899	151,956
Site 8	Small 8	Higher	50,000	450,000	1,416,093	1,273,198	1,130,302	987,407	841,816	694,779	547,451	397,517	247,58
Site 9	Small 6	Higher	50,000	450,000	1,504,233	1,364,188	1,223,394	1,079,290	935,187	791,083	644,949	498,005	351,062
Site 10	Small 3	Higher	50,000	450,000	2,350,603	2,205,430	2,060,256	1,915,083	1,769,910	1,624,736	1,479,160	1,331,126	1,183,092



Table 10.13b Residential Development – Residual Values v BLV

Varied Affordable Housing and Varied Levels of Developer Contribution - Strategic Sites

10% Affo	ordable Housing (100%	6 Intermediate Housing)	v Developer Cor	tributions									
			EUV	BLV									
	Develope	r Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000
Site 22	Sth Aylesham	Aylesham	25,000	425,000	708,757	613,649	518,541	422,407	324,506	226,604	128,702	30,144	-75,504
Site 23	Nth Aylesham	Aylesham	22,500	422,500	569,084	492,489	415,893	339,297	262,701	184,922	105,760	26,598	-55,84
Site 24	Whitfield	Whitfield	22,500	422,500	324,269	273,645	221,971	170,115	117,028	63,120	8,087	-50,985	-112,65
Site 25	Whitfield Plus	Whitfield	22,500	422,500	306,691	256,890	207,014	156,029	104,732	52,355	-1,261	-58,750	-118,123
20% Aff	ordable Housing (50%	Intermediate Housing, 5	0% Affordable F	Rent) v Develope	r Contributions								
			EUV	BLV									
	Develope	r Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,00
Site 22	Sth Aylesham	Aylesham	25,000	425,000	568,194	473,086	376,361	278,460	180,558	82,657	-18,853	-125,591	-235,47
Site 23	Nth Aylesham	Aylesham	22,500	422,500	456,149	379,553	302,957	226,361	147,777	68,615	-11,464	-96,606	-183,25
Site 24	Whitfield	Whitfield	22,500	422,500	252,438	200,679	148,525	95,438	41,054	-15,428	-75,796	-138,678	-205,15
Site 25	Whitfield Plus	Whitfield	22,500	422,500	236,763	186,686	135,702	84,028	31,560	-23,589	-81,914	-142,613	-207,334
30% Aff	ordable Housing (33.3	% Intermediate Housing,	66.6% Affordat	le Rent) v Devel	oper Contribution	ons							
			EUV	BLV									
	Develope	r Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,00
Site 22	Sth Aylesham	Aylesham	25,000	425,000	427,636	330,321	232,419	134,517	36,405	-68,935	-176,608	-288,334	-407,73
Site 23	Nth Aylesham	Aylesham	22,500	422,500	343,217	266,621	189,797	110,635	31,474	-50,721	-137,366	-224,349	-318,79
Site 24	Whitfield	Whitfield	22,500	422,500	179,390	126,939	73,622	18,991	-39,289	-100,916	-165,732	-234,914	-317,92
Site 25	Whitfield Plus	Whitfield	22,500	422,500	166,361	115,376	63,326	10,284	-46,444	-105,747	-168,236	-236,033	-317,752



Table 10.13b Residential Development – Residual Values v BLV

Varied Affordable Housing and Varied Levels of Developer Contribution - Medium

.0% Affo	rdable Housing (100% In	ntermediate Housing) v											-
			EUV	BLV									
		ontributions (£/unit)			£0	£5,000	£10,000	£15,000		£25,000	£30,000	£35,000	£40,000
Site 1	. 3	/ledium	22,500	422,500	1,094,132	969,228	844,323	719,419	594,514	469,610	344,705	219,801	94,897
Site 2	. 3	/ledium	22,500	422,500	1,211,499	1,075,458	939,418	803,378	667,338	531,298	395,258	259,218	123,178
Site 3	Medium Green 80 M	/ledium	22,500	422,500	1,184,002	1,050,286	916,570	782,854	649,138	515,422	381,706	247,990	114,27
Site 4	Medium Green 40 M	/ledium	22,500	422,500	1,184,075	1,046,054	908,033	770,012	631,990	493,969	355,948	217,927	76,08
Site 5	Medium Green 20	/ledium	22,500	422,500	1,186,319	1,048,502	910,686	772,869	635,053	497,236	358,968	217,003	72,39
Site 6	Medium Green 20 LD M	/ledium	22,500	422,500	1,060,277	945,430	830,582	715,735	600,888	486,041	371,194	254,720	135,54
Site 7	Small Green 12	/ledium	50,000	450,000	1,851,028	1,710,983	1,570,938	1,430,894	1,290,849	1,150,804	1,010,760	870,715	730,67
Site 9	Small 6	/ledium	50,000	450,000	2,105,655	1,965,610	1,825,565	1,685,521	1,545,476	1,405,432	1,265,387	1,121,729	977,62
Site 16	PDL 30	/ledium	1,200,000	1,440,000	1,133,523	971,950	810,378	648,805	487,233	325,660	160,102	-9,430	-178,96
Site 18	PDL 12	/ledium	1,200,000	1,440,000	1,706,354	1,518,261	1,330,168	1,142,075	953,981	763,933	570,388	374,416	177,05
Site 19	PDL 12 HD	/ledium	1,200,000	1,440,000	2,433,854	2,179,928	1,926,002	1,672,076	1,418,151	1,164,225	904,076	642,155	375,72
Site 20	PDL 6	/ledium	1,200,000	1,440,000	2,970,133	2,690,044	2,407,344	2,119,137	1,830,929	1,542,721	1,249,676	955,789	661,90
0% Affo	rdable Housing (50% Inte	ermediate Housing, 50	0% Affordable R	ent) v Developei	Contributions								
			EUV	BLV									
	Developer Co	ontributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,00
Site 1	Large Green 400 N	/ledium	22,500	422,500	884,910	760,006	635,101	510,197	385,292	260,388	135,483	10,324	-120,73
Site 2	Large Green 150 M	/ledium	22,500	422,500	978,952	842,912	706,872	570,832	434,791	298,751	162,711	25,916	-116,82
Site 3	Medium Green 80	/ledium	22,500	422,500	960,286	826,570	692,854	559,137	425,421	291,705	157,989	21,589	-118,71
Site 4	Medium Green 40 M	/ledium	22,500	422,500	953,501	815,480	677,459	539,437	401,416	263,395	123,574	-21,028	-165,84
Site 5	Medium Green 20 M	∕ledium	22,500	422,500	953,400	815,583	677,767	539,950	402,134	261,109	117,215	-27,390	-171,99
Site 6	Medium Green 20 LD M	∕ledium	22,500	422,500	860,371	745,524	630,677	515,830	400,983	285,372	166,796	46,291	-74,21
Site 7	Small Green 12 N	/ledium	50,000	450,000	1,570,420	1,430,375	1,290,330	1,150,286	1,010,241	870,197	730,152	589,096	444,99
Site 9	Small 6	/ledium	50,000	450,000	1,804,937	1,664,892	1,524,848	1,384,803	1,244,606	1,100,502	956,399	812,295	666,57
Site 16	PDL 30 N	/ledium	1,200,000	1,440,000	869,340	707,768	546,195	384,623	221,061	52,437	-117,094	-286,626	-461,04
Site 18	PDL 12	/ledium	1,200,000	1,440,000	1,402,210	1,214,117	1,026,024	837,931	644,519	450,007	252,649	55,290	-142,06
Site 19	PDL 12 HD N	/ledium	1,200,000	1,440,000	1,968,687	1,714,761	1,460,835	1,206,910	947,998	686,712	420,508	154,074	-112,36
Site 20	PDL 6	/ledium	1,200,000	1,440,000	2,970,133	2,690,044	2,407,344	2,119,137	1,830,929	1,542,721	1,249,676	955,789	661,90
30% Affo	rdable Housing (33.3% li	ntermediate Housing.	66.6% Affordabl	e Rent) v Devel	oper Contributio	ons							
	J (3 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	J,	EUV	BLV	,								
	Developer Co	ontributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,00
Site 1	Large Green 400 N	/ledium	22,500	422,500	675,698	550,794	425,889	300,985	176,080	51,176	-78,137	-209,194	-343,33
Site 2		/ledium	22,500	422,500	746,416	610,376	474,336	338,296	202,256	66,216	-75,333	-218,074	-364,40
Site 3	Medium Green 80 M	/ledium	22,500	422,500	736,579	602,863	469,147	335,431	201,715	67,253	-72,834	-213,151	-356,84
Site 4	Medium Green 40	/ledium	22,500	422,500	722,938	584,917	446,896	308,875	170,371	26,691	-118,129	-263,421	-412,79
Site 5	Medium Green 20 M	/ledium	22,500	422,500	720,492	582,675	444,859	305,073	162,045	17,439	-127,166	-272,387	-421,53
Site 6	Medium Green 20 LD M	/ledium	22,500	422.500	660,476	545.629	430,781	315.934	197,858	77.558	-42.947	-163,452	-286.04
		/ledium	50,000	450,000	1,289,827	1,149,782	1,009,737	869,693	729,648	588,578	444,474	298,899	151,95
		/ledium	50,000	450,000	1,504,233	1,364,188	1,223,394	1,079,290	935,187	791,083	644,949	498,005	351,06
		/ledium	1,200,000	1,440,000	605,172	443,599	281,747	114,319	-55,213	-224,744	-397,766	-572,627	-747,48
		/ledium	1,200,000	1,440,000	1,098,083	909,990	718,666	525,121	328,257	130,898	-66,460	-263,819	-466,24
Site 18				,,	, ,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,.30	,	,,_01	22,230	55, .50	,0	,
		/ledium	1,200,000	1,440,000	1,503,557	1,249,631	991,958	730,672	465,334	198,900	-67,535	-333,969	-607,80



Table 10.13c Residential Development – Residual Values v BLV

Varied Affordable Housing and Varied Levels of Developer Contribution - Lower

10% Aff	ordable Housing (100%	Intermediate Housing)	v Developer Con										
			EUV	BLV									
	0%	Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,00
Site 1	Large Green 400	Lower	22,500	422,500	766,858	641,953	517,049	392,144	267,240	142,336	17,393	-113,543	-244,60
Site 2	Large Green 150	Lower	22,500	422,500	850,585	714,544	578,504	442,464	306,424	170,384	33,890	-108,775	-251,5
Site 3	Medium Green 80	Lower	22,500	422,500	833,186	699,470	565,754	432,037	298,321	164,605	28,532	-111,774	-252,0
Site 4	Medium Green 40	Lower	22,500	422,500	824,965	686,944	548,923	410,902	272,881	133,334	-11,075	-155,896	-301,9
Site 5	Medium Green 20	Lower	22,500	422,500	820,655	682,839	545,022	407,206	266,328	122,537	-22,068	-166,674	-312,6
Site 6	Medium Green 20 LD	Lower	22,500	422,500	742,646	627,799	512,952	398,105	282,410	163,775	43,271	-77,234	-197,7
Site 7	Small Green 12	Lower	50,000	450,000	1,102,908	962,864	822,819	682,774	540,345	396,241	249,716	102,773	-44,1
Site 8	Small 8	Lower	50,000	450,000	1,219,908	1,077,013	934,020	786,983	639,946	491,537	341,603	191,668	41,7
Site 18	PDL 12	Lower	1,200,000	1,440,000	1,599,403	1,411,310	1,223,216	1,035,123	847,030	653,882	459,555	262,196	64,8
20% Aff	ordable Housing (50% Ir	ntermediate Housing, 5	0% Affordable R	tent) v Develope	r Contributions								
			EUV	BLV									
	Developer (Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,0
Site 1	Large Green 400	Lower	22,500	422,500	591,962	467,058	342,154	217,249	92,345	-34,940	-165,997	-298,750	-433,9
Site 2	Large Green 150	Lower	22,500	422,500	655,849	519,808	383,768	247,728	111,688	-27,620	-170,362	-315,174	-462,3
Site 3	Medium Green 80	Lower	22,500	422,500	646,288	512,571	378,855	245,139	111,423	-27,270	-167,582	-309,810	-454,
Site 4	Medium Green 40	Lower	22,500	422,500	632,022	494,001	355,980	217,959	76,117	-68,704	-213,524	-361,789	-511,1
Site 5	Medium Green 20	Lower	22,500	422,500	626,085	488,268	349,740	207,593	62,987	-81,618	-226,224	-374,526	-523,6
Site 6	Medium Green 20 LD	Lower	22,500	422,500	576,132	461,285	346,438	229,246	109,564	-10,941	-131,445	-252,987	-377,2
Site 7	Small Green 12	Lower	50,000	450,000	900,958	760,913	620,749	476,645	331,705	184,761	37,818	-109,126	-256,1
Site 8	Small 8	Lower	50,000	450,000	1,013,817	868,992	721,955	574,918	425,228	275,294	125,359	-24,575	-174,5
Site 18	PDL 12	Lower	1,200,000	1,440,000	1,306,356	1,118,263	930,169	739,431	545,886	349,431	152,072	-45,286	-242,6
30% Aff	ordable Housing (33.3%	Intermediate Housing,	66.6% Affordab	le Rent) v Devel	oper Contributio	ons							
			EUV	BLV									
	Developer	Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,0
Site 1	Large Green 400	Lower	22,500	422,500	417,073	292,169	167,264	42,360	-87,387	-218,444	-353,271	-488,429	-624,6
Site 2	Large Green 150	Lower	22,500	422,500	461,120	325,080	189,039	52,999	-89,200	-231,942	-379,118	-526,343	-673,5
Site 3	Medium Green 80	Lower	22,500	422,500	459,396	325,680	191,964	57,219	-83,065	-223,384	-367,801	-512,524	-657,5
Site 4	Medium Green 40	Lower	22,500	422,500	439,085	301,064	162,334	18,496	-126,324	-272,272	-421,643	-571,015	-720,3
Site 5	Medium Green 20	Lower	22,500	422,500	431,521	291,348	148,050	3,445	-141,161	-287,227	-436,377	-585,527	-735,1
Site 6	Medium Green 20 LD	Lower	22,500	422,500	409,625	294,264	175,863	55,358	-65,146	-185,651	-309,292	-433,583	-557,8
Site 7	Small Green 12	Lower	50,000	450,000	699,015	557,056	412,952	266,757	119,813	-27,130	-174,073	-323,583	-475,
Site 8	Small 8	Lower	50,000	450,000	803,971	656,934	508,861	358,926	208,992	59,057	-90,877	-240,841	-395,4
Site 18	PDL 12	Lower	1,200,000	1,440,000	1,013,324	824,996	631,451	436,682	239,323	41,964	-155,394	-354,525	-558,0



Table 10.13d Residential Development - Residual Values v BLV

Varied Affordable Housing and Varied Levels of Developer Contribution - Dover Built-up Area

10% Aff	ordable Housing (100%	Intermediate Housing)	v Developer Con	tributions									
			EUV	BLV									
	Developer (Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,0
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,238,525	-1,454,058	-1,671,069	-1,890,077	-2,111,820	-2,349,132	-2,588,540	-2,827,949	-3,067,3
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-1,916,674	-2,208,110	-2,499,547	-2,792,447	-3,087,449	-3,382,450	-3,677,452	-3,972,454	-4,271,2
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,551,344	-1,806,229	-2,061,113	-2,318,523	-2,576,629	-2,834,735	-3,092,841	-3,350,947	-3,609,0
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-4,954,463	-5,511,972	-6,069,481	-6,626,990	-7,186,471	-7,749,754	-8,313,038	-8,876,321	-9,439,6
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,088,413	-1,265,766	-1,444,190	-1,623,827	-1,803,464	-1,983,102	-2,162,739	-2,342,377	-2,522,0
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-3,547,843	-4,009,768	-4,471,693	-4,933,618	-5,398,051	-5,864,985	-6,331,918	-6,798,852	-7,265,
Site 18	PDL 12	Dover	1,200,000	1,440,000	-612,256	-815,822	-1,022,157	-1,228,597	-1,435,038	-1,641,479	-1,847,920	-2,055,718	-2,264,6
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-1,892,520	-2,174,118	-2,456,156	-2,738,193	-3,020,231	-3,302,269	-3,584,306	-3,866,344	-4,148,
20% Aff	ordable Housing (50% In	ntermediate Housing, 5	0% Affordable R	Rent) v Develope	r Contributions								
			EUV	BLV									
	Developer (Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,0
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,297,228	-1,512,838	-1,731,501	-1,951,463	-2,182,931	-2,422,340	-2,661,749	-2,901,157	-3,140,
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-1,936,378	-2,227,814	-2,519,251	-2,814,018	-3,109,020	-3,404,022	-3,699,023	-3,996,410	-4,298,
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,616,593	-1,871,478	-2,127,460	-2,385,566	-2,643,672	-2,901,778	-3,159,884	-3,417,990	-3,676,
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,028,027	-5,585,536	-6,143,045	-6,700,554	-7,263,248	-7,826,531	-8,389,814	-8,953,097	-9,516,
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,134,091	-1,311,450	-1,491,087	-1,670,725	-1,850,362	-2,029,999	-2,209,637	-2,389,274	-2,569,
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-3,631,607	-4,093,531	-4,555,456	-5,017,583	-5,484,516	-5,951,450	-6,418,384	-6,885,317	-7,352,
Site 18	PDL 12	Dover	1,200,000	1,440,000	-689,378	-894,204	-1,100,645	-1,307,086	-1,513,527	-1,719,967	-1,926,795	-2,135,711	-2,344,
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-1,930,175	-2,212,212	-2,494,250	-2,776,288	-3,058,325	-3,340,363	-3,622,400	-3,904,438	-4,186,4
30% Aff	ordable Housing (33.3%	Intermediate Housing,			oper Contributio	ns							
			EUV	BLV									
	Developer (Contributions (£/unit)			£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,0
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,355,945	-1,573,170	-1,792,335	-2,016,746	-2,256,155	-2,495,564	-2,734,973	-2,974,382	-3,213,7
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-1,956,097	-2,247,533	-2,540,603	-2,835,605	-3,130,606	-3,425,608	-3,721,767	-4,023,566	-4,328,
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,681,859	-1,936,744	-2,194,520	-2,452,626	-2,710,732	-2,968,838	-3,226,944	-3,485,050	-3,743,
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,101,620	-5,659,129	-6,216,638	-6,776,771	-7,340,054	-7,903,337	-8,466,620	-9,029,903	-9,593,
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,179,781	-1,358,359	-1,537,996	-1,717,634	-1,897,271	-2,076,909	-2,256,546	-2,436,260	-2,617,
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-3,715,395	-4,177,319	-4,639,244	-5,104,073	-5,571,007	-6,037,940	-6,504,874	-6,971,808	-7,438,
Site 18	PDL 12	Dover	1,200,000	1,440,000	-766,514	-972,707	-1,179,148	-1,385,589	-1,592,029	-1,798,470	-2,006,802	-2,215,719	-2,424,
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-1,968,282	-2,250,319	-2,532,357	-2.814.394	-3,096,432	-3,378,469	-3.660.507	-3,942,545	-4,226,



- 10.47 In the higher value area and on the greenfield sites in the medium value area, at 30% affordable housing, most sites can bear at least £10,000/unit (market and affordable) in developer contributions. These types of site represent over half the planned development (excluding the Strategic Sites)
- 10.48 In the lower value area, most development can bear 20% affordable housing and at least £5,000/unit developer contributions. The Strategic Sites, all of which are in this area, show similar results.

Self and Custom Build

- 10.49 The Council does not require a specific amount of self-build plots. For illustrative purposes we have considered a 5% requirement on sites of 20 units and larger. It is assumed that this policy would be implemented on a 'whole plot' basis, so sites over 20 units would be required to provide 1 plot, sites over 40 units would be required to provide 2 plots and so on.
- 10.50 If a developer is to sell a plot as a serviced self-build plot, they would not receive the profit from building the unit, they would however receive the price for the plot. If they were to provide the plot as a custom-build plot (i.e. where the developer designs and builds to the buyer's design and specifications) they would receive a payment for the land, the costs of construction and the price paid would incorporate the developer's return. The impact on viability is therefore the balance between the profit foregone and the receipt for the serviced plot. The developer's return per plot is generally in the £40,000 to £60,000/plot range.
- 10.51 As set out in Chapter 6 above, there are a few development sites being publicly marketed in the area at the time of this update. Having made enquiries with local agents, the general consensus is that larger plots are likely to fetch £100,000 or so in the current market, although the price for larger plots, with land for gardens and appropriate for larger family homes are likely to achieve a price that is at least £400,000 and sometimes more.
- 10.52 The modelling in this viability update is based on at least 30 units per net ha with allowance for open space. On this basis, a self-build plot is likely to be about 0.03ha or so. A conservative plot price of £100,000 would lead to a land value of over £3,000,000/ha. This is substantially above the BLV and allows plenty of scope for the services to be laid on to the plot or plots. It is also well above the developer's return that would be forgone from developing the unit.
- 10.53 Based on the above analysis it is unlikely that a requirement for self-build plots will adversely impact on viability.

Commuted Sums

10.54 DDC's preference is for Affordable Housing to be delivered on-site. This approach is in line with Paragraph 62 of the 2019 NPPF that says:

Where a need for affordable housing is identified, planning policies should specify the type of affordable housing required, and expect it to be met on-site unless:



- a) off-site provision or an appropriate financial contribution in lieu can be robustly justified;
 and
- b) the agreed approach contributes to the objective of creating mixed and balanced communities.

Paragraph 62, 2019 NPPF

10.55 It is sensible for councils to set out guidance as to how a commuted sum would be calculated so as to provide transparency, and to avoid the undue delays that might arise during s106 negotiations if details of a payment had to be developed from first principles on each occasion. The analysis provides a basis on which it would be possible to formulate appropriate arrangements for calculating the commuted sum. Across the country different councils have taken different approaches, sometimes calculating contributions on a site-by-site basis, other times setting out a predetermined 'commuted sum'.

Review of plan policy formulae

- 10.56 Some time ago we researched the nature of commuted sum formulations in then approved or emerging local planning policies. Whilst some relied on generalities, the vast majority which had developed a specific formula, had used one which derived from the Housing Corporation's 104 Total Cost Indicator (TCI) system. This system was designed to provide cost discipline, so as to ensure that Affordable Housing was procured by Registered Social Landlords on terms which produced value for money for the public subsidy, Social Housing Grant (SHG), which had been the normal funding basis through which it was provided.
- 10.57 Given that this was its purpose, the TCI was useful in providing a basis for calculating commuted sums. It was designed to provide cost guidance specifically related to each local council area; contained such guidance for each of a large number of different dwelling size bands; and was updated through indexing and readjustment each year, so remained current.
- 10.58 Unfortunately, the Housing Corporation replaced the TCI system with an approach which does not provide these benefits. This reflected, to some extent, the move towards a more targeted use of SHG and a greater reliance on developer subsidy. However, from the viewpoint of commuted sum formulation, the change is, in some respects, to be regretted.

Alternative approach

- 10.59 We have adopted an approach to the calculation of the developer contribution, utilising the site viability analysis. It is based upon the contribution that the developer would have made if an on-site affordable contribution were delivered.
- 10.60 The calculation works as follows:

¹⁰⁴ The Housing Corporation was the non-departmental public body that funded new affordable housing and regulated housing associations in England. It was abolished in 2008 with its responsibilities being split between the Homes and Communities Agency and the Tenant Services Authority. In January 2018 Homes and Communities Agency was replaced by Homes England and Regulator of Social Housing.



175

- a. Estimate the value of the site with 100% market housing.
- b. Estimate the Residual Value of the site with the target level (i.e. the 20%) of Affordable Housing.
- 10.61 The difference between (a) and (b) is the reduction in site value due to the Affordable Housing policy contribution. This is set out in the following table:



Table 10.14 Affordable Housing Contribution: Calculations

					Un	iits	Residua	l Value		
					All	Affordable	No Affordable	With Affordable	Difference	Difference / affordable
Site 2	Large Green 150	Higher	Green	Agricultural	150	45	7,007,084	3,688,789	3,318,295	73,740
Site 3	Medium Green 80	Higher	Green	Agricultural	80	24	3,644,971	1,937,760	1,707,211	71,134
Site 4	Medium Green 40	Higher	Green	Agricultural	40	12	1,827,192	949,600	877,592	73,133
Site 6	Medium Green 20 LD	Higher	Green	Agricultural	20	6	983,841	525,055	458,786	76,464
Site 7	Small Green 12	Higher	Green	Paddock	12	4	789,513	483,204	306,308	85,086
Site 8	Small 8	Higher	Green	Paddock	8	2	565,739	355,330	210,410	87,671
Site 9	Small 6	Higher	Green	Paddock	6	2	451,017	284,837	166,181	92,323
Site 1	Large Green 400	Medium	Green	Agricultural	400	120	15,716,588	8,020,620	7,695,968	64,133
Site 2	Large Green 150	Medium	Green	Agricultural	150	45	6,534,450	3,330,885	3,203,565	71,190
Site 3	Medium Green 80	Medium	Green	Agricultural	80	24	3,399,514	1,752,325	1,647,188	68,633
Site 4	Medium Green 40	Medium	Green	Agricultural	40	12	1,701,757	854,644	847,114	70,593
Site 5	Medium Green 20	Medium	Green	Agricultural	20	6	854,230	426,073	428,157	71,359
Site 6	Medium Green 20 LD	Medium	Green	Agricultural	20	6	917,057	474,714	442,343	73,724
Site 7	Small Green 12	Medium	Green	Paddock	12	4	789,513	483,204	306,308	85,086
Site 9	Small 6	Medium	Green	Paddock	6	2	451,017	284,837	166,181	92,323
Site 16	PDL 30	Medium	PDL	Industrial	30	9	1,057,132	437,561	619,571	68,841
Site 18	PDL 12	Medium	PDL	Industrial	12	4	543,318	295,747	247,571	68,770
Site 19	PDL 12 HD	Medium	PDL	Industrial	12	4	565,673	298,325	267,348	74,263
Site 1	Large Green 400	Lower	Green	Agricultural	400	120	11,139,693	4,560,119	6,579,574	54,830
Site 2	Large Green 150	Lower	Green	Agricultural	150	45	4,643,914	1,899,268	2,744,646	60,992
Site 3	Medium Green 80	Lower	Green	Agricultural	80	24	2,417,686	1,010,586	1,407,099	58,629
Site 4	Medium Green 40	Lower	Green	Agricultural	40	12	1,200,017	474,816	725,201	60,433
Site 5	Medium Green 20	Lower	Green	Agricultural	20	6	598,574	232,245	366,330	61,055
Site 6	Medium Green 20 LD	Lower	Green	Agricultural	20	6	649,924	273,352	376,573	62,762
Site 7	Small Green 12	Lower	Green	Paddock	12	4	474,881	245,965	228,916	63,588
Site 8	Small 8	Lower	Green	Paddock	8	2	348,847	190,918	157,929	65,804
Site 18	PDL 12	Lower	PDL	Industrial	12	4	510,027	270,214	239,813	66,615



- 10.62 Taking the appraisal for Typology 6 in the High Value area as an example, the Residual Value with no Affordable Housing, i.e. 20 market dwellings, is £983,841. With 30% Affordable Housing, the Residual Value falls to £525,055. The developer's contribution is £458,786 (£983,841 £525,055); divided by 6 affordable dwellings (30% of 20), this gives a cost of £76,464 per affordable dwelling.
- 10.63 The calculated contributions in the tables above vary, but the average is about £70,000/unit.

Suggested guidance

- 10.64 Paragraph 62 of the 2019 NPPF is clear that off-site provision or financial contribution in lieu 'can be robustly justified'. On this basis, the above calculations provide a sound basis for determining a commuted sum figure. There are two alternatives open to the Council. The first is to work to a published 'standard commuted sum payment'. If DDC were to take this option, we would recommend a £70,000/unit payment per affordable unit not delivered on-site.
- 10.65 The Council is currently preparing a new Local Plan. This document will be long lived and is likely to be in place across several economic cycles. We would therefore recommend that DDC prepares separate guidance setting out the amount of the payment, and to allow a simple review should viability change.
- 10.66 Alternatively, the Council may prefer to calculate the commuted sum scheme-by-scheme as it does now. This has the advantage of being an figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units the difference being the commuted sum.

Preferred Policy Mix and Sensitivity Testing

10.67 In the proceeding analysis the impact of if the Council's policy options have been tested separably and cumulatively, and under various options, for example under different tenure mixes. Having discussed these with the Council a final set of appraisals has been run on the following assumptions.

a. Affordable Housing 30% (Intermediate Housing 35%, Affordable Rent 65%).

Nil rate in the built-up area of Dover

b. Design 95% Accessible and Adaptable - Category 2, 5%

Wheelchair Adaptable – Category 3

NDSS

Water efficiency

10% Biodiversity Net Gain

Future Homes Standard - Option 2

c. Developer Contributions Typologies £4,000/unit and Strategic Sites £20,000/unit.



- 10.68 The move to a zero affordable housing target in the built-up area is a significant shift in policy for the Council. Historically, limited amounts of affordable housing have been secured within the town.
- 10.69 There are two options available to the Council in this regard. The first is to continue with the 30% target and accept site specific viability assessments on a site by site basis as planning applications are submitted. Whilst such an approach would be allowable under the PPG, it is not recommended. Paragraph 10-008-20190509 of the PPG sets out that where 'a viability assessment is submitted to accompany a planning application this should be based upon and refer back to the viability assessment that informed the plan; and the applicant should provide evidence of what has changed since then'. The viability assessment shows such development is not viable, so the onus would logically fall on the Council to demonstrate a change in circumstances.
- 10.70 The second option is to set a zero target. Hopefully this will lead to development coming forward, which will, in turn, lead to an increase in prices. If there is evidence of a change in prices, the Council should review this aspect of the planning policy.
- 10.71 For now, the Council has decided not to require Electric Vehicle charging points. The viability analysis does indicate that most development can bear such requirements, however there are practical issues around industry standardisation and the additional costs are significant. Likewise, the Council is not opting to incorporate the 10% 'Merton' on-site generation for now.
- 10.72 It is acknowledged that there is a debate ongoing across the County about seeking biodiversity net gain over and above the 10% requirement being introduced through the Environment Bill. Whilst the viability evidence shows that the impact of this, in isolation, is relatively small, care must be taken when applying multiple layers of policy.
- 10.73 In taking this approach it remains necessary to be cautious about relying on the brownfield sites to in the early years of the Plan, and the Council should only count on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming, for example there is a recent planning consent.
- 10.74 A further set of appraisals has been run on this basis. These are directly comparable to the results set out in Tables 10.2 and 10.3 above.



Table 10.15a Residential Development – Residual Values Higher, Strategic Sites and Medium - Recommended Policy Mix

	1	I	1	T				T		
					Area	(ha)	Units	Re	sidual Value (£)	
					Gross	Net		Gross ha	Net ha	Sit
Site 2	Large Green 150	Higher	Green	Agricultural	5.00	4.16	150	737,758	887,746	3,688,78
Site 3	Medium Green 80	Higher	Green	Agricultural	2.67	2.22	80	726,660	871,664	1,937,76
Site 4	Medium Green 40	Higher	Green	Agricultural	1.33	1.11	40	712,200	854,847	949,60
Site 6	Medium Green 20 LD	Higher	Green	Agricultural	0.80	0.69	20	656,318	765,986	525,05
Site 7	Small Green 12	Higher	Green	Paddock	0.40	0.33	12	1,208,011	1,459,050	483,20
Site 8	Small 8	Higher	Green	Paddock	0.27	0.27	8	1,332,486	1,332,486	355,33
Site 9	Small 6	Higher	Green	Paddock	0.20	0.20	6	1,424,183	1,424,183	284,83
Site 10	Small 3	Higher	Green	Paddock	0.10	0.10	3	2,266,804	2,266,804	226,68
Site 22	Sth Aylesham	Aylesham	Green	Agricultural	26.20	20.31	650	56,220	72,516	1,472,97
Site 23	Nth Aylesham	Aylesham	Green	Agricultural	26.04	15.63	500	47,286	78,810	1,231,40
Site 24	Whitfield	Whitfield	Mixed	Mixed	209.22	125.53	4,017	-27,494	-45,823	-5,752,20
Site 25	Whitfield Plus	Whitfield	Green	Agricultural	240.47	144.28	4,617	-34,764	-57,939	-8,359,58
					Area	(ha)	Units	Re	sidual Value (£)	
					Gross	Net		Gross ha	Net ha	Sit
Site 1	Large Green 400	Medium	Green	Agricultural	13.33	11.12	400	601,547	721,519	8,020,62
Site 2	Large Green 150	Medium	Green	Agricultural	5.00	4.16	150	666,177	801,613	3,330,88
Site 3	Medium Green 80	Medium	Green	Agricultural	2.67	2.22	80	657,122	788,250	1,752,32
Site 4	Medium Green 40	Medium	Green	Agricultural	1.33	1.11	40	640,983	769,365	854,64
Site 5	Medium Green 20	Medium	Green	Agricultural	0.67	0.56	20	639,110	767,539	426,07
Site 6	Medium Green 20 LD	Medium	Green	Agricultural	0.80	0.69	20	593,393	692,545	474,71
Site 7	Small Green 12	Medium	Green	Paddock	0.40	0.33	12	1,208,011	1,459,050	483,20
Site 9	Small 6	Medium	Green	Paddock	0.20	0.20	6	1,424,183	1,424,183	284,83
Site 16	PDL 30	Medium	PDL	Industrial	0.86	0.69	30	510,488	629,767	437,56
Site 18	PDL 12	Medium	PDL	Industrial	0.30	0.24	12	985,823	1,241,948	295,74
Site 19	PDL 12 HD	Medium	PDL	Industrial	0.22	0.20	12	1,342,463	1,491,625	298,32
Site 20	PDL 6	Medium	Mixed	Industrial	0.10	0.10	6	2,798,849	2,798,849	279,88



Table 10.15b Residential Development – Residual Values
Lower and Dover Built-up Area - Recommended Policy Mix

					Area	(ha)	Units	Re	esidual Value (£	()
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 400	Lower	Green	Agricultural	13.33	11.12	400	342,009	410,219	4,560,119
Site 2	Large Green 150	Lower	Green	Agricultural	5.00	4.16	150	379,854	457,079	1,899,268
Site 3	Medium Green 80	Lower	Green	Agricultural	2.67	2.22	80	378,970	454,593	1,010,586
Site 4	Medium Green 40	Lower	Green	Agricultural	1.33	1.11	40	356,112	427,438	474,816
Site 5	Medium Green 20	Lower	Green	Agricultural	0.67	0.56	20	348,367	418,371	232,245
Site 6	Medium Green 20 LD	Lower	Green	Agricultural	0.80	0.69	20	341,690	398,784	273,352
Site 7	Small Green 12	Lower	Green	Paddock	0.40	0.33	12	614,913	742,699	245,965
Site 8	Small 8	Lower	Green	Paddock	0.27	0.27	8	715,942	715,942	190,918
Site 18	PDL 12	Lower	PDL	Industrial	0.30	0.24	12	900,712	1,134,724	270,214
					Area	(ha)	Units	Re	esidual Value (£)
					Gross	Net		Gross ha	Net ha	Site
Site 11	PDL 300	Dover	PDL	Industrial	6.67	5.04	300	-1,491,088	-1,972,042	-9,940,585
Site 13	PDL 200 HD	Dover	PDL	Industrial	3.42	3.08	200	-2,141,358	-2,379,287	-7,320,883
Site 14	PDL 100	Dover	PDL	Industrial	2.00	1.46	100	-1,840,915	-2,526,643	-3,681,829
Site 15	PDL 100 HD	Dover	PDL	Industrial	0.93	0.83	100	-5,472,951	-6,081,056	-5,067,547
Site 16	PDL 30	Dover	PDL	Industrial	0.86	0.69	30	-1,290,731	-1,592,319	-1,106,341
Site 17	PDL 30 HD	Dover	PDL	Industrial	0.33	0.30	30	-4,022,086	-4,468,984	-1,340,695
Site 18	PDL 12	Dover	PDL	Industrial	0.30	0.24	12	-897,613	-1,130,819	-269,284
Site 19	PDL 12 HD	Dover	PDL	Industrial	0.22	0.20	12	-2,160,620	-2,400,689	-480,138



10.75 In the following tables the Residual Value is compared with the BLV. The BLV being an amount over the Existing Use Value that is sufficient to provide the landowner with a premium, and induce them to sell the land for development, as set out in Chapter 6 above.

	Table 10.16a Residential Development – Residual Values v BLV Higher and Strategic Sites - Recommended Policy Mix							
			Existing Use Value	Benchmark Land Value	Residual Value			
Site 2	Large Green 150	Higher	22,500	422,500	737,758			
Site 3	Medium Green 80	Higher	22,500	422,500	726,660			
Site 4	Medium Green 40	Higher	22,500	422,500	712,200			
Site 6	Medium Green 20 LD	Higher	22,500	422,500	656,318			
Site 7	Small Green 12	Higher	50,000	450,000	1,208,011			
Site 8	Small 8	Higher	50,000	450,000	1,332,486			
Site 9	Small 6	Higher	50,000	450,000	1,424,183			
Site 10	Small 3	Higher	50,000	450,000	2,266,804			
Site 22	Sth Aylesham	Aylesham	25,000	425,000	56,220			
Site 23	Nth Aylesham	Aylesham	22,500	422,500	47,286			
Site 24	Whitfield	Whitfield	22,500	422,500	-27,494			
Site 25	Whitfield Plus	Whitfield	22,500	422,500	-34,764			

Source: HDH (September 2020)

	Table 10.16b Residential Development – Residual Values v BLV								
	Medium - Recommended Policy Mix								
			Existing Use Value	Benchmark Land Value	Residual Value				
Site 1	Large Green 400	Medium	22,500	422,500	601,547				
Site 2	Large Green 150	Medium	22,500	422,500	666,177				
Site 3	Medium Green 80	Medium	22,500	422,500	657,122				
Site 4	Medium Green 40	Medium	22,500	422,500	640,983				
Site 5	Medium Green 20	Medium	22,500	422,500	639,110				
Site 6	Medium Green 20 LD	Medium	22,500	422,500	593,393				
Site 7	Small Green 12	Medium	50,000	450,000	1,208,011				
Site 9	Small 6	Medium	50,000	450,000	1,424,183				
Site 16	PDL 30	Medium	1,200,000	1,440,000	510,488				
Site 18	PDL 12	Medium	1,200,000	1,440,000	985,823				
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	1,342,463				
Site 20	PDL 6	Medium	1,200,000	1,440,000	2,798,849				



	Table 10.16c Residential Development – Residual Values v BLV							
	Lower - Recommended Policy Mix							
			Existing Use Value	Benchmark Land Value	Residual Value			
Site 1	Large Green 400	Lower	22,500	422,500	342,009			
Site 2	Large Green 150	Lower	22,500	422,500	379,854			
Site 3	Medium Green 80	Lower	22,500	422,500	378,970			
Site 4	Medium Green 40	Lower	22,500	422,500	356,112			
Site 5	Medium Green 20	Lower	22,500	422,500	348,367			
Site 6	Medium Green 20 LD	Lower	22,500	422,500	341,690			
Site 7	Small Green 12	Lower	50,000	450,000	614,913			
Site 8	Small 8	Lower	50,000	450,000	715,942			
Site 18	PDL 12	Lower	1,200,000	1,440,000	900,712			

	Table 10.16d Residential Development – Residual Values v BLV							
	Dover Town - Recommended Policy Mix							
			Existing Use Value	Benchmark Land Value	Residual Value			
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,491,088			
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-2,141,358			
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,840,915			
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,472,951			
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,290,731			
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-4,022,086			
Site 18	PDL 12	Dover	1,200,000	1,440,000	-897,613			
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-2,160,620			

Source: HDH (September 2020)

- 10.76 Whatever policies are adopted, the Plan should not be unduly sensitive to future changes in prices and costs. In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produces various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 11.3% over the next 3 years¹⁰⁵. We have tested a range of scenarios with varied increases in build costs.
- 10.77 As set out in Chapter 4, we are in a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. We have tested several price

 $^{^{105}}$ BCIS General Build Cost Index August 2020 = 361.5, August 2023 = 402.6 (updated September 2020). 402.6-361.5+41.1. 41.1/361.5=11.3%



183

change scenarios. In this analysis, we have assumed all other matters in the base appraisals remain unchanged. It is important to note that in the tables (that are set out in **Appendix 11**), only the costs of construction and the value of the market housing are altered.

10.78 The analysis demonstrates that a relatively small increase in build costs will adversely impact on viability, although this is unlikely to be sufficient to impact on the deliverability of the Plan. Conversely a modest increase in value could have a significant impact in improving viability.

Review

- 10.79 The direction of the market, as set out in Chapter 4 above, is improving, and there is an improved sentiment that the economy and property markets are improving. There is however some level of uncertainty. Bearing in mind Dover Council's wish to develop housing, and the requirements to fund infrastructure, it is recommended that the Council keeps viability under review; should the economics of development change significantly it should consider undertaking a limited review of the Plan to adjust the affordable housing requirements or levels of developer contribution.
- 10.80 In this regard it is timely to highlight paragraph 10-009-20180724 of the PPG.

How should viability be reviewed during the lifetime of a project?

Plans should set out circumstances where review mechanisms may be appropriate, as well as clear process and terms of engagement regarding how and when viability will be reassessed over the lifetime of the development to ensure policy compliance and optimal public benefits through economic cycles.

Where contributions are reduced below the requirements set out in policies to provide flexibility in the early stages of a development, there should be a clear agreement of how policy compliance can be achieved over time. As the potential risk to developers is already accounted for in the assumptions for developer return in viability assessment, realisation of risk does not in itself necessitate further viability assessment or trigger a review mechanism. Review mechanisms are not a tool to protect a return to the developer, but to strengthen local authorities' ability to seek compliance with relevant policies over the lifetime of the project.

PPG 10-009-20180724

10.81 It is recommended that, on sites where the policy requirements are flexed, the Council includes review mechanisms.

Older People's Housing

10.82 As well as mainstream housing, we have considered the Sheltered and Extracare sectors separately. Appraisals were run for a range of Affordable Housing requirements. The results of these are summarised as follows. In each case allowance has been made for a s106 developer contribution of £2,000/unit. The full appraisals are set out in **Appendix 12** below:



	Table 10.17 Sheltered Housing, Appraisal Results (£/ha)								
		Affordable %	EUV	BLV	Residual Value				
					Deal	Wider DDC			
Site 1	Green	30%	22,500	422,500	1,442,607	-1,456,557			
Site 2	Green	0%	22,500	422,500	3,417,856	-93,242			
Site 3	Green	5%	22,500	422,500	2,924,044	-428,441			
Site 4	Green	10%	22,500	422,500	2,430,232	-764,194			
Site 5	Green	15%	22,500	422,500	1,936,419	-1,110,376			
Site 6	Green	20%	22,500	422,500	1,442,607	-1,456,557			
Site 7	Green	25%	22,500	422,500	948,795	-1,802,739			
Site 8	Green	30%	22,500	422,500	453,678	-2,148,921			
Site 13	Brown	30%	1,200,000	1,440,000	265,511	-2,724,901			
Site 14	Brown	0%	1,200,000	1,440,000	2,248,013	-1,337,901			
Site 15	Brown	5%	1,200,000	1,440,000	1,754,201	-1,684,083			
Site 16	Brown	10%	1,200,000	1,440,000	1,260,388	-2,030,264			
Site 17	Brown	15%	1,200,000	1,440,000	766,576	-2,376,446			
Site 18	Brown	20%	1,200,000	1,440,000	265,511	-2,724,901			
Site 19	Brown	25%	1,200,000	1,440,000	-252,627	-3,076,708			
Site 20	Brown	30%	1,200,000	1,440,000	-770,765	-3,428,515			



	Table 10.18 Extracare Housing, Appraisal Results (£/ha)									
		Affordable %	EUV	BLV	Residual Value					
					Deal	Wider DDC				
Site 1	Green	30%	22,500	422,500	-1,565,423	-5,069,393				
Site 2	Green	0%	22,500	422,500	2,311,010	-2,446,560				
Site 3	Green	5%	22,500	422,500	1,683,589	-2,878,435				
Site 4	Green	10%	22,500	422,500	1,056,169	-3,313,790				
Site 5	Green	15%	22,500	422,500	426,683	-3,752,691				
Site 6	Green	20%	22,500	422,500	-229,149	-4,191,592				
Site 7	Green	25%	22,500	422,500	-887,477	-4,630,493				
Site 8	Green	30%	22,500	422,500	-1,565,423	-5,069,393				
Site 13	Brown	30%	1,200,000	1,440,000	-3,207,262	-6,746,552				
Site 14	Brown	0%	1,200,000	1,440,000	792,432	-4,102,655				
Site 15	Brown	5%	1,200,000	1,440,000	152,718	-4,541,277				
Site 16	Brown	10%	1,200,000	1,440,000	-505,344	-4,979,899				
Site 17	Brown	15%	1,200,000	1,440,000	-1,168,380	-5,418,520				
Site 18	Brown	20%	1,200,000	1,440,000	-1,848,007	-5,857,142				
Site 19	Brown	25%	1,200,000	1,440,000	-2,527,635	-6,300,787				
Site 20	Brown	30%	1,200,000	1,440,000	-3,207,262	-6,746,552				

- 10.83 In the case of Sheltered housing, the appraisals produce a residual value that is over the BLV at 30% Affordable Housing on greenfield sites, but only 5% on brownfield sites.
- 10.84 In the case of Extracare housing, the Residual Value does not exceed the BLV, even without Affordable Housing.
- 10.85 Care should be taken when considering additional policy requirements in this sector.
- 10.86 When considering the above, it is important to note that paragraph 10-007-20180724 of the updated PPG specifically anticipates that the viability of specialist older people's housing will be considered at the development management stage. It is therefore not necessary to develop a specific Affordable Housing policy for Sheltered and Extracare Housing.



- 11.1 Based on the assumptions set out previously, we have run a set of financial appraisals for the non-residential development types. The detailed appraisal results are set out in **Appendix 13** and summarised in the table below.
- 11.2 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability, we have used the same methodology with regard to the Benchmark Land Value (EUV 'plus').
- 11.3 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward, and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development, and what planning applications are being determined and on what basis.
- 11.4 The full appraisals are set in **Appendix 13** below.

Employment uses

11.5 Firstly, the main employment uses are considered.



	Table 11.1 Employment Appraisal Results								
Greenfield									
		Offices - Central	Offices - Park	Larger Industrial	Smaller Industrial				
RESIDUAL VALUE	Site	-1,826,898	-2,007,643	-318,267	-266,132				
Existing Use Value	£/ha	22,500	22,500	22,500	22,500				
Viability Threshold	£/ha	422,500	422,500	422,500	422,500				
Residual Value	£/ha	-29,230,370	-5,019,108	-318,267	-2,661,324				
Brownfield									
		Offices - Central	Offices - Park	Larger Industrial	Smaller Industrial				
RESIDUAL VALUE	Site	-2,101,003	-2,281,123	-592,872	-305,910				
Existing Use Value	£/ha	1,200,000	1,200,000	1,200,000	1,200,000				
Viability Threshold	£/ha	1,440,000	1,440,000	1,440,000	1,440,000				
Residual Value	£/ha	-33,616,048	-5,702,808	-592,872	-3,059,100				

- 11.6 To a large extent the above results are reflective of the current market. Office development and industrial are both shown as being unviable, however this is not just an issue here, a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward (and it is coming forward, for example at the White Horse Business Park at Dover and at the Discovery Park at Sandwich), it tends to be from existing businesses for operational reasons.
- 11.7 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long term view as to the direction of the market based on the prospects of an area and wider economic factors. The limited development that is coming forward in the area is largely user-led, being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 11.8 It is clear that the delivery of the employment uses is limited. We would urge caution in relation to setting policy requirements for employment uses that would impact on viability.



Retail and Hotel Development

11.9 Secondly, appraisals have been prepared for the retail and hotel uses.

Table 11.2 Retail and Hotels Appraisal Results							
	Prime Retail	Secondary Retail	Supermarket	Smaller Supermarket			
Site	231,901	-119,101	8,660,907	2,582,603			
£/ha	22,500	22,500	22,500	22,500			
£/ha	422,500	422,500	422,500	422,500			
£/ha	9,276,034	-4,764,041	6,495,680	8,608,676			
	Retail Warehouse	Hotel					
Site	4,850,417	1,896,595					
£/ha	22,500	22,500					
£/ha	422,500	422,500					
£/ha	6,063,021	5,119,014					
	Prime Retail	Secondary Retail	Supermarket	Smaller Supermarket			
Site	218,632	-132,370	8,173,027	2,442,017			
£/ha	1,200,000	1,200,000	1,200,000	1,200,000			
£/ha	1,440,000	1,440,000	1,440,000	1,440,000			
£/ha	8,745,292	-5,294,783	6,129,770	8,140,055			
	Retail Warehouse	Hotel					
Site	4,569,657	1,732,118					
£/ha	1,200,000	1,200,000					
£/ha	1,440,000	1,440,000					
£/ha	5,712,071	4,675,081					
	Site £/ha £/ha £/ha £/ha £/ha £/ha £/ha f./ha Site 231,901 £/ha 22,500 £/ha 422,500 £/ha 9,276,034 Retail Warehouse Site 4,850,417 £/ha 22,500 £/ha 422,500 £/ha 6,063,021 Prime Retail Site 218,632 £/ha 1,200,000 £/ha 8,745,292 Retail Warehouse Site 4,569,657 £/ha 1,200,000 £/ha 1,200,000 £/ha 1,440,000	Prime Retail Secondary Retail Site 231,901 -119,101 £/ha 22,500 22,500 £/ha 422,500 422,500 £/ha 9,276,034 -4,764,041 Retail Warehouse Site 4,850,417 1,896,595 £/ha 22,500 22,500 £/ha 422,500 422,500 £/ha 422,500 422,500 £/ha 6,063,021 5,119,014 Prime Retail Secondary Retail Site 218,632 -132,370 £/ha 1,200,000 1,200,000 £/ha 8,745,292 -5,294,783 Retail Warehouse Site 4,569,657 1,732,118 £/ha 1,200,000 1,200,000 £/ha 1,440,000 1,440,000	Site 231,901 -119,101 8,660,907 €/ha 22,500 22,500 22,500 €/ha 422,500 422,500 422,500 €/ha 9,276,034 -4,764,041 6,495,680 Retail Warehouse Hotel Warehouse €/ha 22,500 22,500 €/ha 422,500 22,500 €/ha 422,500 422,500 €/ha 6,063,021 5,119,014 Site 218,632 -132,370 8,173,027 €/ha 1,200,000 1,200,000 1,200,000 €/ha 1,440,000 1,440,000 1,440,000 €/ha 8,745,292 -5,294,783 6,129,770 Retail Warehouse Hotel Warehouse Hotel Warehouse Site 4,569,657 1,732,118 €/ha 1,200,000 1,200,000 €/ha 1,200,000 1,200,000 €/ha 1,200,000 1,200,000 €/ha 1,244,000 1,440,000				

Source: HDH (September 2020)

11.10 Prime retail (which is relatively limited in the District) and the larger format retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin, however, as would be expected, the smaller format secondary retail is not.



11.11 Hotel development is shown as viable.



12. Findings and Recommendations

- 12.1 This chapter provides a non-technical summary of the overall assessment that can be read on a standalone basis. Having said this, a viability assessment of this type is, by its very nature, a technical document that is prepared to address the very specific requirements of national planning policy. As this is a summary chapter, some of the content of earlier chapters is repeated.
- 12.2 This Viability Study sets out the methodology used, the key assumptions adopted, and the results. It has been prepared to assist the Council with the assessment of the viability of the emerging Local Plan. The 2019 National Planning Policy Framework (2019 NPPF), the updated Planning Practice Guidance (July 2018) (PPG) and the Harman Viability Guidance require stakeholder engagement particularly with members of the development industry. Consultation has taken place and, whilst there was not universal agreement, a broad consensus was achieved.
- 12.3 Dover District Council (DDC / the Council) is in the process of producing a new Local Plan that will set out the future spatial strategy for the District, and will include sites for allocation. This Viability Study has been commissioned to inform the further development of the emerging Local Plan. HDH Planning & Development Ltd has been appointed to advise the Council in connection with several matters:
 - a. To test the deliverability of the Local Plan to ensure that the sites identified in the Plan are not subject to a scale of planning obligations and policy requirements that render them undeliverable.
 - b. To review the level of section 106 costs and the level of affordable housing that would allow the funding of infrastructure and meet needs, without putting at risk the economic viability of development in the District.

Compliance

- 12.4 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As such it is necessary to have regard to RICS Professional Standards and Guidance. It is confirmed that this study has been carried out in line with *Financial viability in planning: conduct and reporting RICS professional statement, England (1st Edition, May 2019).*
- 12.5 In December 2019 the RICS published draft technical guidance in the form of RICS draft guidance note Assessing financial viability in planning under the National Planning Policy Framework for England, 1st edition for consultation. Whilst this is a draft document, we confirm that this report is generally in accordance with this further draft guidance (in as far as it relates to plan-wide viability assessments).



COVID 19

12.6 This update is being carried out during the coronavirus pandemic. There are real material uncertainties around the values of property and the costs of construction that are a direct result of the Covid 19 pandemic. It is not the purpose of this assessment to predict what the impact may be and how long the effect will be. This assessment is conducted at April 2020 costs and values.

Viability Testing under the 2019 NPPF and Updated PPG

- 12.7 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2019 NPPF. The overall requirement is that 'policy requirements should be informed by evidence of infrastructure and Affordable Housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106.
- 12.8 This study is based on typologies that are representative of the sites to be allocated in the new Local Plan. Several potential Strategic Sites are also tested.
- 12.9 The updated PPG sets out that viability should be tested using the Existing Use Value Plus (EUV+) approach:

To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+).

12.10 The Benchmark Land Value (BLV) is the amount the Residual Value must exceed for the development to be considered viable.

Viability Guidance

12.11 There is no specific technical guidance on how to test viability in the 2019 NPPF or the updated PPG, although the updated PPG includes guidance in a number of specific areas. There are several sources of guidance and appeal decisions that support the methodology HDH has developed. This study follows the Harman Guidance. In line with the updated PPG, this study follows the EUV Plus (EUV+) methodology, that is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV is central to the assessment of viability. It must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the market value of the land both with and without the benefit of planning.



12.12 The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

Gross Development Value

(The combined value of the complete development)
LESS

Cost of creating the asset, including a profit margin

(Construction + fees + finance charges)

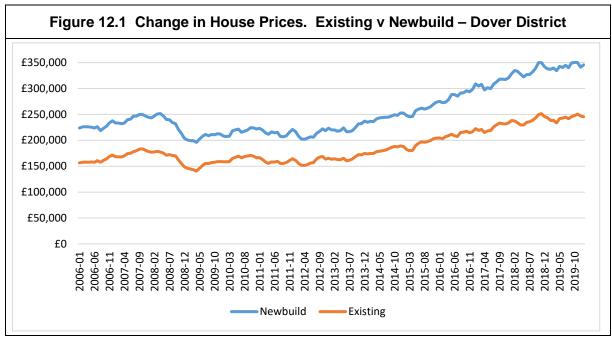
RESIDUAL VALUE

- 12.13 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit of what a developer could offer for a site and still make a satisfactory return (i.e. profit).
- 12.14 The 2019 NPPF, the PPG, the CIL Regulations and CIL Guidance are clear that the assessment of viability should, wherever possible, be based on existing available evidence rather than new evidence. The evidence that is available from Dover District Council has been reviewed. This includes that which has been prepared earlier in the plan-making process, and that which the Council holds, in the form of development appraisals that have been submitted by developers in connection with specific developments most often to support negotiations around the provision of affordable housing or s106 contributions.
- 12.15 Consultation formed part of the preparation of this study. An event was held during August 2020. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited.

Residential Market

- 12.16 An assessment of the housing market was undertaken. The study is concerned not just with the prices but the differences across different areas.
- 12.17 When ranked across England and Wales, the average house price for DDC is 160th (out of 339) at £278,428. To set this in context, the Council at the middle of the rank (169 Medway), has an average price of £268,013. The Dover median price is lower than the average at £250,000.
- 12.18 The housing market peaked late in 2007 and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'. Average house prices in Dover are now about 30% above the 2007 peak. Whilst these increases are substantial, the rates of increase are a less than seen across Kent (41%) or the wider South East (35%). Over the same period house prices have increased by over 60% in London. A characteristic of the data is that the values of newbuild homes have increased faster than that for existing homes. The Land Registry shows that the average price paid for newbuild homes in DDC (£345,433) is £99,884, or 41% higher than the average price paid for existing homes (£245,459).





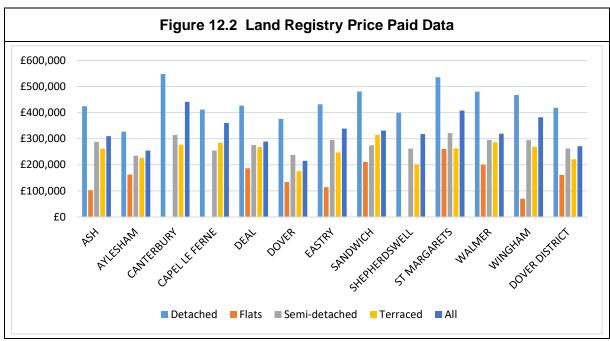
Source: Land Registry (July 2020)

- 12.19 This report is being completed after the United Kingdom has left the European Union. It is not possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of uncertainty. Negotiations around the details of the future relationship with the EU are underway but not concluded, so the future of trade with the EU and wider world are not yet known.
- 12.20 A further uncertainty is around the coronavirus pandemic. This project is being completed during the coronavirus pandemic. There are uncertainties around the values of property that are a result of the Covid 19 pandemic.
- 12.21 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. This report is carried out at current costs and values. Sensitivity testing has been carried out.

The Local Market

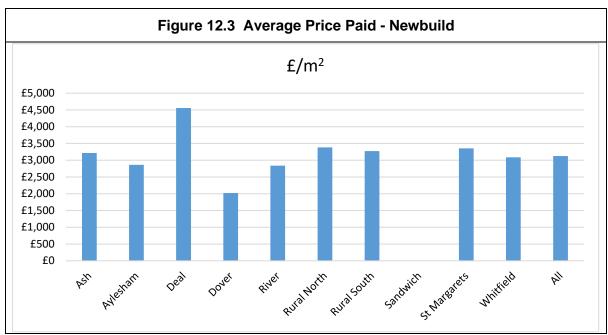
12.22 A survey of asking prices across the District was carried out in June 2020. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated. The Land Registry publishes data of all homes sold. Across the Dover District Council area, 4,481 home sales are recorded since the start of 2018. These transactions (as recorded by the Land Registry) are summarised as follows – these are sorted by 'post town' as per the Land Registry dataset.





Source: Land Registry (July 2020) Contains HM Land Registry data © Crown copyright and database 2020. This data is licensed under the Open Government Licence v3.0

12.23 The 220 newbuild home sales have been further analysed. Each dwelling sold requires an Energy Performance Certificate (EPC). The EPC contains the floor area (the Gross Internal Area – GIA). The price paid data from the Land Registry has been married with the floor area from the EPC Register.



Source: Land Registry and EPC Register (April 2020) Contains HM Land Registry data © Crown copyright and database 2020. This data is licensed under the Open Government Licence v3.0.

12.24 Bringing together the evidence, the following price assumptions are used, where the following areas are used:

Higher Being the north of the District.



Medium Being the Coastal Towns to the east of the District and the Rural areas and

settlements to the south of the District.

Lower Being the sites within and adjacent to Aylesham and the sites adjacent to

wider Dover, principally to the north and west of the Dover built-up area, and

Whitfield.

Dover Town Being the relatively tightly defined area of the built-up area of Dover.

Table 12.1 Post-Consultation Residential Price Assumptions (£/m²)								
	Higher	Medium	Lower	Dover Town				
Brownfield		£3,350	£3,200	£2,300				
Urban Flatted Schemes		£4,250	£3,300	£2,300				
Large Greenfield Sites	£3,350	£3,300	£3,100					
Medium Greenfield Sites	£3,350	£3,300	£3,100					
Small Greenfield Sites	£3,500	£3,500	£3,100					

Source: HDH (September 2020)

Build to Rent

- 12.25 Build to Rent schemes are a growing development format. The value of housing that is restricted to being Private Rented Sector (PRS) housing is different to that of unrestricted market housing. The value of the units in the PRS (where their use is restricted to PRS and they cannot be used in other tenures) is, in large part, the worth of the income that the completed let unit will produce.
- 12.26 We have undertaken a survey of market rents across the District and having considered a range of sources a gross yield of 6% has been assumed. It is also assumed that such development will be flatted and in or close to the City / town centres. We have assumed a value for private rent, across the District, of £3,100/m².

Affordable Housing

12.27 In this study, it is assumed that affordable housing is constructed by the site developer and then sold to a Registered Provider (RP). The following values are used across the area:

a. Social Rent £1,270/m².

b. Affordable Rent £1,930/m².

c. Intermediate Products for Sale 70% of Open Market Value.

Non-Residential Market

12.28 The following assumptions have been used:



Table 12.2 Commercial Values £/m² 2019								
	Rent £/m²	Yield	Rent free period		Assumption			
Offices - Large	£180	6.75%	1.0	£2,498	£2,500			
Offices - Small	£180	8.00%	1.0	£2,083	£2,100			
Industrial - Large	£100	7.00%	1.0	£1,335	£1,335			
Industrial - Small	£100	9.00%	1.0	£1,019	£1,335			
Retail - Central	£250	6.00%	1.0	£3,931	£4,000			
Retail (elsewhere)	£130	9.00%	1.0	£1,325	£1,200			
Supermarket	£280	5.00%	1.0	£5,333	£5,300			
Retail warehouse	£200	6.00%	2.0	£2,967	£3,000			
Hotel (per room)	£5,000	5.00%	0.0	£4,049	£4,050			

Source: HDH (July 2020)

Land Values

12.29 In this assessment the following Existing Use Value (EUV) assumptions are used.

Table 12.3 Existing Use Value Land Prices £/ha				
PDL	£1,200,000			
Agricultural	£22,500			
Paddock	£50,000			

Source: HDH (September 2020)

12.30 The updated PPG makes specific reference to Benchmark Land Values (BLV) so it is necessary to address this. The following Benchmark Land Value assumptions are used:

a. Brownfield Sites: EUV Plus 20%.

b. Greenfield Sites: EUV Plus £400,000/ha.

Development Costs

12.31 These are the costs and other assumptions required to produce the financial appraisals.

Construction costs: baseline costs

12.32 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for Kent. The cost figure for 'Estate Housing – Generally' is £1,347/m² at the time of this study. The appropriate cost is used for the relevant building type, so the figure for flatted development (of the appropriate height) is used for flatted development, the figure used for terraced development is that for terraced housing and so on. Likewise, the appropriate figures are used for non-residential development types.



Other normal development costs

12.33 In addition to the BCIS £/m² build cost figures described above, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs). A scale of allowances has been developed for the residential sites, ranging from 5% of build costs for flatted schemes, to 15% for the larger greenfield schemes.

Abnormal development costs and brownfield sites

12.34 An additional allowance is made for abnormal costs associated with brownfield sites of 5% of the BCIS costs. Abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs.

Fees

12.35 For residential development we have assumed professional fees amount to 8% of build costs, for non-residential development we have assumed professional fees amount to 8% of build costs.

Contingencies

12.36 For previously undeveloped and otherwise straightforward (greenfield) sites, a contingency of 2.5% has been allowed for, with a higher figure of 5% on more risky types of development, previously developed land. So, the 5% figure was used on the brownfield sites and the 2.5% figure on the remainder.

S106 Contributions and the costs of infrastructure

12.37 Based on discussions with the Council, an assumption of £4,000/unit for major development sites, excluding Strategic Sites has been used. This is informed by the typically collected historic payments. At the time of this report, the Council does not have site specific estimates of the strategic infrastructure and mitigation costs for the Strategic Sites. An assumption of £20,000/unit is used. Bearing in mind the considerable uncertainly in this regard, a range of costs of up to £40,000/unit is tested.

Financial and Other Appraisal Assumptions

12.38 Our appraisals assume interest of 6.5% p.a. for total debit balances, we have made no allowance for any equity provided by the developer.

Developers' return

12.39 This is a high-level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (i.e. site-by-site or split), it is appropriate to make some broad assumptions. The updated PPG says 'For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable



return to developers in order to establish the viability of plan policies'. An assumption of 17.5% is used across market and affordable housing.

Site Acquisition and Disposal Costs

12.40 An allowance 1.5% for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates. For market and for affordable housing, sales and promotion and legal fees are assumed to amount to 3.5% of receipts.

Local Plan Policy Requirements

- 12.41 The specific purpose of this study is to consider the cumulative impact of the policies in the emerging Local Plan.
- 12.42 The new Local Plan will replace the current *Dover District Core Strategy* (2010) and the *Land Allocations Local Plan* (2015) and various Supplementary Planning Documents. The Council is aiming to publish the *Draft Dover District Local Plan* for a Regulation 18 consultation later this year. We have been provided with a copy of the working draft as at 1st September 2020 and this forms the basis of the testing in this report.

Modelling

- 12.43 The approach is to model a set of development sites (typologies) that are broadly representative of the type of development that is likely to come forward under the new Local Plan.
- 12.44 The emerging Plan also includes seven potential Strategic Sites. These are modelled individually.

Residential Development

- 12.45 The appraisals use the residual valuation approach they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and a developers' return. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be viable, it is necessary for this Residual Value to exceed the EUV by a satisfactory margin, being the Benchmark Land Value (BLV).
- 12.46 Several sets of appraisals have been run, including with varied levels of affordable housing and developer contributions. These base appraisals are based on the following assumptions.

a. Affordable Housing

30% (Intermediate Housing 35%, Affordable Rent 65%).

b. Design

95% Accessible and Adaptable – Category 2, 5% Wheelchair and Adaptable – Category 3

NDSS. Water efficiency, Car Charging Points

10% Biodiversity Net Gain



Future Homes Standard – Option 2

- c. Developer Contributions Typologies £4,000/unit and Strategic Sites £20,000/unit.
- 12.47 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology. The higher density sites generally have higher Residual Values, and the additional costs associated with brownfield sites result in lower Residual Values. The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return.
- 12.48 In the following tables the Residual Value is compared with the BLV. The BLV being an amount over the Existing Use Value that is sufficient to provide the landowner with a premium, and induce them to sell the land for development, as set out in Chapter 6 above.

	Table 12.4a Residential Development – Residual Values v BLV						
	Higher and Strategic Sites						
			Existing Use Value	Benchmark Land Value	Residual Value		
Site 2	Large Green 150	Higher	22,500	422,500	711,952		
Site 3	Medium Green 80	Higher	22,500	422,500	701,774		
Site 4	Medium Green 40	Higher	22,500	422,500	686,501		
Site 6	Medium Green 20 LD	Higher	22,500	422,500	633,836		
Site 7	Small Green 12	Higher	50,000	450,000	1,181,509		
Site 8	Small 8	Higher	50,000	450,000	1,305,384		
Site 9	Small 6	Higher	50,000	450,000	1,395,746		
Site 10	Small 3	Higher	50,000	450,000	2,234,464		
Site 22	Sth Aylesham	Aylesham	25,000	425,000	37,724		
Site 23	Nth Aylesham	Aylesham	22,500	422,500	32,499		
Site 24	Whitfield	Whitfield	22,500	422,500	-38,545		
Site 25	Whitfield Plus	Whitfield	22,500	422,500	-45,710		



	Table 12.4b Residential Development – Residual Values v BLV						
	Medium						
			Existing Use Value	Benchmark Land Value	Residual Value		
Site 1	Large Green 400	Medium	22,500	422,500	578,253		
Site 2	Large Green 150	Medium	22,500	422,500	640,371		
Site 3	Medium Green 80	Medium	22,500	422,500	632,236		
Site 4	Medium Green 40	Medium	22,500	422,500	615,283		
Site 5	Medium Green 20	Medium	22,500	422,500	613,013		
Site 6	Medium Green 20 LD	Medium	22,500	422,500	570,910		
Site 7	Small Green 12	Medium	50,000	450,000	1,181,509		
Site 9	Small 6	Medium	50,000	450,000	1,395,746		
Site 16	PDL 30	Medium	1,200,000	1,440,000	479,326		
Site 18	PDL 12	Medium	1,200,000	1,440,000	951,788		
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	1,309,643		
Site 20	PDL 6	Medium	1,200,000	1,440,000	2,746,061		

	Table 12.4c Residential Development – Residual Values v BLV						
	Lower						
			Existing Use Value	Benchmark Land Value	Residual Value		
Site 1	Large Green 400	Lower	22,500	422,500	318,715		
Site 2	Large Green 150	Lower	22,500	422,500	354,048		
Site 3	Medium Green 80	Lower	22,500	422,500	354,084		
Site 4	Medium Green 40	Lower	22,500	422,500	330,413		
Site 5	Medium Green 20	Lower	22,500	422,500	321,514		
Site 6	Medium Green 20 LD	Lower	22,500	422,500	319,207		
Site 7	Small Green 12	Lower	50,000	450,000	587,643		
Site 8	Small 8	Lower	50,000	450,000	688,055		
Site 18	PDL 12	Lower	1,200,000	1,440,000	866,677		



	Table 12.4d Residential Development – Residual Values v BLV						
	Dover Town						
			Existing Use Value	Benchmark Land Value	Residual Value		
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,533,039		
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-2,192,984		
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,889,913		
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,554,759		
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,325,376		
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-4,091,054		
Site 18	PDL 12	Dover	1,200,000	1,440,000	-934,968		
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-2,197,074		

12.49 The above appraisals are based on the base range of potential policy requests that the Council is considering, the additional policy areas that are under consideration are considered below. Generally, the greenfield sites produce a Residual Value that is in excess of the Benchmark Land Value indicating that such sites are likely to be viable. Having said this, the sites that are in the Lower Value Area (Aylesham and adjacent to Dover) produce a Residual Value that is a little less than the BLV, but well over the Existing Use Value, and the sites in Dover are all shown as unviable with a Residual Value that is less than the EUV.

Varied Affordable Housing

- 12.50 The analysis in the base appraisals assumes that the affordable housing is provided as 70% Affordable Rent and 30% Intermediate Housing. Different levels of affordable housing have been tested.
- 12.51 On average, across all the typologies, a 10% increase in affordable housing results in a fall in the Residual Value of about £200,000/ha, meaning that each 10% of affordable housing reduces the amount a developer can pay a landowner for a parcel of land by about £200,000ha. On average, a 30% affordable housing requirement reduces the Residual Value by about £550,000/ha or so, although this varies across the sites and typologies.
 - a. In the higher value area, all the greenfield typologies are viable and there may be scope to increase the affordable housing requirement above 30%. However, due to the current uncertainty in the housing market and wider economy, we would suggest caution in this regard. Further, relatively little development is planned in this area (less than 15% of units excluding the Strategic Sites) so ultimately the impact may be modest. The Council can be confident that development in this area will be forthcoming.
 - b. In the medium value area, all the greenfield sites produce a Residual Value that is above the BLV at 35% affordable housing with some at 40%. These typologies



represent over 40% of the planned development (excluding Strategic Sites). The Council can be confident that greenfield development in this area will be forthcoming.

The typologies representing the brownfield sites are generally unable to bear the 30% affordable housing, however these represent less than 5% of the planned development (excluding the Strategic Sites). The Council should be cautious about relying on these types of site in the early years of the Plan, and should only count on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming, for example, where there is a recent planning consent.

- c. There are only three potential allocations, with about 1% of the planned units (excluding the Strategic Sites) in the lower value area. The greenfield typologies produce a Residual Value that is in excess of the BLV at 20% affordable housing, but not at 30% affordable housing. The Council should be cautious about relying on these types of site in the early years of the Plan.
- d. All the typologies in the built-up area of Dover are shown as unviable, even without affordable housing. This a factor of all the sites being on previously developed land, so being subject to higher development costs and contingencies, and the lower values attributed to development in the town. The Council should be cautious about relying on these types of site in the early years of the Plan, and should only rely on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming.
- e. For the Strategic Sites, an allowance of £20,000 per unit is made for strategic infrastructure costs. At the time of this report the Council has not completed its assessment of the infrastructure requirements, so this is a figure that is used for illustrative purposes. On these sites, viability is constrained. To a large extent these findings are to be expected at this stage of the plan-making process as the delivery of any large site is challenging, so, rather than draw firm conclusions at this stage, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance (page 23):

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

In this context we particularly highlight paragraph 10-006 of the PPG:

... It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan....

PPG 10-006-20180724

Varied Developer Contributions

12.52 In the base appraisals an assumption of £4,000/unit is used for the general development with £20,000/unit for the Strategic Sites. A range of requirements is tested.



- 12.53 On average, across all the typologies, an increase in the Developer Contributions of £5,000/unit (applied to market and affordable housing) results in a fall in the Residual Value of about £175,000/ha, meaning that each additional £5,000/unit sought for developer contributions reduces the amount a developer can pay a landowner for a parcel of land by about £175,000ha.
- 12.54 The analysis suggests that, where there is a 30% affordable housing requirement, there is relatively limited capacity for development to bear significant developer contributions that are over and above £10.000/unit.
- 12.55 The Government published *White Paper: Planning for the Future* (MHCLG, August 2020) as various supporting documents. The key proposals are:

<u>Proposal 19</u>: The Community Infrastructure Levy should be reformed to be charged as a fixed proportion of the development value above a threshold, with a mandatory nationally- set rate or rates and the current system of planning obligations abolished.

<u>Proposal 21</u>: The reformed Infrastructure Levy should deliver affordable housing provision.

12.56 The above analysis should be given limited weight as the outcome of the Government's consultation is not yet known. Having said this, the appraisals indicate that the greenfield sites in the Higher and Medium Value areas may be able to bear a contribution of 10% of GDV, but elsewhere it would be less.

Costs Policies

- 12.57 The Council is considering a range of policy requirements. The cost of these have been considered individually and then cumulatively.
- 12.58 The cost of the individual policy requirements varies between the greenfield and the brownfield sites, largely because of the density assumptions, the brownfield sites being modelled at higher densities.
- 12.59 The cost of the increased water standard is very modest and unlikely to have an impact on viability. The costs of the Accessible and Adaptable Standards (Part M4 (2)) is generally about £20,000/ha when applied at all the new homes. The introduction of 5% Wheelchair Adaptable standards (Part M4 (3)), when combined with the remainder being Accessible and Adaptable, results in the cost increasing by about £35,000/ha.
- 12.60 Higher environmental standards also add to the costs of development. Seeking 10% Biodiversity Net Gain (in line with the Government's proposals) increases the costs of development by about £30,000/ha and, and a higher standard of 20% would cost about twice this. The cost of the Future Homes Standard is notably more with Option 1 (20% CO₂ saving) costing over £100,000/ha and Option 2 (31% CO₂ saving) adding 25% or so to this. The costs of brownfield sites (where costs are higher) is notably more. Adding 10% on site energy (a 'Merton' requirement) adds over £150,000/ha to the costs.
- 12.61 The cumulative costs of the various polices has also been considered.



12.62 The difference between the results are set out below, expressed as £/ha, being an indication of the amount that each combination of policies would impact on the maximum price a developer could pay a landowner.

Table 12.5a Cumulative Cost of Policy Requirements - £/ha						
Higher						
	Green	Brown	All			
Water	286	0	286			
Water + Opt1	104,054	0	104,054			
Water + Opt 1 + 10% BNG	131,540	0	131,540			
Water + Opt 1 + 10% BNG + 50% Pt M4(2)	140,725	0	140,725			
Water + Opt 1 + 10% BNG + 100% Pt M4(2)	149,910	0	149,910			
Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	166,844	0	166,844			
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	191,831	0	191,831			
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	220,534	0	220,534			
Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	251,768	0	251,768			
Medium						
	Green	Brown	All			
Water	276	390	314			
Water + Opt1	100,791	143,730	115,104			
Water + Opt 1 + 10% BNG	127,328	181,572	145,409			
Water + Opt 1 + 10% BNG + 50% Pt M4(2)	136,148	194,057	155,451			
Water + Opt 1 + 10% BNG + 100% Pt M4(2)	144,968	206,543	165,493			
Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	161,231	229,562	184,008			
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	185,354	263,964	211,557			
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	212,918	302,980	242,938			
Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	243,072	345,982	277,376			



Table 12.5b Cumulative Cost of Policy Requirements - £/ha						
Lower						
	Green	Brown	All			
Water	273	350	282			
Water + Opt1	99,685	120,023	101,945			
Water + Opt 1 + 10% BNG	125,930	151,616	128,784			
Water + Opt 1 + 10% BNG + 50% Pt M4(2)	134,667	162,806	137,793			
Water + Opt 1 + 10% BNG + 100% Pt M4(2)	143,404	173,995	146,803			
Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	159,513	194,625	163,414			
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	183,372	223,347	187,813			
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	210,675	258,313	215,968			
Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	240,498	294,215	246,467			
Dover Town						
	Green	Brown	All			
Water	0	528	528			
Water + Opt1	0	210,719	210,719			
Water + Opt 1 + 10% BNG	0	266,389	266,389			
Water + Opt 1 + 10% BNG + 50% Pt M4(2)	0	283,428	283,428			
Water + Opt 1 + 10% BNG + 100% Pt M4(2)	0	300,467	300,467			
Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	0	331,928	331,928			
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3)	0	382,623	382,623			
Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	0	436,015	436,015			
Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging	0	499,466	499,466			

12.63 The analysis shows that whilst the cost of some requirements is modest when treated in isolation, when added together the costs add up and are likely to add to the costs of development of about £250,000/ha on greenfield sites and £350,000/ha or more on brownfield sites. This impacts directly on the amount developers can bid for the land and still make an adequate return.

Varied Tenure Mix

12.64 The base appraisals are based on the Council's preferred tenure mix of 35% Intermediate Housing and 65% Affordable Rent. Not only may this change over time (as the Housing Market Assessment is updated), but this is an area of changing national policy with current requirements for 10% Affordable Ownership (where the 10% is of all the housing) and 25% First Homes (where the 25% is of the affordable housing only).



- 12.65 Preferring Social Rent to Affordable Rent has a substantial impact on the Residual Value. With a 30% affordable housing requirement (where between 20% and 30% of the affordable housing is Intermediate Housing) the Residual Value is about £200,000/ha less where the affordable housing for rent is provided as Social Rent rather than Affordable Rent. In addition, a 5% increase in the amount of Intermediate Housing / 5% decrease in the amount of affordable housing for rent results in an increase in the Residual Value of over £20,000/ha.
- 12.66 When it comes to the decision making process and determining planning applications, on sites were viability is challenging, it is recommended that consideration is given to adjusting the affordable housing mix as this can have a marked impact on the value of a site.
- 12.67 The 2019 NPPF (paragraph 64) sets out a policy for a minimum of 10% Affordable Home Ownership units on larger sites. 10% Affordable Home Ownership is the equivalent to a 33% / 67% tenure split at 30% affordable housing, so is broadly in line. As would be expected, 10% Affordable Home Ownership only has a very small impact on viability.
- 12.68 In February 2020, the Government launched a consultation on First Homes. The Government's *Changes to the current planning system Consultation on changes to planning policy and regulations* (MHCLG, August 2020) has provided some clarity in this regard.
- 12.69 Generally, the impact of changing the amount of First Homes from 20% to 25% or from 25% to 30% of all new homes is relatively small at less than £2,000/ha. This is to be expected as, in terms of the overall numbers of units on a site, these changes are minor. The consequence of seeking the First Homes to be sold at a greater discount than 30% is greater. Based on a 30% affordable housing target, each 10% increase in the discount (i.e. from 30% to 40% or 40% to 50%) results in a fall in the Residual Value of a little less than £40,000/ha.

Affordable Housing v Developer Contributions

- 12.70 The critical balance in the plan-making process is the balance between affordable housing and developer contributions. A further set of appraisals has been run with varied levels of developer contribution at different levels of affordable housing.
- 12.71 In the higher value area and on the greenfield sites in the medium value area, at 30% affordable housing, most sites can bear at least £10,000/unit (market and affordable) in developer contributions. These types of site represent over half the planned development (excluding the Strategic Sites)
- 12.72 In the lower value area, most development can bear 20% affordable housing and at least £5,000/unit developer contributions. The Strategic Sites, all of which are in this area, show similar results.

Commuted Sums

12.73 DDC's preference is for Affordable Housing to be delivered on-site.



- 12.74 It is sensible for councils to set out guidance as to how a commuted sum would be calculated so as to provide transparency, and to avoid the undue delays that might arise during s106 negotiations if details of a payment had to be developed from first principles on each occasion. The analysis provides a basis on which it would be possible to formulate appropriate arrangements for calculating the commuted sum.
- 12.75 We have adopted an approach to the calculation of the developer contribution, utilising the site viability analysis. It is based upon the contribution that the developer would have made if an on-site affordable contribution were delivered.
- 12.76 Paragraph 62 of the 2019 NPPF is clear that off-site provision or financial contribution in lieu 'can be robustly justified'. On this basis, the above calculations provide a sound basis for determining a commuted sum figure. There are two alternatives open to the Council. The first is to work to a published 'standard commuted sum payment'. If DDC were to take this option, we would recommend a £70,000/unit payment per affordable unit not delivered on-site.
- 12.77 Alternatively, the Council may prefer to calculate the commuted sum scheme-by-scheme as it does now. This has the advantage of being an figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units the difference being the commuted sum.

Preferred Policy Mix

12.78 In the proceeding analysis the impact of if the Council's policy options have been tested separably and cumulatively, and under various options, for example under different tenure mixes. Having discussed these with the Council a final set of appraisals has been run on the following assumptions.

a. Affordable Housing 30% (Intermediate Housing 35%, Affordable Rent 65%). Nil

rate in the built-up area of Dover

b. Design 95% Accessible and Adaptable - Category 2, 5%

Wheelchair Adaptable - Category 3

NDSS, Water efficiency, 10% Biodiversity Net Gain

Future Homes Standard – Option 2

- 12.79 The move to a zero affordable housing target in the built-up area is a significant shift in policy for the Council. Historically, limited amounts of affordable housing have been secured within the town.
- 12.80 There are two options available to the Council in this regard. The first is to continue with the 30% target and accept site specific viability assessments on a site by site basis as planning applications are submitted. Whilst such an approach would be allowable under the PPG, it is not recommended. Paragraph 10-008-20190509 of the PPG sets out that where 'a viability assessment is submitted to accompany a planning application this should be based upon and



refer back to the viability assessment that informed the plan; and the applicant should provide evidence of what has changed since then. The viability assessment shows such development is not viable, so the onus would logically fall on the Council to demonstrate a change in circumstances.

- 12.81 The second option is to set a zero target. Hopefully this will lead to development coming forward, which will, in turn, lead to an increase in prices. If there is evidence of a change in prices, the Council should review this aspect of the planning policy.
- 12.82 For now, the Council has decided not to require Electric Vehicle charging points. The viability analysis does indicate that most development can bear such requirements, however there are practical issues around industry standardisation and the additional costs are significant. Likewise, the Council is not opting to incorporate the 10% 'Merton' on-site generation for now.
- 12.83 It is acknowledged that there is a debate ongoing across the County about seeking biodiversity net gain over and above the 10% requirement being introduced through the Environment Bill. Whilst the viability evidence shows that the impact of this, in isolation, is relatively small, care must be taken when applying multiple layers of policy.
- 12.84 In taking this approach it remains necessary to be cautious about relying on the brownfield sites to in the early years of the Plan, and the Council should only count on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming, for example there is a recent planning consent.
- 12.85 In relation to the strategic sites, we reiterate our earlier comments. There is no doubt that the delivery of any large site is challenging so, rather than draw firm conclusions at this stage, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance (page 23):

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

12.86 In this context we particularly highlight paragraph 10-006 of the PPG:

... It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan....

PPG 10-006-20180724

12.87 A further set of appraisals has been run on this basis (including Developer Contributions of £4,000/unit on the typologies and £20,000/unit on the Strategic Sites).



	Table 12.6a Residential Development – Residual Values v BLV Higher and Strategic Sites - Recommended Policy Mix					
			Existing Use Value	Benchmark Land Value	Residual Value	
Site 2	Large Green 150	Higher	22,500	422,500	737,758	
Site 3	Medium Green 80	Higher	22,500	422,500	726,660	
Site 4	Medium Green 40	Higher	22,500	422,500	712,200	
Site 6	Medium Green 20 LD	Higher	22,500	422,500	656,318	
Site 7	Small Green 12	Higher	50,000	450,000	1,208,011	
Site 8	Small 8	Higher	50,000	450,000	1,332,486	
Site 9	Small 6	Higher	50,000	450,000	1,424,183	
Site 10	Small 3	Higher	50,000	450,000	2,266,804	
Site 22	Sth Aylesham	Aylesham	25,000	425,000	56,220	
Site 23	Nth Aylesham	Aylesham	22,500	422,500	47,286	
Site 24	Whitfield	Whitfield	22,500	422,500	-27,494	
Site 25	Whitfield Plus	Whitfield	22,500	422,500	-34,764	

Table 12.6b Residential Development – Residual Values v BLV Medium - Recommended Policy Mix					
			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Large Green 400	Medium	22,500	422,500	601,547
Site 2	Large Green 150	Medium	22,500	422,500	666,177
Site 3	Medium Green 80	Medium	22,500	422,500	657,122
Site 4	Medium Green 40	Medium	22,500	422,500	640,983
Site 5	Medium Green 20	Medium	22,500	422,500	639,110
Site 6	Medium Green 20 LD	Medium	22,500	422,500	593,393
Site 7	Small Green 12	Medium	50,000	450,000	1,208,011
Site 9	Small 6	Medium	50,000	450,000	1,424,183
Site 16	PDL 30	Medium	1,200,000	1,440,000	510,488
Site 18	PDL 12	Medium	1,200,000	1,440,000	985,823
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	1,342,463
Site 20	PDL 6	Medium	1,200,000	1,440,000	2,798,849



	Table 12.6c Residential Development – Residual Values v BLV						
	Lower - Recommended Policy Mix						
	Existing Benchmark Residence Use Value Land Value Value						
Site 1	Large Green 400	Lower	22,500	422,500	342,009		
Site 2	Large Green 150	Lower	22,500	422,500	379,854		
Site 3	Medium Green 80	Lower	22,500	422,500	378,970		
Site 4	Medium Green 40	Lower	22,500	422,500	356,112		
Site 5	Medium Green 20	Lower	22,500	422,500	348,367		
Site 6	Medium Green 20 LD	Lower	22,500	422,500	341,690		
Site 7	Small Green 12	Lower	50,000	450,000	614,913		
Site 8	Small 8	Lower	50,000	450,000	715,942		
Site 18	PDL 12	Lower	1,200,000	1,440,000	900,712		

	Table 12.6d Residential Development – Residual Values v BLV							
	Dover Town - Recommended Policy Mix							
	Existing Benchmark Residu Use Value Land Value Value							
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,491,088			
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-2,141,358			
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,840,915			
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,472,951			
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,290,731			
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-4,022,086			
Site 18	PDL 12	Dover	1,200,000	1,440,000	-897,613			
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-2,160,620			

Source: HDH (September 2020)

Older People's Housing

- 12.88 As well as mainstream housing, we have considered the Sheltered and Extracare sectors separately. Appraisals were run for a range of Affordable Housing requirements.
- 12.89 In the case of Sheltered housing, the appraisals produce a residual value that is over the BLV at 30% Affordable Housing on greenfield sites, but only 5% on brownfield sites. In the case of Extracare housing, the Residual Value does not exceed the BLV, even without Affordable Housing.
- 12.90 Care should be taken when considering additional policy requirements in this sector. When considering the above, it is important to note that paragraph 10-007-20180724 of the updated PPG specifically anticipates that the viability of specialist older people's housing will be



considered at the development management stage. It is therefore not necessary to develop a specific Affordable Housing policy for Sheltered and Extracare Housing.

Non-Residential Development

- 12.91 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability, we have used the same methodology with regard to the Benchmark Land Value (EUV 'plus').
- 12.92 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward, and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development, and what planning applications are being determined and on what basis.

Employment uses

- 12.93 To a large extent the above results are reflective of the current market. Office development and industrial are both shown as being unviable, however this is not just an issue here, a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward (and it is coming forward, for example at the White Horse Business Park at Dover and at the Discovery Park at Sandwich), it tends to be from existing businesses for operational reasons.
- 12.94 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long term view as to the direction of the market based on the prospects of an area and wider economic factors. The limited development that is coming forward in the area is largely user-led, being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 12.95 It is clear that the delivery of the employment uses is limited. We would urge caution in relation to setting policy requirements for employment uses that would impact on viability.



Retail and Hotel Development

- 12.96 Prime retail (which is relatively limited in the District) and the larger format retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin, however, as would be expected, the smaller format secondary retail is not.
- 12.97 Hotel development is shown as viable.

Community Infrastructure Levy

12.98 The brief for this project Whole Plan Viability Study did not extend to making an assessment of the capacity of development to bear CIL. There is uncertainty as to whether or not CIL will remain an option for funding infrastructure. The analysis suggests that there is some capacity to introduce CIL in the higher and medium value areas, but less scope in the lower value areas and on the brownfield sites. At this stage we would suggest that the Council is cautious about proceeding with CIL, but reconsiders this as and when the Government's plans in this regard have been clarified

Conclusions

- 12.99 The Dover District Council area has a vibrant and active property market, although some areas, particularly those associated with the town of Dover, do have challenges. All types of residential and non-residential development are coming forward and only in a few cases they are not delivering the full policy requirements for affordable housing. Viability testing is a quantitative and a qualitative process, and one that involves judgment. It is our recommendation that the Council revisits its housing policy and moves to the following total policy requirement.
- 12.100 It is suggested that the following approach is adopted.

a. Affordable Housing 30% (Intermediate Housing 35%, Affordable Rent 65%). Nil

rate in the built-up area of Dover

b. Design 95% Accessible and Adaptable – Category 2, 5%

Wheelchair Adaptable - Category 3

NDSS, Water efficiency, 10% Biodiversity Net Gain

Future Homes Standard - Option 2

- 12.101 Policy requirements at this level, generally allows for developer contributions of at least £4,000 per unit, and in many cases, significantly more. In taking this approach it remains necessary to be cautious about relying on the brownfield sites to in the early years of the Plan, and the Council should only count on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming, for example there is a recent planning consent.
- 12.102 In relation to the strategic sites, we reiterate our earlier comments. There is no doubt that the delivery of any large site is challenging so, rather than draw firm conclusions at this stage, it



is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance (page 23):

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

12.103 In this context we particularly highlight paragraph 10-006 of the PPG:

... It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan....

PPG 10-006-20180724

- 12.104 Whilst some of the non-residential uses are not viable, they are not rendered unviable by the cumulative impact of the Council's policies, rather by the general market conditions. The employment uses (office and industrial) are coming forward.
- 12.105 There is uncertainty around the impact of Covid 19 and Brexit on the economy. It is important that the Council monitors these changes as they occur and if necessary, makes any required changes.



Appendix 1 – Project Specification

1. Introduction and background information

- 1.1. Dover District Council is in the process of producing a new Local Plan and wishes to appoint consultants to undertake a Whole Plan Viability Appraisal of the draft Local Plan (reg 18).
- 1.2. The new Local Plan will replace the Dover District Core Strategy (2010) and the Land Allocations Local Plan (2015). At this time, the proposed consultation on the draft Local Plan (reg 18) is anticipated no later than January 2021
- 1.3. The purpose of the Viability Appraisal is to test the deliverability of the Local Plan to ensure that the sites identified in the Plan are not subject to a scale of planning obligations and policy requirements that render them undeliverable.
- 1.4. The Viability Appraisal is to take account of all policy and infrastructure requirements and all potential housing and commercial development in the District. The completed Viability Appraisal will form part of the evidence base for the Local Plan Review and help to demonstrate its deliverability.
- 1.5. The Viability Appraisal will also review the level of section 106 costs and the level of affordable housing that would allow the funding of infrastructure and meet needs without putting at risk the economic viability of development in the District.
- 1.6. Overall, the Viability Appraisal will make recommendations based upon striking a balance between supporting section 106 costs to fund infrastructure, providing affordable housing to meet housing need as identified within the SHMA and balancing the policy aspirations of the Council against the economic viability of development in Dover District.

2. The Commission

- 2.1. In undertaking the Whole Plan Viability Appraisal, the Consultants will be expected to take account of the provisions of the National Planning Policy Framework 2019 (NPPF) and the most recent iterations of the PPG and follow the guidance within Viability Testing in Local Plans Advice for planning practitioners (LGA/HBF Sir John Harman) June 2012 (known as the Harman Guidance).
- 2.2. If during the life of the proposed assessment updated RICS Guidance is published as anticipated, the consultants will be expected to adjust the methodology as appropriate and necessary (in agreement with the Council).
- 2.3. The consultant should use an established model or develop a bespoke model to test and appraise the impact of the Pre-Submission Local Plan on the viability of development, having regard to the requirements of the NPPF, as set out in paragraphs 34, 57 and 76 and national guidance contained within the NPPG.
- 2.4. The consultant will be expected to use a standard residual valuation approach to test the impact on viability of the Council's policies.

Appraisals should:

- Assess local economic and housing market conditions and land values, both present and historic.
- Assess local development conditions and delivery.
- Review national and local policy concerning Local Plan Viability and undertake a policy sifting exercise to determine which Local Plan policies have the potential to impact on viability and therefore need to be tested as part of the viability appraisals.



- Consult with key stakeholders to agree the approach to the study and the assumptions
 made in the appraisals. It should be clear in submission how this consultation is to take
 account of the restrictions surrounding the current Covid-19 situation.
- Appraise a number (to be agreed) of development typologies, reflecting a range of sales values/capital values and also sizes/types of development and densities of development across the District. The typologies will be modelled based on discussions with Council officers, the existing available evidence, and on the Consultants experience of development.
- Test the viability of up to 5 strategic housing sites put forward as part of the Local Plan to understand the cumulative impact of the Council's policy requirements on these sites including affordable housing, on-site Section 106 obligations and on-site infrastructure and sustainability measures.
- Analyse the appraisal outputs and assess the results.
- Conduct sensitivity analysis on the results to assess the impact of potential future variations in key assumptions including, but not limited to, sales values and build costs. The aim of which is to avoid the need to fully update the study, and to take into account the current uncertainty regarding COVID-19.
- Make recommendations to the Council where emerging policy requirements may need to be adjusted to ensure that the plan is viable and deliverable.

3. The Programme

- 3.1. The commission should be undertaken in accordance with the programme set out below. Consultants submissions should set out how each stage of the programme will be addressed (i.e. methodology), a timetable for the work (broken down into stages), who will undertake the work, and the number of hours attributable to each stage. A stage payment plan should also be submitted for agreement with the Council.
- 3.2. The Commission should be concluded within 3 months of the commission date. In order to achieve this timetable, Consultants submitting a response will need to demonstrate in their submission how they intend to actively project manage the commission. Progress from one key stage to the next will however be dependent on approval from Dover District Council.
- 3.3. Meetings referred to below, unless otherwise agreed, are to be held virtually via Microsoft Teams software. The main contact for the study will be Richard Thompson, Principal Infrastructure Planner at Dover District Council.

Stage 1 - Preparatory Data Gathering

- 3.4. Once the contract has been issued the consultant will be expected to swiftly examine economic trends at a national level and assess how these are influencing local economic and housing market conditions in the Dover District, building upon the work undertaken as part of the Dover Strategic Housing Market Assessment.
- 3.5. This will include researching and summarising recent transactions, based on planning consents over the last few years and price paid information from the Land Registry.
- 3.6. The consultant will also be required to undertake a policy sifting exercise to identify which national and local planning policies have cost implications for development and should there be included within the appraisals.

Stage 2 - Inception Meeting

- 3.7. As soon as is practicable following the issue of the contract, the Consultant will be required to conduct an inception meeting with the Council to agree:
 - any refinement or detailed clarification of the brief which may be appropriate;
 - the methodology for the study;



- key assumptions to be included within the viability appraisals;
- the number and detail site typologies to be tested;
- a range of scenarios to ensure appropriate sensitivity testing
- the level of section 106 costs to use in appraisals;
- the 5 local plan strategic housing sites to appraise;
- Consultation the structure, format and presentation of the final report;
- evidence to be appraised and further information required; and other issues relevant to the work
- 3.8. The Consultant will be expected to produce a note of the inception meeting for agreement with the Council.

Stage 3 - Stakeholder Consultation

- 3.9. The consultant will be expected to consult with key stakeholders and representatives from the development industry (i.e. local agents, housebuilders, land owners) to agree the approach to the study and the assumptions to be included in the appraisals.
- 3.10. In responding to this brief, the consultant should be clear around how this consultation will be conducted in view of the restrictions surrounding the current Covid-19 situation.
- 3.11. The findings from the consultation should be written up and included within the report

Stage 4 – Development Appraisals

- 3.12. The consultant will be required to undertake development appraisals for the range of development typologies, reflecting a range of sales values/capital values and also sizes/types of development and densities of development across the District.
- 3.13. The Council will agree the typologies with the Consultant at the inception meeting. The typologies will be based on a review of historic planning applications carried out by the Council to ensure the appraisal typologies reflect the range of actual developments within the District.
- 3.14. The Council will also agree a range of scenarios and changes in price and costs to be tested that ensures appropriate sensitivity testing.
- 3.15. The consultant should use an established model or develop a bespoke model to test and appraise the impact of the draft Plan on the viability of development,
- 3.16. The appraisals should review current residential and non-residential markets, land prices and development costs, together with planning policy requirements, including emerging carbon standards, differential levels and tenures of affordable housing needs and infrastructure required of development. A matrix of variables should be drawn from these assumptions. These may include but should not be limited to:
 - Varying market conditions over the 20 year period 2020 to 2040.
 - Varying Existing Use Values across the District, considering the land uses outlined in the site typologies;
 - Range of average dwelling sizes;
 - Infrastructure priorities;
 - Differing affordable housing rates and tenure mixes.
- 3.17. Appraisals should include, but not limited to:
 - Residential sales values
 - Housing mix
 - Affordable Housing tenure and values
 - Build costs
 - Professional fees
 - Development finance
 - Marketing costs
 - S106 costs



- Development and sales periods
- Developer profit
- Exceptional costs
- Benchmark land values
- Take into account any relevant future changes to regulation or policy (either national or local) if known and consider any likely impact on current costs.

Stage 5 - Development Appraisals - Local Plan Housing Sites

- 3.18. Using the same approach as set out above consultants will then be required to test the viability of up to 5 strategic sites put forward as part of the Local Plan, to understand the cumulative impact of the Council's policy requirements on these sites including affordable housing, on-site Section 106 obligations and on-site infrastructure and sustainability measures.
- 3.19. The sites to assess and assumptions to include in the development appraisal will be agreed as part of the inception meeting. The findings of these appraisals should be presented within the final report.

Stage 6 – Analysis of appraisal outputs and assessment of results

3.20. Following the completion of the development appraisals at stages 5 and 6 the consultant will be required to analyse the appraisal outputs and assess the results. The findings of this work should be presented within the final report.

Stage 7 - Officer meeting

- 3.21. A meeting with officers will be held to discuss the findings from the development appraisals and discuss any recommendations that will be made by the study.
- 3.22. If required consultants will need to conduct a degree of sensitivity analysis on the appraisals undertaken This should be agreed with the Council first however and the findings of any sensitivity analysis should be included within the final report.

Stage 8 - Presentation to Members

- 3.23. The Consultants will be required to present the key findings from the appraisal outputs and sensitivity testing to the Local Plan Project Advisory group.
- 3.24. The Consultant will be expected to produce a note of this meeting for agreement with the Council and take on board any comments made when amending the study.

Stage 9 - Issue Draft Report

- 3.25. The Consultant will issue the Council with the draft Local Plan Viability Study for consideration.
- 3.26. The report should make recommendations to the Council where emerging policy requirements may need to be adjusted to ensure that the plan is viable and deliverable.
- 3.27. The report should be in word form, so officers can use track changes to make amendments as required.

Stage 10 – Completion of final report

3.28. The Consultant will complete the final report (subject to any amendment/ augmentation agreed above at stages) and provide to the Council in hard copy and electronic format. The structure, format and presentation of the report will have been agreed at the inception meeting.



KEY DATESStageKey DatesStage 1 – Inception MeetingJune 2020Stage 3 – ConsultationJuly 2020Stage 8 – Meeting with OfficersTBCStage 8 – Presentation to MembersTBCStage 9 – Issue Draft StudyTBCStage 10 – Completion of final reportSeptember 2020





Appendix 2 – Consultees

Invitees

AAH Planning Consultants Abbey Developments

Barretts

Barton Willmore

Bathurst Partners
BEK Builders
Bidwells
Bloomsfield
Bovis Homes

Bride Hall Developments

BTF Partnership BWD Homes Carter Jonas CGI Plc CL Architects

Coal Authority (as Landowner)

Colebrook Sturrock
Country House Homes
DC Architecture Ltd

DDC - Head of Assets and Building Control DDC - Housing Development Manager

Deloitte
DHA Planning
Discovery Park

Dover Harbour Board Dover Innovation Centre Eastern & Wychwood Ltd Energy Ark Limited

English Rural

Eythorne Parish Council (as Landowner)

EZ Plans Finns Finn's

Foster and Payne
George Webb Finn
Gladman Developments
Goddard Planning Consultancy
Greenlight Developments
Habinteg Housing Association

Halsbury Homes Hobbs Parker

Home Builders Federation

Homes England Hume Planning Jarvis Homes

Kitewood
Kitewood Homes
Lambert and Foster
Lee Evans Planning
McCarthy and Stone

Miller and Bradley

Moat

MOD (as Landowner)

Nonington Parish Council (as Landowner)

Octavia estates
Orbit Housing
Penshurst Planning
Pentland Homes
Pentland Homes
Pentland Homes
Persimmon Homes
Peter Jackson Architects

Plain View Planning

Planning Works (on behalf of Wingham

Heritage Ltd)

Preston Parish Council (as landowner)

Quinn Estates RAMAC Group Rebus Planning Red House Design Richborough Estates

Sage Housing

Savills

Sherwood Architects

Site Promoter/Owner HELAA Ref CAP009
Site Promoter/Owner HELAA Ref CAP011
Site Promoter/Owner HELAA Ref DOV012
Site Promoter/Owner HELAA Ref DOV029
Site Promoter/Owner HELAA Ref EAS011
Site Promoter/Owner HELAA Ref EYT001
Site Promoter/Owner HELAA Ref EYT001
Site Promoter/Owner HELAA Ref GUS001
Site Promoter/Owner HELAA Ref HOU004
Site Promoter/Owner HELAA Ref LAN003



Site Promoter/Owner HELAA Ref LYD001
Site Promoter/Owner HELAA Ref NOR003
Site Promoter/Owner HELAA Ref PRE001
Site Promoter/Owner HELAA Ref SAN008
Site Promoter/Owner HELAA Ref SAN010
Site Promoter/Owner HELAA Ref SAN019
Site Promoter/Owner HELAA Ref SHO004
Site Promoter/Owner HELAA Ref STA003
Site Promoter/Owner HELAA Ref STA009
Site Promoter/Owner HELAA Ref STM003
Site Promoter/Owner HELAA Ref TIL001
Site Promoter/Owner HELAA Ref WHI002
Site Promoter/Owner HELAA Ref WHI005

Site Promoter/Owner HELAA Ref WIN003
Site Promoter/Owner HELAA Ref WIN004
Site Promoter/Owner HELAA Ref WOR007
Southern Housing Group
Strutt and Parker
Sunningdale Developments
TechFort
Town and County Housing
Turner Jackson Day Architects
Vision Millar Architects
Wesk Kent Housing
Winter BHP



Appendix 3 – Consultation Questionnaire

The pages in this appendix are not numbered.





Name	
Firm / Developer	
On behalf of	
Site	
Date	

Dover District Council Whole Plan Viability Study - Summer 2020 Consultation

- 1. Dover District Council (DDC / the Council) is in the process of producing a new Local Plan that will set out the future spatial strategy for the District, and will include sites for allocation. HDH Planning & Development Ltd has been appointed to consider viability as required by the NPPF and PPG. HDH have prepared the attached, early draft report, for consultation with members of the development industry (in line with the Guidance and best practice).
- 2. A pre-consultation draft report has been prepared for comment. It is an early working draft setting out the proposed methodology, modelling and assumptions. It is inevitable that some of these will change as a result of the consultation. This early draft report does not include results or recommendations, these will be included following feedback on the base assumptions and thus ensure that the analysis is firmly based and robust.
- 3. This questionnaire is being circulated to landowners, site promoters, developers, housing associations, agents and others involved in the local development markets. Consultees are invited to comment on any aspect of this draft report. This questionnaire has been prepared to facilitate comments, however there is no specific need to use the questionnaire form, or to limit the responses to the particular questions or topics.
- 4. The pre-consultation draft report sets out the evidence as collated by HDH. It draws on a wide range of sources. It is important that responses submitted through this consultation are supported by evidence. Comments that simply observe a particular assumption is too low are too high are not helpful in establishing the correct assumption. Responses need to be supported by evidence, or alternatively point to sources of evidence that HDH can draw on and use to evidence the changes made in the next iteration of this viability assessment.
- 5. Please do not feel that you need to comment to all aspects of the report please comment of those areas where you have expertise. Where there are areas of agreement it is useful for these to be acknowledged.
- 6. Please return to regenerationdelivery@dover.gov.uk by midday Friday 28tth August 2020.
- 7. The pre-consultation report is set out in Chapters as follows:

- 8. This chapter sets out the context to this report.
- 9. It is important to note that the HDH is a firm of Chartered Surveyors and is therefore regulated by the RICS. The report is prepared in line with the requirements of *Financial viability in planning: conduct and reporting. 1st edition, May 2019.* It is mandatory for Chartered Surveyors to follow this guidance, including surveyors responding to this consultation.
- 10. Please provide any comments on the context and scope of the project.

Context	
Response.	

Chapter 2

- 11. This chapter sets out the approach to viability testing, including a review of the requirements of the 2019 NPPF the updated PPG and the CIL Regulations.
- 12. Please provide any comments on the overall approach taken.

Regulation and Framework.	
Response.	

Chapter 3

- 13. This chapter sets out the methodology used.
- 14. Please provide any comments with regard to the methodology used, including the use of the 'Existing Use Value Plus' approach.

Methodology		
Response.		

Chapter 4

16.	The market housing assumptions are set out in Table 4.7.
15.	This chapter sets out an assessment of the housing market, including market and affordable housing, with the purpose of establishing the worth of different types of housing in different geographical areas. Please provide any comments on the assumptions proposed, providing evidence to support the comments made:

Response.	
Coponico.	
he value assi	umptions for the Build to Rent sector are set out in paragraph 4.51.
_	
Build to Rent	Housing Values
Response.	
•	
he affordable	e housing assumptions are set out in paragraphs 4.58, 4.66 and 4.67.
Affordable Ho	ousing Values
	, dailig values
Response.	

19. The assumptions for specialist older peoples housing are set out in paragraph 4.74.

Older Peoples Housing Values
Response.

20.	This chapter includes an assessment of the	e non-residential market. The assumptions for non-
	residential uses are set out in Table 5.1.	Are these in line with your understanding of the
	market?	

Non-Residential Values	
Response.	

Chapter 6

- 21. This chapter includes an assessment of the approach to Existing Use Value and to establishing Benchmark Land Value.
- 22. The EUV assumptions are set out in Table 6.4. Are these in line with the current market?

EUV Assumptions		
Response.		

23. The BLV assumptions are set out in Paragraph 6.31. Does the BLV provide an adequate landowner's premium? If not, why not, and what assumption should be used – and why?

BLV Assumptions
Response.

Construction and Development Costs
Response.
Chapter 8
This chapter includes a summary of the policy options that apply to new development, together with our understanding of how they may be implemented and whether they add to the costs of development.
Does this correspond to the working of the policies on the ground?
Current local policy requirements
Response.

Emerging national policy requirements

Response.

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The modelling is based on the expected development over the period until the Local Plan i reviewed.
Do the typologies reflect the expected range of residential development?
Typologies
Response.
The assessment includes the modelling of the strategic sites, based on high level information is this a sound approach, if not why not?
Strategic Sites
Response.
Do the assumptions (such as gross/net and density) reflect local practice?
Do the assumptions (such as gross/net and density) reflect local practice? Modelling Assumptions
Modelling Assumptions
Modelling Assumptions
Modelling Assumptions
Modelling Assumptions Response.
Modelling Assumptions Response. Several non-residential uses have been modelled, do others need to be included?
Modelling Assumptions Response. Several non-residential uses have been modelled, do others need to be included? Non-residential development modelling assumptions
Modelling Assumptions Response. Several non-residential uses have been modelled, do others need to be included? Non-residential development modelling assumptions

- 33. In due course this chapter will set the results of the appraisals and consideration of residential development. It is planned to test the following scenarios:
 - a. Differing affordable housing tenure mixes.
 - b. Affordable Housing Mix
 - c. Starter Homes and First Homes.
 - d. Part M of Building Regulations (Accessible and Adaptable etc).
 - e. Construction standards and the move towards zero carbon.
 - f. Developer contributions.
 - g. Biodiversity net gain as envisaged by national policy direction.
 - h. CIL
 - i. Impact of changes in costs and values.
 - j. Specialist Older Peoples housing.
- 34. Should further sensitivity testing be carried out?

Development Scenarios and Sensitivity Testing	
Response.	

Chapter 11

35. In due course this chapter will set the results of the appraisals and consideration of residential development.

Chapter 12

- 36. In due course this chapter will set out the findings and recommendations.
- 37. Thank you for your assistance with this consultation. Please return this questionnaire (or other response to regenerationdelivery@dover.gov.uk by midday Friday 28tth August 2020.

Appendix 4 – Consultation Presentation





Local Plan Whole Plan Viability Study Consultation Event

18th August 2020



To avoid sound interference please Mute your microphones.



Please use the Chat icon to ask questions.

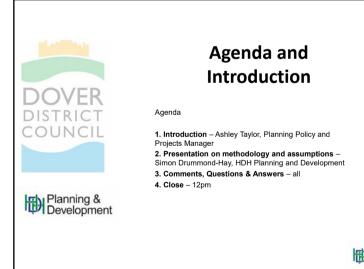
The panel includes:

Ashley Taylor, Planning Policy and Projects Manager, DDC Richard Thompson, Principle Infrastructure Planner, DDC Simon Drummond-Hay, HDH Planning & Development



1

2





Whole Plan Viability Update

Consultation - Methodology, Assumptions

18th August 2020



3

4

Agenda

2019 NPPF, PPG and Guidance

Methodology

- Harman Guidance / RICS Guidance / PPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test

Moving Forward



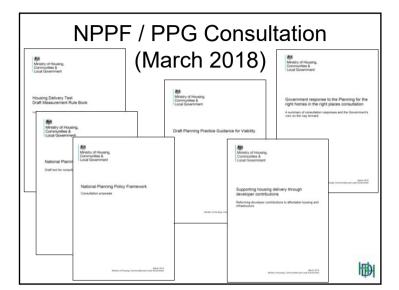
Key issue

- Delivery of the new Local Plan
- Reduced scope for viability testing at Development Management.
 - Based on 'changes since the plan was brought into force' and 'should be based upon and refer back to the viability assessment that informed the plan'

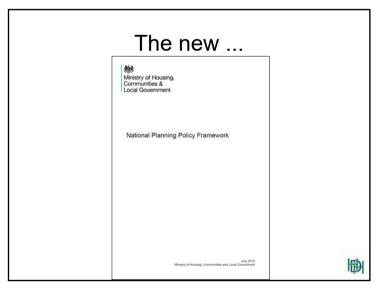
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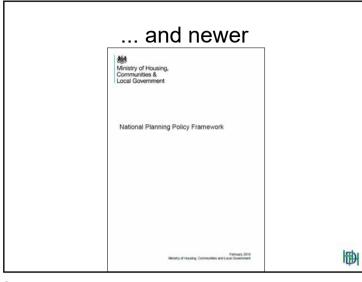




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6



9

The Future? PLANNING FOR THE FUTURE WHAT Paper August 2019

2020 White Paper

- · New updated 'Standard Method'
- · Reform of developer contributions
- First Homes
 - Options not specifics
 - Don't directly impact on viability (yet)



11

The big change...

2012 NPPF

173

... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.

174

the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle

PPG 2018 / 2019

10-009-20190509

... ensure policy compliance and optimal public benefits through economic cycles...

10-010-20180724

and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.

2012 NPPF - Footnote 11

11 To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence that schemes will not be implemented within five years, for example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.

2019 NPPF - glossary

Deliverable: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:

- a) sites which do not involve major development and have planning permission, and all sites with detailed planning permission, should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within five years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).
- b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.

PPG Viability in plan making

- 10-003 based on 'Typologies'
- 10-004 use average costs and values
- 10-005 strategic sites individually
- 10-006 consultation



13

2014 PPG 10-001

... plans should be deliverable and that the sites and scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened....

2019 PPG 10-001

...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106...

2019 PPG 10-002

It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers.

PPG Standardised inputs

• 10-010

15

- viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission
- 10-011 GDV
 - average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data



PPG Land Value 10-013

Benchmark Land Value (BLV)

=

Existing Use Value (EUV) 'plus a premium for the landowner'



17

PPG BLV - 10-014

- Based on EUV
- · Allow for a premium to the landowner
- Reflect abnormal costs, site specific infrastructure and fees
- Be informed by market evidence from policy compliant schemes
 - In plan making, the landowner premium should be tested and balanced against emerging policies.



PPG Landowners' Premium

10-016

 The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.



19

PPG Developer's Return

- 10-018
 - For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. ... A lower figure may be more appropriate in consideration of delivery of affordable housing ...



Abnormal and IDP Costs

- Normal abnormals v abnormal abnormals
- Site Infrastructure Costs

'These costs should be taken into account when defining benchmark land value'.

Are reflected in a lower land price! But when is it too low?

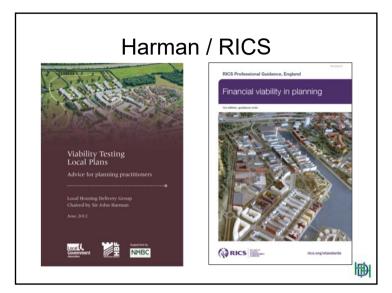


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'New' / Current issues – for this project

- · Cumulative impact of policy
- Greater emphasis on plan making stage only include deliverable sites
- Reduced scope for viability at application stage
- Greater transparency

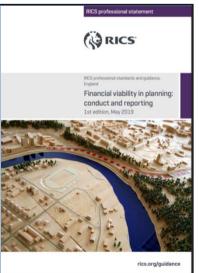




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22

RICS Guidance - so what?

- · mandatory for Chartered Surveyors
- with objectivity, impartially and without interference and with reference to all appropriate available sources of information
- · include instructions
- · no performance-related or contingent fees
- presumption is that a viability assessment should be published in full
- a non-technical summary
- · incudes appropriate sensitivity testing
- · responsible for sub-contractors / specialists
- (value engineering)



25

Engagement Phases Review existing evidence Agree model & assumptions Agree model & assumptions Commissioned, technical support from consultants Review outputs, revise inputs Review outputs, revise inputs

Methodology

- Modelling
 - Typologies
 - Residential, employment, retail
- Appraisals
 - Residual Value v EUV Plus

27

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27

Standard Viability Test - Residual Value

STEP 1

Gross Development Value

(The combined value of the complete development) LESS

Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

RESIDUAL VALUE

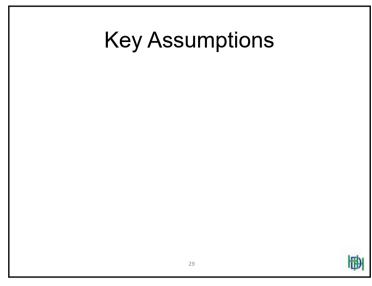
STEP 2

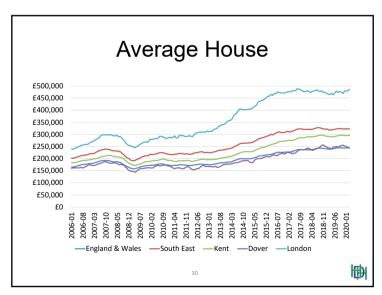
Residual Value v Existing / Alternative Use Value

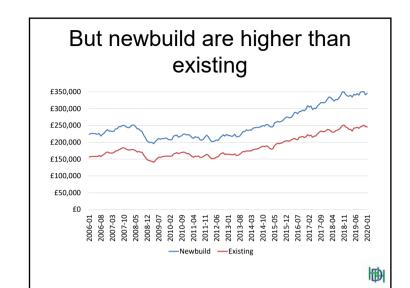
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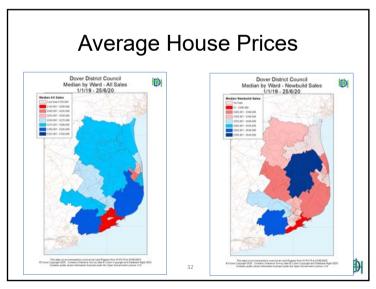


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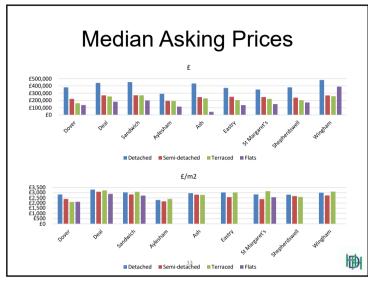


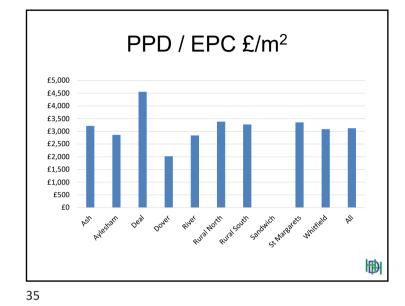




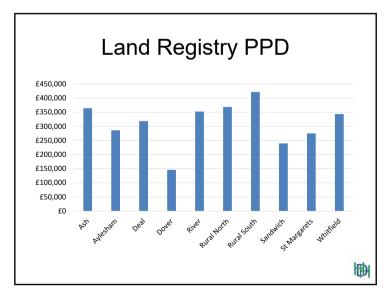


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Price Assumptions (£/m²)

Table 4.7 Pre-cons	sultation Reside	ential Typology	Price Assumption	ons (£/m²)
	Coastal Towns	North	Aylesham and	Dover Town
	and South		N&W Dover	
Brownfield	£3,350		£3,200	£2,300
Urban Flatted Schemes	£5,000		£3,300	£2,300
Large Greenfield Sites	£3,600	£3,170	£3,200	
Medium Greenfield				
Sites	£3,600	£3,170	£3,200	
Small Greenfield Sites	£3,750	£3,500	£3,200	



37

Build to Rent

	Table 4.10 Capita	alisation of Priva	ate Rents	
	1 bed	2 bed	3 bed	4 bed
Gross Rent (£/month)	£488	£938	£1,079	£1,800
Gross Rent (£/annum)	£5,850	£11,261	£12,953	£21,600
Value	£117,000	£225,210	£259,050	£432,000
m ²	50	70	84	97
£/m ²	£2,340	£3,217	£3,084	£4,454



Affordable Housing

· Affordable Rent

LHA CAP; Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.25%

=£1,930/m²

Social Rent

Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.25%

=£1,270/m²

Intermediate

50% Share; Rent 2.75%

= 70% OMV



39

Older Peoples Housing

			0
	Table 4.17 Worth of Sh	neltered and Extracare	
Dover	Area (m²)	£	£/m²
3 bed semi-detached		£250,000	
1 bed Sheltered	50	£187,500	£3,750
2 bed Sheltered	75	£250,000	£3,333
1 bed Extracare	65	£234,375	£3,606
2 bed Extracare	80	£312,500	£3,906
Deal	Area (m ²)	£	£/m²
3 bed semi-detached		£310,000	
1 bed Sheltered	50	£232,500	£4,650
2 bed Sheltered	75	£310,000	£4,133
1 bed Extracare	65	£290,625	£4,471
2 bed Extracare	80	£387,500	£4,844
Sandwich	Area (m ²)	£	£/m²
3 bed semi-detached		£255,000	
1 bed Sheltered	50	£191,250	£3,825
2 bed Sheltered	75	£255,000	£3,400
1 bed Extracare	65	£239,063	£3,678
2 bed Extracare	80	£318,750	£3,984
Aylesham	Area (m ²)	£	£/m²
3 bed semi-detached	` ,	£245,000	
1 bed Sheltered	50	£183,750	£3,675
2 bed Sheltered	75	£245,000	£3,267
1 bed Extracare	65	£229,688	£3,534
2 bed Extracare	80	£306,250	£3,828

Table 5.1 Commercial Values £/m² 2019 Rent Yield Rent free Assumpti £/m² period on 1.0 £2,498 £2,500 Offices - Large 6.75% £180 £180 8.00% 1.0 £2,083 £2,100 Offices - Small Industrial - Large £100 1.0 £1,335 £1,335 7.00% £1,019 Industrial - Small £100 9.00% 1.0 £1,335 Retail - Central 1.0 £3,931 £4,000 £250 6.00% Retail 9.00% 1.0 £1,325 £1,200 £130 (elsewhere) Supermarket £280 5.00% 1.0 £5,333 £5,300 Retail warehouse £200 6.00% 2.0 £2,967 £3,000 Hotel (per room) £5,000 5.00% 0.0 £4,049 £4,050 臣

Land Registry Prices Paid

Recently consented sites

Planning Ref	Site	ha	All Units	Affordable %	Price Paid	£/ha	£/unit
DOV/14/00240	EASTRY HOSPITAL, MILL LANE, EASTRY	3.36	100	10.00%	£1,700,000	£505,952	£17,000
DOV/16/01247	LAND AT WHETE POST FARM, SANDWICH ROAD, ASH	1.21	30	30.00%	No PPD		
DOV/18/00300	AYLESHAM SPORTS CLUB, BURGESS ROAD, CANTERBURY	0.22	19	0.00%	£191,500	£870,455	£10,079
DOV/16/01328	IAND TO THE REAR OF ARCHERS COURT ROAD, WHETFIELD	1.66	28	30.00%	£11,999	£7,228	£429
DOV/17/00892	FORMER GREYHOUND PUBLIC HOUSE, DORMAN AVENUE SOUTH, AYLESHAM	0.27	17	0.00%	£950,000	£3,518,519	£55,882
OOV/17/01114	LAND AT LYING TO THE SOUTH WEST OF WELLS FARM, EASTRY, SANDWICH	2.54	50	30.00%	£1,723,700	£678,622	£34,474
DOV/16/01450	LAND AT FERNFIELD LANE, HAWKINGE	2.1	19	31.58%	No PPD		
00V/17/00826	LAND AT WEIGHSIDE HOUSE, SANDWICH ROAD, WHETFIELD	0.91	14	0.00%	£1,150,000	£1,263,736	£82,143
00V/18/00125	EAST STUDDAL NURSERIES, DOWNS ROAD, EAST STUDDAL		tba	#VALUE!	No PPD		
17/01530	LAND TO THE REAR OF MATTHEWS CLOSE & SOUTHWALL ROAD, DEAL	2.56	63	15.87%			
DOV/18/01322	LAND AT THE MAGISTRATES COURT, PENCESTER ROAD, DOVER CT16 18S	0.3	46	0.00%	£910,000	£3,033,333	£19,783
00V/18/00242	LAND AT SUMMERFIELD NURSERY, BARNSOLE ROAD, BARNSOLE, STAPLE, CANTERBURY CT3 1LD	1.39	16	37.50%	£1,663,200	€1,196,547	£103,950
00V/18/01169	LAND AT THE ROYAL LESSURE CENTRE & SNOOKER CLUB, KING STREET, DEAL, KENT CT14	0.05	16	0.00%	No PPD		
00V/18/00888	32 LOWER ROAD AND MANOR VIEW NURSERY, LOWER ROAD, TEMPLE EWELL, KENT CT16 3DY	1.03	14	0.00%	£450,000	£436,893	£32,143
00V/18/00682	IAND AT REAR OF AND INCLUDING 147 ST RICHARDS ROAD, DEAL	0.97	21	28.57%	£1,300,000	£1,340,206	£61,905
OOV/17/01523	LAND AT FORMER BUCKLAND HOSPITAL	1.63	150	0.00%	€1,450,000	£889,571	€9,667
00V/18/00764	LAND AT STALCO ENGINEERING WORKS AND LAND R/O AND INCLUDING 126 MONGEHAM ROAD, GREAT MONCEHAM	1.12	35	31.43%	Partial PPD		
OOV/19/00243	UAND AT WOODNESBOROUGH ROAD, SANDWICH	5.31	120	30.00%	£336,000	£63,277	£2,800
19/00403	LAND AT WOODNESBOROUGH LANE, EASTRY, KENT	1.07	28	28.57%	£100,000	£93,458	£3,571
19/00669	LAND BETWEEN 107 - 127 CAPEL STREET, CAPEL LE FERNE	1.6	34	29.41%	Partial PPD		
16/01434	FORMER BARWICK SITE, COOMBE VALLEY ROAD	0.2	16	0.00%	£145,000	£725,000	£9,063
18/00468	LAND ADJ TO 1 MALVERN ROAD, DOVER	0.12	17	0.00%	£225,000	£1,875,000	€13,235
18/01263	FORMER UNITED REFORMED CHURCH, HIGH STREET, DOVER	0.06	16	0.00%	£178,000	£2,966,667	£11,125

Existing Use Value £/ha

• Agricultural Land £22,500/ha

• Paddock Land £50,000/ha

• Industrial Land £1,200,000/ha

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43

Development Costs 1

Construction BCIS

Typologies Median

- Strategic LQ

• Site Costs 5% to 15% (+Bio gain)

Brownfield +5%Fees 8%

• Contingencies 2.5% / 5%

44

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42

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Development Costs 2

• Interest 6.5%

• Developer's Return 17.5% Market Housing

6% Affordable

Sales 2.5% + 1%

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Base Policies

Affordable Housing 30% (35% / 65%).

PRS 20%.

Design 95% M4(2), 5% M4(3)

NDSS

Water efficiency / Car Charging

Points

10% Biodiversity Net Gain

FHStandard – Option 2

Developer Contributions £4,000/unit.



Modelling – based on potential allocations

		Gree	nfield			Mix	œd			PE)L			A	l .	
	Count	Ha		Average	Count	Ha		Average	Count	Area		Average	Count	Area		Average
ylesham	- 4	136			0		0.00%		2	82		41.00	6	218	1.23%	36.3
luckland	1	16	0.14%	16.00	0		0.00%		1	10	0.56%	10.00	2	26	0.15%	13.0
luckland/St Margaret's at		1000	0.040	1.000.00			0.00%				0.00%			1000	5.040/	1.000.0
ane Capel le Ferne		627	5.59%			79		26.33		174		58.00	15		4.96%	
apel le Ferne/St Radigunds		027	0.00%			- 10	0.00%	20.33		180		180.00		180	1.01%	
astry	16	859				347	7.31%	57.83	6			42.83			8.25%	
vthorne & Shepherdswell	16					22	0.46%		0		0.00%	42.03	17		6.09%	
ittle Stour & Ashstone	28					266		38.00	1 4			17.25			9.31%	
vdden & Temple Ewell	- 3					240		240.00	1	20		20.00			3.82%	
faxton. Elms Vale & Priory		32					0.00%		1	9		9.00			0.23%	
fiddle Deal & Sholden	-	68				2500		2.500.00	0		0.00%	5.00	2		14.47%	
fill Hill	- 5		7.40%				0.00%		1	15		15.00	- 4	845	4.76%	
fill Hill/Eastry		310	2.76%	310.00	0		0.00%		- 0		0.00%		1	310	1.75%	310.0
lorth Deal	- 4	253	2.25%	63.25	0		0.00%		0		0.00%		- 4	253	1.43%	63.2
tingwould	7	835	7.44%	119.29	1	10	0.21%	10.00	2	262	14.77%	131.00	10	1107	6.24%	110.7
tiver		818			0		0.00%		0		0.00%		5		4.61%	163.6
andwich	13	915	8.16%	70.38	2	52	1.10%	26.00	7	330	18.60%	47.14	22	1297	7.31%	58.9
t Margaret's at Cliffe	12	1433				1148	24.18%		2	50	2.82%	25.00	19	2631	14.83%	138.4
t Radigunds	3	208	1.85%	69.33	2	83	1.75%	41.50	4	308	17.36%	77.00	9	599	3.38%	66.5
ower Hamlets	-	40	0.36%				0.00%		0		0.00%		1	40	0.23%	
Valmer	3	48	0.43%	16.00			0.00%		1	8	0.45%	8.00	4	56	0.32%	14.0
di .	133	11220		84.36	29	4747		163.69	36	1774		49.28	198	17741		89.6

47

Typologies

			Current Use	Units	Area	На	Density U	Jnits/ha	Density
					Gross	Net	Gross	Net	m2/ha
1	Large Green 350	Green	Agricultural	350	13.33	10.00	26.25	35.00	3,199
2	Large Green 175	Green	Agricultural	175	6.67	5.00	26.25	35.00	3,217
3	Large Green 175 LD	Green	Agricultural	175	7.78	5.83	22.50	30.00	2,726
4	Large Green 75	Green	Agricultural	75	2.86	2.14	26.25	35.00	3,206
5	Medium Green 35	Green	Agricultural	35	1.18	1.00	29.75	35.00	3,251
6	Medium Green 35 LD	Green	Agricultural	35	1.30	1.17	27.00	30.00	2,794
7	Medium Green 15	Green	Paddock	15	0.48	0.43	31.50	35.00	3,152
8	Large Brown 500	Brown	Industrial	500	16.76	14.29	29.83	35.00	3,200
9	Large Brown 150	Brown	Industrial	150	4.50	3.75	33.36	40.00	3,667
10	Large Brown 60	Brown	Industrial	60	2.01	1.71	29.89	35.00	3,165
11	Medium Brown 25	Brown	Industrial	25	0.75	0.63	33.28	40.00	3,699
12	Medium Brown 15	Brown	Industrial	15	0.50	0.43	29.93	35.00	3,152
13	Small Green 7	Green	Paddock	7	0.23	0.23	30.00	30.00	3,026
14	Small Green 4	Green	Paddock	4	0.16	0.16	25.00	25.00	2,725
15	Green Plot	Green	Paddock	1	0.05	0.05	20.00	20.00	2,600
16	Small Brown 11	Brown	Industrial	11	0.28	0.28	40.00	40.00	3,127
17	Small Brown 7	Brown	Industrial	7	0.14	0.14	50.00	50.00	4,371
18	Small Brown 4	Brown	Industrial	4	0.10	0.10	40.00	40.00	3,180
19	Brown Plot	Brown	Industrial	1	0.03	0.03	30.00	30.00	3,600
20	Urban Flats 75	Brown	Industrial	75	0.77	0.50	97.04	150.00	8,858
21	Urban Flats 20	Brown	Industrial	20	0.33	0.27	60.07	75.00	4,11

		Units	Area l	На		Density U	nits/ha	Densit
			Gross	Net		Gross	Net	m2/ha
1	Large Green 300	300	10.00	8.34	83.38%	30.00	35.98	3,270
2	Large Green 150	150	5.00	4.16	83.10%	30.00	36.10	3,340
3	Medium Green 80	80	2.67	2.22	83.36%	30.00	35.99	3,278
4	Medium Green 40	40	1.33	1.11	83.31%	30.00	36.01	3,290
5	Medium Green 20	20	0.67	0.56	83.27%	30.00	36.03	3,286
6	Medium Green 20 LD	20	0.80	0.69	85.68%	25.00	29.18	2,746
7	Small Green 12	12	0.40	0.33	82.79%	30.00	36.23	3,394
8	Small 8	8	0.27	0.27	100.00%	30.00	30.00	2,824
9	Small 6	6	0.20	0.20	100.00%	30.00	30.00	2,930
10	Small 3	3	0.10	0.10	100.00%	30.00	30.00	3,260
11	PDL 300	300	6.67	5.04	75.61%	45.00	59.51	5,19
12	PDL 200	200	4.44	3.36	75.56%	45.00	59.55	5,21
13	PDL 200 HD	200	3.42	3.08	90.00%	58.50	65.00	5,234
14	PDL 100	100	2.00	1.46	72.86%	50.00	68.62	5,99
15	PDL 100 HD	100	0.93	0.83	90.00%	108.00	120.00	8,004
16	PDL 30	30	0.86	0.69	81.06%	35.00	43.18	3,75
17	PDL 30 HD	30	0.33	0.30	90.00%	90.00	100.00	6,787
18	PDL 12	12	0.30	0.24	79.38%	40.00	50.39	4,132
19	PDL 12 HD	12	0.22	0.20	90.00%	54.00	60.00	3,500
20	PDL 6	6	0.10	0.10	100.00%	60.00	60.00	5,140
21	Flatted PRS 40	40	0.59	0.53	90.00%	67.50	75.00	4,78
22	Sth Aylesham	650	26.20	20.31	77.53%	24.81	32.00	2,92
23	Nth Aylesham	500	22.32	15.63	70.00%	22.40	32.00	2,91
24	Whitfield	4,017	179.33	125.53	70.00%	22.40	32.00	2,914
25	Whitfield Plus	4,617	206.12	144.28	70.00%	22.40	32.00	2,914

49

A Pragmatic Viability Test

We are NOT trying to replicate a particular business model Test should be broadly representative

'Existing use value plus'

- reality checked against market value
- Will EUV Plus provide landowner's premiums?
- Land owner's have expectations (life changing?)
- · Will land come forward?



Benchmark Land Value?

- Brownfield Site
 - EUV (£1,200,000/ha) + 20%
- Greenfield Sites
 - EUV (£25,000/ha / £50,000/ha) + £400,000/ha



51

Early Results

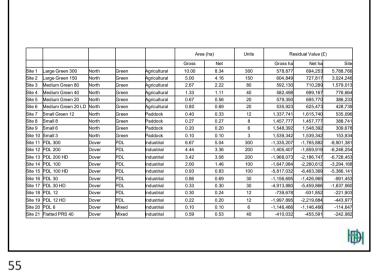
- Subject to change as a result of this consultation
- Should be given little weight
- For illustrative purposes



					Area	(ha)	Units	Res	sidual Value	(£)
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 300	Coast, South	Green	Agricultural	10.00	8.34	300	1,162,231	1,393,877	11,622,313
Site 2	Large Green 150	Coast, South	Green	Agricultural	5.00	4.16	150	1,226,752	1,476,154	6,133,758
Site 3	Medium Green 80	Coast, South	Green	Agricultural	2.67	2.22	80	1,196,007	1,434,669	3,189,353
Site 4	Medium Green 40	Coast, South	Green	Agricultural	1.33	1.11	40	1,201,343	1,441,961	1,601,791
Site 5	Medium Green 20	Coast, South	Green	Agricultural	0.67	0.56	20	1,209,247	1,452,245	806,165
Site 6	Medium Green 20 LD	Coast, South	Green	Agricultural	0.80	0.69	20	1,082,429	1,263,297	865,943
Site 7	Small Green 12	Coast, South	Green	Paddock	0.40	0.33	12	1,712,008	2,067,784	684,803
Site 8	Small 8	Coast, South	Green	Paddock	0.27	0.27	8	1,842,879	1,842,879	491,434
Site 9	Small 6	Coast, South	Green	Paddock	0.20	0.20	6	1,959,181	1,959,181	391,836
Site 10	Small 3	Coast, South	Green	Paddock	0.10	0.10	3	1,971,119	1,971,119	197,112
Site 11	1PDL 300	Coast, South	PDL	Industrial	6.67	5.04	300	815,506	1,078,550	5,436,708
Site 12	2PDL 200	Coast, South	PDL	Industrial	4.44	3.36	200	833,481	1,103,031	3,704,360
Site 13	3PDL 200 HD	Coast, South	PDL	Industrial	3.42	3.08	200	827,743	919,714	2,829,890
Site 14	4PDL 100	Coast, South	PDL	Industrial	2.00	1.46	100	926,094	1,271,057	1,852,187
Site 15	5PDL 100 HD	Coast, South	PDL	Industrial	0.93	0.83	100	5,002,509	5,558,343	4,631,953
Site 16	3PDL 30	Coast, South	PDL	Industrial	0.86	0.69	30	649,399	801,135	556,627
Site 17	PDL 30 HD	Coast, South	PDL	Industrial	0.33	0.30	30	4,202,011	4,668,901	1,400,670
Site 18	BPDL 12	Coast, South	PDL	Industrial	0.30	0.24	12	1,152,435	1,451,846	345,730
Site 19	PDL 12 HD	Coast, South	PDL	Industrial	0.22	0.20	12	2,799,637	3,110,708	622,142
Site 20	PDL 6	Coast, South	Mixed	Industrial	0.10	0.10	6	1,769,201	1,769,201	176,920
Site 21	Flatted PRS 40	Coast, South	Mixed	Industrial	0.59	0.53	40	-410,032	-455,591	-242,982
	2Sth Aylesham	Aylesham	Green	Agricultural	26.20	20.31	650	559,659	721,874	
	Nth Aylesham	Aylesham	Green	Agricultural	22.32	15.63	500	525,897		
	4 Whitfield	Whitfield	Green	Agricultural	179.33	125.53	4,017	281,736		
Site 2	Whitfield Plus	Whitfield	Green	Agricultural	206.12	144.28	4,617	264,702	378,146	54,559,394

			T		Area	(ha)	Units	Res	sidual Value	(£)
					Gross	Net		Gross ha	Net ha	Sit
Site 1	Large Green 300	Aylesham, N&W Dover	Green	Agricultural	10.00	8.34	300	619,576	743,064	6,195,75
Site 2	Large Green 150	Aylesham, N&W Dover	Green	Agricultural	5.00	4.16	150	648,238	780,027	3,241,18
Site 3	BU	Aylesham, N&W Dover	Green	Agricultural	2.67	2.22	80	634,261	760,827	1,691,36
Dite 4	40	Aylesham, N&W Dover	Green	Agricultural	1.33	1.11	40	625,673	750,990	834,23
Site 5	20	Aylesham, N&W Dover	Green	Agricultural	0.67	0.56	20	623,296	748,547	415,53
Site 6	Medium Green 20 LD	Aylesham, N&W Dover	Green	Agricultural	0.80	0.69	20	574,052	669,973	459,24
Site 7	Small Green 12	Aylesham, N&W Dover	Green	Paddock	0.40	0.33	12	888,620	1,073,286	355,44
Site 8	Small 8	Aylesham, N&W Dover	Green	Paddock	0.27	0.27	8	995,655	995,655	265,50
Site 9	Small 6	Aylesham, N&W Dover	Green	Paddock	0.20	0.20	6	1,049,806	1,049,806	209,96
Site 10	Small 3	Aylesham, N&W Dover	Green	Paddock	0.10	0.10	3	1,011,775	1,011,775	101,17
Site 11	PDL 300	Aylesham, N&W Dover	PDL	Industrial	6.67	5.04	300	718,244	949,916	4,788,29
Site 12	PDL 200	Aylesham, N&W Dover	PDL	Industrial	4.44	3.36	200	732,208	969,005	3,254,25
Site 13	PDL 200 HD	Aylesham, N&W Dover	PDL	Industrial	3.42	3.08	200	702,381	780,424	2,401,30
Site 14	PDL 100	Aylesham, N&W Dover	PDL	Industrial	2.00	1.46	100	809,732	1,111,351	1,619,46
Site 15	PDL 100 HD	Aylesham, N&W Dover	PDL	Industrial	0.93	0.83	100	-1,595,031	-1,772,257	-1,476,88
Site 16	PDL 30	Aylesham, N&W Dover	PDL	Industrial	0.86	0.69	30	568,121	700,866	486,96
Site 17	PDL 30 HD	Aylesham, N&W Dover	PDL	Industrial	0.33	0.30	30	-1,362,325	-1,513,694	-454,10
Site 18	PDL 12	Aylesham, N&W Dover	PDL	Industrial	0.30	0.24	12	1,066,259	1,343,282	319,87
Site 19	PDL 12 HD	Aylesham, N&W Dover	PDL	Industrial	0.22	0.20	12	-141,895	-157,661	-31,53
Site 20	PDL 6	Aylesham, N&W Dover	Mixed	Industrial	0.10	0.10	6	1,633,920	1,633,920	163,39
Site 21	Flatted PRS 40	Aylesham, N&W Dover	Mixed	Industrial	0.59	0.53	40	-410,032	-455,591	-242,98

			Existing Use Value	Benchmark Land Value	Residual Value
			£/ha	£/ha	£/ha
Site 1	Large Green 300	Coast, South	22,500	422,500	1,162,23
Site 2	Large Green 150	Coast, South	22,500	422,500	1,226,75
Site 3	Medium Green 80	Coast, South	22,500	422,500	1,196,00
Site 4	Medium Green 40	Coast, South	22,500	422,500	1,201,34
Site 5	Medium Green 20	Coast, South	22,500	422,500	1,209,24
Site 6	Medium Green 20 LD	Coast, South	22,500	422,500	1,082,429
Site 7	Small Green 12	Coast, South	50,000	450,000	1,712,00
Site 8	Small 8	Coast, South	50,000	450,000	1.842.879
Site 9	Small 6	Coast, South	50,000	450,000	1,959,18
Site 10	Small 3	Coast, South	50.000	450,000	1,971,119
Site 11	PDL 300	Coast, South	1,200,000	1,440,000	815,50
Site 12	PDL 200	Coast, South	1,200,000	1,440,000	833,48
Site 13	PDL 200 HD	Coast, South	1,200,000	1,440,000	827,743
Site 14	PDL 100	Coast, South	1,200,000	1,440,000	926,094
Site 15	PDL 100 HD	Coast, South	1,200,000	1,440,000	5,002,509
Site 16	PDL 30	Coast, South	1,200,000	1,440,000	649,399
Site 17	PDL 30 HD	Coast, South	1,200,000	1,440,000	4,202,01
Site 18	PDL 12	Coast, South	1,200,000	1,440,000	1,152,43
Site 19	PDL 12 HD	Coast, South	1,200,000	1,440,000	2,799,63
Site 20	PDL 6	Coast, South	1,200,000	1,440,000	1,769,20
Site 21	Flatted PRS 40	Coast, South	1,200,000	1,440,000	-410,033
Site 22	Sth Aylesham	Aylesham	22,500	422,500	559,659
Site 23	Nth Aylesham	Aylesham	22,500	422,500	525,89
Site 24	Whitfield	Whitfield	22,500	422,500	281,736
Site 25	Whitfield Plus	Whitfield	22,500	422,500	264,70



Existing Use Value Residual Value £/ha 22,500 Aylesham, N&W Dover Large Green 300 Large Green 150 Aylesham, N&W Dover 22,500 422,500 648,23 Medium Green 80 Aylesham, N&W Dover 22,500 22,500 634,261 Medium Green 40 Aylesham, N&W Dover 22,500 623,296 574,052 Medium Green 20 Aylesham, N&W Dover 422.50 22,500 Medium Green 20 LD Aylesham, N&W Dover 422.50 50,000 Small Green 12 Aylesham, N&W Dover 450,000 888,620 Small 8 Aylesham, N&W Dover 50,000 450,000 Site 9 Site 10 50,000 50,000 Aylesham, N&W Dover 450,000 Small 3 Aylesham, N&W Dover 450.000 Site 11 PDL 300 Site 12 PDL 200 1,200,000 1.440.000 Aylesham, N&W Dover PDL 200 Aylesham, N&W Dover 1,200,000 1.440.000 Site 13 Site 14 PDL 200 HD Aylesham, N&W Dover 1,200,000 1.440.000 PDL 100 Aylesham, N&W Dover 1,200,000 1,440,000 Site 15 PDL 100 HD Site 16 PDL 30 Aylesham, N&W Dover 1,200,000 1,440,000 Avlesham, N&W Dover 1 440 000 Site 17 PDL 30 HD Site 18 PDL 12 Aylesham, N&W Dover 1,200,000 1 440 000 1 200 000 1 440 000 Avlesham, N&W Dover Site 19 PDL 12 HD Aylesham, N&W Dover 1,200,000 1.440.000 Site 20 PDL 6 Site 21 Flatted PRS 40 Aylesham, N&W Dover 1,200,000 1,200,000 1,440,000 Aylesham, N&W Dover

57

				Benchmark Land	Residual Value
			Value		
			£/ha	£/ha	£/h
Site 1	Large Green 300	North	22,500	422,500	578,87
Site 2	Large Green 150	North	22,500	422,500	604,84
Site 3	Medium Green 80	North	22,500	422,500	592,13
Site 4	Medium Green 40	North	22,500	422,500	582,49
Site 5	Medium Green 20	North	22,500	422,500	579,35
Site 6	Medium Green 20 LD	North	22,500	422,500	535,92
Site 7	Small Green 12	North	50,000	450,000	1,337,74
Site 8	Small 8	North	50,000	450,000	1,457,77
Site 9	Small 6	North	50,000	450,000	1,548,39
Site 10	Small 3	North	50,000	450,000	1,539,34
Site 11	PDL 300	Dover	1,200,000	1,440,000	-1,335,20
Site 12	PDL 200	Dover	1,200,000	1,440,000	-1,405,40
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-1,968,07
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,647,08
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-5,817,03
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,156,69
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-4,913,88
Site 18	PDL 12	Dover	1,200,000	1,440,000	-739,67
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-1,997,89
Site 20	PDL 6	Dover	1,200,000	1,440,000	-1,146,46
Site 21	Flatted PRS 40	Dover	1,200,000	1,440,000	-410,03

- · Circulate presentation
- Circulate rough and ready first draft of report
- Comments by midday 28th August 2020
- To regenerationdelivery@dover.gov.uk



Appendix 5 – Land Registry PPD and EPC Data

Date	Price	Туре	SOAN	PAON	Street	Place	Postcode	m2	£/m2
	Paid	_							
22/11/2019	£245,000	D		PLOT 2	HAMMILL ROAD	Sandwich	CT13 0EJ		
29/11/2019	£245,000	D		PLOT 3	HAMMILL ROAD	Sandwich	CT13 0EJ		
15/08/2019	£212,000	D		PLOT 5	HAMMILL ROAD	Sandwich	CT13 0EJ		
18/04/2019	£243,000	D		PLOT 7	HAMMILL ROAD	Sandwich	CT13 0EJ		
13/12/2019	£185,000	D		PLOT 10	HAMMILL ROAD	Sandwich	CT13 0EJ		
10/10/2019	£260,000	D		PLOT 13	HAMMILL ROAD	Sandwich	CT13 0EJ		
20/12/2019	£265,000	D		PLOT 16	HAMMILL ROAD	Sandwich	CT13 0EJ		
16/05/2019	£250,000	D		PLOT 18	HAMMILL ROAD	Sandwich	CT13 0EJ		
25/09/2019	£250,000	D		6	COLLIERY LANE	Sandwich	CT13 0FS		
06/03/2019	£410,000	S		2	SOLE CLOSE	Deal	CT14 0FA	141	£2,908
03/09/2019	£635,000	D		8	ST CRISPIN CLOSE	Deal	CT14 0FD	188	£3,378
28/06/2019	£293,950	F	28	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	75	£3,919
28/06/2019	£276,950	F	3	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	57	£4,859
06/08/2019	£258,950	F	6	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	53	£4,886
28/06/2019	£284,950	F	41	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	57	£4,999
27/06/2019	£274,950	F	34	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	54	£5,092
27/08/2019	£279,950	F	14	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	54	£5,184
22/11/2019	£264,052	F	36	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	50	£5,281
29/11/2019	£285,950	F	19	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	54	£5,295
21/06/2019	£406,950	F	40	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	76	£5,355
28/06/2019	£289,950	F	9	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	54	£5,369
31/05/2019	£268,950	F	12	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	50	£5,379
31/10/2019	£290,950	F	7	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	54	£5,388
19/07/2019	£282,950	F	25	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	52	£5,441
27/08/2019	£409,950	F	4	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	75	£5,466
16/10/2019	£296,950	F	10	GOODWIN LODGE	ARK LANE	Deal	CT14 6FL	54	£5,499
14/06/2019	£315,000	S		20	BELVEDERE GARDENS	Deal	CT14 9XU	102	£3,088
20/12/2019	£290,000	S		10	COURT CLOSE	Deal	CT14 9YH	108	£2,685
23/12/2019	£369,950	D		4	COURT CLOSE	Deal	CT14 9YH	112	£3,303
20/12/2019	£257,950	S		16	COURT CLOSE	Deal	CT14 9YH	69	£3,738
20/12/2019	£260,000	S		14	COURT CLOSE	Deal	CT14 9YH	69	£3,768
06/12/2019	£285,000	Š		2	LONG HILL LANE	Rural South	CT15 5FL	82	£3,476



22/11/2019	£290,000	S		1	LONG HILL LANE	Rural South	CT15 5FL	82	£3,537
27/09/2019	£360,750	Ď		9	LONG HILL LANE	Rural South	CT15 5FL	101	£3,572
29/11/2019	£340,000	D		5	LONG HILL LANE	Rural South	CT15 5FL	90	£3,778
28/08/2019	£275,000	Т		5	HOPE COURT	St Margarets	CT15 6FB	82	£3,354
29/03/2019	£350,000	D		2	RICHMOND WAY	Whitfield	CT16 3FN	121	£2,893
12/07/2019	£545,000	D		_ 12	OSPREY GARDENS	Whitfield	CT16 3FP	199	£2,739
29/03/2019	£435,000	D		1	OSPREY GARDENS	Whitfield	CT16 3FP	154	£2,825
29/03/2019	£440,000	D		7	OSPREY GARDENS	Whitfield	CT16 3FP	153	£2,876
01/04/2019	£440,000	D		9	OSPREY GARDENS	Whitfield	CT16 3FP	153	£2,876
01/03/2019	£255,000	S		3	OSPREY GARDENS	Whitfield	CT16 3FP	81	£3,148
28/02/2019	£255,000	S		5	OSPREY GARDENS	Whitfield	CT16 3FP	0.	20,110
31/01/2019	£310,000	D		1	GOSHAWK LANE	Whitfield	CT16 3FR	88	£3,523
18/01/2019	£248,000	S		2	GOSHAWK LANE	Whitfield	CT16 3FR	00	20,020
18/01/2019	£248,000	S		4	GOSHAWK LANE	Whitfield	CT16 3FR		
07/02/2019	£355,000	Ď		30	MERLIN AVENUE	Whitfield	CT16 3FS	121	£2,934
10/05/2019	£355,000	D		32	MERLIN AVENUE	Whitfield	CT16 3FS	121	£2,934
09/05/2019	£355,000	D		34	MERLIN AVENUE	Whitfield	CT16 3FS	121	£2,934
20/12/2019	£250,000	T		3	MERLIN AVENUE	Whitfield	CT16 3FS	77	£3,247
04/01/2019	£246,000	S		26	MERLIN AVENUE	Whitfield	CT16 3FS	75	£3,280
20/12/2019	£280,000	S		11	MERLIN AVENUE	Whitfield	CT16 3FS	83	£3,373
06/09/2019	£530,000	Ď		4	HOBBY DRIVE	Whitfield	CT16 3FX	201	£2,637
20/12/2019	£290,000	D		10	RYE LANE	Whitfield	CT16 3GP	98	£2,959
24/01/2020	£300,000	D		12	RYE LANE	Whitfield	CT16 3GP	98	£3,061
30/08/2019	£370,000	D		8	RYE LANE	Whitfield	CT16 3GP	113	£3,274
21/10/2019	£271,000	S		7	MAIZE LANE	Whitfield	CT16 3GQ	84	£3,226
02/12/2019	£373,000	D		16	MAIZE LANE	Whitfield	CT16 3GQ	113	£3,301
03/01/2020	£375,000	D		1	MAIZE LANE	Whitfield	CT16 3GQ	113	£3,319
11/12/2019	£400,000	D		6	OATS DRIVE	Whitfield	CT16 3GS	126	£3,175
18/10/2019	£310,000	D		4	OATS DRIVE	Whitfield	CT16 3GS	92	£3,370
15/08/2019	£335,000	T		3	DUBLIN MEWS	River	CT17 0RQ	129	£2,597
07/02/2020	£364,000	Ť		5	DUBLIN MEWS	River	CT17 0RQ	138	£2,638
23/10/2019	£365,000	D		1	DUBLIN MEWS	River	CT17 0RQ	131	£2,786
14/08/2019	£360,000	T		2	DUBLIN MEWS	River	CT17 0RQ	129	£2,791
18/12/2019	£474,000	D		7	DUBLIN MEWS	River	CT17 0RQ	166	£2,855
24/10/2019	£310,000	T		4	DUBLIN MEWS	River	CT17 0RQ	101	£3,069
24/10/2019	£257,000	T		6	DUBLIN MEWS	River	CT17 0RQ	82	£3,134
15/05/2019	£77,500	F	FLAT 22	THE METROPOLE	NEW STREET	Dover	CT17 9AL	71	£1,092
16/05/2019	£72,500	F	FLAT 19	THE METROPOLE	NEW STREET	Dover	CT17 9AL	49	£1,480
10/00/2010	~1 2,000	•		THE METHOLOGIE	THE TOTAL CONTRACTOR	20101	OTT ONE	70	۵۱,400



16/05/2019	£72,500	F	FLAT 20	THE METROPOLE	NEW STREET	Dover	CT17 9AL	47	£1,543
28/08/2019	£88,000	F	FLAT 2	THE METROPOLE	NEW STREET	Dover	CT17 9AL	50	£1,760
01/02/2019	£190,000	T		1	REGAN MEWS	Dover	CT17 9HB	80	£2,375
22/02/2019	£190,000	Т		2	REGAN MEWS	Dover	CT17 9HB	80	£2,375
22/02/2019	£190,000	T		3	REGAN MEWS	Dover	CT17 9HB	80	£2,375
06/02/2019	£190,000	T		7	REGAN MEWS	Dover	CT17 9HB	80	£2,375
16/05/2019	£192,000	Т		6	REGAN MEWS	Dover	CT17 9HB	80	£2,400
07/03/2019	£195,000	Т		4	REGAN MEWS	Dover	CT17 9HB	80	£2,438
16/12/2019	£505,000	D		3	GEORGE CLOSE	Rural South	CT18 7UB	185	£2,730
26/11/2019	£515,000	D		5	GEORGE CLOSE	Rural South	CT18 7UB	186	£2,769
14/06/2019	£299,000	T		29	GEORGE CLOSE	Rural South	CT18 7UB	100	£2,990
09/10/2019	£285,000	T		30	GEORGE CLOSE	Rural South	CT18 7UB	94	£3,032
11/10/2019	£495,000	D		18	GEORGE CLOSE	Rural South	CT18 7UB	160	£3,094
18/01/2019	£459,000	D		12	GEORGE CLOSE	Rural South	CT18 7UB	144	£3,188
28/06/2019	£305,000	T		31	GEORGE CLOSE	Rural South	CT18 7UB	94	£3,245
31/07/2019	£520,000	D		19	GEORGE CLOSE	Rural South	CT18 7UB	160	£3,250
06/09/2019	£539,000	D		28	GEORGE CLOSE	Rural South	CT18 7UB	162	£3,327
26/04/2019	£549,000	D		8	GEORGE CLOSE	Rural South	CT18 7UB	162	£3,389
26/07/2019	£499,000	D		23	GEORGE CLOSE	Rural South	CT18 7UB	143	£3,490
12/09/2019	£499,000	D		25	GEORGE CLOSE	Rural South	CT18 7UB	143	£3,490
30/05/2019	£554,995	D		18	DISCOVERY DRIVE	Rural North	CT3 1FG	184	£3,016
28/03/2019	£494,995	D		21	DISCOVERY DRIVE	Rural North	CT3 1FG	160	£3,094
28/02/2019	£338,995	D		12	DISCOVERY DRIVE	Rural North	CT3 1FG	109	£3,110
24/04/2019	£334,995	D		29	DISCOVERY DRIVE	Rural North	CT3 1FG	101	£3,317
25/04/2019	£324,995	D		23	DISCOVERY DRIVE	Rural North	CT3 1FG	92	£3,533
22/03/2019	£299,995	S		16	DISCOVERY DRIVE	Rural North	CT3 1FG	84	£3,571
28/02/2019	£294,995	S		14	DISCOVERY DRIVE	Rural North	CT3 1FG	81	£3,642
25/04/2019	£294,995	S		25	DISCOVERY DRIVE	Rural North	CT3 1FG	81	£3,642
25/04/2019	£294,995	S		27	DISCOVERY DRIVE	Rural North	CT3 1FG	81	£3,642
28/02/2019	£329,995	D		3	SPARTAN CLOSE	Rural North	CT3 1FL	101	£3,267
28/03/2019	£324,995	D		2	SPARTAN CLOSE	Rural North	CT3 1FL	92	£3,533
31/01/2019	£299,995	S		1	SPARTAN CLOSE	Rural North	CT3 1FL	84	£3,571
22/03/2019	£294,995	S		4	SPARTAN CLOSE	Rural North	CT3 1FL	81	£3,642
28/03/2019	£294,995	S		6	SPARTAN CLOSE	Rural North	CT3 1FL	81	£3,642
01/03/2019	£294,995	S		8	SPARTAN CLOSE	Rural North	CT3 1FL	81	£3,642
28/02/2019	£296,995	S		10	SPARTAN CLOSE	Rural North	CT3 1FL	81	£3,667
21/06/2019	£579,995	D		21	RED PIPPIN LANE	Rural North	CT3 1FN	211	£2,749
28/03/2019	£549,995	D		17	RED PIPPIN LANE	Rural North	CT3 1FN	184	£2,989
	,								, -



21/06/2019	£499,995	D	19	RED PIPPIN LANE	Rural North	CT3 1FN	167	£2,994
12/04/2019	£345,000	S	11	MILL FIELD	Ash	CT3 2BD	110	£3,136
19/07/2019	£335,000	S	21	MILL FIELD	Ash	CT3 2BD	106	£3,160
25/11/2019	£336,500	S	26	MILL FIELD	Ash	CT3 2BD	106	£3,175
16/10/2019	£337,000	S	17	MILL FIELD	Ash	CT3 2BD	106	£3,179
04/07/2019	£337,000	S	19	MILL FIELD	Ash	CT3 2BD	106	£3,179
26/03/2019	£450,000	D	15	MILL FIELD	Ash	CT3 2BD	141	£3,191
13/08/2019	£450,000	D	13	MILL FIELD	Ash	CT3 2BD	140	£3,214
22/03/2019	£346,000	S	23	MILL FIELD	Ash	CT3 2BD	106	£3,264
17/06/2019	£347,000	S	24	MILL FIELD	Ash	CT3 2BD	106	£3,274
19/07/2019	£357,000	S	9	MILL FIELD	Ash	CT3 2BD	106	£3,368
30/05/2019	,	D	38	SUNSHINE CORNER	Aylesham	CT3 3EN	174	£2,299
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			AVENUE	,			,
30/05/2019	£280,000	S	32	SUNSHINE CORNER	Aylesham	CT3 3EN	121	£2,314
	,			AVENUE	•			,
30/05/2019	£280,000	S	34	SUNSHINE CORNER	Aylesham	CT3 3EN	121	£2,314
				AVENUE	·			
30/05/2019	£289,995	S	28	SUNSHINE CORNER	Aylesham	CT3 3EN	121	£2,397
				AVENUE	·			
30/05/2019	£289,995	S	30	SUNSHINE CORNER	Aylesham	CT3 3EN	121	£2,397
				AVENUE				
30/05/2019	£315,000	D	36	SUNSHINE CORNER	Aylesham	CT3 3EN	113	£2,788
				AVENUE				
30/05/2019	£315,995	D	26	SUNSHINE CORNER	Aylesham	CT3 3EN	113	£2,796
				AVENUE				
23/08/2019	£352,950	D	103	CENTRAL BOULEVARD	Aylesham	CT3 3FF	130	£2,715
30/04/2019	£259,950	Τ	12	CORMINSTER AVENUE	Aylesham	CT3 3FH	91	£2,857
08/03/2019	£219,950	Т	16	CORMINSTER AVENUE	Aylesham	CT3 3FH	70	£3,142
28/02/2019	£219,950	Τ	18	CORMINSTER AVENUE	Aylesham	CT3 3FH	70	£3,142
29/03/2019	£159,300	F	28	CORMINSTER AVENUE	Aylesham	CT3 3FH	49	£3,251
22/05/2019	£163,950	F	34	CORMINSTER AVENUE	Aylesham	CT3 3FH	49	£3,346
24/07/2019	£164,950	F	32	CORMINSTER AVENUE	Aylesham	CT3 3FH	49	£3,366
30/08/2019	£169,950	F	36	CORMINSTER AVENUE	Aylesham	CT3 3FH	49	£3,468
31/01/2019	£263,995	Τ	57	MILLYARD ROAD	Aylesham	CT3 3FN	110	£2,400
31/01/2019	£269,995	T	59	MILLYARD ROAD	Aylesham	CT3 3FN	108	£2,500
28/02/2019	£344,950	D	6	ROGERS CLOSE	Aylesham	CT3 3FQ	130	£2,653
15/05/2019	£404,995	D	12	DAVY STREET	Aylesham	CT3 3FU	174	£2,328
25/04/2019	£343,000	D	5	DAVY STREET	Aylesham	CT3 3FU	132	£2,598



28/03/2019	£315,995	D	10	DAVY STREET	Aylesham	CT3 3FU	113	£2,796
28/03/2019	£317,995	D	7	DAVY STREET	Aylesham	CT3 3FU	113	£2,790 £2,814
25/04/2019	£317,995 £185,000	F	3	DAVY STREET	Aylesham	CT3 3FU	61	£2,014 £3,033
	,		3 6	DAVY STREET		CT3 3FU	59	
10/05/2019	£209,995	S			Aylesham		59	£3,559
16/05/2019	£356,995	D	8A	DAVY STREET	Aylesham	CT3 3FU	405	00.444
29/03/2019	£417,995	D	14	ROPEWAY DRIVE	Aylesham	CT3 3FW	195	£2,144
01/02/2019	£399,995	D	1	ROPEWAY DRIVE	Aylesham	CT3 3FW	174	£2,299
31/01/2019	£269,995	Ţ	2	ROPEWAY DRIVE	Aylesham	CT3 3FW	108	£2,500
26/04/2019	£356,995	D	12	ROPEWAY DRIVE	Aylesham	CT3 3FW	132	£2,705
28/04/2019	£358,995	D	7	ROPEWAY DRIVE	Aylesham	CT3 3FW	132	£2,720
28/03/2019	£318,995	D	9	ROPEWAY DRIVE	Aylesham	CT3 3FW	113	£2,823
28/02/2019	£244,995	S	10	ROPEWAY DRIVE	Aylesham	CT3 3FW	69	£3,551
28/03/2019	£245,995	S	5	ROPEWAY DRIVE	Aylesham	CT3 3FW	69	£3,565
29/03/2019	£246,995	S	3	ROPEWAY DRIVE	Aylesham	CT3 3FW	69	£3,580
28/02/2019	£214,995	S	4	ROPEWAY DRIVE	Aylesham	CT3 3FW	59	£3,644
28/02/2019	£214,995	S	6	ROPEWAY DRIVE	Aylesham	CT3 3FW	59	£3,644
28/02/2019	£399,995	D	12	COALFIELD GROVE	Aylesham	CT3 3FX	174	£2,299
31/01/2019	£246,995	S	10	COALFIELD GROVE	Aylesham	CT3 3FX	77	£3,208
22/02/2019	£228,995	Τ	7	HOBNAIL PATH	Aylesham	CT3 3GJ	77	£2,974
29/03/2019	£269,950	Τ	20	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	108	£2,500
28/02/2019	£269,950	Τ	22	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	108	£2,500
29/03/2019	£281,950	Τ	24	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	108	£2,611
31/05/2019	£339,950	D	28	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	130	£2,615
25/02/2019	£283,950	Τ	18	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	108	£2,629
29/03/2019	£299,950	D	16	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	112	£2,678
06/12/2019	£349,950	D	48	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	130	£2,692
31/07/2019	£304,950	D	30	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	112	£2,723
29/03/2019	£320,000	D	42	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	117	£2,735
29/03/2019	£309,950	D	10	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	112	£2,767
30/04/2019	£309,950	D	26	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	112	£2,767
31/05/2019	£310,950	D	4	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	112	£2,776
27/09/2019	£267,950	S	44	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	91	£2,945
27/09/2019	£282,000	Ď	50	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	91	£3,099
30/04/2019	£273,950	D	2	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	88	£3,113
27/09/2019	£274,950	D	52	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	88	£3,124
27/09/2019	£231,950	S	46	CHERRY BLOSSOM WAY	Aylesham	CT3 3GQ	70	£3,314
22/02/2019	£340,000	D	6	PRIMROSE GARDENS	Aylesham	CT3 3GR	130	£2,615
08/02/2019	£309,950	D	7	PRIMROSE GARDENS	Aylesham	CT3 3GR	112	£2,767
30/02/2013	2000,000	,	ı	TAIMINGOL SANDLING	ryiosiiaiii	0100010	114	22,101



00/00/0040	0044.050	D	4.4	CHEBBY BLOCCOM WAY	Al a a la a	OT0 000	400	00.050
28/06/2019	£344,950	D	11	CHERRY BLOSSOM WAY	Aylesham	CT3 3GS	130	£2,653
23/04/2019	£346,950	D	19	CHERRY BLOSSOM WAY	Aylesham	CT3 3GS	130	£2,669
28/02/2019	£299,950	D	7	CHERRY BLOSSOM WAY	Aylesham	CT3 3GS	112	£2,678
15/03/2019	£299,950	D	9	CHERRY BLOSSOM WAY	Aylesham	CT3 3GS	112	£2,678
28/06/2019	£319,950	D	17	CHERRY BLOSSOM WAY	Aylesham	CT3 3GS	117	£2,735
31/05/2019	£285,950	S	68	CENTRAL BOULEVARD	Aylesham	CT3 3GT	108	£2,648
29/03/2019	£285,950	S	70	CENTRAL BOULEVARD	Aylesham	CT3 3GT	108	£2,648
20/12/2019	£239,950	T	142	CENTRAL BOULEVARD	Aylesham	CT3 3GT	86	£2,790
20/12/2019	£239,950	T	144	CENTRAL BOULEVARD	Aylesham	CT3 3GT	86	£2,790
31/10/2019	£255,950	Τ	140	CENTRAL BOULEVARD	Aylesham	CT3 3GT	86	£2,976
31/10/2019	£255,950	T	146	CENTRAL BOULEVARD	Aylesham	CT3 3GT	86	£2,976
31/10/2019	£274,950	D	138	CENTRAL BOULEVARD	Aylesham	CT3 3GT	88	£3,124
31/10/2019	£276,950	D	148	CENTRAL BOULEVARD	Aylesham	CT3 3GT	88	£3,147
22/01/2020	£329,950	D	7	BUCKLE DRIVE	Aylesham	CT3 3GU	130	£2,538
28/06/2019	£339,950	D	15	BUCKLE DRIVE	Aylesham	CT3 3GU	130	£2,615
14/06/2019	£299,950	D	6	BUCKLE DRIVE	Aylesham	CT3 3GU	112	£2,678
27/08/2019	£305,000	D	5	BUCKLE DRIVE	Aylesham	CT3 3GU	112	£2,723
29/11/2019	£239,950	T	12	BUCKLE DRIVE	Aylesham	CT3 3GU	86	£2,790
27/09/2019	£314,950	D	16	BUCKLE DRIVE	Aylesham	CT3 3GU	112	£2,812
28/06/2019	£262,950	T	11	BUCKLE DRIVE	Aylesham	CT3 3GU	91	£2,890
28/06/2019	£250,950	T	13	BUCKLE DRIVE	Aylesham	CT3 3GU	86	£2,918
28/06/2019	£274,950	D	14	BUCKLE DRIVE	Aylesham	CT3 3GU	88	£3,124
26/04/2019	£219,950	T	1	BUCKLE DRIVE	Aylesham	CT3 3GU	70	£3,142
31/05/2019	£219,950	T	9	BUCKLE DRIVE	Aylesham	CT3 3GU	70	£3,142
31/05/2019	£224,950	T	2	BUCKLE DRIVE	Aylesham	CT3 3GU	70	£3,214
31/05/2019	£224,950	T	8	BUCKLE DRIVE	Aylesham	CT3 3GU	70	£3,214
31/05/2019	£224,950	T	10	BUCKLE DRIVE	Aylesham	CT3 3GU	70	£3,214
29/05/2019	£229,950	S	3	BUCKLE DRIVE	Aylesham	CT3 3GU	70	£3,285
30/04/2019	£229,950	S	4	BUCKLE DRIVE	Aylesham	CT3 3GU	70	£3,285
26/04/2019	£289,950	S	2	DRIFT ROAD	Aylesham	CT3 3GW	108	£2,685
21/08/2019	£291,950	S	4	DRIFT ROAD	Aylesham	CT3 3GW	108	£2,703
27/09/2019	£355,950	D	6	DRIFT ROAD	Aylesham	CT3 3GW	130	£2,738
31/05/2019	£249,950	S	8	DRIFT ROAD	Aylesham	CT3 3GW	80	£3,124
31/05/2019	£249,950	S	10	DRIFT ROAD	Aylesham	CT3 3GW	80	£3,124
30/08/2019	£251,950	S	14	DRIFT ROAD	Aylesham	CT3 3GW	80	£3,149
27/09/2019	£252,950	S	16	DRIFT ROAD	Aylesham	CT3 3GW	80	£3,162
28/06/2019	£352,950	D	3	BLUEBELL DRIVE	Aylesham	CT3 3GX	130	£2,715
27/09/2019	£352,950	D	7	BLUEBELL DRIVE	Aylesham	CT3 3GX	130	£2,715
21/03/2013	2002,300	D	•	DESCRIPTION OF THE PROPERTY OF	ryiconani	010 00A	100	22,110



28/06/2019	£312,950	D	5	BLUEBELL DRIVE	Aylesham	CT3 3GX	112	£2,794
28/06/2019	£312,950	D	12	BLUEBELL DRIVE	Aylesham	CT3 3GX	112	£2,794
13/09/2019	£314,950	D	6	BLUEBELL DRIVE	Aylesham	CT3 3GX	112	£2,812
28/06/2019	£336,950	D	1	BLUEBELL DRIVE	Aylesham	CT3 3GX	117	£2,880
13/12/2019	£336,950	D	14	BLUEBELL DRIVE	Aylesham	CT3 3GX	117	£2,880





Appendix 6 – Residential Newbuild Asking Prices (July 2020)

Area	Development	Address	Address	Туре	Beds	Туре	m2	Asking Price	£/m2
Dover	Horizons	Harold Street	Dover		1	F	52	£150,000	£2,909
Dover	Horizons	Harold Street	Dover		1	F	52	£165,000	£3,200
Dover	Horizons	Harold Street	Dover		2	f	63	£170,000	£2,679
Dover	Horizons	Harold Street	Dover		2	f	70	£190,000	£2,709
Dover	Bushy Ruff	Alkham Road	Temple Ewell		2	F		£230,000	
Dover	Bushy Ruff	Alkham Road	Temple Ewell		3	t		£425,000	
Dover	Leighton Road	Leighton Road	Dover		2	S	74	£240,000	£3,261
Dover	Forge Villas	London Road	Temple Ewell		2	t	98	£295,000	£3,024
Dover	Forge Villas	London Road	Temple Ewell		3	t	98	£300,000	£3,075
Dover	Forge Villas	London Road	Temple Ewell		3	t	98	£325,000	£3,332
Dover	Fitzwarin Place	Singledge Lane	Whitfield	Deene	3	S	85	£270,000	£3,191
Dover	Fitzwarin Place	Singledge Lane	Whitfield	Wingham	4	d	110	£375,000	£3,409
Dover	Fitzwarin Place	Singledge Lane	Whitfield	Bromstone	4	d	120	£400,000	£3,333
Dover	Richmond Park	Whitfield	Dover	Mundham	5	d	202	£585,000	£2,900
Dover	Richmond Park	Whitfield	Dover	Mundham B	5	d	202	£590,000	£2,925
Dover Rural North	Nursery Fields	The Street	Deal	Bisley	5	d	265	£775,000	£2,926
Dover Rural North	Nursery Fields	The Street	Deal	Coventon	5	d	257	£750,000	£2,919
Dover Rural North	Nursery Fields	The Street	Deal	Bettehanger	4	d	186	£650,000	£3,504
Dover Rural North	Nursery Fields	The Street	Deal	Plot 24c	4	S	150	£525,000	£3,493
Dover Rural North	Nursery Fields	The Street	Deal	17c	4	S	150	£525,000	£3,493
Dover Rural North	Nursery Fields	The Street	Deal	Northbourne	3	S	142	£415,000	£2,925
Dover Rural South	Grasslands	Capel-le-Ferne	Folkestone	Sandgate	4	d	140	£469,000	£3,350
Dover Rural South	Grasslands	Capel-le-Ferne	Folkestone	Hawkinge	4	d	192	£499,000	£2,601
Dover Rural South	Grasslands	Capel-le-Ferne	Folkestone		2	t	0	£285,000	
Dover Rural South		Wigmore Lane	Eythorne		3	d	78	£275,000	£3,544
Dover Rural South	Millers Retreat	Walmer	Deal	Boleyn	4	d	163	£560,000	£3,441
Dover Rural South	Millers Retreat	Walmer	Deal	Kingsdown	5	d	157	£560,000	£3,575
Dover Rural South	Millers Retreat	Walmer	Deal	Cleves	4	d	146	£540,000	£3,688
Dover Rural South	Millers Retreat	Walmer	Deal	Parr	4	d	107	£480,000	£4,489
Dover Rural South	Millers Retreat	Walmer	Deal	Howard	3	S	116	£395,000	£3,393
Dover Rural South	Millers Retreat	Walmer	Deal	Aragon	3	S	110	£380,000	£3,449
Dover Rural South	Millers Retreat	Walmer	Deal	Saxon	3	S	108	£380,000	£3,508
Dover Rural South	Millers Retreat	Walmer	Deal	Walmer	2	t	73	£280,000	£3,820
Dover Rural South	Millers Retreat	Walmer	Deal	Wellington	2	t	73	£280,000	£3,820
Dover Rural South	The Rise	Cherry Lane	Great Mongeham		4	S	112	£374,995	£3,342
Dover Rural South	The Rise	Cherry Lane	Great Mongeham		4	S	112	£399,995	£3,565



Dover Rural South Dover Rural South	Downs Road Downs Road	Downs Road Downs Road	East Studdal East Studdal		4 4	d d		£650,000 £650,000	
Deal	Felderland Lane	Felderland Lane	Worth	Roma	5	d	177	£575,000	£3,250
Deal	Ringwould	Ringwould	Deal	Roma	3	d	177	£495,000	20,200
Deal	Friends Close	rangwould	Deal		3	d		£399,995	
Deal	Timperley Place	Church Lane	Deal	Chedworth	4	d	107	£375,950	£3,514
Deal	Timperley Place	Church Lane	Deal	Corfe	5	d	128	£389,950	£3,046
Deal	Timperley Place	Church Lane	Deal	Hanbury	3	S	68	£264,950	£3,896
Deal	Timperley Place	Church Lane	Deal	Hatfield	3	d	84	£319,950	£3,809
Deal	Timperley Place	Church Lane	Deal	Leicester	4	S	107	£314,950	£2,943
Deal	The Beacon	West Stret	Deal	Loiocotoi	2	f	107	£259,995	22,010
Sandwich	The Beacon	Wood Ottot	Doai		_	•		2200,000	
Aylesham	Alysham Village	Dorman Avenue North	Aylesham	Alnwick	2	t	60	£225,950	£3,766
Aylesham	, nyonam villago	Dorman Avenue North	Aylesham	Souter	3	t	83	£254,950	£3,072
Aylesham		The Street	Adisham	Couloi	3	s	00	£375,000	20,0.2
Ash		1110 011001	, talonam		Ū	Ŭ		20.0,000	
Eastry		Elizabeth Drive	Woodesborough		4	d	199	£700.000	£3,518
St Margarets		St Vincent Road	St Margarets		3	ď	158	£565,000	£3,577
St Margarets		Kingsdown Road	St Margarets	Chalkwood	5	ď	326	£1,250,000	£3,834
Shepherdswell		9000	or manganoto	0.10	•	-	0_0	2.,200,000	20,00
Wingham	Saxon Manor	Goodnestone Road	Wingham		2	d		£450,000	
Wingham	Saxon Manor	Goodnestone Road	Wingham		3	ď		£475,000	
Wingham	Saxon Manor	Goodnestone Road	Wingham		3	d		£500,000	
Wingham	Orchard Yard		Wingham	Morisot	3	ď	155	£720,000	£4,657
Wingham	Orchard Yard		Wingham	Moret	2	f	117	£795,000	£6,802
J					_				,



Appendix 7 - CoStar Non-Residential Data

The pages in this appendix are not numbered.





Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

17

£8.62

£141.09

12

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	15	£5.43	£8.62	£8.74	£14.34
Achieved Rent Per SF	8	£6.66	£141.09	£10.71	£3,000.00
Net Effective Rent Per SF	7	£6.66	£11.19	£10.48	£22.47
Asking Rent Discount	7	-25,110.1%	-1,432.8%	-0.1%	16.8%
TI Allowance	-	-	-	-	-
Rent Free Months	1	0	0	0	0

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	16	1	12	6	98
Deal Size	17	183	1,434	920	10,360
Lease Deal in Months	11	12.0	36.0	36.0	60.0
Floor Number	17	BSMT	GRND	1	3

				Leas	se		Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type	
1	Maybrook House Queens Gdns	****	1,050	2nd	26/07/2019	New	£6.66/iri	Effective	
2	20 Castle St	****	1,536	GRND,1-3	29/03/2019	New	£7.81/fri	Effective	
3	Victoria House Maison Dieu Rd	****	1,064	1st	04/12/2018	New	£10.33	Asking	
1	Maybrook House Queens Gdns	****	3,045	3rd	04/12/2018	New	£8.00/fri	Asking	
4	10 Victoria Rd	****	252	2nd	24/10/2018	New	£3,000.00/fri	Achieved	
5	18 Castle St	****	388	1st	20/09/2018	New	£10.48/fri	Effective	
6	21 Queen St	****	236	1st	12/07/2018	New	£13.98	Asking	
7	Sandwich Industrial Estate Unit 5-Unit 6 Stoner Rd	****	1,130	1st	07/05/2018	New	£6.10/iri	Asking	
?	Sandwich Industrial Estate Unit 5-Unit 6 Stoner Rd	****	920	GRND	02/05/2018	New	£6.10/iri	Asking	
8	Dover Ambulance Station Winchelsea Rd	****	10,360	GRND,1	01/05/2018	New	-	-	
9	1 Poulton Close	****	571	1st	18/12/2017	New	£8.40/iri	Asking	
10	25 Castle St	****	286	BSMT	01/09/2017	New	£8.74/fri	Effective	
P	Aylesham Industrial Estate Covert Rd	****	1,569	GRND	26/07/2017	New	£14.34	Effective	
12	Honeywood Rd	****	534	GRND,1	01/05/2017	New	£22.47/fri	Effective	
13	117-120 Snargate St	****	1,032	GRND	17/03/2017	New	£5.43	Asking	
14	13 Castle St	****	183	2nd	14/11/2016	New	£10.93/fri	Effective	
15	Almond House Betteshanger	****	227	GRND	18/07/2016	New	£9.25	Asking	

Lease Compa							
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	Maybrook House Queens Gdns Dover, CT17 9AH Dover Submarket	CommunityAD The Perfume Rooms Ltd	1,050 New Direct	Jul 2019 3 Years	£6.66/SF £6.66/SF		Jan 2021
2	20 Castle St Dover, CT16 1PW Dover Submarket	Music Hall Guild Redswan Pensioneers Ltd	1,536 New Direct	Apr 2019 5 Years	£7.81/SF £7.81/SF		Mar 2021
	Victoria House Maison Dieu Rd Dover, CT16 1RW Dover Submarket		1,064 New Direct	Jan 2019		£3.38/SF	
4	Maybrook House Queens Gdns Dover, CT17 9AH Dover Submarket	The Perfume Rooms Ltd The Perfume Rooms Ltd	3,045 New Direct	Jan 2019 4 Years			
5	10-10C Victoria Rd Deal, CT14 7AP Dover Ret Submarket	Booton Champion & Bushell Pension Fund	252 New Direct	Oct 2018 3 Years	£3,000.00/SF	£5.08/SF	
	18 Castle St Dover, CT16 1PW Dover Submarket	Ultimate Business Support Persimmon Property Limited	388 New Direct	Oct 2018 5 Years	£10.48/SF £10.48/SF		Sep 2021

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	21 Queen St Deal, CT14 6ET Dover Submarket	Upton Wood Management Limited	236 New Direct	Aug 2018		£4.20/SF	
8	Sandwich Industrial Estate Unit 5-Unit 6 Stoner Rd Sandwich, CT13 9LU Dover Submarket		1,130 New Direct	Jun 2018		£4.33/SF	
	Sandwich Industrial Estate Unit 5-Unit 6 Stoner Rd Sandwich, CT13 9LU Dover Submarket		920 New Direct	May 2018		£5.32/SF	
10	Dover Ambulance Station Winchelsea Rd Dover, CT17 9TT Dover Ind Submarket	South East Coast NHS Ambulance	10,360 . New Direct	May 2018 1 Year			
11	1 Poulton Close Dover, CT17 0HL Dover Submarket	James Cheeseright	571 New Direct	Dec 2017 2 Years		£3.82/SF	
12	25 Castle St Dover, CT16 1PT Dover Submarket		286 New Direct	Sep 2017 5 Years	£8.74/SF £8.74/SF		

Ecase compe							
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	Aylesham Industrial Estate Covert Rd Canterbury, CT3 3EQ Dover Submarket	Accent Group Salvatore Group Ltd	1,569 New Direct	Jul 2017 3 Years	£14.34/SF £14.34/SF		
14	Honeywood Rd Dover, CT16 3EH Dover Submarket	Mr Allan Emsley	534 New Direct	May 2017 1 Year	£22.47/SF £22.47/SF		
15	117-120 Snargate St Dover, CT17 9DA Dover Submarket	Marshborough Properties Ltd	1,032 New Direct	Apr 2017			
16	13 Castle St Dover, CT16 1PT Dover Submarket	Britain Leckebush A Mcmanus (Deal)	183 New Direct	Nov 2016 1 Year	£10.93/SF £10.93/SF	£4.21/SF	
17	Almond House Broad Ln Deal, CT14 0LX Dover Submarket	Betteshanger Sustainable Park Ltd	227 New Direct	Jul 2016			

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months

£8.62

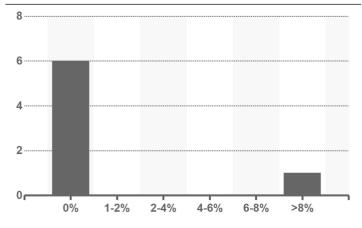
£141.09

£11.19

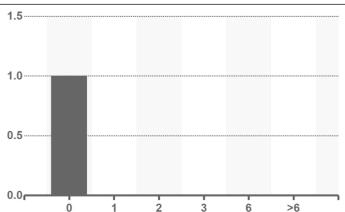
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Quick Stats Report

Comps Statistics									
	Low	Average	Median	High	Count				
Sale Price	£255,000	£858,750	£615,000	£1,950,000	4				
NIA	1,319 SF	18,185 SF	7,739 SF	57,482 SF	5				
Price per SF	£33.92	£41.29	£99.03	£242.61	4				
Net Initial Yield	-	-	-	-	-				
Days on Market	22	93	118	140	3				
Sale Price to Asking Price Ratio	85.33%	90.78%	90.78%	96.23%	2				

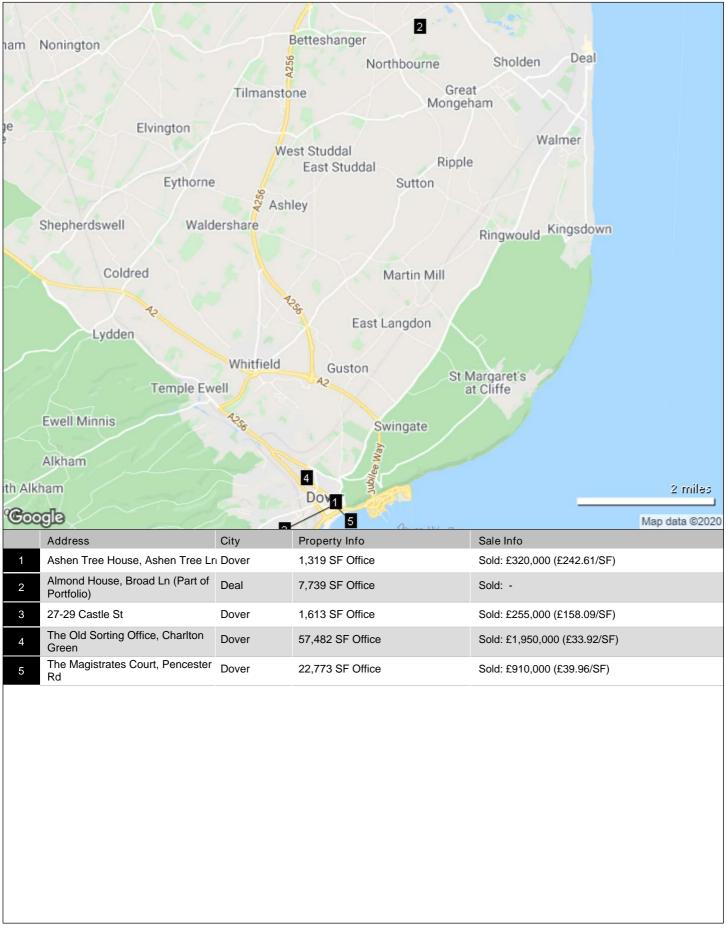
Totals

Sold Transactions Total Sales Volume: £3,435,000 Total Sales Transactions: 5

Survey Criteria

basic criteria: Type of Property - Office; Sale Date - from 08/07/2016; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Dover (Kent)



Ashen Tree House - Ashen Tree Ln

SOLD

Dover, CT16 1QL Kent County

Sale Date: 07/01/2019 (140 days on mkt) Bldg Type: Office

Sale Price: £320,000 Price/SF: £242.61 Year Built/Age: Built 1890 Age: 128

NIA: 1,319 SF

Reversionary Yield: -

Net Initial Yield: -

Comp ID: 4636558 Sale Conditions: -

Research Status: Research Complete



Almond House - Broad Ln (Part of Portfolio)

SOLD

Kent County Deal, CT14 0LX

Sale Date: 02/12/2019 Bldg Type: Office

Year Built/Age: Built 1960 Renov 2003 Age: 59 Sale Price: -

Price/SF: -NIA: 7,739 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: Bulk/Portfolio Sale Comp ID: 5114861

Research Status: Research Complete



27-29 Castle St SOLD

Dover, CT16 1PW Kent County

Sale Date: 09/05/2017 (118 days on mkt) Bldg Type: Office Sale Price: £255,000 - Confirmed Year Built/Age: -

Price/SF: £158.09 NIA: 1,613 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 3900556 Sale Conditions: -

Research Status: Confirmed



The Old Sorting Office - Charlton Green

SOLD

Dover, CT16 1AP Kent County

Sale Date: 27/09/2018 Bldg Type: Office Sale Price: £1,950,000 - Full Value Year Built/Age:

Price/SF: £33.92 NIA: 57,482 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4641364 Sale Conditions: -

Research Status: Full Value



The Magistrates Court - Pencester Rd

SOLD

Dover, CT16 1BS Kent County

Sale Date: 06/11/2017 (22 days on mkt) Bldg Type: Office

Sale Price: £910,000 - Confirmed Year Built/Age: Built 1967 Age: 50

Price/SF: £39.96 NIA: 22,773 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 4395153 Sale Conditions: Auction Sale

Research Status: Confirmed



Lease Comps Report

Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

20

£7.20

£5.28

9

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	19	£1.93	£7.20	£6.26	£25.00
Achieved Rent Per SF	8	£1.93	£5.28	£7.02	£14.00
Net Effective Rent Per SF	6	£1.93	£4.08	£6.26	£11.00
Asking Rent Discount	8	-49.9%	2.9%	0.0%	22.5%
TI Allowance	-	-	-	-	-
Rent Free Months	2	0	0	0	0

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	19	1	9	7	21
Deal Size	20	446	3,941	3,200	13,866
Lease Deal in Months	6	24.0	74.0	60.0	120.0
Floor Number	20	GRND	GRND	GRND	MEZZ

			Lease				Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type	
1	Honeywood Pky	****	3,000	GRND	16/07/2018	New	£11.00	Effective	
2	Honeywood Pky	****	2,750	GRND	01/05/2018	New	£25.00	Asking	
2	Honeywood Pky	****	3,500	GRND	01/05/2018	New	£13.00	Asking	
2	Honeywood Pky	****	4,000	GRND	01/05/2018	New	£13.00	Asking	
3	Unit 10 Holmestone Rd	****	1,882	GRND,1	28/03/2018	New	£7.78/fri	Achieved	
4	Ethelbert Rd	****	446	GRND	19/01/2018	New	£8.95/fri	Effective	
5	Whitfield Ct	****	6,259	GRND,	23/10/2017	New	£8.08/fri	Asking	
6	Poulton Close Business Poulton Close	****	1,215	GRND	20/09/2017	New	£6.26/fri	Effective	
6	Poulton Close Business Poulton Close	****	1,215	GRND	03/07/2017	Renewal	-	-	
1	Honeywood Pky	****	3,200	GRND	01/07/2017	New	£14.00	Achieved	
1	Honeywood Pky	****	3,200	GRND	01/07/2017	New	£14.00	Asking	
2	Honeywood Pky	****	3,500	GRND	01/07/2017	New	£13.00	Asking	
6	Poulton Close Business Poulton Close	****	1,215	GRND	19/05/2017	New	£6.26/fri	Asking	
7	The Wingham Engineeri Goodnestone Rd	****	13,866	GRND	23/12/2016	New	£2.65	Effective	
8	Sandwich Industrial Estate Lancaster Way	****	3,569	GRND	06/12/2016	New	£3.92/fri	Asking	
6	Poulton Close Business Poulton Close	****	1,215	GRND	01/11/2016	New	£6.26/fri	Effective	
9	Poulton Close	****	3,919	GRND	02/10/2016	New	£1.93/fri	Effective	
0	Cooting Rd	****	13,589	GRND,	01/08/2016	New	£3.39/fri	Asking	
1	Ramsgate Rd	****	6,742	GRND	27/07/2016	New	£3.84/fri	Asking	
7	Ramsgate Rd	****	543	MEZZ	27/07/2016	New	£3.84/fri	Asking	

Lease Comp.	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	Honeywood Pky Dover, CT16 3PT Dover Ind Submarket	Brewers	3,000 New Direct	Jul 2018 10 Years	£11.00/SF £11.00/SF		
TRADE MARIO DOVER TO THE PROPERTY OF THE PROPE	Honeywood Pky Dover, CT16 3PT Dover Ind Submarket		2,750 New Direct	May 2018			
TRADE MARCO DOVER TO THE RESIDENCE TO TH	Honeywood Pky Dover, CT16 3PT Dover Ind Submarket		3,500 New Direct	Sep 2018			
TRADE MARCO DOVER THE MARCO THE MARC	Honeywood Pky Dover, CT16 3PT Dover Ind Submarket		4,000 New Direct	Sep 2018			
5	Unit 10 Holmestone Rd Dover, CT17 0UF Dover Ind Submarket	Merton Thornby (Property) Ltd	1,882 New Direct	Apr 2018	£7.78/SF	£2.11/SF	
6	Ethelbert Rd Dover, CT17 0DR Dover Ind Submarket	Memel Shop	446 New Direct	Jan 2018 2 Years	£8.95/SF £8.95/SF	£4.32/SF	

-	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	Whitfield Ct Dover, CT16 3PX Dover Ind Submarket	Colony Capital, Inc.	6,259 New Direct	Nov 2017		£1.18/SF	
8	Poulton Close Business Park Poulton Close Dover, CT17 0HL Dover Ind Submarket	Stenprop Management Limited	1,215 New Direct	Oct 2017 5 Years	£6.26/SF £6.26/SF	£2.41/SF	May 2020
9	Poulton Close Business Park Poulton Close Dover, CT17 0HL Dover Ind Submarket	Stenprop Management Limited	1,215 Renewal Direct	Aug 2017		£2.41/SF	
10	Honeywood Pky Dover, CT16 3PT Dover Ind Submarket		3,200 New Direct	Jul 2018	£14.00/SF		
11	Honeywood Pky Dover, CT16 3PT Dover Ind Submarket		3,200 New Direct	Jul 2018			
TRADE DOWN THE STATE OF THE STA	Honeywood Pky Dover, CT16 3PT Dover Ind Submarket		3,500 New Direct	Jul 2018			

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	Poulton Close Business Park Poulton Close Dover, CT17 0HL Dover Ind Submarket	Morgan Stanley UK Ltd	1,215 New Direct	Jun 2017		£2.41/SF	
14	The Wingham Engineering Site Goodnestone Rd Canterbury, CT3 1AR Dover Ind Submarket	IGLAZE Aluminium Ramac Holdings Ltd	13,866 New Direct	Dec 2016 10 Years	£2.34/SF £2.65/SF	£1.52/SF	Dec 2021 Dec 2021
15	Sandwich Industrial Estate Lancaster Way Sandwich, CT13 9LY Dover Ind Submarket		3,569 New Direct	Jan 2017			
6	Poulton Close Business Park Poulton Close Dover, CT17 0HL Dover Ind Submarket	Mr Speakman Stenprop	1,215 New Direct	Nov 2016 5 Years	£6.26/SF £6.26/SF	£2.41/SF	
7	Poulton Close Dover, CT17 0HL Dover Ind Submarket		3,919 New Direct	Nov 2016 5 Years	£1.93/SF £1.93/SF		Oct 2019
18	Cooting Rd Canterbury, CT3 3EP Dover Ind Submarket		13,589 New Direct	Aug 2016		£3.23/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	Ramsgate Rd Sandwich, CT13 9ND Dover Ind Submarket	Eagle Sheds Ltd	6,742 New Direct	Sep 2016			
20	Ramsgate Rd Sandwich, CT13 9ND Dover Ind Submarket	Eagle Sheds Ltd	543 New Direct	Jul 2016			

Rents

Lease Comps Report

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months

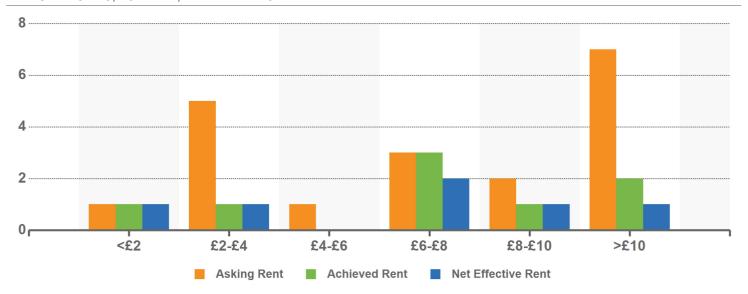
£7.20

£5.28

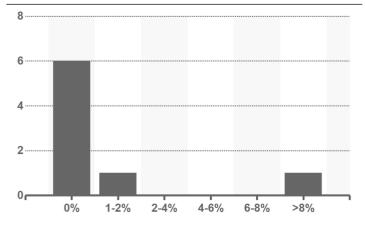
£4.08

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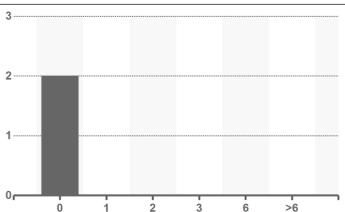
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Quick Stats Report

	Comps Statistics									
	Low	Average	Median	High	Count					
Price										
For Sale & UC/Pending	\$450,000	\$450,000	\$450,000	\$450,000	1					
Sold Transactions	\$39,941	\$729,965	\$820,059	\$1,584,470	5					
RBA										
For Sale & UC/Pending	3,654 SF	3,654 SF	3,654 SF	3,654 SF	1					
Sold Transactions	5,038 SF	40,974 SF	42,862 SF	103,439 SF	6					
Price per SF										
For Sale & UC/Pending	\$123.15	\$123.15	\$123.15	\$123.15	1					
Sold Transactions	\$7.93	\$15.20	\$8.14	\$34.51	5					
Actual Cap Rate										
For Sale & UC/Pending	8.00%	8.00%	8.00%	8.00%	1					
Sold Transactions	-	-	-	-	-					
Days on Market										
For Sale & UC/Pending	121	121	121	121	1					
Sold Transactions	191	211	191	251	3					
Sale Price to Asking Price Ratio										
Sold Transactions	-	-	-	-	-					
	To	otals								

For Sale & UC/Pending Asking Price Total: Total For Sale Transactions: \$450,000 1 **Sold Transactions** Total Sales Volume: \$3,649,825 **Total Sales Transactions:** 6 Total Included in Analysis: Total Included in Analysis: 7 \$4,099,825

Survey Criteria

basic criteria: Type of Property - Industrial, Light Industrial; Sale Date - from 08/07/2016; Sale Status - Sold, For Sale, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Dover (Kent)

CG Hibbert Ltd - Channel View Rd

SOLD

Dover, CT17 9TW Kent County

Sale Date: 08/09/2017 Bldg Type: Class C IndustrialWarehouse

Sale Price: \$350,000 - Confirmed Year Built/Age: Built 1982 Age: 35

Price/SF: \$8.14 RBA: 42,981 SF

Pro Forma Cap - Parcel No: Actual Cap Rate: Comp ID: 4045615 Sale Conditions: -

Research Status: Confirmed



2 36A Coombe Valley Rd

SOLD

Dover, CT17 0EX Kent County

Sale Date: 04/16/2020 (251 days on mkt) Bldg Type: Class C IndustrialWarehouse

Sale Price: - Year Built/Age: Built 1960 Age: 60

Price/SF: - RBA: 5,727 SF

Pro Forma Cap - Parcel No: Actual Cap Rate: Comp ID: 5110634 Sale Conditions: -

Research Status: Research Complete



3 Unit 50 - Sandwich Industrial Estate - Lancaster Way

FOR SALE

Sandwich, CT13 9LY Kent County

Asking Price: \$450,000 Sale Type: Investment
Price/SF: \$123.15 Bldg Type: Class B Industrial
Bldg Status: Built 1980
Sale Status: Active RBA: 3,654 SF

Actual Cap Rate: 8.00% Parcel No: K669492, TT10344

Sale Conditions: -



White Cliffs Business Park - 1 Palmerston Rd

SOLD

SOLD

Dover, CT16 3NF Kent County

Sale Date: 10/03/2016 Bldg Type: Class B Industrial Distribution

Sale Price: \$1,584,470 - Full Value Year Built/Age: Built 2002 Age: 14

Price/SF: \$34.51 RBA: 45,919 SF

Pro Forma Cap - Parcel No: -

Actual Cap Rate: -

5

Comp ID: 4899887 Sale Conditions: Purchase By Tenant

Research Status: Full Value



Poulton Close Business Park - Poulton Clos (Part of Portfolio)

Dover, CT17 0HL Kent County

Sale Date: 06/30/2017 Bldg Type: Class C IndustrialWarehouse

Sale Price: \$855,355 - Research Comple Year Built/Age: Built 1988 Age: 29

Price/SF: \$20.01 RBA: 42,742 SF

Pro Forma Cap - Parcel No: -

Actual Cap Rate: -

Comp ID: 3926435 Sale Conditions: Bulk/Portfolio Sale

Research Status: Research Complete



281 - Old Bay House - River Rd (Part of Multi-Property)

SOLD

Sandwich, CT13 9ND Kent County

Sale Date: 05/16/2019 (191 days on mkt) Bldg Type: Class B IndustrialManufacturing

Sale Price: \$820,059 - Allocated Year Built/Age: -

Price/SF: \$7.93 RBA: 103,439 SF

Pro Forma Cap - Parcel No: -

Actual Cap Rate: -

Comp ID: 4803229 Sale Conditions: Building Contamination Issue, Distress Sale ...

Research Status: Allocated



282 - Old Bay House - River Rd (Part of Multi-Property)

SOLD

Sandwich, CT13 9ND

Kent County

Sale Date: 05/16/2019 (191 days on mkt) Sale Price: \$39,941 - Allocated Price/SF: \$7.93

Bldg Type: Class B IndustrialManufacturing

Year Built/Age: -RBA: 5,038 SF

Pro Forma Cap -

Parcel No: -

Actual Cap Rate: -

Comp ID: 4803229 Research Status: Allocated

Sale Conditions: Building Contamination Issue, Distress Sale ...



Sale Comps Map & List Report

Sale Comparables

Avg. NI Yield

Avg. Price/SF

Avg. Vacancy At Sale

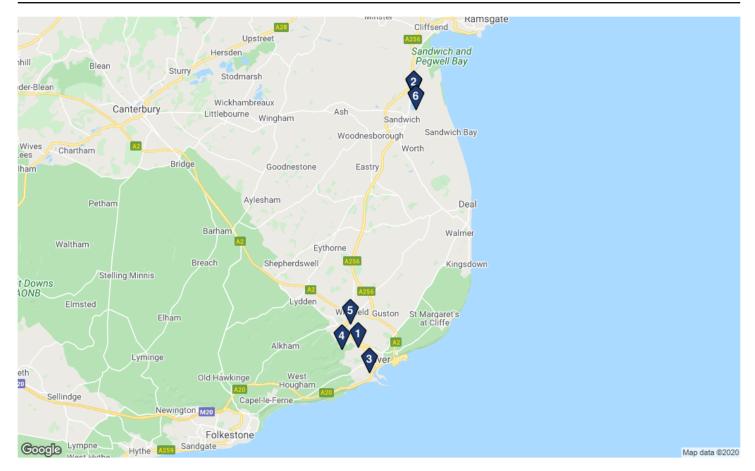
7

8.0%

£34

4.6%

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£39,941	£683,304	£635,030	£1,584,470
Price Per Unit	£8	£34	£14	£123
NI Yield	8.0%	8.0%	8.0%	8.0%
Time Since Sale in Months	2.7	24.4	24.3	45.2

Property Attributes	Low	Average	Median	High
Building SF	3,654	35,643	42,742	103,439
Ceiling Height	7'	16'	16'	25'
Docks	0	3	0	18
Vacancy Rate at Sale	0%	4.6%	0%	32.4%
Year Built	1960	1982	1982	2002
Star Rating	****	★★★★★ 3.0	★★★★★ 3.0	****

Sale Comps Map & List Report

			Pro	perty		Sale				
Proj	perty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield	
•	36A Coombe Valley © Dover, KEN	Warehouse ★★★★	1960	5,727 SF	0%	16/4/2020	Price Not Dis- closed	-	-	
2	Old Bay House River Rd Sandwich, KEN	Manufactur- ing ★★★★	-	103,439 SF	0%	16/5/2019	£820,059 Part of Portfolio	£8	-	
2	Old Bay House River Rd Sandwich, KEN	Manufactur- ing ★★★★	-	5,038 SF	0%	16/5/2019	£39,941 Part of Portfolio	£8	-	
3	CG Hibbert Ltd Channel View Rd Dover, KEN	Warehouse	1982	42,981 SF	0%	9/8/2017	£350,000	£8	-	
4	Poulton Close Busi © Poulton Clos Dover, KEN	Warehouse	1988	42,742 SF	32.4%	30/6/2017	£855,355 Part of Portfolio	£20	-	
5	White Cliffs Business 1 Palmerston Rd Dover, KEN	Distribution ★★★★	2002	45,919 SF	0%	3/10/2016	£1,584,470	£35	-	
6	Sandwich Industrial © Lancaster Way Sandwich, KEN	Industrial ★★★★★	1980	3,654 SF	0%	-	£450,000	£123	8.0%	

Lease Comps Report

Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

59

£11.24

£10.54

14

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	39	£5.13	£11.24	£12.56	£22.77
Achieved Rent Per SF	38	£2.58	£10.54	£12.01	£134.83
Net Effective Rent Per SF	29	£2.83	£10.56	£11.95	£126.14
Asking Rent Discount	26	-4.0%	17.1%	8.0%	44.2%
TI Allowance	-	-	-	-	-
Rent Free Months	25	0	6	3	24

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	49	1	14	9	68
Deal Size	59	326	2,486	1,161	30,946
Lease Deal in Months	41	3.0	123.0	120.0	612.0
Floor Number	59	BSMT	GRND	GRND	3

				Leas	se		Rents	
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	11-16 Biggin St	****	2,713	GRND,1	29/04/2020	Renewal	-	-
2	27 Market Sq	****	978	GRND	05/03/2020	New	£13.80/fri	Achieved
3	20-21 Biggin St	****	1,242	GRND	21/01/2020	New	£19.83/iro	Effective
4	57 The Strand	****	636	GRND	10/01/2020	New	£14.15	Achieved
5	49 Castle St	****	380	GRND	13/12/2019	New	£18.42	Asking
6	Honeywood Pky	****	5,000	GRND	28/11/2019	New	-	-
7	45 High St	****	652	GRND	07/10/2019	New	£13.80	Asking
8	74 Pencaster Rd	****	1,582	GRND	26/07/2019	New	£5.69/fri	Effective
9	1-1a Sheridan Rd	****	516	GRND	27/06/2019	New	£9.16/fri	Effective
10	27 Biggin St	****	1,354	GRND	28/05/2019	New	£8.72/iro	Effective
	28-30 Biggin St	****	30,946	GRND,1-2	07/05/2019	New	£2.83	Effective
12	62-67 Market Place	****	799	GRND	18/03/2019	New	£8.51/iro	Effective
13	31 Biggin St	****	1,084	GRND	07/02/2019	New	£11.07/fri	Achieved
12	62-67 Market Place	****	1,227	GRND	06/02/2019	New	£7.25	Effective
1	11-16 Biggin St	****	1,395	GRND	07/01/2019	New	£10.75/fri	Asking
3	20-21 Biggin St	****	1,242	GRND	07/01/2019	New	£12.08	Asking
14	10 King St	****	800	GRND	07/01/2019	New	£13.75	Asking
12	62-67 Market Place	****	732	GRND	07/01/2019	New	£9.29	Asking
15	Block B Woolcomber St	****	5,274	GRND	01/01/2019	New	-	-
16	Block C Woolcomber St	****	1,500	GRND	01/01/2019	New	-	-
16	Block C Woolcomber St	****	2,000	GRND	01/01/2019	New	-	-

			Lease					Rents	
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type	
15	Block B Woolcomber St	****	3,455	GRND	31/12/2018	New	-	-	
1	13 Worthington St	****	326	GRND	09/11/2018	New	£19.94/fri	Achieved	
18	47 High St	****	513	GRND	12/10/2018	New	£16.26	Asking	
19	Atina House 6 Bench	****	971	GRND	17/09/2018	New	£7.47/fri	Effective	
20	Travelodge Woolcomber St	****	2,583	GRND	14/09/2018	New	£26.76/fri	Effective	
12	62-67 Market Place	****	841	GRND	31/08/2018	New	£9.51	Effective	
21	Block A Townwall St	****	3,150	GRND	25/07/2018	New	£22.75/fri	Effective	
18	47 High St	****	513	GRND	02/07/2018	New	£16.26/iri	Achieved	
12	62-67 Market Place	****	1,292	GRND	01/07/2018	New	£6.19	Effective	
22	3-5 High St	****	377	GRND	08/06/2018	New	£14.32	Achieved	
21)	Block A Townwall St	****	10,107	GRND	02/05/2018	New	£8.46/fri	Effective	
23	9 Church St	****	595	GRND	06/04/2018	New	£10.92/fri	Effective	
24	52 Biggin St	****	1,004	GRND,1	01/04/2018	New	£11.95/fri	Effective	
16	Block C Unit 1C-7C Woolcomber St	****	445	GRND	25/03/2018	New	£126.14/fri	Effective	
21	Block A Townwall St	****	16,050	GRND	23/03/2018	New	£15.59/fri	Effective	
16	Block C Unit 1C-7C Woolcomber St	****	1,500	GRND	23/03/2018	New	£26.28/fri	Effective	
1	11-16 Biggin St	****	10,727	GRND,1	14/03/2018	New	£4.20/fri	Achieved	
16	Block C Unit 1C-7C Woolcomber St	****	1,800	GRND	13/03/2018	New	£26.67/fri	Effective	
21	Block A Townwall St	****	5,070	GRND	03/12/2017	New	-	-	
15	Block B Unit 3B Woolcomber St	****	3,337	GRND	10/11/2017	New	-	-	
25	52 High St	****	1,537	GRND,1-2	02/11/2017	New	£19.52/fri	Effective	



				Leas	se		Rents	
Pro	Property Name - Address Rating		SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
26	3 Worthington St	****	438	BSMT,G	31/08/2017	New	£12.56/fri	Effective
27	145 Snargate St	****	536	GRND	09/08/2017	New	£11.19	Asking
28	8 Bench St	****	1,161	1st	01/08/2017	New	£2.58	Achieved
29	63 London Rd	****	584	GRND	30/06/2017	New	£10.27/fri	Effective
30	23-24 Biggin St	****	795	GRND	25/05/2017	Renewal	£31.45/fri	Achieved
31	23 Market Sq	****	772	GRND	28/03/2017	New	£11.66	Effective
32	59 Biggin St	****	1,660	1-2	17/03/2017	New	£15.06/iri	Asking
33	62 Biggin St	****	2,397	GRND	17/03/2017	New	£14.60/fri	Asking

200000000000000000000000000000000000000	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	11-16 Biggin St Dover, CT16 1BD Dover Ret Submarket	Specsavers Bourneheights Ltd	2,713 Renewal	Apr 2020			
2 DESTRUCTION OF THE PROPERTY	26-27 Market Sq Dover, CT16 1NG Dover Ret Submarket	Mr and Mrs D Maclean Prenimex Limited	978 New Direct	Apr 2020 6 Years	£13,500 PA	1 Mo at Start	Apr 2023
3	20-21 Biggin St Dover, CT16 1BH Dover Ret Submarket	Salon 77 Best Estates Ltd	1,242 New Direct	Feb 2020 5 Years	£13,000 PA £24,635 PA		Jan 2023
4	56-57 The Strand Deal, CT14 7DP Dover Ret Submarket		636 New Direct	Jan 2020 6 Years	£9,000 PA	2 Mos at Start	Jan 2023
5	49 Castle St Dover, CT16 1PT Dover Ret Submarket		380 New Direct	Dec 2019 5 Years			
6 Pets	Honeywood Pky Dover, CT16 3PS Dover Ret Submarket	Bensons for Beds IM Properties	5,000 New Direct	Dec 2019			

Lease Compo	ii anies						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	45 High St Dover, CT16 1EB Dover Ret Submarket	Mario Barqueiro	652 New Sublease	Oct 2019			
8 Particular of	74 Pencester Rd Dover, CT16 1BW Dover Ret Submarket	Apollo Europa Limited	1,582 New Direct	Jul 2019 10 Years	£9,000 PA £9,000 PA		Jul 2022 Jul 2024
9	1-1a Sheridan Rd Dover, CT16 2BZ Dover Ret Submarket	Rosey Baskaran Dover District Council	516 New Direct	Jul 2019 51 Years	£4,800 PA £4,727 PA	3 Mos at Start	
10	27 Biggin St Dover, CT16 1BU Dover Ret Submarket	Grace Catering Ltd The Oddfellows	1,354 New Direct	May 2019 10 Years	£14,000 PA £11,801 PA	Spread Over £11,257 PA	Jun 2024
11	28-30 Biggin St Dover, CT16 1BX Dover Ret Submarket	B&M Fortress Investment Group (UK) Ltd	30,946 New Direct	May 2019 10 Years	£100,000 PA £87,545 PA	Spread Over	May 2024 May 2024
12	62-69 Market Place Canterbury, CT3 3DZ Dover Ret Submarket	Catherine Morgan Dover District Council	799 New Direct	Mar 2019 5 Years	£6,800 PA £6,800 PA		Mar 2021

Lease Compo	arables						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	31 Biggin St Dover, CT16 1BU Dover Ret Submarket	Club Lava Grex Limited	1,084 New Direct	Mar 2019 5 Years	£12,000 PA	£10,406 PA	
14	62-69 Market Place Canterbury, CT3 3DZ Dover Ret Submarket	Aylesham Pet Suppliers	1,227 New Direct	Mar 2019 15 Years	£8,900 PA £8,900 PA	0 Mos	Feb 2022
15	11-16 Biggin St Dover, CT16 1BD Dover Ret Submarket	Bourneheights Ltd	1,395 New Sublease	Feb 2019		£11,855 PA	
16	20-21 Biggin St Dover, CT16 1BH Dover Ret Submarket	Best Estates Ltd	1,242 New Direct	Feb 2019			
17	10 King St Dover, CT16 1NR Dover Ret Submarket		800 New Direct	Feb 2019		£5,808 PA	
18	62-69 Market Place Canterbury, CT3 3DZ Dover Ret Submarket		732 New Direct	Feb 2019			

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	Block B Woolcomber St Dover, CT16 1SZ Dover Ret Submarket	Caspers Stonehurst Estates Ltd	5,274 New Direct	Jan 2019 15 Years			
20	Block C Unit 1C-7C Woolcomber St Dover, CT16 1SZ Dover Ret Submarket		1,500 New Direct	Jan 2019			
21	Block C Unit 1C-7C Woolcomber St Dover, CT16 1SZ Dover Ret Submarket	Kaspa's Desserts	2,000 New Direct	Jan 2019			
22	Block B Woolcomber St Dover, CT16 1SZ Dover Ret Submarket	Stonehurst Estates Ltd	3,455 New Direct	Dec 2018 15 Years			
23	13 Worthington St Dover, CT17 9AF Dover Ret Submarket	First Plumbing	326 New Direct	Nov 2018 3 Years	£6,500 PA	3 Mos at Start £2,410 PA	
24	47 High St Dover, CT16 1EB Dover Ret Submarket	Shumi (Dover) Ltd	513 New Direct	Nov 2018		£4,683 PA	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	Atina House 5-7 Bench St Dover, CT16 1JH Dover Submarket	Urban Calm Nardone & Wilson	971 New Direct	Oct 2018 10 Years	£7,500 PA £7,254 PA	3 Mos at Start £2,470 PA	Oct 2021
26	Travelodge Woolcomber St Dover, CT16 1SZ Dover Submarket	Burger King	2,583 New Direct	Sep 2018 20 Years	£68,750 PA £69,120 PA		
27	62-69 Market Place Canterbury, CT3 3DZ Dover Ret Submarket		841 New Direct	Oct 2018 10 Years	£8,000 PA £8,000 PA	0 Mos	Aug 2021
28	Block A Townwall St Dover, CT16 1SZ Dover Ret Submarket	The Entertainer Dover District Council	3,150 New Direct	Jul 2018 10 Years 6 Mont	£72,500 PA £71,661 PA	3 Mos at Start	Jul 2023
29	47 High St Dover, CT16 1EB Dover Ret Submarket	Shumi (Dover) Ltd	513 New Direct	Aug 2018 5 Years	£8,340 PA	£1,957 PA	
30	62-69 Market Place Canterbury, CT3 3DZ Dover Ret Submarket	King Barber	1,292 New Direct	Jul 2018 10 Years	£8,000 PA £8,000 PA		

Lease Compo							
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	3-3 High St Dover, CT16 1DP Dover Ret Submarket	Polish Delicatessen	377 New Direct	Jun 2018	£5,400 PA	£1,704 PA	
32	Block A Townwall St Dover, CT16 1SZ Dover Ret Submarket	Superdrug Dover District Council	10,107 New Direct	May 2018 10 Years	£105,000 PA £85,501 PA	18 Mos at Start	May 2023
33	8-9 Church St Dover, CT16 1LY Dover Ret Submarket	Sreevijay Ltd	595 New Direct	Apr 2018 6 Years	£6,500 PA £6,500 PA	£2,922 PA	Apr 2021 Apr 2021
AAS AGS	52 Biggin St Dover, CT16 1DB Dover Ret Submarket	HR Go Employment Ruby Will Trust	1,004 New Direct	May 2018 1 Year	£12,000 PA £12,000 PA	£11,307 PA	
35	Block C Unit 1C-7C Woolcomber St Dover, CT16 1SZ Dover Ret Submarket	Anytime Fitness	445 New Direct	Mar 2018 15 Years	£60,000 PA £56,132 PA	Spread Over	Mar 2028 Mar 2023
36	Block A Townwall St Dover, CT16 1SZ Dover Ret Submarket	Marks & Spencer Dover District Council	16,050 New Direct	Mar 2018 20 Years	£256,000 PA £250,206 PA	9 Mos at Start	Mar 2023

Lease Compo	11 (10162						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	Block C Unit 1C-7C Woolcomber St Dover, CT16 1SZ Dover Ret Submarket	Greggs	1,500 New Direct	Mar 2018 10 Years	£45,000 PA £39,416 PA	12 Mos at Start	Mar 2023
38	11-16 Biggin St Dover, CT16 1BD Dover Ret Submarket	Poundworld Bourneheights Ltd	10,727 New Direct	Mar 2018	£45,000 PA	£27,303 PA	
39	Block C Unit 1C-7C Woolcomber St Dover, CT16 1SZ Dover Ret Submarket	Costa Coffee	1,800 New Direct	Mar 2018 10 Years	£54,000 PA £47,997 PA	12 Mos at Start	Mar 2023
40	Block A Townwall St Dover, CT16 1SZ Dover Ret Submarket	Dover District Council	5,070 New Direct	Feb 2018 10 Years			
41	Block B Woolcomber St Dover, CT16 1SZ Dover Ret Submarket	Nando's Stonehurst Estates Ltd	3,337 New Direct	Nov 2017 20 Years		24 Mos at Start	Nov 2032 Jun 2021
42	52 High St Deal, CT14 6HE Dover Ret Submarket	Bardown Properties Ltd	1,537 New Direct	Nov 2017 10 Years	£30,000 PA £30,000 PA	£2,407 PA	Nov 2022 Nov 2022

Lease Comp	ulubies						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43 Allan's Lodes & Lodes &	3 Worthington St Dover, CT17 9AF Dover Ret Submarket	Vapeistry The Rubie Will Trust	438 New Direct	Aug 2017 5 Years	£5,500 PA £5,500 PA	£1,445 PA	Aug 2020
44	145 Snargate St Dover, CT17 9BZ Dover Ret Submarket	Protec Holdings Limited	536 New Direct	Aug 2017		£2,311 PA	
45	8 Bench St Dover, CT16 1JH Dover Ret Submarket	Mr Mohammed Midos Group (UK) Ltd	1,161 New Direct	Aug 2017 Month-To-Month	£3,000 PA		
46	63 London Rd Dover, CT17 0SP Dover Ret Submarket	Love Blooms Ocobase Property Group Ltd	584 New Direct	Jun 2017 6 Years	£6,000 PA £6,000 PA	0 Mos	Jun 2020
47	23-24 Biggin St Dover, CT16 1BH Dover Ret Submarket	Costa Coffee Revelan Properties Ltd	795 Renewal Direct	May 2017 5 Years	£25,000 PA		
48	22-23 Market Sq Dover, CT16 1NG Dover Ret Submarket	Mr Hoa Pham J C Rook & Sons Ltd	772 New Direct	Apr 2017 10 Years	£9,000 PA £9,000 PA		Apr 2022 Apr 2022

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
49	59 Biggin St Dover, CT16 1DD Dover Ret Submarket	Landmaster Properties Ltd	1,660 New Direct	Apr 2017		£17,748 PA	
50 sovers	62 Biggin St Dover, CT16 1DD Dover Ret Submarket	AMP Capital	2,397 New Direct	Apr 2017		£24,732 PA	
51	18 High St Dover, CT16 1DR Dover Ret Submarket	Fundraising Services (UK) Ltd Business Data Applications Limited	497 New Direct	Nov 2016 5 Years	£6,000 PA £6,000 PA	0 Mos £2,734 PA	
52 TIMPSON	53 Biggin St Dover, CT16 1DB Dover Ret Submarket	TD Electronics Ruby Will Trust	872 New Direct	Nov 2016 10 Years	£14,000 PA £13,542 PA	3 Mos at Start £10,598 PA	Nov 2018 Nov 2021
53	Quarterdeck Beach St Deal, CT14 6HY Dover Ret Submarket	Hythe Bay Seafood Restaurants	1,787 New Direct	Dec 2016			
54	43 Biggin St Dover, CT16 1DB Dover Ret Submarket	Sair-Kiermafz Ltd Royal Liver Assurance Ltd	2,860 New Direct	Nov 2016 1 Year 2 Months	£14,400 PA £14,395 PA	Spread Over £17,147 PA	

•	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
55 WEVE INTEREST	20C King St Sandwich, CT13 9BT Dover Ret Submarket	The Retreat@29 Strand Street Marshborough Properties Limited	482 New Direct	Oct 2016 12 Years	£7,500 PA £7,500 PA	0 Mos	Sep 2022 Sep 2021
Dodes & Locates &	3 Worthington St Dover, CT17 9AF Dover Ret Submarket	Golden Stitches The Rubie Will Trust	438 New Direct	Sep 2016 20 Years	£5,600 PA £5,600 PA	0 Mos £1,528 PA	Sep 2021 Sep 2021
57	3-3 High St Dover, CT16 1DP Dover Ret Submarket	Dr Vape Vape Lounge	377 New Direct	Sep 2016 3 Months	£4,800 PA £4,798 PA	0 Mos £1,764 PA	
58	9 Biggin St Dover, CT16 1BD Dover Ret Submarket	Santander	2,177 New Direct	Oct 2016		£12,818 PA	
59	2 Cattle Market Sandwich, CT13 9AG Dover Ret Submarket	Nick Waite	612 New Direct	Aug 2016 10 Years			

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months

£11.24

£10.54

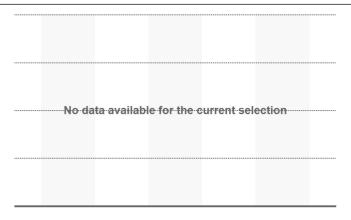
£10.56

6.2

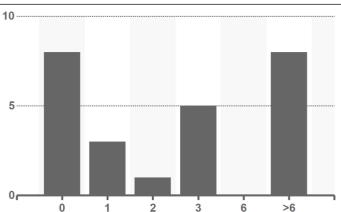
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Quick Stats Report

	Comps	Statistics			
	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	\$500,000	\$500,000	\$500,000	\$500,000	1
Sold Transactions	\$73,689	\$1,055,558	\$284,344	\$16,300,000	26
Center Size					
For Sale & UC/Pending	3,738 SF	5,126 SF	5,126 SF	6,513 SF	2
Sold Transactions	297 SF	6,817 SF	2,250 SF	59,998 SF	33
Price per SF					
For Sale & UC/Pending	\$76.77	\$76.77	\$76.77	\$76.77	1
Sold Transactions	\$24.44	\$150.52	\$145.69	\$521.89	26
Actual Cap Rate					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	3.15%	7.37%	7.50%	10.96%	8
Days on Market					
For Sale & UC/Pending	128	172	172	216	2
Sold Transactions	3	150	56	1,287	27
Sale Price to Asking Price Ratio					
Sold Transactions	83.61%	106.18%	101.92%	190.40%	18
	To	tals			

Total Included in Analysis: \$27,944,497 Total Included in Analysis:

Survey Criteria

basic criteria: Type of Property - Retail; Sale Date - from 08/07/2016; Sale Status - Sold, For Sale, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Dover (Kent)

2

33

35

23-24 Biggin St SOLD

Dover, CT16 1BH Kent County

Sale Date: 05/15/2018 (56 days on mkt) Bldg Type: RetailStorefront Year Built/Age: Built 1880 Age: 138 Sale Price: \$325,000

Price/SF: \$204.40 RBA: 1,590 SF

Pro Forma Cap -Parcel No: -

Actual Cap Rate: 9.26%

Sale Conditions: Auction Sale Comp ID: 4272245

Research Status: Research Complete

2 26 Biggin St SOLD

Dover, CT16 1BJ Kent County

Sale Date: 07/04/2018 (21 days on mkt) Bldg Type: Retail Sale Price: \$720,000 - Confirmed Year Built/Age: -

RBA: 4,403 SF Price/SF: \$163.52

Pro Forma Cap -Parcel No: -

Actual Cap Rate: 10.96%

Comp ID: 4432639 Sale Conditions: Auction Sale

Research Status: Confirmed

28-30 Biggin St (Part of Multi-Property)

Dover, CT16 1BX Kent County

Sale Date: 09/30/2016 Bldg Type: RetailStorefront Sale Price: Year Built/Age: Built 1942 Age: 74

Price/SF: -RBA: 30,946 SF

Pro Forma Cap -Parcel No: -

Actual Cap Rate: 7.09% Comp ID: 3701848 Sale Conditions: Bulk/Portfolio Sale

Research Status: Research Complete

42 Biggin St Dover, CT16 1DB Kent County

Sale Date: 10/19/2018 Bldg Type: Retail

Sale Price: -Year Built/Age: Built 1874 Age: 144

Price/SF: -RBA: 5,368 SF

Pro Forma Cap Parcel No: -Actual Cap Rate: -

Comp ID: 4560328 Sale Conditions: -

Research Status: Research Complete

5 44 Biggin St SOLD

Dover, CT16 1DB Kent County

Sale Date: 07/04/2018 (21 days on mkt) Bldg Type: Retail

Sale Price: \$292,500 Year Built/Age: Built 1854 Age: 164

Price/SF: \$78.52 RBA: 3,725 SF

Pro Forma Cap -Parcel No: -

Actual Cap Rate: 9.85%

Comp ID: 4432837 Sale Conditions: Auction Sale Research Status: Research Complete

50 Biggin St (Part of Multi-Property)

Dover, CT16 1DB Kent County

Sale Date: 12/08/2016 (13 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: \$198,310 -Year Built/Age: Built 1910 Age: 106 Price/SF: \$175.03 RBA: 1,133 SF

Pro Forma Cap -Parcel No: -

Actual Cap Rate:

Sale Conditions: Auction Sale, Distress Sale ... Comp ID: 3786074 Research Status:



SOLD

SOLD















51 Biggin St (Part of Multi-Property)

Kent County

Sale Date: 12/08/2016 (13 days on mkt)

Bldg Type: RetailStorefront Retail/Residential

Sale Price: \$73,689 -

Year Built/Age: Built 1910 Age: 106

Parcel No: -

Price/SF: \$175.03

RBA: 421 SF

Pro Forma Cap -Actual Cap Rate:

Comp ID: 3786074

Research Status:

Dover, CT16 1DB

Sale Conditions: Auction Sale, Distress Sale ...

8 58-59 Biggin St (Part of Portfolio) SOLD

Dover, CT16 1DD Kent County Sale Date: 02/07/2017 (24 days on mkt) Bldg Type: RetailStorefront

Sale Price: \$283,687 - Research Comple Year Built/Age: Built 1852 Age: 165

Price/SF: \$92.80 RBA: 3,057 SF

Pro Forma Cap Parcel No: -

Actual Cap Rate:

Comp ID: 3833459 Sale Conditions: Auction Sale, Bulk/Portfolio Sale ...

Research Status: Research Complete

9 SOLD 63 Biggin St

Dover, CT16 1DD Kent County

Bldg Type: RetailStorefront Sale Date: 05/10/2017 (14 days on mkt)

Sale Price: \$262,000 - Confirmed Year Built/Age:

Price/SF: \$58.93 RBA: 4,446 SF

Pro Forma Cap -Parcel No: -

Actual Cap Rate:

Comp ID: 3901058 Sale Conditions: Auction Sale

64 Biggin St (Part of Portfolio)

Dover, CT16 1DD Kent County

Bldg Type: RetailStorefront Sale Date: 02/07/2017 (24 days on mkt)

Sale Price: \$458,335 - Research Comple Year Built/Age:

Price/SF: \$92.80 RBA: 4,939 SF

Pro Forma Cap Parcel No: -

Actual Cap Rate:

Comp ID: 3833459 Sale Conditions: Auction Sale, Bulk/Portfolio Sale ...

Research Complete Research Status:

11 SOLD 64 Biggin St

Dover, CT16 1DD Kent County

Sale Date: 05/10/2017 (14 days on mkt) Bldg Type: RetailStorefront

Sale Price: \$352,000 - Confirmed Year Built/Age:

Price/SF: \$71.27 RBA: 4,939 SF

Pro Forma Cap Parcel No: -

Actual Cap Rate:

Comp ID: 3901060 Sale Conditions: Auction Sale

Research Status: Confirmed

12 The Admiral Harvey - 13 Bridge St

Dover, CT16 2LB Kent County

Sale Date: 07/10/2018 (78 days on mkt) Bldg Type: RetailBar/Nightclub

Sale Price: \$198,000 - Confirmed Year Built/Age:

Price/SF: \$157.77 RBA: 1,255 SF

Pro Forma Cap -Parcel No: -

Actual Cap Rate: -

Comp ID: 4373841 Sale Conditions: -

Research Status: Confirmed





SOLD











SOLD

13 23 Cannon St SOLD

Dover, CT16 1BZ Kent County

Bldg Type: RetailStorefront Retail/Residential Sale Date: 12/19/2017 (90 days on mkt)

Sale Price: -Year Built/Age: Built 1910 Age: 107

Price/SF: RBA: 799 SF

Pro Forma Cap -Parcel No: -Actual Cap Rate: Comp ID: 4085060 Sale Conditions: -

Research Status: Public Record

14 51 Castle St SOLD

Dover, CT16 1PT Kent County Sale Date: 04/25/2018 (127 days on mkt) Bldg Type: RetailStorefront

Year Built/Age: Built 1985 Age: 33 Sale Price: \$625,000 - Confirmed Price/SF: \$24.44 RBA: 25,576 SF

Parcel No: -Pro Forma Cap -

Actual Cap Rate:

Comp ID: 4367017 Sale Conditions: Auction Sale

Research Status: Confirmed

Coombe Valley Rd 15

Dover, CT17 0EU Kent County

Asking Price: Sale Type: Owner User Price/SF: Bldg Type: RetailStorefront Days on Market: 216 Bldg Status: Built 2000 RBA: 3,738 SF Sale Status: Pending

Parcel No: -Actual Cap Rate: -Sale Conditions: -

Plough And Harrow - Dover Rd SOLD

Tilmanstone, CT14 0HX Kent County

Sale Date: 10/04/2017 Bldg Type: RetailBar/Nightclub Year Built/Age:

Sale Price: \$250,000

Price/SF: \$446.43 **RBA: 560 SF**

Pro Forma Cap Parcel No: -Actual Cap Rate: -

Comp ID: 4060065 Sale Conditions: -

Research Status: Public Record

17 SOLD 1 Eythorne Rd

Dover, CT15 7NU Kent County

Sale Date: 05/25/2017 (23 days on mkt) Bldg Type: Retail

Year Built/Age: Built 1975 Age: 42 \$238,000 Sale Price:

Price/SF: \$107.55 RBA: 2,213 SF

Pro Forma Cap -Parcel No: -Actual Cap Rate: 3.15% Comp ID: 3912854 Sale Conditions: -

Research Status: Public Record 18 367-375 Folkestone Rd FOR SALE

Dover, CT17 9JR

Kent County

Asking Price: \$500,000 Sale Type: Owner User

Price/SF: \$76.77 Bldg Type: RetailAuto Dealership

Days on Market: 128 Bldg Status: Built 1990 RBA: 6,513 SF Sale Status: Active

Actual Cap Rate: -Parcel No: -

Sale Conditions: -











19 Unit 1 - Multi-Property Sale - Granville St (Part of Multi-Property)

Dover, CT16 2QX Kent County

Sale Date: 10/01/2018 (133 days on mkt) Bldg Type: RetailStorefront

Sale Price: Year Built/Age:

Price/SF: RBA: 2,893 SF

Pro Forma Cap -Parcel No: -Actual Cap Rate: Comp ID: 4529521 Sale Conditions: -

Research Status: Research Complete

20

Unit 2 - Multi-Property Sale - Granville St (Part of Multi-Property)

Dover, CT16 2QX Kent County

Sale Date: 10/01/2018 (133 days on mkt) Bldg Type: RetailStorefront Sale Price: -Year Built/Age:

RBA: 1,253 SF Price/SF:

Pro Forma Cap -Parcel No: -Actual Cap Rate: Comp ID: 4529521 Sale Conditions: -

Research Status: Research Complete

21 Unit 3 - Multi-Property Sale - Granville St (Part of Multi-Property)

Dover, CT16 2QX Kent County

Bldg Type: RetailStorefront Sale Date: 10/01/2018 (133 days on mkt)

Sale Price: Year Built/Age: Price/SF: **RBA: 303 SF**

Pro Forma Cap -Parcel No: -Actual Cap Rate:

Comp ID: 4529521 Sale Conditions: -

Research Status: Research Complete

23 High St SOLD

Dover, CT16 1EB Kent County

Sale Date: 10/26/2016 (1,287 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Year Built/Age: Built 1930 Age: 86 Sale Price: \$155,000

Price/SF: \$521.89 **RBA: 297 SF**

Parcel No: -Pro Forma Cap

Actual Cap Rate: -

Comp ID: 3739036 Sale Conditions: Auction Sale

Research Status:

23 SOLD 36-38 High St

Dover, CT16 1EA Kent County

Sale Date: 10/08/2019 (111 days on mkt) Bldg Type: RetailStorefront Year Built/Age: Built 1910 Age: 109 Sale Price: \$220,000

Price/SF: \$153.63 RBA: 1,432 SF

Pro Forma Cap Parcel No: -Actual Cap Rate: Comp ID: 4910958 Sale Conditions: -

Research Status: Research Complete

24 37-39 High St SOLD

Dover, CT16 1EB Kent County

Sale Date: 04/30/2019 (316 days on mkt) Bldg Type: RetailStorefront Retail/Office

Sale Price: \$250,000 Year Built/Age: -Price/SF: \$136.84 RBA: 1,827 SF

Pro Forma Cap -Parcel No: -

Actual Cap Rate:

Comp ID: 4745746 Sale Conditions: -

Research Status: Public Record



SOLD

SOLD













25 71 High St SOLD

Deal, CT14 6HB Kent County

Sale Date: 03/22/2018 (3 days on mkt)

Bldg Type: RetailBank

Sale Price: \$485,000 Year Built/Age: Built 1901 Age: 116

Price/SF: \$200.75 RBA: 2,416 SF

Pro Forma Cap - Parcel No: -

Actual Cap Rate: 6.73%

Comp ID: 4187781 Sale Conditions: Auction Sale Research Status: Public Record

26 B&Q - Honeywood Pky SOLD

Dover, CT16 3FH Kent County

Sale Date: 08/14/2017 Bldg Type: RetailFreestanding Sale Price: \$16,300,000 - Confirmed Year Built/Age: Built 1990 Age: 27

Price/SF: \$271.68 RBA: 59,998 SF

Pro Forma Cap - Parcel No: - Actual Cap Rate: 6.14%

Comp ID: 4012927 Sale Conditions: - Research Status: Confirmed

27 Former Homebase - Honeywood Rd

Dover, CT16 3EH Kent County

Sale Date: 02/21/2019 Bldg Type: RetailFreestanding Sale Price: \$3,900,000 - Confirmed Year Built/Age: Built 1990 Age: 29

Price/SF: \$92.01 RBA: 42,388 SF

Pro Forma Cap - Parcel No: - Actual Cap Rate: -

Comp ID: 4735894 Sale Conditions: - Research Status: Confirmed

28 29A London Rd

Sale Date: 09/06/2018 (252 days on mkt) Bldg Type: Retail

Sale Price: - Year Built/Age: Built 1950 Age: 68

Price/SF: - RBA: 1,074 SF

Pro Forma Cap - Parcel No: - Actual Cap Rate: -

Comp ID: 4506023 Sale Conditions: -

Research Status: Research Complete

Dover, CT17 0SS

29 Kings Hall - 287 London Rd SOLD

Kent County

Dover, CT17 0SY Kent County

Sale Date: 10/29/2018 Bldg Type: RetailHealth Club Sale Price: \$120,000 - Confirmed Year Built/Age: Built 1890 Age: 128

Price/SF: \$48.25 RBA: 2,487 SF

Pro Forma Cap - Parcel No: -

Actual Cap Rate: -

Comp ID: 4564856 Sale Conditions: Auction Sale

Research Status: Confirmed

30 Dublin Man of War - Lower Rd SOLD

Dover, CT17 0RQ Kent County

Sale Date: 04/04/2017 (307 days on mkt) Bldg Type: Retail

Sale Price: \$385,000 - Confirmed Year Built/Age: Built 1900 Age: 117

Price/SF: \$171.11 RBA: 2,250 SF

Pro Forma Cap - Parcel No: -

Actual Cap Rate: -

Comp ID: 3870896 Sale Conditions: - Research Status: Confirmed





SOLD

SOLD









31 Park Inn - 1-2 Park Pl SOLD

Dover, CT16 1DF Kent County

Sale Date: 04/04/2017 (307 days on mkt)
Sale Price: \$265,000 - Confirmed

Bldg Type: RetailBar/Nightclub
Year Built/Age: Built 1900 Age: 117

Price/SF: \$176.67 RBA: 1,500 SF

Pro Forma Cap - Parcel No: Actual Cap Rate: Comp ID: 3870897 Sale Conditions: -



32 20 The Street SOLD

Canterbury, CT3 2EW Kent County

Sale Date: 12/09/2019 (13 days on mkt)
Sale Price: \$285,000 - Confirmed

Bldg Type: Retail
Year Built/Age: -

Price/SF: \$137.75 RBA: 2,069 SF

Pro Forma Cap - Parcel No: -

Actual Cap Rate: 4.59%

Comp ID: 5020742 Sale Conditions: Auction Sale

Research Status: Confirmed

Research Status: Confirmed



Image Coming Soon

33 2 Victoria Rd SOLD

Deal, CT14 7AW Kent County

Sale Date: 07/05/2017 (499 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: \$305,000 - Confirmed Year Built/Age: Built 1901 Age: 116

Price/SF: \$308.70 RBA: 988 SF

Pro Forma Cap - Parcel No: Actual Cap Rate: 8.26%
Comp ID: 3967355 Sale Conditions: -

Research Status: Confirmed



SOLD

2-8 Worthington St (Part of Portfolio)

Dover, CT17 9AD Kent County

Sale Date: 02/07/2017 (24 days on mkt) Bldg Type: RetailStorefront Retail/Office

Sale Price: \$297,976 - Research Complé Year Built/Age: Built 1955 Age: 61

Price/SF: \$92.80 RBA: 3,211 SF

Pro Forma Cap - Parcel No: -

Actual Cap Rate: -

Price/SF:

Comp ID: 3833459 Sale Conditions: Auction Sale, Bulk/Portfolio Sale ...

Research Status: Research Complete

\$62.29

35 2-8 Worthington St SOLD

RBA: 3,211 SF

Dover, CT17 9AD Kent County

Sale Date: 05/23/2017 (18 days on mkt)

Bldg Type: RetailStorefront Retail/Office

Sale Price: \$200,000 - Declaration Year Built/Age: Built 1955 Age: 62

Pro Forma Cap - Parcel No: -

Actual Cap Rate: Comp ID: 3913442 Sale Conditions: Auction Sale

Research Status: Declaration



Sale Comparables

Avg. NI Yield

Avg. Price/SF

Avg. Vacancy At Sale

35

7.4%

£159

3.3%

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£73,689	£1,034,981	£285,000	£16,300,000
Price Per SF	£24	£159	£138	£522
NI Yield	3.2%	7.4%	7.5%	11.0%
Time Since Sale in Months	7.0	29.9	30.6	45.3

Property Attributes	Low	Average	Median	High
Building SF	297	6,721	2,416	59,998
Floors	1	2	2	4
Typical Floor	297	5,961	1,445	59,998
Vacancy Rate at Sale	0%	3.3%	0%	57.3%
Year Built	1852	1927	1910	2000
Star Rating	****	★★★★ 2.6	★★★★★ 3.0	****

				Prope	erty		Sale				
Prop	erty Name - Address		Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield	
•	20 The Street Canterbury, KEN	ര	Retail ★★★★★	-	2,069 SF	0%	9/12/2019	£285,000	£138	4.6%	
2	36-38 High St Dover, KEN	ര	Storefront ★★★★	1910	1,432 SF	0%	8/10/2019	£220,000	£154	-	
3	37-39 High St Dover, KEN	ര	Storefront Retail/Office	-	1,827 SF	0%	30/4/2019	£250,000	£137	-	
4	Former Homebase Honeywood Rd Dover, KEN	ര	Freestanding	1990	42,388 SF	0%	21/2/2019	£3,900,000	£92	-	
5	Kings Hall 287 London Rd Dover, KEN	യ	Health Club	1890	2,487 SF	0%	29/10/2018	£120,000	£48	-	
6	42 Biggin St Dover, KEN	യ	Retail ★★★★	1874	5,368 SF	0%	19/10/2018	Price Not Dis- closed	-	-	
?	Multi-Property Sale Granville St Dover, KEN	ര	Storefront ★★★★	-	303 SF	0%	1/10/2018	Price Not Disclosed Part of Portfolio	-	-	
?	Multi-Property Sale Granville St Dover, KEN	ര	Storefront ★★★★	-	1,253 SF	0%	1/10/2018	Price Not Disclosed Part of Portfolio	-	-	
?	Multi-Property Sale Granville St Dover, KEN	ര	Storefront ★★★★	-	2,893 SF	0%	1/10/2018	Price Not Disclosed Part of Portfolio	-	-	
8	29A London Rd Dover, KEN		Retail ★★★★	1950	1,074 SF	0%	6/9/2018	Price Not Dis- closed	-	-	
9	The Admiral Harvey 13 Bridge St Dover, KEN	ര	Bar/Nightclub	-	1,255 SF	0%	10/7/2018	£198,000	£158	-	
10	26 Biggin St Dover, KEN	ര	Retail ★★★★	-	4,403 SF	0%	4/7/2018	£720,000	£164	11.0%	

				Prope	erty		Sale					
Prop	perty Name - Address		Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield		
•	44 Biggin St Dover, KEN	രാ	Retail ★★★★	1854	3,725 SF	0%	4/7/2018	£292,500	£79	9.9%		
12	23-24 Biggin St Dover, KEN	യ	Storefront ★★★★	1880	1,590 SF	0%	15/5/2018	£325,000	£204	9.3%		
13	51 Castle St Dover, KEN	രാ	Storefront ★★★★	1985	25,576 SF	0%	25/4/2018	£625,000	£24	-		
14	71 High St Deal, KEN	രാ	Bank	1901	2,416 SF	0%	22/3/2018	£485,000	£201	6.7%		
15	23 Cannon St Dover, KEN	രാ	Storefront Retail/Resi- dential	1910	799 SF	57.0%	19/12/2017	Price Not Dis- closed	-	-		
16	Plough And Harrow Dover Rd Tilmanstone, KEN		Bar/Nightclub ★★★★	-	560 SF	0%	4/10/2017	£250,000	£446	-		
1	B&Q Honeywood Pky Dover, KEN	യ	Freestanding	1990	59,998 SF	0%	14/8/2017	£16,300,000	£272	6.1%		
18	2 Victoria Rd Deal, KEN	ര	Storefront Retail/Resi- dential	1901	988 SF	0%	5/7/2017	£305,000	£309	8.3%		
19	1 Eythorne Rd Dover, KEN	ര	Retail ★★★★★	1975	2,213 SF	0%	25/5/2017	£238,000	£108	3.2%		
20	2-8 Worthington St Dover, KEN	ര	Storefront Retail/Office	1955	3,211 SF	0%	23/5/2017	£200,000	£62	-		
21	64 Biggin St Dover, KEN	യ	Storefront ★★★★	-	4,939 SF	0%	10/5/2017	£352,000	£71	-		
22	63 Biggin St Dover, KEN	യ	Storefront ★★★★	-	4,446 SF	0%	10/5/2017	£262,000	£59	-		

				Pro	perty		Sale					
Prop	perty Name - Address		Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield		
23	Dublin Man of War Lower Rd Dover, KEN	യ	Retail ★★★★	1900	2,250 SF	0%	4/4/2017	£385,000	£171	-		
24	Park Inn 1-2 Park Pl Dover, KEN	യ	Bar/Nightclub ★★★★	1900	1,500 SF	0%	4/4/2017	£265,000	£177	-		
25	64 Biggin St Dover, KEN	യ	Storefront ★★★★	-	4,939 SF	0%	7/2/2017	£458,335 Part of Portfolio	£93	-		
25	2-8 Worthington St Dover, KEN	രാ	Storefront Retail/Office	1955	3,211 SF	0%	7/2/2017	£297,976 Part of Portfolio	£93	-		
25	58-59 Biggin St Dover, KEN	യ	Storefront ★★★★	1852	3,057 SF	57.3%	7/2/2017	£283,687 Part of Portfolio	£93	-		
26	Multi-Property Sale 50 Biggin St Dover, KEN	യ	Storefront Retail/Residential	1910	1,133 SF	0%	8/12/2016	£198,310 Part of Portfolio	£175	-		
26	Multi-Property Sale 51 Biggin St Dover, KEN	യ	Storefront Retail/Residential	1910	421 SF	0%	8/12/2016	£73,689 Part of Portfolio	£175	-		
27	23 High St Dover, KEN	യ	Storefront Retail/Resi- dential	1930	297 SF	0%	26/10/2016	£155,000	£522	-		
28	Multi-Property Sale 28-30 Biggin St Dover, KEN	യ	Storefront	1942	30,946 SF	0%	30/9/2016	Price Not Disclosed Part of Portfolio	-	-		
29	367-375 Folkestone Dover, KEN	. യ	Auto Dealer- ship	1990	6,513 SF	0%	-	£500,000	£77	-		
30	Coombe Valley Rd Dover, KEN	ര	Storefront ★★★★	2000	3,738 SF	0%	-	Price Not Dis- closed	-	-		

Appendix 8 – Land Registry Development Land Data

Planning Ref	Site	Brief Description	ha	All Units	Aff Units	Aff %	s106 (£)	LR Title	Date Sold	Price Paid	Notes	£/ha	£/unit
DOV/14/00240	EASTRY HOSPITAL, MILL LANE, EASTRY	REDEVELOPMENT OF SITE TO PROVIDE 100 RESIDENTIAL UNITS	3.36	100	10	10.00 %	£4,596	K816892	04/10/2007	£1,700,000		£505,952	£17,000
DOV/16/01247	LAND AT WHITE POST FARM, SANDWICH ROAD, ASH	ERECTION OF UP TO 30 DWELLINGS, CREATION VEHICULAR ACCESS AND PARKING	1.21	30	9	30.00 %	£108,39 6	K485108	26/04/1979	No PPD			
DOV/18/00300	AYLESHAM SPORTS CLUB, BURGESS ROAD, CANTERBURY	ERECTION OF 2 STOREY SIDE AND 3 STOREY REAR EXTENSIONS TO FACILITATE CONVERSION INTO 19 SELF-CONTAINED FLATS & PUBLIC HOUSE, FORMATION OF VEHICULAR ACCESS AND PARKING (MIXED USE CLASS C3 & A4)	0.22	19	0	0.00%	£81,188	TT37028	29/05/2015	£191,500		£870,455	£10,079
DOV/16/01328	LAND TO THE REAR OF ARCHERS COURT ROAD, WHITFIELD	OUTLINE APPLICATION FOR THE ERECTION OF UP TO 28 DWELLINGS (30% AFFORDABLE), CREATION OF VEHICULAR ACCESS (INCLUDING DEMOLITION OF 14 ARCHERS COURT ROAD	1.66	28	8.4	30.00 %	£211,12 6	TT11251	22-Mar-12	£11,999		£7,228	£429
DOV/17/00892	FORMER GREYHOUND PUBLIC HOUSE, DORMAN AVENUE SOUTH, AYLESHAM	ERECTION OF 17 DWELLINGS, CREATION OF ACCESS ROADS AND PARKING	0.27	17	0	0.00%	£190,81 2	K778632	25-Jul-19	£950,000		£3,518,51 9	£55,882



DOV/17/01114 L	LAND AT LYING TO	OA FOR UP TO 50	2.54	50	15	30.00	£382,59	TT27329	07-Aug-14	£1,723,700	Includes a	£678,622	£34,474
	THE SOUTH WEST	DWELLINGS (COMPRISING				%	0		J		bigger	,	,
	OF WELLS FARM,	UP TO 35 MARKET & 15									area of		
	EASTRY, SANDWICH	SOCIAL RENTED DWELLINGS), NEW PUBLIC									field		
		FOOTPATHS.											
		ASSOCIATED											
		LANDSCAPING AND											
		CREATION OF ACCESS											
		(APPEARANCE,											
		LANDSCAPING, LAYOUT AND SCALE OF											
		DEVELOPMENT TO BE											
		RESERVED)											
	LAND AT FERNFIELD	OA FOR THE ERECTION	2.1	19	6	31.58	£76,600	K93264	No sale	No PPD	Owned by		
	LANE, HAWKINGE	OF 19 DWELLINGS WITH SOME MATTERS				%					Folkeston e & Hythe		
		RESERVED									Council		
	LAND AT WEIGHSIDE	ERECTION OF 14	0.91	14	0	0.00%	£279,95	K148581	31-Mar-17	£1,150,000		£1,263,73	£82,143
	HOUSE, SANDWICH	DWELLINGS WITH					2					6	
	ROAD, WHITFIELD	ASSOCIATED VEHICULAR ACCESS AND PARKING											
DOV/18/00125	EAST STUDDAL	OUTLINE APPLICATION	0.99	tba	0		£9.750	K96492	01/04/1960	No PPD	part not		
	NURSERIES, DOWNS	FOR RESIDENTIAL					20,100		0.70.1.7000		registered.		
	ROAD, EAST	DEVELOPMENT (EXISTING											
	STUDDAL	NURSERY BUILDINGS TO											
		BE DEMOLISHED RETAINING EXISTING											
		DWELLING)(APPEARANCE,											
		LANDSCAPING, LAYOUT											
		AND SCALE TO BE											
		RESERVED)											
	LAND TO THE REAR OF MATTHEWS	OUTLINE APPLICATION FOR THE ERECTION OF	2.56	63	10	15.87 %	£464,85 0	K725298, TT103284	09/11/2016		several LRs	£0	£0
	CLOSE &	UP TO 63 DWELLINGS,				70	U	11103284			incomplete		
	SOUTHWALL ROAD,	ACCESS, OPEN SPACE,						, K530541,			price data		
	DEAL	ASSOCIATED						K316038,					
		INFRASTRUCTURE AND						K119768,					
		GROUNDWORKS						K184093,					
		(APPEARANCE, LANDSCAPING, LAYOUT						K944722					
		AND SCALE RESERVED)											



DOV/18/01322	LAND AT THE MAGISTRATES COURT, PENCESTER ROAD, DOVER CT16 1BS	COU AND CONVERSION TO 46 SELF CONTAINED FLATS, TO INCLUDE THE ERECTION OF A ROOF EXTENSION TO INCORPORATE A 3RD AND 4TH FLOOR, AND A FOUR STOREY SIDE EXTENSION	0.3	46	0	0.00%	£39,514	K108135	05-Dec-17	£910,000	partly built out, some multiple owners	£3,033,33 3	£19,783
DOV/18/00242	LAND AT SUMMERFIELD NURSERY, BARNSOLE ROAD, BARNSOLE, STAPLE, CANTERBURY CT3 1LD	ERECTION OF 10 DETACHED AND 6 TERRACE DWELLINGS DETACHED GARAGES FORMATION OF A VEHICLE ACCESS AND PARKING (EXISTING BUILDINGS TO TBE DEMOLISHED)	1.39	16	6	37.50 %	£1,644	TT105722	01-Nov-19	£1,663,200		£1,196,54 7	£103,95 0
DOV/18/01169	LAND AT THE ROYAL LEISURE CENTRE & SNOOKER CLUB, KING STREET, DEAL, KENT CT14 6HX	ERECTION OF A BUILDING INCORPORATING 3 RETAIL UNITS (A1) AND 16 SELF CONTAINED FLATS (EXISTING BUILDING TO BE DEMOLISHED	0.05	16	0	0.00%	£14,298	K530599	14/06/1996	No PPD			
DOV/18/00888	32 LOWER ROAD AND MANOR VIEW NURSERY, LOWER ROAD, TEMPLE EWELL, KENT CT16 3DY	ERECTION OF 14 DETACHED DWELLINGS WITH GARAGES AND ASSOCIATED PARKING, LANDSCAPING AND ALTERATIONS AND IMPROVEMENTS TO EXISTING ACCESS (FORMER NURSERY BUILDINGS AND THE CONSERVATORY ATTACHED TO 32 LOWER ROAD TO BE DEMOLISHED	1.03	14	0	0.00%	£47,208	K924579	17-Jul-07	£450,000		£436,893	£32,143
DOV/18/00682	LAND AT REAR OF AND INCLUDING 147 ST RICHARDS ROAD, DEAL	ERECTION OF 21 DWELLINGS, CREATION OF NEW ACCESS ROAD, PARKING AND LANDSCAPING (EXISTING DWELLING TO BE DEMOLISHED)	0.97	21	6	28.57	£68,697	K756636, K755991	30-Oct-19	£1,300,000		£1,340,20 6	£61,905



DOV/17/01523	LAND AT FORMER BUCKLAND HOSPITAL DOVER	OUTLINE APPLICATION FOR THE ERECTION OF UP TO 150 DWELLINGS (WITH ALL MATTERS RESERVED)	1.63	150	0	0.00%	£399,62 2	TT61518	12-Jan-17	£1,450,000		£889,571	£9,667
DOV/18/00764	LAND AT STALCO ENGINEERING WORKS AND LAND R/O AND INCLUDING 126 MONGEHAM ROAD, GREAT MONGEHAM	ERECTION OF 35 HOUSES, FORMATION OF NEW ACCESS ROAD, ASSOCIATED LANDSCAPING INCLUDING DEMOLITION OF STALCO ENGINEERING BUILDINGS, FORMER SQUASH COURTS AND 126 MONGEHAM ROAD. OFF SITE HIGHWAY WORKS TO INCLUDE A PEDESTRIAN BUILD OUT	1.12	35	11	31.43 %	£129,47 7	K762350, K125989	27/02/2004, 7/3/1997	Partial PPD	Incomplet e data		
DOV/19/00243	LAND AT WOODNESBOROUG H ROAD, SANDWICH	ERECTION OF 120 DWELLINGS, INCLUDING 36 AFFORDABLE HOMES, TOGETHER WITH NEW VEHICULAR AND PEDESTRIAN ACCESS, INTERNAL ACCESS ROAD, CAR PARKING, LANDSCAPING, PROVISION OF 0.84 HA OF OPEN SPACE AND A LOCALLY EQUIPPED AREA FOR CHILDREN'S PLAY (LEAP) AND THE REMOVAL OF VEHICULAR RIGHTS OVER MOST OF BY-WAY ES10 BLACK LANE	5.31	120	36	30.00 %	£469,16 2	TT37462, K815243	15/06/2015, 17 August 2000	£336,000		£63,277	£2,800
19/00403	LAND AT WOODNESBOROUG H LANE, EASTRY, KENT	OUTLINE APPLICATION FOR THE ERECTION OF 28 DWELLINGS WITH RESTRICTIVE OCCUPANCY OF 10 DWELLINGS TO HOUSEHOLDERS AGED 55 YEARS AND OLDER; TOGETHER WITH CREATION OF INTERNAL ACCESS ROAD,	1.07	28	8	28.57	£93,684	TT80271	25-Apr-18	£100,000		£93,458	£3,571



		LANDSCAPING AND ASSOCIATED DEVELOPMENT											
19/00669	LAND BETWEEN 107 - 127 CAPEL STREET, CAPEL LE FERNE	OUTLINE APPLICATION FOR THE ERECTION OF 34 DWELLINGS (8 X 2 BED, 16 X 3 BED, 10 X 4 BED) AND MEANS OF ACCESS WITH ASSOCIATED LANDSCAPING (APPEARANCE, LANDSCAPING, LAYOUT AND SCALE RESERVED	1.6	34	10	29.41	£167,76 9	K59030, K847747	17/10/2000, 14/11/2002	Partial PPD	Incomplet e data		
16/01434	FORMER BARWICK SITE, COOMBE VALLEY ROAD	ERECTION OF 16 DWELLINGS, CONSTRUCTION OF VEHICULAR ACCESS AND ASSOCIATED CAR PARKING (AMENDED PLANS)	0.2	16	0	0.00%	£0	K904533	03-Dec-12	£145,000	Applicatio n against title	£725,000	£9,063
18/00468	LAND ADJ TO 1 MALVERN ROAD, DOVER	ERECTION OF 2/3 STOREY BUILDINGS INCORPORATING 17 SELF CONTAINED FLATS, VEHICLE ACCESS AND PARKING	0.12	17	0	0.00%	£655	K628755, K219210, K427015	28-Nov-16	£225,000		£1,875,00 0	£13,235
18/01263	FORMER UNITED REFORMED CHURCH, HIGH STREET, DOVER	CONVERSION OF CHURCH BUILDING TO PROVIDE 16 SELF CONTAINED APARTMENTS AND ASSOCIATED DEVELOPMENT	0.06	16	0	0.00%	£420	K870259	28-Sep-16	£178,000		£2,966,66 7	£11,125





Appendix 9 - CoStar Industrial Land

The pages in this appendix are not numbered.





Quick Stats Report

Low	_									
	Average	Median	High	Count						
\$1,750,000	\$7,125,000	\$7,125,000	\$12,500,000	2						
\$117,000	\$227,333	\$195,000	\$370,000	3						
2.59 AC	16.73 AC	15.66 AC	33 AC	4						
0.12 AC	10.75 AC	1.52 AC	49.79 AC	5						
\$500,000	\$516,529	\$588,099	\$676,198	2						
\$75,000	\$280,658	\$493,333	\$1,625,062	3						
105	246	276	328	4						
191	320	282	522	4						
92.50%	93.05%	93.05%	93.60%	2						
Totals										
	\$1,750,000 \$117,000 2.59 AC 0.12 AC \$500,000 \$75,000 105 191	\$1,750,000 \$117,000 \$227,333 2.59 AC 0.12 AC 16.73 AC 10.75 AC \$500,000 \$516,529 \$75,000 \$280,658 105 191 320 92.50%	\$1,750,000 \$7,125,000 \$7,125,000 \$117,000 \$227,333 \$195,000 2.59 AC 16.73 AC 15.66 AC 0.12 AC 10.75 AC 1.52 AC \$500,000 \$516,529 \$588,099 \$75,000 \$280,658 \$493,333 105 246 276 191 320 282 92.50% 93.05% 93.05%	\$1,750,000 \$7,125,000 \$7,125,000 \$12,500,000 \$117,000 \$227,333 \$195,000 \$370,000 \$370,000 \$2.59 AC 16.73 AC 15.66 AC 33 AC 0.12 AC 10.75 AC 1.52 AC 49.79 AC \$500,000 \$516,529 \$588,099 \$676,198 \$75,000 \$280,658 \$493,333 \$1,625,062 \$105 246 276 328 191 320 282 522 \$22 \$92.50% 93.05% 93.05% 93.05% 93.60%						

For Sale & UC/Pending Sold Transactions

Asking Price Total: \$14,250,000
Total Sales Volume: \$682,000

Total For Sale Transactions: 4
Total Sales Transactions: 5

Total Included in Analysis:

\$14,932,000

Total Included in Analysis:

Survey Criteria

basic criteria: Type of Property - Land; Sale Date - from 08/07/2016; Sale Status - Sold, For Sale, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Dover (Kent)

9

Land Junction Poulton Close - Barwick Rd

FOR SALE

Dover, CT17 0TJ Kent County

Asking Price: - Sale Type: Investment

\$/AC Land Gross: - Land Area: 6.32 AC (275,299 SF)

Days on Market: 328 Lot Dimensions: Sale Status: Active Proposed Use: -

Parcel No: 0081-2212, 0081-2228 [Partial List]

Sales Condition: -



2 Betteshanger Business Park - Betteshanger Rd (Part of Portfolio)

SOLD

Deal, CT14 0EN Kent County

Sale Date: 12/02/2019 Land Area: 49.79 AC (2,168,852 SF)

Sale Price: - Lot Dimensions: - \$/AC Land Gross: - Proposed Use: -

Parcel No: -

Comp ID: 5114861 Sale Conditions: Bulk/Portfolio Sale

Research Status: Research Complete



Church HI SOLD

Dover, CT15 4AE Kent County

Sale Date: 12/01/2017 (367 days on mkt) Land Area: 0.12 AC (5,227 SF)

Sale Price: \$195,000 - Confirmed Lot Dimensions: - \$/AC Land Gross: \$1,625,062.29 (\$37.31/SF) Proposed Use: -

Parcel No: -

Comp ID: 4074183 Sale Conditions: -

Research Status: Confirmed



4 Crabble Ln FOR SALE

Dover Kent County

Asking Price: \$12,500,000 Sale Type: Investment

\$/AC Land Gross: \$500,000.00 (\$11.48/SF) Land Area: 25 AC (1,089,000 SF)

Days on Market: 279 Lot Dimensions: Sale Status: Active Proposed Use: -

Parcel No: K89101 Sales Condition: - Image Coming Soon

White Cliffs Business Park - Honeywood Clos

SOLD

SOLD

Dover, CT16 3PJ Kent County

Sale Date: 10/01/2016 (522 days on mkt) Land Area: 0.75 AC (32,670 SF)

Sale Price: \$370,000 - Confirmed Lot Dimensions: - \$/AC Land Gross: \$493,333.33 (\$11.33/SF) Proposed Use: -

Parcel No: -

Comp ID: 3797304 Sale Conditions: -

Research Status: Confirmed



6 Land Adjacent to Build Base - Honeywood Pky

Dover, CT16 3PT Kent County

Sale Date: 09/01/2016 (198 days on mkt) Land Area: 1.52 AC (66,211 SF)

Sale Price: - Lot Dimensions: - \$/AC Land Gross: - Proposed Use: -

Parcel No: -

Comp ID: 3714617 Sale Conditions: -

Research Status:



Land adjoining Discovery Park - River Rd

FOR SALE

Sandwich, CT13 9ND Kent County

Asking Price: \$1,750,000 Sale Type: Investment

\$/AC Land Gross: \$676,197.84 (\$15.52/SF) Land Area: 2.59 AC (112,733 SF)

Days on Market: 272 Lot Dimensions:

Proposed Use: Flat Units Sale Status: Active

Parcel No: -Sales Condition: -



The Citadel **PENDING**

Dover, CT17 9DR Kent County

Asking Price: -Sale Type: Investment

\$/AC Land Gross: -Land Area: 33 AC (1,437,480 SF)

Days on Market: 105 Lot Dimensions: Sale Status: Pending Proposed Use: -

Parcel No: -

Sales Condition: Development Sale



Wass Drov SOLD

Canterbury, CT3 2LP Kent County

Sale Date: 11/23/2017 (191 days on mkt) Land Area: 1.56 AC (67,954 SF)

Sale Price: \$117,000 Lot Dimensions: \$/AC Land Gross: \$74,999.56 (\$1.72/SF) Proposed Use: -

Parcel No: -

Comp ID: 4062415 Research Status: Public Record Sale Conditions: -



Sale Comparables Avg. NI Yield Avg. Price/SF Avg. Vacancy At Sale

9 - £15

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£117,000	£2,986,400	£370,000	£12,500,000
Price Per SF	£2	£15	£11	£37
NI Yield	-	-	-	-
Time Since Sale in Months	7.2	32.3	31.5	46.2

Property Attributes	Low	Average	Median	High
Building SF	-	-	-	-
Floors	-	-	-	-
Typical Floor	-	-	-	-
Vacancy Rate at Sale	-	-	-	-
Year Built	-	-	-	-
Star Rating	****	★★★★ ★ 2.4	★★★★ ★ 2.0	****

		Property			Sale				
Property Name - Address		Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/Area	NI Yield
•	Betteshanger Busi ® Betteshanger Rd Deal, KEN	Land ★★★★★	-	49.79 AC	-	2/12/2019	Price Not Disclosed Part of Portfolio	-	-
2	Church HI © Dover, KEN	Land ★★★★★	-	0.12 AC	-	1/12/2017	£195,000	£1,625,062/AC	-
3	Wass Drov © Canterbury, KEN	Land ★★★★★	-	1.56 AC	-	23/11/2017	£117,000	£75,000/AC	-
4	White Cliffs Business Honeywood Clos Dover, KEN	Land ★★★★	-	0.75 AC	-	1/10/2016	£370,000	£493,333/AC	-
5	Land Adjacent to Build. Honeywood Pky Dover, KEN	Land ★★★★	-	1.52 AC	-	1/9/2016	Price Not Dis- closed	-	-
6	Crabble Ln ∞ Dover, KEN	Land ★★★★	-	25 AC	-	-	£12,500,000	£500,000/AC	-
7	Land adjoining Dis © River Rd Sandwich, KEN	Land ★★★★★	-	2.588 AC	-	-	£1,750,000	£676,198/AC	-
8	The Citadel © Dover, KEN	Land ★★★★	-	33 AC	-	-	Price Not Dis- closed	-	-
9	Land Junction Poulton. Barwick Rd Dover, KEN	Land ★★★★	-	6.32 AC	-	-	Price Not Dis- closed	-	-

Appraisals 10 – Residential Development

The pages in this appendix are not numbered.





Base Cover



Higher Value and Dover Town

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Number 2 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 m2 Large Green 150 93 3,340 20,229,193 150 4.16 36.10 13,880 1,457.43

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	4	40.00	160.00	10%	1,502	264,352
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	11	73.00	803.00		1,369	1,099,307
	3	11	86.00	946.00		1,369	1,295,074
Semi	2	11	81.00	891.00		1,369	1,219,779
	3	32	98.00	3,136.00		1,369	4,293,184
	4	0	115.00	0.00		1,552	0
Det	4	21	120.00	2,520.00		1,552	3,911,040
	5	15	130.00	1,950.00		1,552	3,026,400
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	11	39.00	429.00	10%	1,502	708,794
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	5	70.00	350.00		1,369	479,150
	3	7	84.00	588.00		1,369	804,972
Semi	2	4	79.00	316.00		1,369	432,604
	3	5	93.00	465.00		1,369	636,585
	4	8	97.00	776.00		1,552	1,204,352
Det	4	0	106.00	0.00		1,552	0
	5	5	110.00	550.00		1,552	853,600
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 ha m2 Medium Green 80 2.22 91 7,287 3,278 10,630,345 1,458.81 35.99

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	3	40.00	120.00	10%	1,502	198,264
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	6	73.00	438.00		1,369	599,622
	3	6	86.00	516.00		1,369	706,404
Semi	2	6	81.00	486.00		1,369	665,334
	3	17	98.00	1,666.00		1,369	2,280,754
	4	0	115.00	0.00		1,552	0
Det	4	11	120.00	1,320.00		1,552	2,048,640
	5	8	130.00	1,040.00		1,552	1,614,080
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	7	39.00	273.00	10%	1,502	451,051
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	2	70.00	140.00		1,369	191,660
	3	4	84.00	336.00		1,369	459,984
Semi	2	2	79.00	158.00		1,369	216,302
	3	2	93.00	186.00		1,369	254,634
	4	4	97.00	388.00		1,552	602,176
Det	4	0	106.00	0.00		1,552	0
	5	2	110.00	220.00		1,552	341,440
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Locality	een/Brown Iternative Use					
North	Green	Agricultural				
Area	Gross Net	5.000 4.155				

Locality een/Brown Iternative Use

North	Green	Agricultural
Area	Gross	2.667
	Net	2.223

删

Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 Medium Green 40 91 3,290 40 1.11 36.01 3,655 5,342,037 1,461.57

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	2	40.00	80.00	10%	1,502	132,176
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	3	73.00	219.00		1,369	299,811
	3	3	86.00	258.00		1,369	353,202
Semi	2	3	81.00	243.00		1,369	332,667
	3	8	98.00	784.00		1,369	1,073,296
	4	0	115.00	0.00		1,552	0
Det	4	6	120.00	720.00		1,552	1,117,440
	5	4	130.00	520.00		1,552	807,040
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	3	39.00	117.00	10%	1,502	193,307
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	1	70.00	70.00		1,369	95,830
	3	2	84.00	168.00		1,369	229,992
Semi	2	1	79.00	79.00		1,369	108,151
	3	1	93.00	93.00		1,369	127,317
	4	2	97.00	194.00		1,552	301,088
Det	4	0	106.00	0.00		1,552	0
	5	1	110.00	110.00		1,552	170,720
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 ha m2 m2 Medium Green 20 LD 20 94 2,749,889 0.69 29.18 1,882 2,746 1,461.15

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	1	73.00	73.00		1,369	99,937
	3	1	86.00	86.00		1,369	117,734
Semi	2	1	81.00	81.00		1,369	110,889
	3	5	98.00	490.00		1,369	670,810
	4	0	115.00	0.00		1,552	0
Det	4	3	120.00	360.00		1,552	558,720
	5	2	130.00	260.00		1,552	403,520
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	2	39.00	78.00	10%	1,502	128,872
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	1	70.00	70.00		1,369	95,830
	3	1	84.00	84.00		1,369	114,996
Semi	2	0	79.00	0.00		1,369	0
	3	1	93.00	93.00		1,369	127,317
	4	1	97.00	97.00		1,552	150,544
Det	4	0	106.00	0.00		1,552	0
	5	1	110.00	110.00		1,552	170,720
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

North	Green	Agricultural
\rea	Gross	1.33
	Net	1.11:

Locality een/Brown Iternative Use

Locality een/Brown Iternative Use orth Green Agricultural

> 0.800 0.685

Gross

Area

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Number 7 Units Density erage Unit Size Developed Total Cost Rate Locality een/Brown Iternative Use Area Density ha Units/ha m2 m2 m2/ha £/m2 Small Green 12 12 0.33 36.23 94 1,124 3,394 1,635,262 1,454.86 Green Paddock 0.400 Beds No Total BCIS COST m2 Area Gross Market 0.331 Net Flat 40.00 0.00 10% 1,502 0.00 10% 1,502 65.00 Terrace 73.00 73.00 1,369 99,937 86.00 86.00 1,369 117,734 81.00 81.00 1,369 Semi 110,889 98.00 294.00 1,369 402,486 115.00 0.00 1,552 1,552 372,480 240.00 Det 120.00 130.00 130.00 1,552 201,760 Flat 1 High* 40.00 0.00 1,563 Flat 2 High* 0.00 12% 1,563 65.00 Flat 3 High* 80.00 0.00 12% 1,563 Affordable 39.00 10% 1,502 64,436 Flat 39.00 61.00 0.00 10% 1,502 Terrace 70.00 0.00 1,369 84.00 84.00 1,369 114,996 Semi 79.00 0.00 1,369 93.00 0.00 1,369 150,544 97.00 97.00 1,552 1,552 106.00 0.00 Det 110.00 0.00 1,552 Flat 1 High* 39.00 0.00 12% 1,563 Flat 2 High* 61.00 0.00 12% 1,563 Flat 3 High* 74.00 0.00 12% 1,563 Number Units Area Density erage Unit Size Developed Density **Total Cost** Rate m2/ha £/m2 ha Units/ha m2 m2 Small 8 0.27 30.00 94 753 2,824 1,076,607 1,429.76

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	40.00	0.00	10%	1,502	(
	2	0	65.00	0.00	10%	1,502	(
Terrace	2	0	73.00	0.00		1,369	(
	3	1	86.00	86.00		1,369	117,734
Semi	2	1	81.00	81.00		1,369	110,889
	3	2	98.00	196.00		1,369	268,324
	4	0	115.00	0.00		1,552	(
Det	4	1	120.00	120.00		1,552	186,240
	5	1	130.00	130.00		1,552	201,760
Flat 1 High*	1	0	40.00	0.00	12%	1,563	(
Flat 2 High*	2	0	65.00	0.00	12%	1,563	(
Flat 3 High*	3	0	80.00	0.00	12%	1,563	(
Affordable							
Flat	1	0	39.00	0.00	10%	1,502	
	2	0	61.00	0.00	10%	1,502	
Terrace	2	2	70.00	140.00		1,369	191,660
	3	0	84.00	0.00		1,369	(
Semi	2	0	79.00	0.00		1,369	(
	3	0	93.00	0.00		1,369	
	4	0	97.00	0.00		1,552	-
Det	4	0	106.00	0.00		1,552	
	5	0	110.00	0.00		1,552	(
Flat 1 High*	1	0	39.00	0.00	12%	1,563	(
Flat 2 High*	2	0	61.00	0.00	12%	1,563	(
Flat 3 High*	3	0	74.00	0.00	12%	1,563	

Locality een/ Brown Iternative Use					
North	Green	Paddock			
Area	Gross	0.267			
	Net	0.267			

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Number 9 Units Density erage Unit Size Developed Total Cost Rate Locality een/Brown Iternative Use Area Density ha Units/ha m2 m2 m2/ha £/m2 Small 6 0.20 30.00 98 586 2,930 847,984 1,447.07 Green Paddock Beds No Total BCIS COST 0.200 m2 Area Gross Market 0.200 Net 40.00 0.00 10% 1,502 0.00 10% 1,502 65.00

Terrace 73.00 0.00 1,369 86.00 0.00 1,369 81.00 0.00 1,369 Semi 98.00 196.00 1,369 268,324 115.00 0.00 1,552 1,552 186,240 120.00 Det 120.00 130.00 130.00 1,552 201,760 Flat 1 High* 40.00 0.00 1,563 0.00 12% 1,563 Flat 2 High* 65.00 Flat 3 High* 80.00 0.00 12% 1,563 Affordable 0.00 10% 1,502 Flat 39.00 61.00 0.00 10% 1,502 Terrace 70.00 140.00 1,369 191,660 84.00 0.00 1,369 Semi 79.00 0.00 1,369 93.00 0.00 1,369 97.00 0.00 1,552 0.00 1,552 106.00 Det 110.00 0.00 1,552 Flat 1 High* 39.00 0.00 12% 1,563 Flat 2 High* 61.00 0.00 12% 1,563 Flat 3 High* 74.00 0.00 12% 1,563

Number 10 Units Area Density erage Unit Size Developed Density **Total Cost** Rate £/m2 Units/ha m2 m2/ha ha m2 Small 3 0.10 30.00 109 326 3,260 470,084 1,441.98

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	0	73.00	0.00		1,369	0
	3	0	86.00	0.00		1,369	0
Semi	2	0	81.00	0.00		1,369	0
	3	2	98.00	196.00		1,369	268,324
	4	0	115.00	0.00		1,552	0
Det	4	0	120.00	0.00		1,552	0
	5	1	130.00	130.00		1,552	201,760
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	0	39.00	0.00	10%	1,502	0
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	0	70.00	0.00		1,369	0
	3	0	84.00	0.00		1,369	0
Semi	2	0	79.00	0.00		1,369	0
	3	0	93.00	0.00		1,369	0
	4	0	97.00	0.00		1,552	0
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00		1,552	0
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Locality reen/Brown Iternative Use

North	Green	Paddock
Area	Gross	0.100
	Net	0.100

Total Cost Rate £/m2

1,438.33

37,674,296

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	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	13	40.00	520.00	10%	1,502	859,144
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	21	73.00	1,533.00		1,369	2,098,677
	3	21	86.00	1,806.00		1,369	2,472,414
Semi	2	21	81.00	1,701.00		1,369	2,328,669
	3	82	98.00	8,036.00		1,369	11,001,284
	4	53	115.00	6,095.00		1,552	9,459,440
Det	4	0	120.00	0.00		1,552	0
	5	0	130.00	0.00		1,552	0
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	26	39.00	1,014.00	10%	1,502	1,675,331
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	9	70.00	630.00		1,369	862,470
	3	14	84.00	1,176.00		1,369	1,609,944
Semi	2	7	79.00	553.00		1,369	757,057
	3	18	93.00	1,674.00		1,369	2,291,706
	4	15	97.00	1,455.00		1,552	2,258,160
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00	·	1,552	0
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Density erage Unit Size Developed

m2

87

m2

26,193

Density

m2/ha

5,196

Number

PDL 300

11

Units

300

Area

5.04

Units/ha

59.51

Localit	y een/Brov	vn Iternative Use
Dover	PDL	Industrial
Area	Gross	6.667 5.041
	Net	5.041

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Number 13 Units Area Density erage Unit Size Developed Density Total Cost Rate Locality een/Brown Iternative Use Units/ha m2/ha £/m2 m2 m2 PDL 200 HD 81 PDL Industrial 5,234 23,940,571 1,486.62 200 3.08 65.00 16,104 3.419 Area Gross Net 3.077

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	28	73.00	2,044.00		1,369	2,798,236
	3	28.0	86.00	2,408.00		1,369	3,296,552
Semi	2	28	81.00	2,268.00		1,369	3,104,892
	3	28	98.00	2,744.00		1,369	3,756,536
	4	28	115.00	3,220.00		1,552	4,997,440
Det	4	0	120.00	0.00		1,552	0
	5	0	130.00	0.00		1,552	0
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable						0	
Flat	1	0	39.00	0.00	10%	1,502	0
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	0.0	70.00	0.00		1,369	0
	3	0	84.00	0.00		1,369	0
Semi	2	0	79.00	0.00		1,369	0
	3	0	93.00	0.00		1,369	0
	4	0	97.00	0.00		1,552	0
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00		1,552	0
Flat 1 High*	1	18	39.00	702.00	12%	1,563	1,228,893
Flat 2 High*	2	30	61.00	1,830.00	12%	1,563	3,203,525
Flat 3 High*	3	12	74.00	888.00	12%	1,563	1,554,497

Number 14 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 ha m2 m2 PDL 100 100 12,574,602 1,439.07 1.46 68.62 8,738 5,996

ı	Beds	No	m2	Total	ı	BCIS	COST
Market	beus	NO	IIIZ	TOTAL		BCI3	0
	4	4	40.00	160.00	10%	1.502	
Flat	2	0	65.00	0.00	10%	1,502	264,352
T					10%	1,502	
Terrace	2	7	73.00	511.00		1,369	699,559
	3	7	86.00	602.00		1,369	824,138
Semi	2	7.0	81.00	567.00		1,369	776,223
	3	27.0	98.00	2,646.00		1,369	3,622,374
	4	18	115.00	2,070.00		1,552	3,212,640
Det	4	0	120.00	0.00		1,552	0
	5	0	130.00	0.00		1,552	0
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable						0	
Flat	1	9	39.00	351.00	10%	1,502	579,922
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	3	70.00	210.00		1,369	287,490
	3	5	84.00	420.00		1,369	574,980
Semi	2	2.0	79.00	158.00		1,369	216,302
	3	6	93.00	558.00		1,369	763,902
	4	5	97.00	485.00		1,552	752,720
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00		1,552	0
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Locality een/ Brown Iternative Use

Dover	PDL	Industrial
Area	Gross	2.000
	Net	1.457
	net	1.457

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Number 15 Units Area Density erage Unit Size Developed Density Total Cost Rate Locality een/Brown Iternative Use m2/ha £/m2 Units/ha m2 m2 PDL 100 HD 67 PDL Industrial 8,004 11,676,235 100 0.83 120.00 6,670 1,750.56

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	0	73.00	0.00		1,369	0
	3	0	86.00	0.00		1,369	0
Semi	2	0	81.00	0.00		1,369	0
	3	0	98.00	0.00		1,369	0
	4	0	115.00	0.00		1,552	0
Det	4	0	120.00	0.00		1,552	0
	5	0	130.00	0.00		1,552	0
Flat 1 High*	1	4	40.00	160.00	12%	1,563	280,090
Flat 2 High*	2	32	65.00	2,080.00	12%	1,563	3,641,165
Flat 3 High*	3	34	80.00	2,720.00	12%	1,563	4,761,523
Affordable						0	
Flat	1	0	39.00	0.00	10%	1,502	0
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	0	70.00	0.00		1,369	0
	3	0	84.00	0.00		1,369	0
Semi	2	0	79.00	0.00		1,369	0
	3	0	93.00	0.00		1,369	0
	4	0	97.00	0.00		1,552	0
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00		1,552	0
Flat 1 High*	1	9	39.00	351.00	12%	1,563	614,447
Flat 2 High*	2	15	61.00	915.00	12%	1,563	1,601,762
Flat 3 High*	3	6	74.00	444.00	12%	1,563	777,249

Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 ha m2 m2 PDL 30 87 3,756,910 0.69 43.18 2,609 3,755 1,439.98

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	1	40.00	40.00	10%	1,502	66,088
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	2	73.00	146.00		1,369	199,874
	3	2	86.00	172.00		1,369	235,468
Semi	2	2	81.00	162.00		1,369	221,778
	3	8	98.00	784.00		1,369	1,073,296
	4	5	115.00	575.00		1,552	892,400
Det	4	0	120.00	0.00		1,552	0
	5	0	130.00	0.00		1,552	0
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable						0	
Flat	1	3	39.00	117.00	10%	1,502	193,307
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	1	70.00	70.00		1,369	95,830
	3	1	84.00	84.00		1,369	114,996
Semi	2	1	79.00	79.00		1,369	108,151
	3	2	93.00	186.00		1,369	254,634
	4	2	97.00	194.00		1,552	301,088
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00		1,552	0
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Area	Gross	0.926		
	Net	0.833		

Locality 'een/Brown Ilternative Use

Dover PDL Industrial

0.857 0.695

Gross

Area

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Number 17 NET Area Density erage Unit Size Developed Total Cost Locality 'een/Brown Iternative Use Units Density Rate Units/ha m2 m2 m2/ha £/m2 PDL Industrial PDL 30 HD 30 0.30 100.00 68 2,036 6,787 3,564,140 1,750.56 0.333 Beds No Total BCIS COST m2 Area Gross Market 0.300 Net 40.00 0.00 10% 1,502 Flat 0.00 10% 1,502 65.00 Terrace 73.00 0.00 1,369 86.00 0.00 1,369 81.00 0.00 1,369 Semi 98.00 0.00 1,369 115.00 0.00 1,552 1,552 0.00 Det 120.00 130.00 0.00 1,552 Flat 1 High* 40.00 40.00 1,563 70,022 585.00 12% 1,563 1,024,078 Flat 2 High* 65.00 Flat 3 High* 80.00 880.00 12% 1,563 1,540,493 11 Affordable 10% 1,502 Flat 39.00 0.00 61.00 0.00 10% 1,502 Terrace 70.00 0.00 1,369 84.00 0.00 1,369 Semi 79.00 0.00 1,369 93.00 0.00 1,369 97.00 0.00 1,552 0.00 1,552 106.00 Det 110.00 0.00 1,552 Flat 1 High* 39.00 78.00 12% 1,563 136,544 Flat 2 High* 61.00 305.00 12% 1,563 533,921 Flat 3 High* 74.00 148.00 12% 1,563 259,083 Number 18 Units Area Density erage Unit Size Developed **Total Cost** Rate Locality een/Brown Iternative Use Units/ha m2 m2 m2/ha £/m2 ha PDL 12 PDL Industrial 0.24 50.39 82 4,132 1,347,096 1,369.00 Dover Area 0.300 Gross 0.238

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	2	73.00	146.00		1,369	199,874
	3	2	86.00	172.00		1,369	235,468
Semi	2	2	81.00	162.00		1,369	221,778
	3	2	98.00	196.00		1,369	268,324
	4	0	115.00	0.00		1,552	0
Det	4	0	120.00	0.00		1,552	0
	5	0	130.00	0.00		1,552	0
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	0	39.00	0.00	10%	1,502	0
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	2	70.00	140.00		1,369	191,660
	3	2	84.00	168.00		1,369	229,992
Semi	2	0	79.00	0.00		1,369	0
	3	0	93.00	0.00		1,369	0
	4	0	97.00	0.00		1,552	0
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00		1,552	0
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

213,568

Number 19 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 PDL 12 HD 58 3,500 12 0.20 60.00 700 1,225,392 1,750.56

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	0	73.00	0.00		1,369	0
	3	0	86.00	0.00		1,369	0
Semi	2	0	81.00	0.00		1,369	0
	3	0	98.00	0.00		1,369	0
	4	0	115.00	0.00		1,552	0
Det	4	0	120.00	0.00		1,552	0
	5	0	130.00	0.00		1,552	0
Flat 1 High*	1	2	40.00	80.00	12%	1,563	140,045
Flat 2 High*	2	4	65.00	260.00	12%	1,563	455,146
Flat 3 High*	3	2	80.00	160.00	12%	1,563	280,090
Affordable							
Flat	1	0	39.00	0.00	10%	1,502	0
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	0	70.00	0.00		1,369	0
	3	0	84.00	0.00		1,369	0
Semi	2	0	79.00	0.00		1,369	0
	3	0	93.00	0.00		1,369	0
	4	0	97.00	0.00		1,552	0
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00		1,552	0
Flat 1 High*	1	2	39.00	78.00	12%	1.563	136.544

61.00 74.00 122.00

0.00

12%

1,563

1,563

Flat 2 High* Flat 3 High*



Locality	een/Brown	Iternative Use
Dover	PDL	Industrial

Area	Gross	0.222
	Net	0.200



			Site 2 Large Green 150	Site 3 Medium Green 80	Site 4 Medium Green 40	Site 6 Medium Green 20 LD	Site 7 Small Green 12	Site 8 Small 8	Site 9 Small 6	Site 10 Small 3	Site 11 PDL 300	Site 13 PDL 200 HD	Site 14 PDL 100	Site 15 PDL 100 HD	Site 16 PDL 30	Site 17 PDL 30 HD	Site 18 PDL 12	Site 19 PDL 12 HD
	Green/brown fiel	d	Green	Green	Green	Green	Green	Green	Green	Green	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
	Locality		North	North	North	North	North	North	North	North	Dover	Dover	Dover	Dover	Dover	Dover	Dover	Dover
Site Area	Gross	ha	5.00	2.67	1.33	0.80	0.40	0.27	0.20	0.10	6.67	3.42	2.00	0.93	0.86	0.33	0.30	0.22
	Net	ha	4.16	2.22	1.11	0.69	0.33	0.27	0.20	0.10	5.04	3.08	1.46	0.83	0.69	0.30	0.24	0.20
Units			150	80	40	20	12	8	6	3	300	200	100	100	30	30	12	12
Average Unit	Size	m2	92.53	91.09	91.38	94.10	93.67	94.13	97.67	108.67	87.31	80.52	87.38	66.70	86.97	67.87	82.00	58.33
Mix	Intermediate to Bu	чу	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%		10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%
	Affordable Rent Social Rent		19.50% 0.00%	19.50% 0.00%	19.50% 0.00%	19.50% 0.00%	19.50% 0.00%	19.50% 0.00%	19.50% 0.00%		19.50% 0.00%	19.50% 0.00%	19.50% 0.00%	19.50% 0.00%	19.50% 0.00%	19.50% 0.00%	19.50% 0.00%	19.50% 0.00%
	Social Neme		0.0070	0.0070	0.0070	0.0070	0.0075	0.0070	0.0070		0.0070	0.0075	0.0070	0.0070	0.0070	0.0070	0.0070	0.00%
Price	Market	£/m2	3,350	3,350	3,350	3,350	3,500	3,500	3,500	3,500	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300
	Intermediate to Bu		2,345	2,345	2,345	2,345	2,450	2,450	2,450	2,450	1,610	1,610	1,610	1,610	1,610	1,610	1,610	1,610
	Affordable Rent Social Rent	£/m2 £/m2	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270	1,930 1,270
		_,		2,270	2,270	2,270	2,2.0	2,270	2,270	2,270	2)270	2,270	2,270	2,270	2,270	2,270	2,270	
Grant and Sub	sic Intermediate to Bu Affordable Rent Social Rent	uy £/unit £/unit £/unit																
Sales per Quai	ter																	
Unit Build Tim	e		3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Us Up Lift %	e Value	£/ha %	22,500	22,500	22,500	22,500	50,000	50,000	50,000	50,000	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%
Additional Upl	ift	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	2070	2070	2070	2070	2070	2070	2070	2070
Easements etc Legals / Acquis		£ % land	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%
Legais / Acquis	sition	∕₀ lallu	1.5%	1.5%	1.5%	1.5%	1.5/0	1.5%	1.5/0	1.5%	1.5%	1.370	1.5/0	1.3%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462
	>50	£/unit	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138
Architects		%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Cons		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professi	onai	%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	1,457	1,459	1,462	1,461	1,455	1,430	1,447	1,442	1,438	1,487	1,439	1,751	1,440	1,751	1,369	1,751
FHS		%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%
Energy Design		£/m2 £/m2	10.00 0	10.00	10.00 0	10.00 0	10.00 0	10.00 0	10.00 0	10.00 0	10.00 0	10.00 0	10.00 0	10.00 0	10.00 0	10.00 0	10.00 0	10.00 0
Acc & Adpt		£/m2	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3
Water		£/m2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Small Sites		%	45.660/	45.660/	45.660/	45.6604	10.55%	10.550/	10.550/	10.550/	45.660/	45.660/	45.660/	10.550/	45.660/	5.660/	10.550/	F 6604
Site Costs Pre CIL s106		% £/Unit	15.66% 4,000	15.66% 4,000	15.66% 4,000	15.66% 4,000	10.66% 4,000	10.66% 4,000	10.66% 4,000	10.66% 4,000	15.66% 4,000	15.66% 4,000	15.66% 4,000	10.66% 4,000	15.66% 4,000	5.66% 4,000	10.66% 4,000	5.66% 4,000
Post CIL s106		£/Unit	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
		£/m2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Inf Tariff		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency Abnormals		% %	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00%	5.00% 5.00%
7121101111210		£/site									3.0070	5.55%	3.0070	3,0070	3.337	3.00%	3.337	3,0070
	_																	
FINANCE	Fees Interest	£ %	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%
	Legal and Valuatio		0.50%	0.50%	0.50%	0.50/0	0.30/0	0.5070	0.5070	0.3070	0.5070	0.5070	0.5070	0.3070	0.3070	0.3070	0.3070	0.50/0
	-																	
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals Misc.	% £	0.50%	0.50% 0	0.50%	0.50%	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0
	141130.	-	Ü	U	U	U	O .	U	U	U	U	U	U	U	U	U	U	U
Developers Pr	ofi Market Housing Affordable Housin	g	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%

			Site 2 Large Green 150	Site 3 Medium Green 80	Site 4 Medium Green 40	Site 6 Medium Green 20 LD	Site 7 Small Green 12	Site 8 Small 8	Site 9 Small 6	Site 10 Small 3	Site 11 PDL 300	Site 13 PDL 200 HD	Site 14 PDL 100	Site 15 PDL 100 HD	Site 16 PDL 30	Site 17 PDL 30 HD	Site 18 PDL 12	Site 19 PDL 12 HD
G	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL
	Us	se	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
Site Are G	Gross	ha	5.00	2.67	1.33	0.80	0.40	0.27	0.20	0.10	6.67	3.42	2.00	0.93	0.86	0.33	0.30	0.22
N	Net	ha	4.16	2.22	1.11	0.69	0.33	0.27	0.20	0.10	5.04	3.08	1.46	0.83	0.69	0.30	0.24	0.20
Units			150	80	40	20	12	8	6	3	300	200	100	100	30	30	12	12
Mix N	Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	100.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
Ir	ntermediate to Buy		10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	0.00%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%
A	Affordable Rent		19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	0.00%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%
S	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Existing U	Jse Value	£/ha	22,500	22,500	22,500	22,500	50,000	50,000	50,000	50,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
		£ site	112,500	60,000	30,000	18,000	20,000	13,333	10,000	5,000	8,000,000	4,102,564	2,400,000	1,111,111	1,028,571	400,000	360,000	266,667
Uplift		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
		£ site	2,000,000	1,066,667	533,333	320,000	160,000	106,667	80,000	40,000	1,600,000	820,513	480,000	222,222	205,714	80,000	72,000	53,333
Benchma	rk Land Value	£/ha	422,500	422,500	422,500	422,500	450,000	450,000	450,000	450,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
		£ site	2,112,500	1,126,667	563,333	338,000	180,000	120,000	90,000	45,000	9,600,000	4,923,077	2,880,000	1,333,333	1,234,286	480,000	432,000	320,000
Residua G	Gross	£/ha	711,952	701,774	686,501	633,836	1,181,509	1,305,384	1,395,746	2,234,464	-1,533,039	-2,192,984	-1,889,913	-5,554,759	-1,325,376	-4,091,054	-934,968	-2,197,074
N	Net	£/ha	856,694	841,812	824,000	739,747	1,427,040	1,305,384	1,395,746	2,234,464	-2,027,525	-2,436,649	-2,593,893	-6,171,955	-1,635,060	-4,545,616	-1,177,880	-2,441,193
		£ site	3,559,760	1,871,397	915,334	507,069	472,604	348,102	279,149	223,446	-10,220,261	-7,497,383	-3,779,825	-5,143,296	-1,136,037	-1,363,685	-280,490	-488,239
Additional	l Profit	£ site	1,580,397	835,794	376,508	184,805	357,669	269,740	227,965	226,997	-6,032,271	-2,768,730	-1,503,211	1,140,751	-853,331	460,844	-147,772	-8,118
		£/m2	152	152	138	127	424	471	487	696	-308	-218	-229	230	-433	306	-208	-15



NCOME Av	2 Large Green 15	i0]																
	v Size %	Number		Price		GIA	1	DEVELOPMEN	IT COSTS							Planning fee ca	lc				Build Cost	/m2		
	m2	150		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 150	rate			BCIS FHS	1,457 45	3.109	%
Market Housing	99.1 70%	105		3,350	34,860,100	10,406			Land		23,732	167,488	3,559,760			No dwgs under	50	462	23,100		Energy	10	-	
hared Ownership	77.2 11%	16		2,345	2,851,286	1,216			Stamp Duty Easements etc.			167,488				No dwgs over 50	100	138 Total	13,800 36,900		Design Acc & Adpt	12		
fordable Rent	77.2 20%	29		1,930	4,358,133	2,258			Legals Acquisition	on	1.50%	53,396	220,884								Water Small Sites	0	05	%
						- 1		PLANNING													Site Costs	228	169	
cial Rent	77.2 0%	0		1,270	0	0			Planning Fee Architects		4.00%	36,900 1,021,739				Stamp duty calc Land payment	: - Kesiduai		3,559,760	ı		1,753		
ant and Subsidy Shared Ov Affordable				0	-				QS / PM Planning Consul	ltants	0.50% 1.00%	127,717 255.435												
Social Ren				0	0				Other Profession		2.50%	638,587	2,080,378											
TE AREA - Net	4.16 ha	36	/ha		42,069,519	13,880		CONSTRUCTION	ON															
TE AREA - Gross	5.00 ha	30	/ha						Build Cost - BCI	IS Based	1,753	24,335,101						Total	167,488					
									s106 / CIL / IT Contingency		2.50%	600,000 608,378				Stamp duty cale	- Add Profit							
les per Quarter 0 nit Build Time 3									Abnormals			0	25,543,479			Land payment 125,000	0%	1%	2,112,500					
		Decks NET	Per ha GROSS		RUN Residual N		•	FINANCE	F			0				250,000	1% 3%	3%						
esidual Land Value	Whole Site 3,559,760	856,694	711,952			losing balance = (o .		Fees Interest		6.50%	0				500,000 1,000,000	4%	4% 5%						
ernative Use Value lift 0%	112,500		22,500 0		RUN CIL MACR	RO ctrl+l losing balance = +	453.778		Legal and Valual	ition		0	0			above	5%	5% Total	105,625					
Plus /ha 400,00	2,000,000		400,000					SALES											100,020					_
Viability Thres	eshold 2,112,500		422,500		Check on phasing o				Agents Legals		3.0% 0.5%	1,262,086 210,348				Pre CIL s106		£/ Unit (all) Total	600,000		LIT	% GDV 0.00%		0
		£/m2	ı	Į.					Misc.			0	1,472,433	32,876,934										
ditional Profit	1,580,397	152	l					Developers Pro	ofit					$\overline{}$		Post CIL s106 CIL	4,000 0	£/ Unit (all) £/m2	600,000					
									Market Housing Affordable House		17.50% 17.50%			6,100,518 1,261,648				Total	600,000					
PIDITAL CARL ELOW EOD INTE	EDECT	Voca 1				Voor 2	Į.											Veer E				Van 6		
SIDUAL CASH FLOW FOR INTE	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
DME S Started			15	15	15	15	15	15	15	15	15	15												
et Housing			10	0	0	0	3,486,010	3,486,010	3,486,010	3,486,010	3,486,010	3,486,010	3,486,010	3,486,010	3,486,010	3,486,010	0	0	0	0	0	0	0	
ed Ownership dable Rent				0	0	0	285,129 435,813	285,129 435,813	285,129 435,813	285,129 435,813	285,129 435,813	285,129 435,813	285,129 435,813	285,129 435,813	285,129 435,813	285,129 435,813	0	0	0	0	0	0	0	
Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME	0	0	0	0	0	0	0 4,206,952	0 4,206,952	0 4,206,952	0 4,206,952	0 4,206,952	0 4,206,952	0 4,206,952	0 4,206,952	0 4,206,952	0 4,206,952	0	0	0	0	0	0	0	
NDITURE																								
NDITURE Duty	167,488																							
nents etc.	0																							
Acquisition	53,396																							
ng Fee ects	36,900 510,870		510,870																					
BUIS	63,859		63,859																					
ng Consultants	127,717		127,717																					
Professional	319,293		319,293																					
Cost - BCIS Base /CIL		0	811,170 20,000	1,622,340 40,000	2,433,510 60.000	2,433,510 60,000	2,433,510 60,000	2,433,510 60,000	2,433,510 60,000	2,433,510 60,000	2,433,510 60,000	2,433,510 60,000	1,622,340 40,000	811,170 20,000	0	0	0	0	0	0	0	0	0	
ngency		0	20,279	40,559	60,838	60,838	60,838	60,838	60,838	60,838	60,838	60,838	40,559	20,279	0	0	0	0	0	0	0	0	0	
rmals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees	0																							
l and Valuation																								
its Is	0	0	0	0	0	0	126,209 21,035	126,209 21,035	126,209 21,035	126,209 21,035	126,209 21,035	126,209 21,035	126,209 21,035	126,209 21,035	126,209 21,035	126,209 21,035	0	0	0	0	0	0	0	
			0																					
S BEFORE LAND INT AND PR	7KOFTI 1,279,524	0	1,873,188	1,702,899	2,554,348	2,554,348	2,701,591	2,701,591	2,701,591	2,701,591	2,701,591	2,701,591	1,850,142	998,693	147,243	147,243	0	0	0	0	0	0	0	
Development Mark 111	Land 3,559,760																							
	5,559,760																							
kesidual valuation	nterest	78,638	79,916	111,654	141,141	184,942	229,456	208,722	187,652	166,239	144,478	122,364	99,890	63,216	12,109	0	0	0	0	0	0	0	0	
Int Market Ho		78,638	79,916	111,654	141,141	184,942	229,456	208,722	187,652	166,239	144,478	122,364	99,890	63,216	12,109	0	0	0	0	0	0	0	0	6
Int Market Ho Affordable Ho	ousing																0	0	0	0	0	0	0	1
Int Market Ho Affordable Ho Cash Flow	ousing w -4,839,283	78,638 -78,638	79,916	-1,814,553	-2,695,489	184,942	229,456	1,296,638	187,652	1,339,121	1,360,882	1,382,996			12,109	4,059,709	0	0	0	0	0	0	0	1
Int Market Hot Affordable Hot	ousing w -4,839,283 Balanc 0				-2,695,489		1,275,905	1,296,638	1,317,709	1,339,121				3,145,044					0					- 1
Int Market Hot Affordable Hot Cash Flow Opening B	ousing w -4,839,283 Balanc 0	-78,638	-1,953,105	-1,814,553	-2,695,489	-2,739,290	1,275,905	1,296,638	1,317,709	1,339,121	1,360,882	1,382,996	2,256,919	3,145,044	4,047,600	4,059,709	0		0	0	0		0	-7
Int Market Ho Affordable Ho Cash Flow Opening B Closing Ba	ousing w -4,839,283 Balanc 0 Balance -4,839,283	-78,638 -4,917,922 Year 1	-1,953,105 -6,871,026	-1,814,553 -8,685,579	-2,695,489 -11,381,068	-2,739,290 -14,120,358 Year 2	1,275,905	1,296,638 -11,547,815	1,317,709 -10,230,106	1,339,121 -8,890,985 Year 3	1,360,882 -7,530,102	1,382,996 -6,147,106	2,256,919 -3,890,186	3,145,044 -745,143 Year 4	4,047,600 3,302,457	4,059,709 7,362,166	0 7,362,166	7,362,166 Year 5	0 7,362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6	0 7,362,166	- 1
Int Market Hor Affordable Hor Cash Flow Opening B Closing Ba FLOW FOR CIL ADDITIONAL AE As Above	ousing w -4,839,283 Balanc 0 Balance -4,839,283 AL PROFIT Q1	-78,638 -4,917,922 Year 1 Q2	-1,953,105 -6,871,026	-1,814,553 -8,685,579	-2,695,489 -11,381,068	-2,739,290 -14,120,358 Year 2	1,275,905 -12,844,453	1,296,638 -11,547,815	1,317,709 -10,230,106	1,339,121 -8,890,985 Year 3	1,360,882 -7,530,102	1,382,996 -6,147,106	2,256,919 -3,890,186	3,145,044 -745,143 Year 4	4,047,600 3,302,457	4,059,709 7,362,166	0 7,362,166	7,362,166 Year 5 Q2	0 7,362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2	0 7,362,166 Q3	
Interpretation of the control of the	ousing w	-78,638 -4,917,922 Year 1	-1,953,105 -6,871,026	-1,814,553 -8,685,579	-2,695,489 -11,381,068	-2,739,290 -14,120,358 Year 2	1,275,905	1,296,638 -11,547,815	1,317,709 -10,230,106	1,339,121 -8,890,985 Year 3	1,360,882 -7,530,102	1,382,996 -6,147,106	2,256,919 -3,890,186	3,145,044 -745,143 Year 4	4,047,600 3,302,457	4,059,709 7,362,166	0 7,362,166	7,362,166 Year 5	0 7,362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6	0 7,362,166	- 1
Interpretation of the control of the	ousing w -4,839,283 Balanc 0 -4,839,283 AL PROFIT Q1 9 0	-78,638 -4,917,922 Year 1 Q2	-1,953,105 -6,871,026	-1,814,553 -8,685,579	-2,695,489 -11,381,068	-2,739,290 -14,120,358 Year 2	1,275,905 -12,844,453	1,296,638 -11,547,815	1,317,709 -10,230,106	1,339,121 -8,890,985 Year 3	1,360,882 -7,530,102	1,382,996 -6,147,106	2,256,919 -3,890,186	3,145,044 -745,143 Year 4	4,047,600 3,302,457	4,059,709 7,362,166	0 7,362,166	7,362,166 Year 5 Q2	0 7,362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2	0 7,362,166 Q3	- 1
Interpretation of the control of the	ousing w -4,839,283 Balanc 0 Balance -4,839,283 AL PROFIT Q1	-78,638 -4,917,922 Year 1 Q2	-1,953,105 -6,871,026	-1,814,553 -8,685,579	-2,695,489 -11,381,068	-2,739,290 -14,120,358 Year 2	1,275,905 -12,844,453	1,296,638 -11,547,815	1,317,709 -10,230,106	1,339,121 -8,890,985 Year 3	1,360,882 -7,530,102	1,382,996 -6,147,106	2,256,919 -3,890,186	3,145,044 -745,143 Year 4	4,047,600 3,302,457	4,059,709 7,362,166	0 7,362,166	7,362,166 Year 5 Q2	0 7,362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2	0 7,362,166 Q3	- 1
In Market Hor Affordable Hot Affordable Not Provided Hot A	w 4,839,283 Balanc 0 3alanca -4,839,283 L PROFIT 0 2,112,500 105,625	-78,638 -4,917,922 Year 1 Q2 0	-1,953,105 -6,871,026 Q3 0	-1,814,553 -8,685,579 Q4 0	-2,695,489 -11,381,068 Q1 0	-2,739,290 -14,120,358 Year 2 Q2	1,275,905 -12,844,453 Q3 4,206,952	1,296,638 -11,547,815 Q4 4,206,952	1,317,709 -10,230,106 Q1 4,206,952	1,339,121 -8,890,985 Year 3 Q2 4,206,952	1,360,882 -7,530,102 Q3 4,206,952	1,382,996 -6,147,106 Q4 4,206,952	2,256,919 -3,890,186 Q1 4,206,952	3,145,044 -745,143 Year 4 Q2 4,206,952	4,047,600 3,302,457 Q3 4,206,952	4,059,709 7,362,166 Q4 4,206,952	0 7,362,166 Q1 0	7,362,166 Year 5 Q2 0	0 7,362,166 Q3 0	0 7,362,166 Q4 0	0 7,362,166 Q1 0	7,362,166 Year 6 Q2 0	0 7,362,166 Q3 0	- 1
Interpretation of the control of the	ousing w -4,839,283 Balanc 0 salance -4,839,283 LL PROFIT Q1 9 0 2,112,500	-78,638 -4,917,922 Year 1 Q2	-1,953,105 -6,871,026 Q3	-1,814,553 -8,685,579 Q4	-2,695,489 -11,381,068 Q1	-2,739,290 -14,120,358 Year 2 Q2	1,275,905 -12,844,453 Q3 4,206,952	1,296,638 -11,547,815 Q4 4,296,952	1,317,709 -10,230,106 Q1 4,206,952	1,339,121 -8,890,985 Year 3 Q2 4,206,952	1,360,882 -7,530,102 Q3 4,206,952	1,382,996 -6,147,106 Q4 4,206,952	2,256,919 -3,890,186 Q1 -4,206,952	3,145,044 -745,143 Year 4 Q2 4,206,952	4,047,600 3,302,457 Q3 4,206,952	4,059,709 7,362,166 Q4 4,206,952	0 7,362,166 Q1 0	7,362,166 Year 5 Q2 0	0 7,362,166 Q3 0	0 7,362,166 Q4	0 7,362,166	7,362,166 Year 6 Q2 0	0 7,362,166 Q3 0	-
Interpretation of the control of the	ousing w	-78,638 -4,917,922 Year 1 Q2 0	-1,953,105 -6,871,026 Q3 0 0 0	-1,814,553 -8,685,579 Q4 0 0 0	-2,695,489 -11,381,068 Q1 0	-2,739,290 -14,120,358 Year 2 Q2 0	1,275,905 -12,844,453 Q3 4,206,952	1,296,638 -11,547,815 Q4 4,206,952	1,317,709 -10,230,106 Q1 4,206,952	1,339,121 -8,890,985 Year 3 Q2 4,206,952	1,360,882 -7,530,102 Q3 4,206,952	1,382,996 -6,147,106 Q4 4,206,952	2,256,919 -3,890,186 Q1 -4,206,952	3,145,044 -745,143 Year 4 Q2 4,206,952	4,047,600 3,302,457 Q3 4,206,952	4,059,709 7,362,166 Q4 4,206,952	0 7,362,166 Q1 0	7,362,166 Year 5 Q2 0	0 7.362,166 Q3 0	0 7,362,166 Q4 0	0 7,362,166 Q1 0	7,362,166 Year 6 Q2 0	0 7,362,166 Q3 0	-
International Internation	ousing w -4,839,283 Balanc -4,839,283 Salancs -4,839,283 L. PROFIT 0 2,112,500 105,625 0 31,688 36,900 510,870	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 510,870	-1.814.553 -8.685.579 Q4 0 0	-2,695,489 -11,381,068 -11,381,068 -11,000 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0 0 0	1,275,905 -12,844,453 Q3 -4,206,952 0 0 0 0	1,296,638 -11,547,815	1,317,709 -10,230,106 Q1 -4,206,952 0 0 0	1,339,121 -8,890,985 Year 3 Q2 4,206,952	1,360,882 -7,530,102 Q3 4,206,952	1,382,996 -6,147,106 Q4 4,206,952	2,256,919 -3,890,186 Q1 -4,206,952 0 0 0 0	3,145,044 -745,143 Year 4 Q2 4,206,952	4,047,600 3,302,457 Q3 4,206,952 0 0 0	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0	0 7.362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0	0 7,362,166 Q3 0	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2 0	0 7,362,166 Q3 0	-
Interpretation of the control of the	ousing w -4,839,283 Balanc 0 -4,839,283 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-78,638 -4,917,922 Year 1 Q2 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 510,870 63,859	-1,814,553 -8,685,579 Q4 0	-2,695,489 -11,381,068 Q1 0 0 0 0	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0	1,275,905 -12,844,453 Q3 4,206,952	1,296,638 -11,547,815 Q4 4,206,952	1,317,709 -10,230,106 Q1 4,206,952	1,339,121 -8,890,985 Year 3 Q2 4,206,952	1,360,882 -7,530,102 Q3 4,206,952	1,382,996 -6,147,106 Q4 4,206,952	2,256,919 -3,890,186 Q1 -4,206,952	3,145,044 -745,143 Year 4 Q2 4,206,952	4,047,600 3,302,457 Q3 4,206,952	4,059,709 7,362,166 Q4 4,206,952	0 7,362,166 Q1 0	7,362,166 Year 5 O2 0 0 0 0 0	0 7.362,166	0 7,362,166 Q4 0	0 7.362,166	7,362,166 Year 6 Q2 0	0 7,362,166 Q3 0	
International In	ousing w -4,839,283 Balanc -4,839,283 Salancs -4,839,283 L. PROFIT 0 2,112,500 105,625 0 31,688 36,900 510,870	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 510,870	-1.814.553 -8.685.579 Q4 0 0	-2,695,489 -11,381,068 -11,381,068 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0 0	1,275,905 -12,844,453 Q3 4,206,952	1,296,638 -11,547,815 Q4 4,206,952	1,317,709 -10,230,106 Q1 4,206,952	1,339,121 -8,890,985 Year 3 Q2 4,206,952	1,360,882 -7,530,102 Q3 4,206,952	1,382,996 -6,147,106 Q4 4,206,952	2,256,919 -3,890,186 Q1 4,206,952 0 0 0 0 0	3,145,044 -745,143 Year 4 Q2 4,206,952	4,047,600 3,302,457 Q3 4,206,952	4,059,709 7,362,166	0 7,362,166 Q1 0	7,362,166 Year 5 Q2 0 0 0 0 0 0 0	0 7,362,166	0 7.362,166	0 7.362,166	7,362,166 Year 6 Q2 0	0 7,362,166	
International In	ousing w	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0	-1,953,105 -6,871,026 03 0 0 0 510,870 63,859 127,717	-1.814,553 -8.685,579 Q4 0 0 0 0	-2,695,489 -11,381,068 Q1 0 0 0 0 0 0 0 0 0 0	-2,739,290 -14,120,358 Year 2 0 0 0 0 0 0 0 0	1,275,905 -12,844,453 Q3 -4,206,952 0 0 0 0 0 0	1,296,638 -11,547,815 -11,547,	1.317,709 -10,230,106 Q1 -4,206,952 0 0 0 0 0 0	1,339,121 -8,890,985 Year 3 Q2 4,206,952	1,360,882 -7,530,102 Q3 4,206,952	1,382,996 -6,147,106 Q4 -4,206,952 0 0 0 0 0	2,256,919 -3,890,186 Q1 -4,206,952 0 0 0 0 0 0 0	3,145,044 -745,143 Year 4 Q2 4,206,952	4,047,600 3,302,457 Q3 4,206,952	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0	0 7.362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166	0 7,362,166	0 7.362,166	7,362,166 Year 6 Q2 0	0 7,362,166	
Interpretation of the control of the	ousing w -4,839,283 Balanc 0 Balanc 1 B	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 510,870 63,859 127,717 319,293	-1.814,553 -8.685,579 Q4 0 0 0 0 0 0 0	-2,695,489 -11,381,068 -11,381,068 -11,381,068 -11,381,068 -1,381,068 -1,381,068 -1,381,068 -1,381,068 -1,381,068 -1,381,068 -1,381,068 -1,381,068 -1,381,068	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0 0 0 2,433,510 197,550	1,275,905 -12,844,453 Q3 4,206,952 0 0 0 0 0 2,433,510 197,550	1,296,638 -11,547,815 Q4 4,206,952 0 0 0 0 0 2,433,510 197,550	1,317,709 -10,230,106 Q1 -1,230,106 Q1 -1,206,952 0 0 0 0 0 0 0 2,433,510 197,550	1,339,121 -8,890,985 Year 3 Q2 4,206,952 0 0 0 0 0 0 2,433,510 197,550	1,360,882 -7,530,102 Q3 4,206,952 0 0 0 0 2,433,510	1,382,996 -6,147,106 Q4 4,206,952 0 0 0 0 2,433,510	2,256,919 -3,890,186 Q1 -4,206,952 0 0 0 0 1,622,340	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 0 811,170	4,047,600 3,302,457 Q3 4,206,952	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0	0 7,362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2 0	0 7,362,166	
In I	ousing w -4,839,283 Balanc 0 Balanc 1 B	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 0 0 0 0 510,879 63,859 127,717 319,293	-1,814,553 -8,665,579 Q4 0 0 0 0 0 1,622,340	-2,695,489 -11,381,068 Q1 0 0 0 0 0 0 2,433,510	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0 0 0 2,433,510	1,275,905 -12,844,453 Q3 4,206,952	1,296,638 -11,547,815 Q4 4,206,952	1,317,709 -10,230,106 Q1 -1,206,952 0 0 0 0 0 0 2,433,510	1,339,121 -6,890,985 Year 3 Q2 4,206,952 0 0 0 0 0 0 2,433,510	1,360,882 -7,530,102 Q3 -4,206,952 0 0 0 0 0 0	1,382,996 -6,147,106 Q4 -4,206,952 0 0 0 0 0 0	2,256,919 -3,890,186 Q1 -4,206,952 0 0 0 0 0 0 0 0	3,145,044 -745,143 Year 4 Q2 4,206,952	4,047,600 3,302,457 Q3 4,206,952 0 0 0 0	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0	0 7.362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2 0	0 7,362,166	
Interpretation of the control of the	ousing w	-78,638 -4,917,922 Year 1 O2 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 510,870 63,859 127,717 319,293 811,170	-1.814,553 -8.685,579 Q4 0 0 0 0 0 0 0 1,622,340 197,550	-2,695,489 -11,381,068 O1 0 0 0 0 0 0 2,433,510 197,550 60,000	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0 2,433,510 197,550 60,000	1,275,905 -12,844,453 Q3 -12,844,453 Q3 -12,844,453 0 0 0 0 0 0 2,433,510 197,550 60,000	1,296,638 -11,547,815 Q4 -4,206,952 0 0 0 0 0 2,433,510 197,550 60,000	1,317,709 -10,230,106 Q1 -4,206,952 0 0 0 0 0 2,433,510 197,550 60,000	1,339,121 -8,890,985 Year 3 Q2 4,206,952 0 0 0 0 0 2,433,510 197,550 60,000	1,360,882 -7,530,102 Q3 4,206,952 0 0 0 0 0 2,433,510 60,000	1,382,996 -6,147,106 Q4 4,206,952 0 0 0 0 0 2,433,510 60,000	2,256,919 -3,890,186 Q1 -4,206,952 0 0 0 0 0 1,622,340 60,000	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 0 0 811,170 60,000	4,047,600 3,302,457 Q3 4,206,952 0 0 0 0 0	4,059,709 7,362,166 O4 4,206,952 0 0 0 0 0 0 0 0	0 7.362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7,362,166 Q3 0 0 0 0 0 0 0	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2 0	0 7,362,166	- 1
Internal Int	ousing w	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 510,870 63,859 127,717 319,293 811,170 197,550 20,279	-1,814,553 -8,685,579 Q4 0 0 0 0 0 1,622,340 197,559 0 0 0	-2,695,489 -11,381,068 Q1 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838	-2,739,290 -14,120,358 Year 2 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0	1,275,905 -12,844,453 Q3 -12,844,453 0 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0	1,296,638 -11,547,815 Q4 -4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0	1,317,709 -10,230,106 Q1 -1,230,106 Q1 -1,206,952 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,339,121 -8,890,985 Year 3 Q2 -4,206,952 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0	1,360,882 -7,530,102 Q3 4,206,952 0 0 0 0 0 2,433,510 60,000 60,838	1,382,996 -6,147,106 Q4 -4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0	2,256,919 -3,890,186 Q1 4,206,952 0 0 0 0 0 1,622,340 60,000 40,559	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 811,170 60,000 20,279 0	4,047,600 3,302,457 Q3 4,206,952 0 0 0 0 0 0 0 0 0 0	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166	7,362,166 Year 5 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7,362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2 0	0 7,362,166	- 1
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Interest of the state of the st	ousing w -4,839,283 Balanc -4,839,283 Balanc -4,839,283 LPROFIT -0 2,112,500 105,625 0 31,688 36,900 510,870 63,859 127,717 319,293 0 0 0 0	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 0 0 0 0 510,879 63,859 127,717 319,293 811,170 197,550 0 0 0	-1,814,553 -8,665,579 Q4 0 0 0 0 0 1,622,340 197,550 0 0 0 0 0 0 0 0 0 0 0 0	-2.695,489 -11,381,068 Q1 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,033 0 0 0 0	1,275,905 -12,844,453 Q3 -12,844,453 4,206,952 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209	1,296,638 -11,547,815 Q4 4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,838 0 0 126,209	1,317,709 -10,230,106 Q1 -1,205,952 0 0 0 0 0 0 2,433,510 197,550 60,838 0 0 126,209	1,339,121 -8,890,985 Year 3 Q2 4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,838 0 0 126,209	1,360,882 -7,530,102 Q3 4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209	1,382,996 -6,147,106 Q4 4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209	2,256,919 -3,890,186 Q1 4,206,952 0 0 0 0 0 1,622,340 60,000 40,559 0 0 126,209	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 811,170 60,000 20,279 0 126,209	4,047,600 3,302,457 Q3 4,206,952 0 0 0 0 0 0 0 126,209	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0 0 0 126,209	0 7.362,166	7,362,166 Year 5 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166 0 0 0 0 0 0 0 0 0 0	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2 0	0 7,362,166	
Interpretation of the control of the	ousing w -4,839,283 Balanc -4,839,283 Balanc -4,839,283 AL PROFIT -01 a -0 2,112,500 105,625 0 -31,688 36,900 510,870 63,859 127,717 319,283 0 0 0 0 0	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 0 0 510,870 63,859 127,717 319,293 811,170 197,550 0 0 0	-1,814,553 -8,685,579 Q4 0 0 0 0 0 0 0 0 0 0 1,622,340 197,550 0 0 0 0	-2,695,489 -11,381,068 -11,381,068 -11,381,068 -11,381,068 -10,000 -0,000 -0,000 -1,433,510 -197,550 -60,000 -60,838 -0,000 -0,000	-2,739,290 -14,120,358 Year 2 0 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0	1,275,905 -12,844,453 Q3 -12,844,453 0 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 21,035	1,296,638 -11,547,815 Q4 4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 21,035	1,317,709 -10,230,106 Q1 -10,230,106 Q1 -10,230,106 Q1 -10,230,106 Q1	1,339,121 -8,890,985 Year 3 Q2 4,206,952 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 21,035	1,360,882 -7,530,102 Q3 4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 0	1,382,996 -6,147,106 Q4 4,206,952 0 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209 21,035	2,256,919 -3,890,186 Q1 4,206,952 0 0 0 0 0 1,622,340 60,000 40,559 0 0 126,209 21,035	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 0 811,170 60,000 20,279 0 0 126,209 21,035	4,047,600 3,302,457 C3 4,206,952 0 0 0 0 0 0 0 0 126,209 21,035	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0 0 0 0 0 126,209 21,035	0 7,362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7,362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7,362,166	
International In	ousing w	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 0 0 0 0 510,879 63,859 127,717 319,293 811,170 197,550 0 0 0	-1,814,553 -8,665,579 Q4 0 0 0 0 0 1,622,340 197,550 0 0 0 0 0 0 0 0 0 0 0 0	-2.695,489 -11,381,068 Q1 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0	1,275,905 -12,844,453 Q3 -12,844,453 4,206,952 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209	1,296,638 -11,547,815 Q4 4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,838 0 0 126,209	1,317,709 -10,230,106 Q1 -1,205,952 0 0 0 0 0 0 2,433,510 197,550 60,838 0 0 126,209	1,339,121 -8,890,985 Year 3 Q2 4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,838 0 0 126,209	1,360,882 -7,530,102 Q3 4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209	1,382,996 -6,147,106 Q4 4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209	2,256,919 -3,890,186 Q1 4,206,952 0 0 0 0 0 1,622,340 60,000 40,559 0 0 126,209	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 811,170 60,000 20,279 0 126,209	4,047,600 3,302,457 Q3 4,206,952 0 0 0 0 0 0 0 126,209	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0 0 0 126,209	0 7.362,166	7,362,166 Year 5 O2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166 0 0 0 0 0 0 0 0 0 0	0 7,362,166	0 7.362,166	7,362,166 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7,362,166	
Interpretation of the control of the	ousing w	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,953,105 -6,871,026 0 0 0 0 0 510,870 0 83,859 127,717 319,293 811,170 197,550 0 0 0 0 0	-1.814,553 -8.685,579 Q4 0 0 0 0 0 0 1,622,340 197,550 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,695,489 -11,381,068 O1 0 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,739,290 -14,120,358 Year 2 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 0 0 0 0 0 0 0 0 0 0	1,275,905 -12,844,453 Q3 -12,844,453 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 21,035 0	1,296,638 -11,547,815 Q4 -4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 128,209 21,035 0	1,317,709 -10,230,106 -10,230,106 -10,230,106 -10,230,106 -10,000 -0,000	1,339,121 -8,890,985 Year 3 Q2 -4,206,952 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 21,035 0	1,360,882 -7,530,102 Q3 -4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209 21,035 0	1,382,996 -6,147,106 Q4 -4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209 21,035 0	2,256,919 -3,890,186 Q1 -4,206,952 0 0 0 0 0 1,622,340 60,000 40,559 0 0 126,209 21,035	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 811,170 60,000 20,279 0 0 126,209 21,035 0	4,047,600 3,302,457 Q3 4,206,952 0 0 0 0 0 0 0 0 126,209 21,035 0	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0 0 0 126,209 21,035 0	0 7.362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166	0 7,362,166	0 7.362,166	7,362,166 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7,362,166	
In Market Ho Affordable Hot Affordable Hot Affordable Hot Affordable Hot Opening B. Closing B: Closing B: Closing B: INCOME INCOME INCOME Duty Income Incom	ousing w	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 0 0 510,870 63,859 127,717 319,293 811,170 197,550 0 0 0 0 2,050,738	-1,814,553 -8,685,579 Q4 0 0 0 0 0 0 1,622,340 197,550 0 0 0 1,826,448	-2,695,489 -11,381,068 -11,381,068 -11,381,068 -11,381,068 -10,000 -0,00	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 2,751,896	1,275,905 -12,844,453 Q3 4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 2,1,035 0 2,899,141	1,296,638 -11,547,815 Q4 4,206,952 0 0 0 0 0 0 197,550 60,000 60,838 0 0 126,209 2,1,035 0 2,899,141	1,317,709 -10,230,106 Q1 -10,230,106 Q1 -10,230,106 Q1 -10,230,106 Q1	1,339,121 -8,890,985 Year 3 Q2 4,206,952 0 0 0 0 0 0 197,550 60,000 60,838 0 0 126,209 2,1,035 0 2,899,141	1,360,882 -7,530,102 Q3 4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209 2,1,035 0 2,701,591	1,382,996 -6,147,106 Q4 4,206,952 0 0 0 0 0 2,433,510 60,003 0 0 126,209 21,035 0 2,701,591	2,256,919 -3,890,186 Q1 -4,206,952 0 0 0 0 0 0 1,622,340 60,000 40,559 0 0 126,209 21,035 0 1,870,142	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 811,170 60,000 20,279 0 0 126,209 21,035 0 1,038,693	4,047,600 3,302,457 Q3 4,206,952 0 0 0 0 0 0 0 0 0 126,209 21,035 0 147,243	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0 0 0 126,209 21,035 0	0 7,362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7,362,166	
Interpretation of the control of the	ousing w	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,953,105 -6,871,026 0 0 0 0 0 510,870 0 83,859 127,717 319,293 811,170 197,550 0 0 0 0 0	-1.814,553 -8.685,579 Q4 0 0 0 0 0 0 1,622,340 197,550 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,695,489 -11,381,068 O1 0 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,739,290 -14,120,358 Year 2 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 0 0 0 0 0 0 0 0 0 0	1,275,905 -12,844,453 Q3 -12,844,453 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 21,035 0	1,296,638 -11,547,815 Q4 -4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 128,209 21,035 0	1,317,709 -10,230,106 -10,230,106 -10,230,106 -10,230,106 -10,000 -0,000	1,339,121 -8,890,985 Year 3 Q2 -4,206,952 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 21,035 0	1,360,882 -7,530,102 Q3 -4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209 21,035 0	1,382,996 -6,147,106 Q4 -4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209 21,035 0	2,256,919 -3,890,186 Q1 -4,206,952 0 0 0 0 0 1,622,340 60,000 40,559 0 0 126,209 21,035	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 811,170 60,000 20,279 0 0 126,209 21,035 0	4,047,600 3,302,457 Q3 4,206,952 0 0 0 0 0 0 0 0 126,209 21,035 0	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0 0 0 126,209 21,035 0	0 7.362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166	0 7,362,166	0 7.362,166	7,362,166 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7,362,166	
Internal Int	ousing w -4,839,283 Balanc -4,839,283 Balanc -4,839,283 Considerated -4,839,28	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 0 0 510,870 63,859 127,717 319,293 811,170 197,550 0 0 0 0 2,050,738	-1,814,553 -8,685,579 Q4 0 0 0 0 0 0 1,622,340 197,550 0 0 0 1,826,448	-2,695,489 -11,381,068 -11,381,068 -11,381,068 -11,381,068 -10,000 -0,00	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 2,751,896	1,275,905 -12,844,453 Q3 4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 2,1,035 0 2,899,141	1,296,638 -11,547,815 Q4 4,206,952 0 0 0 0 0 0 197,550 60,000 60,838 0 0 126,209 2,1,035 0 2,899,141	1,317,709 -10,230,106 Q1 -10,230,106 Q1 -10,230,106 Q1 -10,230,106 Q1	1,339,121 -8,890,985 Year 3 Q2 4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 2,1,035 0 2,899,141	1,360,882 -7,530,102 Q3 4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209 2,1,035 0 2,701,591	1,382,996 -6,147,106 Q4 4,206,952 0 0 0 0 0 2,433,510 60,003 0 0 126,209 21,035 0 2,701,591	2,256,919 -3,890,186 Q1 -4,206,952 0 0 0 0 0 0 1,622,340 60,000 40,559 0 0 126,209 21,035 0 1,870,142	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 811,170 60,000 20,279 0 0 126,209 21,035 0 1,038,693	4,047,600 3,302,457 Q3 4,206,952 0 0 0 0 0 0 0 0 0 126,209 21,035 0 147,243	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0 0 0 126,209 21,035 0	0 7,362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7,362,166	
Interpretation of the control of the	ousing -4,839,283 Balanc -4,839,283 Balanc -4,839,283 Considerated -4,839,283	-78,638 -4,917,922 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,953,105 -6,871,026 Q3 0 0 0 0 0 0 510,870 63,859 127,717 319,293 811,170 197,550 0 0 0 0 2,050,738	-1,814,553 -8,685,579 Q4 0 0 0 0 0 0 1,622,340 197,550 0 0 0 1,826,448	-2,695,489 -11,381,068 -11,381,068 -11,381,068 -11,381,068 -10,000 -0,00	-2,739,290 -14,120,358 Year 2 Q2 0 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 2,751,896	1,275,905 -12,844,453 Q3 4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 2,1,035 0 2,899,141	1,296,638 -11,547,815 Q4 4,206,952 0 0 0 0 0 0 197,550 60,000 60,838 0 0 126,209 2,1,035 0 2,899,141	1,317,709 -10,230,106 Q1 -10,230,106 Q1 -10,230,106 Q1 -10,230,106 Q1	1,339,121 -8,890,985 Year 3 Q2 4,206,952 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 126,209 2,1,035 0 2,899,141	1,360,882 -7,530,102 Q3 4,206,952 0 0 0 0 0 2,433,510 60,000 60,838 0 0 126,209 2,1,035 0 2,701,591	1,382,996 -6,147,106 Q4 4,206,952 0 0 0 0 0 2,433,510 60,003 0 0 126,209 21,035 0 2,701,591	2,256,919 -3,890,186 Q1 -4,206,952 0 0 0 0 0 0 1,622,340 60,000 40,559 0 0 126,209 21,035 0 1,870,142	3,145,044 -745,143 Year 4 Q2 4,206,952 0 0 0 0 0 0 811,170 60,000 20,279 0 0 126,209 21,035 0 1,038,693	4,047,600 3,302,457 Q3 4,206,952 0 0 0 0 0 0 0 0 0 126,209 21,035 0 147,243	4,059,709 7,362,166 Q4 4,206,952 0 0 0 0 0 0 0 0 126,209 21,035 0	0 7,362,166	7,362,166 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7.362,166	0 7,362,166	0 7,362,166	7,362,166 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 7,362,166	



This content	TE NAME	Site 3	Medium Green 8	0]																
Mathematical Math	COME	Av Size	%					GIA		DEVELOPMEN	IT COSTS							Planning fee ca	alc					/m2		
The content		m2		80		£/m2	£	m2		LAND			/unit or m2	Total										1,459 45	3.10%	,
Continue	arket Housing	98.0	70%	56		3,350	18,384,800	5,488										No dwgs under	50	462			Energy	10		
Marked M	nared Ownership	74.0	11%	8		2,345	1,456,796	621			Easements etc.			0				ino dwgs over 5	30					12		
March Marc	fordable Rent	74.0	20%	16		1.930	2.226.683	1.154			Legals Acquisition	on	1.50%	28,071	111,141									0	0%	,
Column				•				, ,		PLANNING	Diseasing For			27.040				C	la Basidood					228	16%	
Column	ocial Kent	74.0	0%	0		1,270	0	0					4.00%						ic - Kesidual		1,871,397			1,755		
This continue			ip			-	-					Itants														
The state The						0	-																			
Control Cont	TE AREA - Net	2.22	ha	36	/ha		22,068,279	7,263		CONSTRUCTION	ON															
Part	TE AREA - Gross			30	/ha							S Based	1,755							Total	83,070					
Column C													2.50%					Stamp duty cal	lc - Add Profit							
Continue			Quarters								Abnormals			0	13,384,273				0%	1%	1,126,667					
Control Cont			Mikala Oka	Decks NET	D t ODOGG				•	FINANCE	F															
Thi			1,871,397		701,774				0		Interest		6.50%					1,000,000	4%	5%						
Part		0%							242,104		Legal and Valua	tion		0	0			above	5%		56,333					
Part	Plus /ha	400,000	1,066,667		400,000					SALES								D 011 100					li see	4/ 00/		7
Column C	Viabil	ility I hreshold	1,126,667		422,500													Pre CIL \$106			320,000		ш	% GDV 0.00%	0	,
Part	dditional Brofit				ı						Misc.			0	772,390	17,237,182		Doot CII of De	4.000	C/ Lloit /oll)	220,000					-
THE TRANSPORT OF THE TR	dditional Profit		835,794	152	l					Developers Pr	ofit										0					
This continue																				Total	320,000					
Part											GOOVE HOU															
Conting	ESIDUAL CASH FLOW F	FOR INTEREST	Q1		Q3	Q4	Q1		Q3	Q4	Q1			Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1	Year 6 Q2	Q3	Q4
Secretary Secret								7																		
Control					В	0			1,378,860	1,608,670	1,378,860	1,608,670	1,378,860	1,608,670	1,378,860	1,608,670	1,378,860						0	0	0	0
Composition	nared Ownership																							0	0	0
Street Market 19 1 2 2 3 4 5 6 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	ocial Rent					0	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0
Companies Comp	rant and Subsidy		n	n	n	_	-				_											-		0	0	0
Part				·		v			.,000,121	.,550,314	.,000,121	.,550,814	.,000,121	.,550,514	1,000,121	.,550,514	.,000,121	.,550,314	.,555,121	.,550,514	551,101					U
Comparison			83.070																							
Property 19	asements etc.		0																							
Section 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	egals Acquisition		28,071																							
See Control 1988 1988 1989 1989 1989 1989 1989 198																										
Field Controllands 1925 1925 1925 1925 1925 1925 1925 1925																										
The control of the co	anning Consultants		66,921		66,921																					
STANDEL STANDE	ther Professional		167,303		167,303																					
Compagning 1 0 1,780 1,7																							1 -	-	0	0
Column C																									0	0
The part Par																								0	0	0
Companies Comp																										
Columbia	egal and Valuation		0																							
The control of the	•		0																						0	0
For Residual Viluation 1.000	isc.		0		0																				0	0
Marie House 41,356 42,311 56,851 69,556 97,506 197,057 197,	OSTS BEFORE LAND IN	NT AND PROFIT	673,752	0	869,978	724,981	1,059,588	1,115,356	1,117,518	1,182,940	1,117,518	1,182,940	1,117,518	1,182,940	1,117,518	1,182,940	894,446	569,494	169,465	67,584	19,310	0	0	0	0	0
Marie Nation Mari																										
Makes Housely Case Policy	or Residual Valuation	Land Interest	1,871,397	41.359	42.031	56.851	69.556	87.904	107.457	100,467	89.944	82.670	71.858	64.289	53.179	45.307	33.887	22.077	312	0	0	0	0	0	0	0
Color File Color File Color File Color				,500	,	,001	22,000	2.,304	,	,		,010	,	,200	33,	,	22,001	,0,,		-	-				-	3,217,340
Converge	Affor	ordable Housing																								644,609
Column C				-41,359	-912,009	-781,832	-1,129,144	-1,203,260	430,146	647,567	447,659	665,364	465,746	683,745	484,425	702,728	726,787	1,339,403	1,485,344	1,863,390	532,397	0	0	0	0	-3,861,949
NAME				-2,586,507	-3,498,515	-4,280,348	-5,409,492	-6,612,752	-6,182,606	-5,535,039	-5,087,380	-4,422,016	-3,956,270	-3,272,526	-2,788,101	-2,085,373	-1,358,586	-19,183	1,466,161	3,329,552	3,861,949	3,861,949	3,861,949	3,861,949	3,861,949	0
MCOME As Alboro MCOME									_						_											
NECNICIA NA 1800 1	ASH FLOW FOR CIL ADD	DITIONAL PROF																						Year 6		
EXPENDITURE LINE SERVENDITURE	ICOME A	As Ahove	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Siamp Duty 56,333 0		, 10070	0	0	0	0	0	0	1,655,121	1,930,974	1,655,121	1,930,974	1,655,121	1,930,974	1,655,121	1,930,974	1,655,121	1,930,974	1,655,121	1,930,974	551,707	0	0	0	0	0
Siamp Duty 56,333 0	KPENDITURE																									
Elemente ecc. 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			1,126,667																							
Examents etc. 0	amp Duty		56,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planing Fee 272.40 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	asements etc.		0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	0	0	0	0	0	0		0	0
Architeciss 267,685 0 267,685 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	egals Acquisition		16,900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SS 33.461 0 33.461 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0													0											0	0	0
Planing Consultants 68,921 0 68,921 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	rcnitects S												0											0	0	0
Build Cost - BCIS Base 0 0 0 318,641 690,388 1,009,029 1,062,136 1,009,029 1,062,136 1,009,029 1,062,136 1,009,029 1,062,136 1,009,029 1,062,136 75,981 75,9			66,921	0	66,921	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL 75,981 75,9	tner Professional		167,303	0	167,303	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pest CIL 1s166 24,000 28,000 24,000 24,000 24,000 24,000 28,000 24,000			0	0												1,062,136	796,602	477,961	106,214	0	0	0	0	0	0	0
Contingency 0 0 7,966 17,280 25,226 28,553 25,226 28,553 25,226 28,553 25,226 28,553 25,226 28,553 19,915 11,949 2,655 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0					75,981	75,981										28,000	24,000	28,000	8,000	0	0	0	0	0	0	0
Finance Fees 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ontingency						25,226	26,553	25,226	26,553	25,226	26,553	25,226	26,553	25,226	26,553	19,915	11,949	2,655	0	0	0	0	0	0	0
Legal and Valuation 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	onormals		U	U	U	U	0	U	U	U	0	U	U	U	U	U	U	U		U	U	U	0	U	U	0
Agents 0 0 0 0 0 0 0 0 49,654 57,929 49,654 57,929 49,654 57,929 49,654 57,929 49,654 57,929 49,654 57,929 49,654 57,929 49,655 8,276 9,65			-	-																			1	0	0	0
Geglals 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	gai and valuation		-	-																				U	U	
Misc. 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																									0	0
For CIL calculation Interest 28,641 29,106 44,821 58,283 77,662 98,305 92,379 82,981 76,806 67,155 60,724 50,811 44,114 32,697 20,932 0 0 0 0 0 0 0	isc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest 28,641 29,106 44,821 58,283 77,662 98,305 92,379 82,981 76,806 67,155 60,724 50,811 44,114 32,697 20,932 0 0 0 0 0 0	OSTS BEFORE LAND IN	NT AND PROFIT	1,762,511	0	937,959	783,629	1,134,236	1,192,671	1,192,165	1,260,255	1,192,165	1,260,255	1,192,165	1,260,255	1,192,165	1,184,274	898,446	585,494	174,798	67,584	19,310	0	0	0	0	0
Interest 28,641 29,106 44,821 58,283 77,662 98,305 92,379 82,981 76,806 67,155 60,724 50,811 44,114 32,697 20,932 0 0 0 0 0 0																										
	or CIL calculation	Interest		28 644	20.100	44 924	59 292	77 662	d8 30E	02 270	82 GP4	76 900	67 155	60.724	50.914	48 118	22 607	20.022		0	0	0		0	0	0
		Market Housing		∠0,041	∠9,106	44,8Z1	J6,263	11,002	მს, მს	92,3/9	62,961	10,806	υ/,13 5	6U,124	50,811	44,114	32,097	20,932	"	U	U	U		U	U	3,025,809
Affordable Housing																										644,609
Cash Flow -1,762,511 -28,641 -967,065 -428,450 -1,192,520 -1,270,332 364,651 578,340 379,974 593,913 395,800 609,996 412,144 702,587 723,978 1,324,548 1,480,323 1,863,390 532,397 0 0 0	Γ			-28,641	-967,065	-828,450	-1,192,520	-1,270,332	364,651	578,340	379,974	593,913	395,800	609,996	412,144	702,587	723,978	1,324,548	1,480,323	1,863,390	532,397	0	0	0	0	-3,670,41
Opening Balance 0 Closing Balance -1,762,511 -1,791,152 -2,758,217 -3,586,667 -4,779,187 -6,049,519 -5,684,869 -5,106,528 -4,726,554 -4,132,641 -3,736,841 -3,126,845 -2,714,700 -2,012,114 -1,288,136 36,412 1,516,735 3,380,125 3,912,522 3,912,522 3,912,522 3,912,522				-1 701 152	2 759 217	.3 FRE FET	.A 770 107	-6 040 F40	.5 694 een	.5 106 F20	.4 726 FEA	A 122 F44	.3 726 944	.3 126 04E	-2 714 700	.2 012 114	.1 200 120	26 /42	1 516 725	3 380 135	3 012 522	3 012 522	3 012 520	3,912,522	3,912,522	242,104

																	Site 4					
SITE NAME Site 4	Medium Green	40																				
NCOME Av Size	9 %	Number		Price	GDV	GIA	İ	DEVELOPME	NT COSTS							Planning fee cal					Build Cost	/m2
m2		40		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 40	rate			BCIS FHS	1,46 4
arket Housing 97.4	70%	28		3,350	9,134,179	2,727			Land Stamp Duty		22,883	35,267	915,334			No dwgs under No dwgs over 50	40	462 138	18,480		Energy Design	1
nared Ownership 75.5	11%	4		2,345	744,047	317			Easements etc.		4.500/	0	40.007			The diago ordi or		Total	18,480		Acc & Adpt	1
fordable Rent 75.5	20%	8		1,930	1,137,261	589			Legals Acquisition	on	1.50%	13,730	48,997								Water Small Sites	
cial Rent 75.5	i 0%	0		1,270	0	0		PLANNING	Planning Fee			18,480				Stamp duty cald	c - Residual				Site Costs	22 1,75
ant and Subsidy Shared Owners	ship			0	0				Architects QS / PM		4.00% 0.50%	268,295 33,537				Land payment			915,334			
Affordable Rent Social Rent	t			0					Planning Consul Other Profession		1.00% 2.50%	67,074 167,685										
ITE AREA - Net 1.11	ha	36	/ha		11,015,488	3,633		CONSTRUCT	ION													
SITE AREA - Gross 1.33	ha	30	/ha				l		Build Cost - BCI s106 / CIL / IT	S Based	1,758	6,387,688 160,000						Total	35,267			
Sales per Quarter 0		1							Contingency Abnormals		2.50%	159,692 0				Stamp duty calc Land payment	c - Add Profit	_	563,333			
nit Build Time 3	Quarters				RUN Residual I	MACRO etrler		FINANCE	Tollomas				0,707,000			125,000 250.000	0% 1%	1% 3%	300,000			
and wall and Walter	Whole Site		Per ha GROSS			osing balance =	0	1101102	Fees		0.500/	0				500,000	3%	4%				
esidual Land Value Iternative Use Value	915,334 30,000		22,500	l	RUN CIL MACE				Interest Legal and Valua	tion	6.50%	0	0			1,000,000 above	4% 5%	0% 4%				
Jplift 0% Plus /ha 400,000	0 533,333		400,000	_	Ci	osing balance =	116,927	SALES										Total	22,533			
Viability Threshold	563,333		422,500		Check on phasing o				Agents Legals		3.0% 0.5%	330,465 55,077				Pre CIL s106		/ Unit (all) Total	160,000		LIT 1	% GDV 0.009
Additional Profit	376,508	£/m2	i				•		Misc.			0		8,612,324		Post CIL s106	4,000	£/ Unit (all)	160,000			
dditollar i olit	370,300	130	ı					Developers Pr		_	47.500/			4 500 404		CIL	0	£/m2	0			
									Market Housing Affordable Hou		17.50% 17.50%			1,598,481 329,229				Total	160,000			
ESIDUAL CASH FLOW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2
NITS Started larket Housing			5	5 0	5 0	5 0	5 1,141,772	5 1,141,772	5 1,141,772	5 1,141,772	1,141,772	1,141,772	1,141,772	1,141,772	0	0	0	0	0	0	0	0
hared Ownership ffordable Rent				0	0	0	93,006	93,006	93,006	93,006	93,006	93,006	93,006	93,006	0	0	0	0	0	0	0	0
ocial Rent				0	0	0	142,158	142,158 0	142,158 0	142,158	142,158 0	142,158	142,158 0	142,158 0	0	0	0	0	0	0	0	0
rant and Subsidy INCOME	0	0	0	0	0 0	0	0 1,376,936	0 1,376,936	0 1,376,936	0 1,376,936	0 1,376,936	0 1,376,936	0 1,376,936	0 1,376,936	0	0 0	0	0	0	0	0 0	0
XPENDITURE																						
tamp Duty assements etc.	35,267 0																					
egals Acquisition	13,730																					
anning Fee	18,480		124 140																			
architects QS	134,148 16,768		134,148 16,768																			
lanning Consultants ther Professional	33,537 83,842		33,537 83,842																			
uild Cost - BCIS Base		0	266,154	532,307	798,461	798,461	798,461	798,461	798,461	798,461	532,307	266,154	0	0	0	0	0	0	0	0	0	0
106/CIL ontingency		0	6,667 6,654	13,333 13,308	20,000 19,962	20,000 19,962	20,000 19,962	20,000 19,962	20,000 19,962	20,000 19,962	13,333 13,308	6,667 6,654	0	0	0	0	0	0	0	0	0	0
bnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees egal and Valuation	0																					
Agents	0	0	0	0	0	0	41,308	41,308	41,308	41,308	41,308	41,308	41,308	41,308	0	0	0	0	0	0	0	0
egals Aisc	0	0	0	0	0	0	6,885	6,885	6,885	6,885	6,885	6,885	6,885	6,885	0	0	0	0	0	0	0	0
ISC. OSTS BEFORE LAND INT AND PROFI	335,772	0	0 547,769	558,948	838,423	838,423	886,615	886,615	886,615	886,615	607,141	327,667	48,193	48,193	0	0	0	0	0	0	0	0
For Residual Valuation Land	915,334	00.000	20.004	20.000	20.407	50.700	co coo	04.074	54.400	47.047	40.440	20.224	44.000	0	0		0	0	0	•	0	
Market Housing Affordable Housing		20,330	20,661	29,898	39,467	53,732	68,230	61,371	54,400	47,317	40,118	28,261	11,669	Ü	0	0	Ü	Ü	Ü	0	0	0
		00.000	500 400	500.040	077.000	000 455	400.004	400.050	405.000	440.004	700 077	4 004 000	4 047 074	4 000 740		_					•	
Cash Flow Opening Balance		-20,330	-568,430	-588,846	-877,889	-892,155	422,091	428,950	435,920	443,004	729,677	1,021,008	1,317,074	1,328,743	0	0	0	0	0	0	0	0
Closing Balance	-1,251,106	-1,271,437	-1,839,867	-2,428,713	-3,306,602	-4,198,757	-3,776,666	-3,347,716	-2,911,796	-2,468,792	-1,739,115	-718,107	598,967	1,927,710	1,927,710	1,927,710	1,927,710	1,927,710	1,927,710	1,927,710	1,927,710	1,927,710
CASH FLOW FOR CIL ADDITIONAL PRO	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2
NCOME As Above INCOME	0	0	0	0	0	0	1,376,936	1,376,936	1,376,936	1,376,936	1,376,936	1,376,936	1,376,936	1,376,936	0	0	0	0	0	0	0	0
XPENDITURE and	563,333																					
tamp Duty	22,533	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
asements etc. egals Acquisition	0 8,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			0							-	-	0		0								
lanning Fee rchitects	18,480 134,148	0	134,148	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
S lanning Consultants	16,768 33,537	0	16,768 33,537	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
her Professional	83,842	0	83,842	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
uild Cost - BCIS Base DTENTIAL CIL	0	0	266,154 62,751	532,307 62,751	798,461 62,751	798,461 62,751	798,461 62,751	798,461 62,751	798,461	798,461	532,307	266,154	0	0	0	0	0	0	0	0	0	0
ost CIL s106		0			20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	0	0	0	0	0	0	0	0	0	0
ontingency onormals	0	0	6,654 0	13,308 0	19,962 0	19,962 0	19,962 0	19,962 0	19,962 0	19,962 0	13,308 0	6,654 0	0	0	0	0	0	0	0	0	0	0
nance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gents egals	0	0	0	0	0	0	41,308 6,885	41,308 6,885	41,308 6,885	41,308 6,885	41,308 6,885	41,308 6,885	41,308 6,885	41,308 6,885	0	0	0	0	0	0	0	0
lisc. OSTS BEFORE LAND INT AND PROFI	0 881,092	0	0 603,854	0 608,366	0 901,174	0 901,174	949,367	949,367	0 886,615	0 886,615	0 613,808	0 341,000	0 48,193	0 48,193	0	0	0	0	0	0	0	0
DEL GIZ LAND INT AND PROPE	,		- 30,004	200,000		-21,117	240,001	240,001	300,013	200,010	3.0,000	,	.0,.00	,								
	1								1													

NCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	IT COSTS							Planning fee ca					Build Cost	/m2		
	m2		20		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs		rate			BCIS FHS	1,461 45	3.10%	6
ket Housing	103.8	70%	14		3,350	4,870,385	1,454			Land Stamp Duty		25,353	14,853	507,069			No dwgs under No dwgs over 50	20	462 138	9,240		Energy Design	10	0.10%	•
ared Ownership	76.0	11%	2		2,345	374,262	160			Easements etc. Legals Acquisition	20	1.50%	7,606	22.459					Total	9,240		Acc & Adpt Water	12		
ordable Rent	76.0	20%	4		1,930	572,052	296			Legais Acquisiti	ui .	1.30%	7,000	22,439								Small Sites Site Costs	0 229	0% 16%	
ial Rent	76.0	0%	0		1,270	0	0		PLANNING	Planning Fee			9,240				Stamp duty cal	c - Residual				Site Costs	1,758	16%	3
A	Shared Ownership Affordable Rent Social Rent				0 0 0	0 0 0				Architects QS / PM Planning Consul Other Profession		4.00% 0.50% 1.00% 2.50%	140,832 17,604 35,208 88,020	290,903			Land payment			507,069					
TE AREA - Net TE AREA - Gross	0.69 ha 0.80 ha		29 25	/ha /ha		5,816,699	1,910			DN Build Cost - BCI s106 / CIL / IT	S Based	1,758	3,356,869 80,000						Total	14,853					
es per Quarter t Build Time	0 3 Qu	arters				RUN Residual M	IACRO ctrl+r			Contingency Abnormals		2.50%	83,922 0	3,520,790			Stamp duty call Land payment 125,000 250,000	0%	1% 3%	338,000					
sidual Land Value ernative Use Value lift	0%	Whole Site F 507,069 18,000 0	Per ha NET Pe 739,747	er ha GROSS 633,836 22,500 0		RUN CIL MACR	o ctrl+l sing balance = 1			Fees Interest Legal and Valual	tion	6.50%	0	0			500,000 1,000,000 above	3% 4% 5%	4% 0% 4% Total	13,520					
Plus /ha	400,000 lity Threshold	320,000 338,000	2	400,000 422,500		Check on phasing d	lwgs nos		SALES	Agents Legals Misc.		3.0% 0.5%	174,501 29,083 0	203,584	4,544,806		Pre CIL s106		£/ Unit (all) Total	80,000		LIT	% GDV 0.00%	0	0
ditional Profit		184,805	127						Developers Pro	ofit Market Housing		17.50%	0	203,384	852,317		Post CIL s106 CIL	4,000		80,000 0 80,000					
SIDUAL CASH FLOW F	OR INTEREST	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Affordable House	Year 3	17.50% Q3	Q4	Q1	165,605 Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
COME IITS Started				2	3	2	3	2	3	2	3														
rket Housing ared Ownership					0	0	0	487,038 37,426	730,558 56,139	487,038 37,426	730,558 56,139	487,038 37,426	730,558 56,139	487,038 37,426	730,558 56,139	0	0	0	0	0	0	0	0	0	
ordable Rent					0	0	0	57,205 0	85,808 0	57,205 0	85,808 0	57,205 0	85,808 0	57,205 0	85,808 0	0	0	0	0	0	0	0	0	0	
nt and Subsidy INCOME		0	0	0	0	0	0	581,670	0 872,505	0 581,670	0 872,505	0 581,670	0 872,505	0 581,670	0 872,505	0	0	0	0	0	0	0	0	0	
PENDITURE mp Duty sements etc.		14,853	<u> </u>		,	v	Ū	551,W/U	V1 2,000	501,070	012 ₃ 000	551,070	U. 2,000	551j01 0	V: 2;000		Ü		·					Ū	
ements etc. als Acquisition nning Fee hitects		7,606 9,240 70,416		70,416																					
nitects ining Consultants er Professional		70,416 8,802 17,604 44,010		70,416 8,802 17,604 44,010																					
d Cost - BCIS Base			0	111,896	279,739	391,635	447,582	391,635	447,582	391,635	447,582	279,739	167,843	0	0	0	0	0	0	0	0	0	0	0	
6/CIL stingency formals			0 0 0	2,667 2,797 0	6,667 6,993 0	9,333 9,791 0	10,667 11,190 0	9,333 9,791 0	10,667 11,190 0	9,333 9,791 0	10,667 11,190 0	6,667 6,993 0	4,000 4,196 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	
ance Fees gal and Valuation ents		0 0	0	0	0	0	0	17,450	26,175	17,450	26,175	17,450	26,175	17,450	26,175	0	0	0	0	0	0	0	0	0	
gals ic.		0	0	0	0	0	0	2,908	4,363	2,908	4,363	2,908	4,363	2,908	4,363	0	0	0	0	0	0	0	0	0	
STS BEFORE LAND IN	T AND PROFIT	172,531	0	258,191	293,399	410,759	469,439	431,117	499,976	431,117	499,976	313,758	206,577	20,358	30,538	0	0	0	0	0	0	0	0	0	
Residual Valuation	_	507,069																							
	Interest Market Housing rdable Housing		11,043	11,223	15,601	20,622	27,632	35,710	33,843	28,340	26,354	20,728	16,712	6,162	0	0	0	0	0	0	0	0	0	0	1
C	Opening Balanc	-679,600 0 -679,600	,		-309,000 -1,269,058	-431,381 -1,700,439	-497,071 -2,197,510	114,843	338,685 -1,743,982	122,213	346,175 -1,275,594	247,184	649,216 -379,194	555,150 175,955	841,967 1,017,922	0	1,017,922	1,017,922	1,017,922	0	1,017,922	1,017,922	1,017,922	1,017,922	-1
	Stooling Education	010,000	000,040	000,000	1,200,000	1,100,100	2,101,010	2,002,007	1,140,002	1,021,700	1,270,004	1,020,410	070,104	170,000	1,017,022	1,017,022	1,017,022	1,017,022	1,017,022	1,011,022	1,017,022	1,017,022	1,011,022	1,017,022	
SH FLOW FOR CIL ADD	DITIONAL PROFIT	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	—
OME A	As Above	0	0	0	0	0	0	581.670	872,505	581,670	872,505	581,670	872,505	581,670	872,505	0	0	0	0	0	0	0	0	0	
							-	. ,	,		, , , , ,			,	,		-			-	-		-		_
PENDITURE		338,000																							
				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
d mp Duty		13,520	0	0	0	0			~				0	0	0	0	0	0	0	0	0	0	0	0	
d mp Duty ements etc.					0	0	0	0	0	0	0	0	0					-							
d mp Duty ements etc. als Acquisition nning Fee		0 5,070 9,240	0 0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
np Duty ements etc. als Acquisition uning Fee		0 5,070 9,240 70,416 8,802	0 0 0 0	0 0 0 70,416 8,802	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0	0 0 0	0 0	0	0	0	0	0 0 0	0	0	0	0	0 0 0	
np Duty ements etc. als Acquisition ining Fee nitects ining Consultants		0 5,070 9,240 70,416	0 0 0	0 0 0 70,416	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 0 0	0	0	0	0	0 0 0 0	
mp Duty ments etc. als Acquisition ming Fee nitects nning Consultants er Professional d Cost - BCIS Base TENTIAL CIL		0 5,070 9,240 70,416 8,802 17,604	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 70,416 8,802 17,604	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0	0 0	0	0 0 0 0 0 0 0	0 0	0 0	0 0	0 0	0 0 0 0 0 0	
d mp Duty ements etc. alsa Acquisition nning Fee nitiects er Professional d Cost - BCIS Base TENTIAL CIL t CIL s106 tingency		0 5,070 9,240 70,416 8,802 17,604 44,010	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 70,416 8,802 17,604 44,010	0 0 0 0 0 0 279,739	0 0 0 0 0 0 0 391,635 30,801	0 0 0 0 0 0 0 447,582 30,801	0 0 0 0 0 0 0 391,635 30,801	0 0 0 0 0 0 447,582 30,801	0 0 0 0 0 391,635	0 0 0 0 0 447,582	0 0 0 0 0 0	0 0 0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
mp Duty mp Duty mp Duty mements etc. pals Acquisition nning Fee hitlects nning Consultants her Professional ld Cost - BCIS Base TENTIAL CIL st CIL st 106 ntingency normals ance Fees		0 5,070 9,240 70,416 8,802 17,604 44,010 0		0 0 70,416 8,802 17,604 44,010 111,896 30,801	0 0 0 0 0 0 279,739 30,801	0 0 0 0 0 0 391,635 30,801 8,000 9,791	0 0 0 0 0 0 0 447,582 30,801 12,000 11,190	0 0 0 0 0 0 0 391,635 30,801 8,000 9,791	0 0 0 0 0 0 447,582 30,801 12,000 11,190	0 0 0 0 0 391,635	0 0 0 0 0 0 447,582 12,000 11,190	0 0 0 0 0 0 279,739 8,000 6,993	0 0 0 0 0 167,843 12,000 4,196	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
mp Duty sements etc. glash Acquisition nning Fee hitlects nning Consultants were Professional Id Cost - BCIS Base TENTIAL CIL tt CIL s106		0 5,070 9,240 70,416 8,802 17,604 44,010 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 70,416 8,802 17,604 44,010 111,896 30,801 2,797 0	0 0 0 0 0 0 279,739 30,801 6,993 0	0 0 0 0 0 0 391,635 30,801 8,000 9,791 0	0 0 0 0 0 0 447,582 30,801 12,000 11,190 0	0 0 0 0 0 0 391,635 30,801 8,000 9,791 0	0 0 0 0 0 0 447,582 30,801 12,000 11,190 0	0 0 0 0 0 391,635 8,000 9,791 0	0 0 0 0 0 0 447,582 12,000 11,190 0	0 0 0 0 0 0 279,739 8,000 6,993 0	0 0 0 0 0 167,843 12,000 4,196 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
mp Duty mp Duty mements etc. alsi Acquisition nning Fee hitects nning Consultants er Professional id Cost - BCIS Base TENTIAL CIL t CIL s106 thingency normals ance Fees al and Valuation ents		0 5,070 9,240 70,416 8,802 17,604 44,010 0		0 0 70,416 8,802 17,604 44,010 111,896 30,801 2,797 0	0 0 0 0 0 0 0 279,739 30,801 6,993 0	0 0 0 0 0 0 0 391,635 30,801 8,000 9,791 0	0 0 0 0 0 0 0 447,582 30,801 12,000 11,190 0	0 0 0 0 0 0 391,635 30,801 8,000 9,791 0	0 0 0 0 0 0 447,582 30,801 12,000 11,190 0	0 0 0 0 0 391,635 8,000 9,791 0 0	0 0 0 0 0 447,582 12,000 11,190 0	0 0 0 0 0 0 279,739 8,000 6,993 0 0	0 0 0 0 0 167,843 12,000 4,196 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
d mp Duty ements etc. alsa Acquisition nning Fee hitects nning Consultants er Professional dd Cost - BCIS Base TENTIAL CIL at CIL s106 tringency normals ance Fees al and Valuation ents als c.		0 5,070 9,240 70,416 8,802 17,604 44,010 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 70,416 8,802 17,604 44,010 1111,896 30,801 0 0	0 0 0 0 0 0 279,739 30,801 6,993 0	0 0 0 0 0 0 0 391,635 30,801 8,000 9,791 0	0 0 0 0 0 0 0 447,582 30,801 12,000 0 0	0 0 0 0 0 0 391,635 30,801 8,000 9,791 0 0 17,450 2,908 0	0 0 0 0 0 0 0 447,582 30,801 12,000 11,190 0 0 0 26,175 4,363 0	0 0 0 0 0 391,635 8,000 9,791 0 0 17,450 2,908	0 0 0 0 0 0 447,582 12,000 11,190 0 0 0 26,175 4,363 0	0 0 0 0 0 0 0 279,739 8,000 6,993 0 0 0 17,450 2,908	0 0 0 0 0 0 167,843 12,000 4,196 0 0 0 26,175 4,363 0	0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 26,175 4,363 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0	
d mp Duty ements etc. alsa Acquisition nning Fee hitiects nning Consultants ere Professional d Cost - BCIS Base TENTIAL CIL rt CIL s106 nthingency normals ance Fees al and Valuation ents als		0 5,070 9,240 70,416 8,802 17,604 44,010 0		0 0 0 70,416 8,802 17,604 44,010 111,896 30,801 2,797 0	0 0 0 0 0 0 0 279,739 30,801 6,993 0	0 0 0 0 0 0 0 391,635 30,801 8,000 9,791 0	0 0 0 0 0 0 0 447,582 30,801 12,000 11,190 0	0 0 0 0 0 0 391,635 30,801 8,000 9,791 0 0	0 0 0 0 0 0 447,582 30,801 12,000 11,190 0 0 0	0 0 0 0 0 391,635 8,000 9,791 0 0 17,450 2,908	0 0 0 0 0 0 447,582 12,000 11,190 0 0 0	0 0 0 0 0 0 279,739 8,000 6,993 0 0 0	0 0 0 0 0 167,843 12,000 4,196 0 0	0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
d mp Duty ements etc. ass Acquisition having Fee hittects having Consultants er Professional d Cost - BCIS Base TENTIAL CIL t CIL s106 thingency normals ance Fees al and Valuation ints als c. STS BEFORE LAND INT CIL calculation	T AND PROFIT	0 5,070 9,240 70,416 8,802 17,604 44,010 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 70,416 8,802 17,604 44,010 1111,896 30,801 0 0	0 0 0 0 0 0 279,739 30,801 6,993 0	0 0 0 0 0 0 0 391,635 30,801 8,000 9,791 0	0 0 0 0 0 0 0 447,582 30,801 12,000 0 0	0 0 0 0 0 0 391,635 30,801 8,000 9,791 0 0 17,450 2,908 0	0 0 0 0 0 0 0 447,582 30,801 12,000 11,190 0 0 0 26,175 4,363 0	0 0 0 0 0 391,635 8,000 9,791 0 0 17,450 2,908	0 0 0 0 0 0 447,582 12,000 11,190 0 0 0 26,175 4,363 0	0 0 0 0 0 0 0 279,739 8,000 6,993 0 0 0 17,450 2,908	0 0 0 0 0 0 167,843 12,000 4,196 0 0 0 26,175 4,363 0	0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 26,175 4,363 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0	7
mp Duty mp Duty ements etc. als Acquisition uning Fee intects inting Consultants or Professional of Cost - BCIS Base FENTIAL CIL CIL 106 tingnercy ormals unce Fees al and Valuation nats als b. CIL calculation M CIL calculation	T AND PROFIT	0 5,070 9,240 70,416 8,802 17,604 44,010 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 70,416 8,802 17,604 44,010 111,896 30,801 2,797 0 0 0 0 0 0 286,326	0 0 0 0 0 0 0 279,739 30,801 6,993 0 0 0 0 317,533	0 0 0 0 0 0 0 391,635 30,801 8,000 9,791 0 0 0	0 0 0 0 0 0 0 447,582 33,801 12,000 11,190 0 0 0 0 0 0	0 0 0 0 0 0 391,635 30,801 8,000 9,791 0 0 0 17,450 2,908 0	0 0 0 0 0 447,582 30,801 12,000 11,190 0 0 0 26,175 4,363 0 532,111	0 0 0 0 391,635 8,000 9,791 0 0 17,450 2,908 0 429,784	0 0 0 0 0 447.582 12,000 11,190 0 0 0 0 0 501,310	0 0 0 0 0 279,739 8.000 6.993 0 0 17,450 2.908 0	0 0 0 0 0 167,843 12,000 4,196 0 0 0 26,175 4,363 0 214,577	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 26,175 4,363 0 30,538	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0	1

																	site /							
SITE NAME Site 7	Small Green 12	l .]																
INCOME Av Size		Number 12		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fer	lc dwgs	rate			Build Cost BCIS	/m2 1,455		
Market Housing 100.4	4 70%	8		3,500	2,953,067	844		LAND	Land Stamp Duty		/unit or m2 39,384		472,604			No dwgs No dwgs under No dwgs over 50	12 12 0	462 138	5,544		FHS Energy Design	45 10	3.10%	
Shared Ownership 73.3				2,450					Easements etc. Legals Acquisiti		1.50%	0)			No dwgs over St	-	Total	5,544		Acc & Adpt Water	12		
Affordable Rent 73.3 Social Rent 73.3		2		1,930				PLANNING	Planning Fee			5,544				Stamp duty calo	- Residual				Small Sites Site Costs	0 155 1,677	0% 11%	
Grant and Subsidy Shared Owners Affordable Ren	ship			0	0	Ü			Architects QS / PM Planning Consu		4.00% 0.50% 1.00%	78,105 9,763 19,526	i !			Land payment	- Neodula		472,604			1,011		
Social Rent SITE AREA - Net 0.33	3 ha	36	/ha	0	3,510,635	1,108		CONSTRUCTI	Other Professio	nai	2.50%		161,754											
SITE AREA - Gross 0.40	0 ha	30	/ha						Build Cost - BC s106 / CIL / IT Contingency	IS Based	1,677 2.50%	48,000)			Stamp duty calc	- Add Profit	Total	13,130					
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual N	MACRO ctrl+r		FINANCE	Abnormals		2.3076	0				Land payment 125,000 250,000	0% 1%	1% 3%	180,000					
Residual Land Value	472,604	Per ha NET 1,427,040	1,181,509		C/c	osing balance =	0		Fees Interest	tion	6.50%	,				500,000 1,000,000	3% 4%	0% 0%						
Alternative Use Value Uplift 0% Plus /ha 400,000	20,000 0 160,000		50,000 0 400,000			osing balance =	-8,630	SALES	Legal and Valua	ition		0	0			above	5%	3% Total	5,400					
Viability Threshold		£/m2	450,000		Check on phasing o				Agents Legals Misc.		3.0% 0.5%		1	2,730,068		Pre CIL s106		E/ Unit (all) Total	48,000		LIT	% GDV 0.00%	0	
Additional Profit	357,669							Developers Pr		g	17.50%		122,012	516,787		Post CIL s106 CIL	4,000 0	£/ Unit (all) £/m2 Total	48,000 0 48,000					
RESIDUAL CASH FLOW FOR INTERES	ıτ	Year 1				Year 2			Affordable Hou		17.50%			97,574 Year 4				Year 5				Year 6		
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership			2	0 0	0 0	0 0	492,178 37,730	492,178 37,730	492,178 37,730	492,178 37,730	492,178 37,730	492,178 37,730	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy				0 0 0	0 0 0	0 0 0	55,198 0 0	55,198 0 0	55,198 0 0	55,198 0 0	55,198 0 0	55,198 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0	0 0 0	0	0 0 0	0 0 0	0 0	0 0 0
INCOME	0	0	0	0	0	0	585,106	585,106	585,106	585,106	585,106	585,106	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	13,130 0 7,089																							
Planning Fee Architects	5,544 39,052		39,052																					
QS Planning Consultants Other Professional	4,882 9,763 24,408		4,882 9,763 24,408																					
Build Cost - BCIS Base s106/CIL		0 0	103,231 2,667	206,463 5,333	309,694 8,000	309,694 8,000	309,694 8,000	309,694 8,000	206,463 5,333	103,231 2,667	0	0 0	0	0 0	0	0	0	0	0	0 0	0	0 0	0	0
Contingency Abnormals		0	2,581 0	5,162 0	7,742 0	7,742 0	7,742 0	7,742 0	5,162 0	2,581 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	0																							
Agents Legals	0	0	0	0	0	0	17,553 2,926	17,553 2,926	17,553 2,926	17,553 2,926	17,553 2,926	17,553 2,926	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROFI	103,868	0	186,584	216,958	325,437	325,437	345,915	345,915	237,436	128,958	20,479	20,479	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land	472,604	0.269	0.520	12.707	16 420	24 004	27.640	24 202	20.700	15 205	9 222	0		0	0		0		0	0		0	0	0
Interest Market Housing Affordable Housing	g	9,368	9,520	12,707	16,439	21,994	27,640	24,202	20,709	15,395	8,233	0	0	0	0	0	0	0	0	0	0	0	0	516,787 97,574
Cash Flow Opening Balance Closing Balance		-9,368 -585,839	-196,103 -781,943	-229,664 -1,011,607	-341,875 -1,353,482	-347,431 -1,700,913	211,551	214,988 -1,274,373	326,961 -947,413	440,753 -506,660	556,394 49,734	564,627 614,361	0 614,361	0 614,361	0 614,361	0 614,361	0 614,361	0 614,361	0 614,361	0 614,361	0 614,361	0 614,361	0 614,361	-614,361 0
CASH FLOW FOR CIL ADDITIONAL PRO	OFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME As Above INCOME	0	Q2 0	0	0	Q1 0	0	585,106	585,106	585,106	Q2 585,106	585,106	585,106	0	0	0	Q4 0	0	0	0	0	0	Q2 0	0	0
EXPENDITURE Land	180,000		_	_				_						_				_	_	_				
Stamp Duty Easements etc.	5,400 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS	5,544 39,052 4,882	0 0 0	0 39,052 4,882	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0	0 0	0 0 0	0 0 0	0 0 0
Planning Consultants Other Professional	9,763 24,408	0	9,763 24,408	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	103,231 89,417	206,463 89,417	309,694 89,417	309,694 89,417	309,694	309,694	206,463	103,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	2,581	5,162 0	8,000 7,742 0	8,000 7,742 0	8,000 7,742 0	8,000 7,742 0	8,000 5,162 0	8,000 2,581 0	0	0 0 0	0 0 0	0 0	0 0	0 0	0 0 0	0	0 0 0	0 0	0 0	0	0	0 0 0
Abnormals Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation Agents	0	0	0	0	0	0	0 17,553	0 17,553	0 17,553	0 17,553	0 17,553	0 17,553	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0	0	0	0	0	2,926 0	2,926 0	2,926 0	2,926 0	2,926 0	2,926 0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFI	271,749	0	273,334	301,041	414,854	414,854	345,915	345,915	240,103	134,291	20,479	20,479	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation Interest Market Housing Affordable Housing	g	4,416	4,488	9,002	14,040	21,010	28,093	24,662	21,176	15,914	8,847	0	0	0	0	0	0	0	0	0	0	0	0	0 487,027 97,574
Cash Flow		-4,416	-277,822	-310,044	-428,894	-435,864	211,098	214,528	323,826	434,901	555,780	564,627	0	0	0	0	0	0	0	0	0	0	0	-584,602

COME Av Size		Number		Price		GIA	l	DEVELOPMEN	IT COSTS					T		Planning fee ca	alc			Ī	Build Cost	/m2		
m2		8		£/m2				LAND			/unit or m2	Total				Planning app fe No dwgs		rate			BCIS FHS	1,430 44	3.10%	6
rket Housing 102.2	70%	6		3,500	2,002,467	572			Land Stamp Duty		43,513		348,102			No dwgs under No dwgs over 5	8	462 138			Energy Design	10	0.10%	
ared Ownership 70.0	11%	1		2,450	144,060	59			Easements etc.			0				No dwgs over 5	. 0	Total	3,696		Acc & Adpt	12		
ordable Rent 70.0	20%	2		1,930	210,756	109			Legals Acquisition	on	1.50%	5,222	12,127								Water Small Sites	0	0%	b
ial Rent 70.0		0		1,270				PLANNING	Planning Fee			3,696				Stamp duty ca	le - Paeidual		1	ī	Site Costs	152 1,649	11%	
		0							Architects		4.00%	51,316				Land payment	ic - Residual		348,102			1,049		
ant and Subsidy Shared Owners Affordable Rent Social Rent				0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 2.50%	12,829												
TE AREA - Net 0.27 TE AREA - Gross 0.27		30 30	/ha /ha		2,357,283	740			Build Cost - BCI: s106 / CIL / IT	S Based	1,649	32,000						Total	6,905					
es per Quarter 0 it Build Time 3	Quarters				RUN Residual I	MACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	30,510 0				Stamp duty ca Land payment 125,000 250,000	lc - Add Profit 0% 1%							
sidual Land Value emative Use Value ift 0%	Whole Site 348,102 13,333 0	Per ha NET 1,305,384	Per ha GROSS 1,305,384 50,000 0		RUN CIL MACE	osing balance = RO ctrl+l osing balance =			Fees Interest Legal and Valuat	tion	6.50%	0	0			500,000 1,000,000 above	3% 4% 5%	0%						
Plus /ha 400,000 Viability Threshold	106,667 120,000		400,000 450,000		Check on phasing			SALES	Agents Legals		3.0% 0.5%	11,786				Pre CIL s106		£/ Unit (all) Total	32,000	Ī	LIT	% GDV 0.00%	0	,
ditional Profit	269,740	E/m2 471]					Developers Pro	Misc. ofit Market Housing	1	17.50%	0	82,505	1,831,972 350,432		Post CIL s106 CIL	4,000 0		32,000 0 32,000					
SIDUAL CASH FLOW FOR INTEREST	r Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Affordable House	Year 3	17.50% Q3	Q4	Q1	62,093 Year 4 Q2	Q3	Q4	Q1	Year 5 Q2		Q4	Q1	Year 6 Q2	Q3	
OME ITS Started	41	42	2	3	3	42	_	_		44	40	-	Ψ.		40	~	<u> </u>	4 4	٠		41	44	4.5	
rket Housing ared Ownership				0	0	0	500,617 36,015	750,925 54,023	750,925 54,023	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rdable Rent				0	0	0	52,689	79,034	79,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ial Rent nt and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	589,321	883,981	883,981	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
PENDITURE np Duty ements etc.	6,905 0																							
als Acquisition	5,222																							
nning Fee	3,696		25.050																					
itects	25,658 3,207		25,658 3,207																					
nning Consultants er Professional	6,415 16,036		6,415 16,036																					
	10,030	_						_		_	_	_	_	_	_	_		_	_			_	_	
d Cost - BCIS Base 6/CIL		0	101,700 2,667	254,250 6,667	406,800 10,667	305,100 8,000	152,550 4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
atingency formals		0	2,542	6,356	10,170	7,627	3,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		U	U	U	U	U	U	U		U	U	U		U	U	U		U	U	U		U	U	
nce Fees al and Valuation	0																							
ints	0	0	0	0	0	0	17,680	26,519	26.519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
als	0	0	0	0	0	0	2,947	4,420	4,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
C. STS BEFORE LAND INT AND PROFIT	67,139	0	158,226	267,273	427,637	320,727	180,990	30,939	30,939	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Residual Valuation Land	348,102																							
Interest Market Housing		6,748	6,857	9,540	14,038	21,215	26,772	20,572	7,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Housing																								
Cash Flow Opening Balance	-415,242 0	-6,748	-165,083	-276,813	-441,675	-341,943	381,559	832,470	845,998	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-
Closing Balance		-421,989	-587,072	-863,885	-1,305,559	-1,647,502	-1,265,943	-433,473	412,524	412,524	412,524	412,524	412,524	412,524	412,524	412,524	412,524	412,524	412,524	412,524	412,524	412,524	412,524	
SH FLOW FOR CIL ADDITIONAL PRO	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME As Above INCOME	0	0	0	0	0	0	589,321	883,981	883,981	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	J		J	<u> </u>		J	300,321	000,301	000,301	J	J				J	U		J	J				J	_
PENDITURE d	120,000																							
np Duty	3,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
als Acquisition	1,800	0	0	0	0	0	0	0			0	0	0	0	0	0	0	U	0		0	0	0	
ning Fee	3,696 25,658	0	0 25,658	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	3,207	0	3,207	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Consultants er Professional	6,415 16,036	0	6,415 16,036	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
d Cost - BCIS Base	0	0	101,700	254,250	406,800	305,100	152,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
FENTIAL CIL			269,740																					
t CIL s106 tingency	0	0	2,542	6,356	8,000 10,170	12,000 7,627	12,000 3,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
al and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ents	0	0	0	0	0	0	17,680	26,519 4,420	26,519 4,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
als c.	0	0	0	0	0	0	2,947 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
STS BEFORE LAND INT AND PROFIT	180,412	0	425,299	260,606	424,970	324,727	188,990	30,939	30,939	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL calculation Interest Market Housing Affordable Housing		2,932	2,979	9,939	14,335	21,474	27,100	21,035	7,515	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow		-2,932	-428,279	-270,545	-439,305	-346,201	373,231	832,007	845,527	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-3
Opening Balance																								



SITE NAME Site 9	Small 6]																
INCOME Av Size		Number		Price		GIA		DEVELOPME	NT COSTS					$\overline{}$		Planning fee ca	lc				Build Cost	/m2		
m2	2	6		£/m2	£	m2		LAND			/unit or m2	? Total				Planning app fer No dwgs	dwgs 6	rate			BCIS FHS	1,447 45	3.10	%
Market Housing 111.5	70%	4		3,500	1,639,050	468			Land Stamp Duty		46,525		279,149			No dwgs under No dwgs over 50	6	462 138	2,772		Energy Design	10		
Shared Ownership 70.0	11%	1		2,450	108,045	44			Easements etc.		1.50%)			Tto dings ordi di		Total	2,772		Acc & Adpt Water	12		
Affordable Rent 70.0	20%	1		1,930	158,067	82			Legals Acquisit	ion	1.50%	4,18	7,645								Small Sites	0	0	
Social Rent 70.0	0%	0		1,270	0	0		PLANNING	Planning Fee			2,777	2			Stamp duty calc	- Residual				Site Costs	154 1,669	11	%
Grant and Subsidy Shared Owners	ship			0					Architects QS / PM		4.00% 0.50%					Land payment			279,149					
Affordable Ren Social Rent				0					Planning Consu Other Profession		1.00% 2.50%	10,404	4											
SITE AREA - Net 0.20 SITE AREA - Gross 0.20		30 30			1,905,162	594		CONSTRUCT	Build Cost - BC s106 / CIL / IT Contingency	IS Based	1,669 2.50%	24,000)			Stamp duty calc	- Add Profit	Total	3,457					
Sales per Quarter 0 Unit Build Time 3	Quarters Whole Site	Decks NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r	0	FINANCE	Abnormals		2.30%	(1,040,433			Land payment 125,000 250,000 500,000	0% 1% 3%	1% 3% 0%	90,000					
Residual Land Value Alternative Use Value Uplift 0%	279,149 10,000 0	1,395,746			RUN CIL MACE		-4,630		Interest Legal and Valua	ation	6.50%					1,000,000 above	4% 5%	0% 3% Total	2,700					
Plus /ha 400,000 Viability Threshold			400,000 450,000		Check on phasing cor			SALES	Agents Legals		3.0% 0.5%	9,526	6			Pre CIL s106		£/ Unit (all) Total	24,000		LIT	% GDV 0.00%		0
Additional Profit	227,965	£/m2 487						Developers Pr	Misc. rofit Market Housin		17.50%	,	0 66,681	1,479,915 286,834		Post CIL s106 CIL	4,000	£/m2	24,000 0 24,000					
RESIDUAL CASH FLOW FOR INTERES	T	Year 1				Year 2			Affordable Hou		17.50%			286,834 46,570 Year 4				Total Year 5	24,000			Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME UNITS Started			1	1	1	1	1	1	070 :	070 1	pma (A								_				
Market Housing Shared Ownership				0	0	0	273,175 18,008	273,175 18,008	273,175 18,008	273,175 18,008	273,175 18,008	273,175 18,008	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	26,345 0	26,345 0	26,345 0	26,345 0	26,345 0	26,345 0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	•	0	Δ.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	U	0	0	U	0	317,527	317,527	317,527	317,527	317,527	317,527	0	0	0	U	U	U	U	U	0	0	U	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	3,457 0 4,187																							
Planning Fee Architects	2,772 20,809		20,809																					
QS Planning Consultants Other Professional	2,601 5,202 13,005		2,601 5,202 13,005																					
Build Cost - BCIS Base		0	55,091	110,182	165,274	165,274	165,274	165,274	110,182	55,091	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	1,333 1,377	2,667 2,755	4,000 4,132	4,000 4,132	4,000 4,132	4,000 4,132	2,667 2,755	1,333 1,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	9,526	9,526	9,526	9,526	9,526	9,526	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND INT AND PROFI	0 1 52,034	0	0 0 99,419	115,604	0 173,406	173,406	1,588 184,519	1,588	1,588 126,717	1,588 68,915	1,588	1,588	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land	279,149																							
Interest Market Housing Affordable Housing	t T	5,382	5,469	7,174	9,169	12,136	15,151	13,235	11,289	8,372	4,468	0	0	0	0	0	0	0	0	0	0	0	0	0 286,834 46,570
Cash Flow	-331,183	-5,382	-104,888	-122,777	-182,574	-185,541	117,857	119,773	179,521	240,240	301,946	306,414	0	0	0	0	0	0	0	0	0	0	0	-333,403
Opening Balanc Closing Balanc		-336,565	-441,453	-564,231	-746,805	-932,346	-814,489	-694,716	-515,196	-274,956	26,990	333,403	333,403	333,403	333,403	333,403	333,403	333,403	333,403	333,403	333,403	333,403	333,403	0
CASH FLOW FOR CIL ADDITIONAL PRO	OFIT	Year 1				Year 2				Year 3	1			Year 4				Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	317,527	317,527	317,527	317,527	317,527	317,527	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	90,000																							
Stamp Duty	2,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	2,772 20,809	0	0 20,809	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,601 5,202	0	2,601 5,202	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	5,202 13,005	0	5,202 13,005	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	55,091	110,182	165,274	165,274	165,274	165,274	110,182	55,091	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106			56,991	56,991	56,991 4,000	56,991 4,000	4,000	4,000	4,000	4,000	0	0	I o	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,377	2,755	4,132	4,132	4,132	4,132	2,755	1,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0	0	0	0	9,526	9,526	9,526	9,526	9,526	9,526	0	0	0	0	-	0	0	0	0	0	0	0
Agents Legals	0	0	0	0	0	0	1,588	1,588	1,588	1,588	1,588	1,588	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROFI	0 138,439	0	0 155,077	0 169,928	0 230,397	0 230,397	0 184,519	0 184,519	0 128,050	0 71,582	0 11,113	0 11,113	0	0	0	0	0	0	0	0	0	0	0	0
THE PRINCIPLE OF LAND I ROPI	23,.00	-	, '	,-20	,	,	,-10	,	,	,	,	,		-		-	-	-	-		<u> </u>			
For CIL calculation Interest Market Housing	3	2,250	2,286	4,843	7,683	11,552	15,484	13,574	11,633	8,743	4,889	0	0	0	0	0	0	0	0	0	0	0	0	0 265,149
Affordable Housing		0.050	457.000	474 7-0	200.000	244.010	447.50	440	477.010	207.000	204 500	200 ***	_		•		^	_	^	^		_		46,570
Cash Flow Opening Balance	0	-2,250	-157,363	-174,772	-238,080	-241,949	117,524	119,434	177,843	237,202	301,525	306,414	0	0	0	0	0	0	0	0	0	0	0	-311,718
Closing Balance	-138,439	-140,689	-298,052	-472,824	-710,904	-952,853	-835,329	-715,895	-538,052	-300,850	675	307,088	307,088	307,088	307,088	307,088	307,088	307,088	307,088	307,088	307,088	307,088	307,088	-4,630



COME	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	NT COSTS							Planning fee ca	lc				Build Cost	/m2		
- -	m2	,•	300		£/m2		m2					fumit *	Terri				Planning app fee	dwgs	rate			BCIS	1,438	2.400	,
ket Housing	93.3	70%	210		2,300	45,074,659	19,598		LAND	Land		/unit or m2 -34,068	Total	-10,220,261			No dwgs No dwgs under	300 50	462	23,100		FHS Energy	45 10	3.10%	6
red Ownership	73.1	11%	32		1,610	3,705,044	2,301			Stamp Duty Easements etc.			0				No dwgs over 50	250	138 Total	34,500 57,600		Design Acc & Adpt	0 12		
dable Rent	73.1	20%	59		1,930	-,,-	4,274			Legals Acquisition	on	1.50%	-153,304	-153,304								Water Small Sites	0	0%	6
		20%	0				-1,214		PLANNING	Dione's - F			57.600				Cion- 1.	a Da-I-I				Site Costs	225	16%	
al Rent	73.1		U		1,270		0			Planning Fee Architects		4.00%	2,040,920				Stamp duty call Land payment	c - Kesiduai		-10,220,261			1,731		
	hared Ownersh ffordable Rent	р			0					QS / PM Planning Consul	tants	0.50% 1.00%	255,115 510,230												
Sor	ocial Rent				0	0				Other Profession	nal	2.50%	1,275,575	4,139,441											
E AREA - Net E AREA - Gross	5.04 I		60 45	/ha /ha		57,028,111	26,173		CONSTRUCTI		0.0	4 704	45 000 045						T-1-1						
E AREA - Gross	6.67	id	45	/na						Build Cost - BCI s106 / CIL / IT	S Based	1,731	45,293,645 1,200,000						Total	U					
es per Quarter	0									Contingency Abnormals		5.00%	2,264,682 2,264,682	51,023,010			Stamp duty cal Land payment	c - Add Profit		9,600,000					
Build Time	3 (Quarters				RUN Residual M	IACRO ctrl+r		FINANCE								125,000 250,000	0% 1%	0% 0%						
sidual Land Value		Whole Site -10,220,261	Per ha NET -2.027.525				osing balance =	0		Fees Interest		6.50%	0				500,000 1,000,000	3% 4%	0% 0%						
rnative Use Value		8,000,000	-2,021,323	1,200,000		RUN CIL MACR				Legal and Valua	tion	6.50%	0	0			above	5%	0%						
ft Plus /ha	20%	1,600,000 0		240,000 0		Clo	osing balance =		SALES										Total	0					
Viability	ty Threshold	9,600,000		1,440,000		Check on phasing d				Agents Legals		3.0% 0.5%	1,710,843 285,141				Pre CIL s106		£/ Unit (all) Total	1,200,000		LIT	% GDV 0.00%	,	
			2/m2			COIN	ect			Misc.		0.5%	283,141	1,995,984	46,784,870								0.00%	,	<u> </u>
ditional Profit		-6,032,271	-308						Developers Pr	ofit							Post CIL s106 CIL	4,000 0		1,200,000					
										Market Housing Affordable House		17.50% 17.50%			7,888,065 2,091,854				Total	1,200,000					
SIDUAL CASH FLOW FOR	OR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
OME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
TS Started ket Housing	þ			17	17 0	17	17 0	17 2,554,231	17 2,554,231	17 2,554,231	17 2,554,231	17 2,554,231	17 2,554,231	17 2,554,231	17 2,554,231	17 2,554,231	17 2,554,231	17 2,554,231	17 2,554,231	17 2,554,231	11 2,554,231	2,554,231	2,554,231	2,554,231	1.
red Ownership					0	0	0	209,953	209,953	209,953	209,953	209,953	209,953	209,953	209,953	209,953	209,953	209,953	209,953	209,953	209,953	209,953	209,953	209,953	1
ordable Rent ial Rent					0	0	0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	467,410 0	3
t and Subsidy INCOME		0	0	0	0	0	0	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	0 3,231,593	2
ENDITURE														, ,,,,,											
p Duty		0																							
ments etc. Is Acquisition		-153,304																							
ning Fee		57,600																							
itects		1,020,460 127,558		1,020,460 127,558																					
ning Consultants		255,115 637,788		255,115 637,788																					
er Professional		007,700	_																						
d Cost - BCIS Base S/CIL			0	855,547 22,667	1,711,093 45,333	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,566,640 68,000	2,264,682 60,000	1,409,136 37,333	553,589 14,667	0	
tingency ormals			0	42,777 42,777	85,555 85,555	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	113,234 113,234	70,457 70,457	27,679 27,679	0	
nce Fees		0	-	-, *	,		-,	,	23,302		,	,	,	,	-,	,	,	,	-,	,	-,		.,	-	
nce Fees al and Valuation		0																							
nts		0	0	0	0	0	0	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	
ıls		0	0	0	0	0	0	16,158	16,158	16,158	16,158	16,158	16,158	16,158	16,158	16,158	16,158	16,158	16,158	16,158	16,158	16,158	16,158	16,158	
STS BEFORE LAND INT	AND PROFIT	1,945,216	0	3,004,688	1,927,536	2,891,304	2,891,304	3,004,410	3,004,410	3,004,410	3,004,410	3,004,410	3,004,410	3,004,410	3,004,410	3,004,410	3,004,410	3,004,410	3,004,410	3,004,410	2,664,256	1,700,488	736,720	113,106	
Residual Valuation	Land	-10,220,261																							
Mo	Interest arket Housing	., .,	0	0	0	0	0	39,647	36,599	33,502	30,355	27,156	23,906	20,603	17,246	13,834	10,367	6,844	3,263	0	0	0	0	0	-
	dable Housing																								2,
	ash Flow	8,275,044	0	-3,004,688	-1,927,536	-2,891,304	-2,891,304	187,537	190,584	193,681	196,829	200,027	203,277	206,581	209,938	213,349	216,816	220,339	223,920	227,183	567,337	1,531,105	2,494,873	3,118,487	-7
	pening Balance losing Balance	0 8,275,044	8,275,044	5,270,356	3,342,820	451,516	-2,439,788	-2,252,251	-2,061,667	-1,867,986	-1,671,157	-1,471,130	-1,267,853	-1,061,272	-851,334	-637,985	-421,169	-200,830	23,090	250,274	817,610	2,348,715	4,843,588	7,962,075	
·						•																			
H FLOW FOR CIL ADDIT	ITIONAL PROF		Year 1	03	Q4	01	Year 2	02	Q4	01	Year 3	02	Q4	01	Year 4	02	Q4	01	Year 5	03	Q4	Q1	Year 6	02	
OME As	s Above	Q1	Q2	Q3	-	Q1	Q2	Q3		Q1	Q2	Q3		Q1	Q2	Q3	-	Q1	Q2	Q3			Q2	Q3	
INCOME		0	0	0	0	0	0	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	3,231,593	2,
ENDITURE I		9,600,000																							
p Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ments etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ls Acquisition						U	U					U							U	U					
ning Fee itects		57,600 1,020,460	0	0 1,020,460	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Consultants		127,558 255,115	0	127,558 255,115	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
r Professional		637,788	0	637,788	0	0	0	0	0	ō	0	0	0	ō	ō	ō	ō	0	0	0	0	ő	0	0	
		0	0	855,547	1,711,093	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,566,640	2,264,682	1,409,136	553,589	0	
			l	-377,017	-377,017	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	-377,017 68,000	68,000	68,000	68,000	44,000	0	
ENTIAL CIL CIL s106		0	0	42,777 42,777	85,555 85,555	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	128,332 128,332	113,234 113,234	70,457 70,457	27,679 27,679	0	
ENTIAL CIL CIL s106 ingency			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL CIL s106 ingency irmals		0	U	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL CIL s106 ingency ormals nce Fees		0	0			1			00.040	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	96,948	
ENTIAL CIL CIL s106 ingency rmals nce Fees and Valuation			0	0	0	0	0	96,948	96,948					16,158	16,158	16,158	16,158 0	16,158	16,158	16,158	16,158	16,158			
ENTIAL CIL CIL s106 ingency rmals nce Fees I and Valuation		0			0 0	0 0	0	96,948 16,158 0	16,158 0	16,158	16,158 0	16,158 0	16,158 0	0	0			0	0	0	0	0	16,158 0	16,158 0	
ENTIAL CIL CIL s106 ingency rmals Ince Fees II and Valuation outs Its Is	AND PROFIT	0 0 0	0	0	0	0 0 0 2,514,287		16,158	16,158	16,158 0				0 2,627,393	0 2,627,393	2,627,393	2,627,393	2,627,393							
d Cost - BCIS Base EENTIAL CIL CIL s108 tingency ormals nnce Fees al and Valuation nts als als STS BEFORE LAND INT A	AND PROFIT	0 0 0	0 0 0	0 0	0	0	0	16,158 0	16,158 0	16,158 0	0	0	0		ŭ	-			0	0	0	0	0	0	
ENTIAL CIL CIL s106 ngency rmals nce Fees and Valuation ts s s TS BEFORE LAND INT	AND PROFIT	0 0 0	0 0 0	0 0	0	0	0	16,158 0	16,158 0	16,158 0	0	0	0		ŭ	-			0	0	0	0	0	0	2
ENTIAL CIL CIL st06 ringency rmals nce Fees I and Valuation its Is Is CIL calculation Mai	Interest arket Housing	0 0 0	0 0 0	0 0 0 2,605,005	0 0 1,505,186	0 2,514,287	0 0 2,514,287	16,158 0 2,627,393	16,158 0 2,627,393	16,158 0 2,627,393	0 2,627,393	0 2,627,393	0 2,627,393	2,627,393	2,627,393	2,627,393	2,627,393	2,627,393	0 2,627,393	3,004,410	0 2,672,256	0 1,731,155	0 766,054	113,106	10
ENTIAL CIL CIL st06 rigency rmals nce Fees and Valuation ts ts ts CIL calculation Mai	Interest	0 0 0	0 0 0	0 0 0 2,605,005	0 0 1,505,186	0 2,514,287	0 0 2,514,287	16,158 0 2,627,393	16,158 0 2,627,393	16,158 0 2,627,393	0 2,627,393	0 2,627,393	0 2,627,393	2,627,393	2,627,393	2,627,393	2,627,393	2,627,393	0 2,627,393	3,004,410	0 2,672,256	0 1,731,155	0 766,054	113,106	

NCOME	Av Size	%	Number	<u></u>	Price		GIA		DEVELOPMEN	NT COSTS							Planning fee ca				Ī	Build Cost	/m2		
	m2		200		£/m2		m2		LAND			/unit or m2	Total				Planning app fee		rate			BCIS FHS	1,487 46	3.10%	%
arket Housing	90.6	70%	140		2,300	29,173,200	12,684			Land Stamp Duty		-37,487	0	-7,497,383			No dwgs under No dwgs over 50	50	462	23,100 20,700		Energy Design	10		
ared Ownership	57.0	11%	21		1,610	1,927,170	1,197			Easements etc. Legals Acquisition	on	1.50%	-112,461						Total	43,800		Acc & Adpt Water	12 0		
ordable Rent	57.0	20%	39		1,930	4,290,390	2,223		PLANNING													Small Sites Site Costs	0 233	0% 16%	
cial Rent	57.0	0%	0		1,270	0	0			Planning Fee Architects		4.00%	43,800 1,298,872				Stamp duty cal Land payment	lc - Residual		-7,497,383			1,788		
	Shared Ownership Affordable Rent Social Rent	•			0 0 0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 2.50%	162,359 324,718 811,795												
E AREA - Net E AREA - Gross	3.08 h 3.42 h		65 59	/ha /ha		35,390,760	16,104			Build Cost - BCI s106 / CIL / IT	S Based	1,788	28,792,552 800,000						Total	0					
les per Quarter it Build Time	0 3 C	uarters				RUN Residual N	MACRO ctrl+r			Contingency Abnormals		5.00%	1,439,628 1,439,628				Stamp duty cal Land payment 125,000 250,000	lc - Add Profit 0% 1%	0% 0%	4,923,077					
sidual Land Value		Whole Site -7,497,383	Per ha NET F			Ck	osing balance =	0	l .	Fees Interest		6.50%	0				500,000 1,000,000	3% 4%	0%						
ernative Use Value ift	20%	4,102,564 820,513		1,200,000 240,000		RUN CIL MACR	O ctrl+l osing balance =			Legal and Valua	tion		0	0			above	5%	0% Total	0					
Plus /ha	a 0 bility Threshold	4,923,077		0 1,440,000		Check on phasing of	dwgs nos		SALES	Agents		3.0%	1,061,723				Pre CIL s106	4,000	£/ Unit (all)		- I	LIT	% GDV		Т
ditional Profit		-2,768,730	2/m2 -218			corr	rect			Legals Misc.		0.5%	176,954 0		28,742,185		Post CIL s106	4,000		800,000	_		0.00%	0	0
										Market Housing Affordable Hou		17.50% 17.50%			5,105,310 1,088,073		CIL	0	£/m2 Total	800,000					
SIDUAL CASH FLOW	FOR INTEREST	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME TS Started				17	17	17	17	17	17	17	17	17	17	17	13										
ket Housing red Ownership	Γ				0	0	0	2,479,722 163,809	2,479,722 163,809	2,479,722 163,809	2,479,722 163,809	2,479,722 163,809	2,479,722 163,809	2,479,722 163,809	2,479,722 163,809	2,479,722 163,809	2,479,722 163,809	2,479,722 163,809	1,896,258 125,266	0	0	0	0	0	
dable Rent al Rent					0	0	0	364,683 0	364,683 0	364,683 0	364,683 0	364,683 0	364,683 0	364,683 0	364,683 0	364,683 0	364,683 0	364,683 0	278,875 0	0	0	0	0	0	
t and Subsidy		0	0	0	0	0	0	3,008,215	3,008,215	0 3,008,215	3,008,215	3,008,215	3,008,215	0 3,008,215	3,008,215	3,008,215	3,008,215	3,008,215	2,300,399	0	0	0	0	0	
ENDITURE																									
p Duty ments etc. Is Acquisition		0 0 -112,461																							
ning Fee		43,800																							
tects		649,436 81,180		649,436 81,180																					
ning Consultants r Professional		162,359 405,898		162,359 405,898																					
Cost - BCIS Base			0	815,789	1,631,578	2,447,367	2,447,367	2,447,367	2,447,367	2,447,367	2,447,367	2,447,367	2,447,367	2,447,367	2,255,417	1,439,628	623,839	0	0	0	0	0	0	0	
i/CIL ingency			0	22,667 40,789	45,333 81,579	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	62,667 112,771	40,000 71,981	17,333 31,192	0	0	0	0	0	0	0	
rmals			0	40,789	81,579	122,368	122,368	122,368	122,368	122,368	122,368	122,368	122,368	122,368	112,771	71,981	31,192	0	0	0	0	0	0	0	
nce Fees al and Valuation		0																							
nts		0	0	0	0	0	0	90,246	90.246	90,246	90.246	90.246	90.246	90,246	90.246	90.246	90,246	90.246	69.012	0	0	0	0	0	
its Is		0	0	0	0	0	0	15,041	15,041	15,041	15,041	15,041	15,041	15,041	15,041	15,041	15,041	15,041	11,502	0	0	0	0	0	
TS BEFORE LAND I	INT AND PROFIT	1,230,212	0	2,218,907	1,840,069	2,760,104	2,760,104	2,865,391	2,865,391	2,865,391	2,865,391	2,865,391	2,865,391	2,865,391	2,648,912	1,728,878	808,843	105,288	80,514	0	0	0	0	0	_
Residual Valuation	Land	-7,497,383																							
	Interest Market Housing	1,401,303	0	0	0	0	8,969	53,966	52,522	51,055	49,563	48,048	46,508	44,943	43,352	38,218	18,050	0	0	0	0	0	0	0	5
	fordable Housing																								1.
	Cash Flow	6,267,171	0	-2,218,907	-1,840,069	-2,760,104	-2,769,072	88,858	90,301	91,769	93,260	94,776	96,316	97,881	315,950	1,241,119	2,181,322	2,902,927	2,219,885	0	0	0	0	0	-6
	Opening Balance Closing Balance	6,267,171	6,267,171	4,048,265	2,208,195	-551,908	-3,320,980	-3,232,123	-3,141,821	-3,050,052	-2,956,792	-2,862,017	-2,765,701	-2,667,820	-2,351,870	-1,110,751	1,070,570	3,973,498	6,193,383	6,193,383	6,193,383	6,193,383	6,193,383	6,193,383	
H FLOW FOR CIL AI	DDITIONAL BROSE		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME	As Above	0	0	0	0	0	0	3,008,215	3,008,215	3,008,215	3,008,215	3,008,215	3,008,215	3,008,215	3,008,215	3,008,215	3,008,215	3,008,215	2,300,399	0	0	0	0	0	_
ENDITURE		4,923,077																							
			^	•	•	_	•	^	•	_	•	_	•	_	•	^	•	_	•	_	•	_	^	_	
p Duty ments etc.		0 0 73 946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s Acquisition		73,846	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Fee tects		43,800 649,436	0	0 649,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Consultants		81,180 162,359	0	81,180 162,359	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
r Professional		405,898	0	405,898	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base ENTIAL CIL		0	0	815,789 -276,873	1,631,578 -276,873	2,447,367 -276,873	2,447,367 -276,873	2,447,367 -276,873	2,447,367 -276,873	2,447,367 -276,873	2,447,367 -276,873	2,447,367 -276,873	2,447,367 -276,873	2,447,367	2,255,417	1,439,628	623,839	0	0	0	0	0	0	0	
CIL s106		0	0	40,789	81,579	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 122,368	68,000 112,771	68,000 71,981	52,000 31,192	0	0	0	0	0	0	0	
		0	0	40,789	81,579	122,368	122,368	122,368	122,368	122,368	122,368	122,368	122,368	122,368	112,771	71,981	31,192	0	0	0	0	0	0	0	
ngency		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ingency irmals nce Fees		0	0	0	0		-	90,246	90,246		90,246	90,246	90,246	90.246	90,246	90.246	90.246	90.246	69,012	0	-		0	0	
ingency ormals nce Fees I and Valuation			0	0	0	0	0	90,246 15,041	15,041	90,246 15,041	15,041	90,246 15,041	90,246 15,041	15,041	15,041	15,041	15,041	15,041	11,502	0	0	0	0	0	
ngency rmals ice Fees and Valuation		0	_		0	0	0	0	0	0 2,588,518	0 2,588,518	0 2,588,518	0 2,588,518	0 2,865,391	0 2,654,246	0 1,756,878	0 843,510	0 105,288	0 80,514	0	0	0	0	0	
ingency irmals nce Fees I and Valuation its	INT AND PROFIT	0	0	1,919,367	1,517,863	2,483,231	2,483,231	2,588,518	2,588,518	2,300,310	2,000,010	_,													
ingency prmals nce Fees al and Valuation outs lis is	INT AND PROFIT	0	0	1,919,367	1,517,863	2,483,231	2,483,231	2,588,518	2,588,518	2,300,310	2,000,010	2,000,000													
ingency ymals nce Fees I and Valuation hts is Its ITS BEFORE LAND I	Interest Market Housing	0	0 0	1,919,367	1,517,863	2,483,231 164,484	2,483,231	2,588,518 251,234	2,588,518	245,715	242,888	240,014	237,095	234,127	235,611	233,688	217,151	185,503	141,345	107,569	109,317	111,093	112,898	114,733	6
ingency ymals nce Fees I and Valuation hts is Its ITS BEFORE LAND I	Interest	0												234,127	235,611	233,688	217,151	185,503	141,345	107,569	109,317				

SITE NAME Site 14	PDL 100							1																
INCOME Av Size		Number		Price	e GDV	/ GIA	1	DEVELOPMEN	NT COSTS						Ī	Planning fee ca	lc			ī	Build Cost	/m2	1	
m2		100		£/m2	2 £	m2		LAND			/unit or m2					Planning app fe No dwgs	dwgs 100				BCIS FHS	1,439 45	3.10	1%
Market Housing 93.7				2,300					Land Stamp Duty		-37,798	0	-3,779,825			No dwgs under No dwgs over 50	50 50	138	6,900	0	Energy Design	10 0		
Shared Ownership 72.7				1,610					Easements etc. Legals Acquisiti		1.50%	-56,697						Total	30,000	0	Acc & Adpt Water	12 0		
Affordable Rent 72.7				1,930				PLANNING												7	Small Sites Site Costs	225		
Social Rent 72.7		0		1,270					Planning Fee Architects		4.00%)			Stamp duty cal Land payment	c - Kesiduai		-3,779,825	5		1,731	J	
Grant and Subsidy Shared Owners Affordable Ren Social Rent				0	0 0)			QS / PM Planning Consu Other Professio		0.50% 1.00% 2.50%	170,423	3											
SITE AREA - Net 1.46 SITE AREA - Gross 2.00	6 ha O ha	69 50			19,045,676	8,738			ON Build Cost - BC s106 / CIL / IT	IS Based	1,731	15,129,329 400,000						Total	O					
Sales per Quarter 0 Unit Build Time 3	Quarters	Per ha NET			RUN Residual			FINANCE	Contingency Abnormals		5.00%	756,466 756,466	17,042,262			Stamp duty cal Land payment 125,000 250,000 500,000	c - Add Profit 0% 1% 3%		2,880,000)				
Residual Land Value Alternative Use Value Uplift 20% Plus /ha 0	-3,779,825 2,400,000 480,000	-2,593,893	-1,889,913 1,200,000 240,000		RUN CIL MAC	Closing balance = RO ctrl+l Closing balance =		SALES	Interest Legal and Valua	ation	6.50%					1,000,000 above	4% 5%		O					
Viability Threshold	2,880,000	£/m2	1,440,000		Check on phasing	dwgs nos]		Agents Legals Misc.		3.0% 0.5%		3	15,265,719		Pre CIL s106 Post CIL s106		£/ Unit (all) Total £/ Unit (all)	400,000	_	LIT	% GDV 0.00%		0
Auditional Profit	-1,303,211	-223	l					Developers Pr	ofit Market Housin Affordable Hou		17.50% 17.50%			2,638,790 694,203		CIL	4,000		400,000	0				
RESIDUAL CASH FLOW FOR INTERES	T Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME UNITS Started			15	15	15	15	15	15	10												4.			
Market Housing Shared Ownership				0	0	0	2,261,820 184,434	2,261,820 184,434	2,261,820 184,434	2,261,820 184,434	2,261,820 184,434	2,261,820 184,434	1,507,880 122,956	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	410,598 0	410,598 0	410,598 0	410,598 0	410,598 0	410,598 0	273,732	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0 0	0	0	0 2,856,851	0 2,856,851	0 2,856,851	0 2,856,851	0 2,856,851	0 2,856,851	1,904,568	0	0	0	0	0	0	0	0	0 0	0	0
EXPENDITURE Stamp Duty	0																							
Stamp Duty Easements etc. Legals Acquisition	0 -56,697																							
Planning Fee	30,000																							
Architects QS	340,845 42,606		340,845 42,606																					
Planning Consultants Other Professional	85,211 213,028		85,211 213,028																					
Build Cost - BCIS Base		0	756,466 20.000	1,512,933 40.000	2,269,399 60.000	2,269,399 60,000	2,269,399 60.000	2,269,399 60,000	2,017,244 53.333	1,260,777	504,311 13,333	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals		0	20,000 37,823 37,823	40,000 75,647 75,647	60,000 113,470 113,470	60,000 113,470 113,470	60,000 113,470 113,470	60,000 113,470 113,470	53,333 100,862 100,862	33,333 63,039 63,039	13,333 25,216 25,216	0	0	0 0 0	0	0	0	0	0	0	0	0 0	0	0
Finance Fees	0	v	51,023	. 3,047	115,470	113,470	. 13,470	713,470	700,002	33,038	20,210	Ü		Ü	Ü	Ü	Ü	Ü	Ü	J		J	J	U
Legal and Valuation	0																							
Agents Legals	0	0	0	0	0	0	85,706 14,284	85,706 14,284	85,706 14,284	85,706 14,284	85,706 14,284	85,706 14,284	57,137 9,523	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROFI	654,993	0	0 1,533,804	1,704,226	2,556,339	2,556,339	2,656,329	2,656,329	2,372,291	1,520,178	668,065	99,990	66,660	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land	t	0	0	0	1,839	43,410	85,656	83,789	81,892	75,349	54,852	20,176	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing Affordable Housing																								2,638,79 694,20
Cash Flow Opening Balan	3,124,832 C 0	0	-1,533,804	-1,704,226	-2,558,179	-2,599,749	114,867	116,733	402,668	1,261,324	2,133,934	2,736,686	1,837,908	0	0	0	0	0	0	0	0	0	0	-3,332,9
Opening Balanc		3,124,832	1,591,029	-113,198	-2,671,376	-5,271,125	-5,156,259	-5,039,526	-4,636,858	-3,375,534	-1,241,600	1,495,086	3,332,993	3,332,993	3,332,993	3,332,993	3,332,993	3,332,993	3,332,993	3,332,993	3,332,993	3,332,993	3,332,993	0
CASH FLOW FOR CIL ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	2,856,851	2,856,851	2,856,851	2,856,851	2,856,851	2,856,851	1,904,568	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	2,880,000	l																						
Stamp Duty Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	43,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	30,000 340,845	0	0 340,845	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants	42,606 85,211	0	42,606 85,211	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	213,028	0	213,028	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	756,466 -300,642	1,512,933 -300,642	2,269,399 -300,642	2,269,399 -300,642	2,269,399 -300,642	2,269,399	2,017,244	1,260,777	504,311	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	37,823	75,647	60,000 113,470	60,000 113,470	60,000 113,470	60,000 113,470	60,000 100,862	60,000 63,039	40,000 25,216	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	37,823 0	75,647	113,470	113,470	113,470	113,470	100,862	63,039	25,216	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals	0	0	0	0	0	0	85,706 14,284	85,706 14,284	85,706 14,284	85,706 14,284	85,706 14,284	85,706 14,284	57,137 9,523	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROFI	0	0	1,213,161	1,363,584	0 2,255,697	2,255,697	2,355,687	2,656,329	0 2,378,958	1,546,845	0 694,732	99,990	0	0	0	0	0	0	0	0	0	0	0	0
						-	-																	
For CIL calculation Interes		59,067	60,027	80,716	104,186	142,534	181,505	176,311	175,917	171,010	152,502	119,845	76,994	48,379	49,165	49,964	50,776	51,601	52,440	53,292	54,158	55,038	55,932	56,84
Market Housing Affordable Housing																								3,591,3 694,20
Cash Flow		-59,067	-1,273,188	-1,444,300	-2,359,883	-2,398,231	319,659	24,211	301,976	1,138,996	2,009,618	2,637,016	1,760,914	-48,379	-49,165	-49,964	-50,776	-51,601	-52,440	-53,292	-54,158	-55,038	-55,932	-4,342,4
Opening Balance Closing Balance		-3,693,957	-4,967,146	-6,411,446	-8,771,329	-11,169,560	-10,849,901	-10,825,689	-10,523,713	-9,384,717	-7,375,099	-4,738,083	-2,977,169	-3,025,548	-3,074,713	-3,124,677	-3,175,453	-3,227,055	-3,279,494	-3,332,786	-3,386,944	-3,441,982	-3,497,914	-7,840,3

	e 15 PDL 100 H						i								,					ī				
COME	Av Size m2	% Num	ber 100	Price £/m2				DEVELOPMEN	NT COSTS							Planning fee ca Planning app fer	dwgs	rate	,		Build Cost BCIS	/m2 1,751		
ket Housing	70.9	0%	70	2,300	0 11,408,000	4,960		LAND	Land		/unit or m2 -51,433	Total	-5,143,296			No dwgs No dwgs under	100 50	462			FHS Energy	54 10	3.10%	6
ared Ownership	57.0	1%	11	1,610	0 963,585	599			Stamp Duty Easements etc.			0				No dwgs over 50	50	138 Total			Design Acc & Adpt	0 12		
rdable Rent	57.0	10%	20	1,930	2,145,195	1,112			Legals Acquisition	n	1.50%	-77,149	-77,149								Water Small Sites	0	0%	
ial Rent	57.0	0%	0	1,270	0 0	0		PLANNING	Planning Fee			30,000				Stamp duty cal	c - Residual				Site Costs	187 2,014	11%	6
nnt and Subsidy Shared Affordal Social F				(0 0)			Architects QS / PM Planning Consul Other Profession		4.00% 0.50% 1.00% 2.50%	607,021 75,878 151,755 379,388				Land payment			-5,143,296					
E AREA - Net E AREA - Gross	0.83 ha 0.93 ha		120 /ha 108 /ha		14,516,780	6,670		CONSTRUCTION	ON Build Cost - BCI s106 / CIL / IT	S Based	2,014	13,432,293 400,000						Total	0					
es per Quarter t Build Time	0 3 Quarters				RUN Residual	MACPO ctrlur		FINANCE	Contingency Abnormals		5.00%	671,615 671,615				Stamp duty cal Land payment 125,000 250,000	c - Add Profit 0% 1%	0%						
sidual Land Value rnative Use Value	Whole S -5,143 1,111	296 -6,171, 111	1,200,000)	RUN CIL MACI	Closing balance =			Fees Interest Legal and Valual	ion	6.50%	0	0			500,000 1,000,000 above	3% 4% 5%	0% 0% 0%						
	0% 222 0 reshold 1,333	0	240,000 0 1,440,000)	Check on phasing	closing balance =		SALES	Agents Legals		3.0% 0.5%	435,503 72,584				Pre CIL s106		£/ Unit (all) Total	400,000		LIT	% GDV 0.00%		0
itional Profit	1,140	£/m2 751 :	230					Developers Pro	Misc.			0		11,707,206		Post CIL s106 CIL	4,000	£/ Unit (all) £/m2	400,000					
SIDUAL CASH FLOW FOR INT	TEREST	Yea	ar 1			Year 2			Market Housing Affordable Hous		17.50% 17.50%			1,996,400 544,037 Year 4				Total Year 5		l		Year 6		
OME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
TS Started ket Housing			15	15 0	15 0	15 0	15 1,711,200	15 1,711,200	10 1,711,200	1,711,200	1,711,200	1,711,200	1,140,800	0	0	0	0	0	0	0	0	0	0	
red Ownership rdable Rent				0	0	0	144,538 321,779	144,538 321,779	144,538 321,779	144,538 321,779	144,538 321,779	144,538 321,779	96,359 214,520	0	0	0	0	0	0	0	0	0	0	
al Rent t and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	2,177,517	2,177,517	2,177,517	2,177,517	2,177,517	2,177,517	1,451,678	0	0	0	0	0	0	0	0	0	0	
ENDITURE p Duty ments etc. s Acquisition	0 0 -77,149																							
ing Fee	30,000																							
ects	303,510 37,939		303,510 37,939																		1			
ing Consultants Professional	75,878 189,69		75,878 189,694																		1			
Cost - BCIS Base		0	671,615	1,343,229	2,014,844	2,014,844	2,014,844	2,014,844	1,790,972	1,119,358	447,743	0	0	0	0	0	0	0	0	0	0	0	0	
/CIL ngency		0	20,000 33,581	40,000 67,161	60,000 100,742	60,000 100,742	60,000 100,742	60,000 100,742	53,333 89,549	33,333 55,968	13,333 22,387	0	0	0	0	0	0	0	0	0	0	0	0	
rmals		0	33,581	67,161	100,742	100,742	100,742	100,742	89,549	55,968	22,387	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation	0																							
ts	0	0	0	0	0	0	65,326	65,326	65,326	65,326	65,326	65,326	43,550	0	0	0	0	0	0	0	0	0	0	
s	0	0	0	0	0	0	10,888	10,888	10,888	10,888	10,888	10,888	7,258	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND	PROFIT 559,87	0	1,365,797	1,517,552	2,276,328	2,276,328	2,352,541	2,352,541	2,099,616	1,340,840	582,064	76,213	50,809	0	0	0	0	0	0	0	0	0	0	
Residual Valuation	Land -5,143,29	6																						
Market H	Interest Housing	0	0	0	0	9,364	46,507	50,107	53,765	53,373	40,644	15,378	0	0	0	0	0	0	0	0	0	0	0	_ 1
Affordable i																								
	g Balanc 0		-1,365,797	-1,517,552		-2,285,692	-221,531	-225,131	24,136	783,304	1,554,809	2,085,926	1,400,869	0	0	0	0	0	0	0	0	0	0	-2
Closing	Balance 4,583,42	4 4,583,42	4 3,217,627	1,700,075	-576,253	-2,861,946	-3,083,477	-3,308,608	-3,284,472	-2,501,168	-946,358	1,139,567	2,540,437	2,540,437	2,540,437	2,540,437	2,540,437	2,540,437	2,540,437	2,540,437	2,540,437	2,540,437	2,540,437	
FLOW FOR CIL ADDITION		Yea				Year 2				Year 3				Year 4				Year 5				Year 6		
ME As Abo		Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME	0	0	0	0	0	0	2,177,517	2,177,517	2,177,517	2,177,517	2,177,517	2,177,517	1,451,678	0	0	0	0	0	0	0	0	0	0	
NDITURE	1,333,33	3																						
p Duty ments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s Acquisition	20,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Fee	30,000 303,510		0 303,510	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Consultants	37,939 75,878	0	37,939 75,878	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional	189,694		189,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base NTIAL CIL	0	0	671,615 228,150	1,343,229 228,150	2,014,844 228,150	2,014,844 228,150	2,014,844 228,150	2,014,844	1,790,972	1,119,358	447,743	0	0	0	0	0	0	0	0	0	0	0	0	
CIL s106 igency	0	0	33,581	67,161	60,000 100,742	60,000 100,742	60,000 100,742	60,000 100,742	60,000 89,549	60,000 55,968	40,000 22,387	0	0	0	0	0	0	0	0	0	0	0	0	
mals	0	0	33,581	67,161	100,742	100,742	100,742	100,742	89,549	55,968	22,387	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	0	0	0	0	0	0	65,326	65,326	65,326	65,326	65,326	65,326	43,550	0	0	0	0	0	0	0	0	0	0	
	0	0	0	0	0	0	10,888	10,888	10,888	10,888	10,888	10,888	7,258	0	0	0	0	0	0	0	0	0	0	
ls	PROFIT 1,990,35	4 0	1,573,947	1,705,702	2,504,479	2,504,479	2,580,692	2,352,541	2,106,283	1,367,507	608,731	76,213	50,809	0	0	0	0	0	0	0	0	0	0	_
ls																					1			
S IS BEFORE LAND INT AND ILL calculation	Interest	32,343	32,869	58,980	87,656	129,778	172,585	181,941	187,741	189,635	179,553	156,978	125,383	104,656	106,357	108,085	109,842	111,627	113,441	115,284	117,157	119,061	120,996	
Market I Affordable I	Housing			58,980	87,656 -2,592,134	129,778	172,585	181,941 -356,965	187,741	189,635 620,376	179,553	156,978	125,383	104,656	106,357	108,085	109,842	111,627	-113,441	115,284	117,157	119,061	120,996	

	PDL 30																							
OME Av S	m2	% Number		Price £/m2	GDV £	GIA m2		DEVELOPMEN	T COSTS							Planning fee ca Planning app fer	dwgs	rate			Build Cost BCIS	/m2 1,440		
et Housing 9	94.0 709	% 21		2,300	4,537,785	1,973		LAND	Land		/unit or m2 -37,868	Total	-1,136,037			No dwgs No dwgs under	30 30		13,860		FHS Energy	45 10	3.10%)
ed Ownership 7	73.0 119	% 3	3	1,610	370,220	230			Stamp Duty Easements etc.			0				No dwgs over 50	0	138 Total	13,860		Design Acc & Adpt	0		
	73.0 209			1,930		427			Legals Acquisition	on	1.50%	-17,041	-17,041								Water Small Sites	0	0%	6
								PLANNING								<u> </u>					Site Costs	226	16%	
	73.0 0	% ()	1,270					Planning Fee Architects		4.00%	13,860 205,284				Stamp duty call Land payment	c - Kesiduai		-1,136,037			1,733		
and Subsidy Shared Own Affordable R Social Rent	Rent			0	0			1	QS / PM Planning Consul Other Profession		0.50% 1.00% 2.50%	51,321												
	0.69 ha 0.86 ha	43 35			5,732,211	2,630			Build Cost - BCI: s106 / CIL / IT	S Based	1,733	4,556,445 120,000						Total	0					
per Quarter 0 Suild Time 3	Quarters								Contingency Abnormals		5.00%	227,822 227,822				Stamp duty call Land payment 125,000	0%	0%	1,234,286					
ual Land Value	Whole Site -1,136,03	7 -1,635,060				osing balance =	0		Fees Interest		6.50%	0				250,000 500,000 1,000,000	1% 3% 4%	0% 0%						
ative Use Value 20% Plus /ha 0	1,028,57 205,71	4 0	1,200,000 240,000 0			osing balance =	-2,373,479	SALES	Legal and Valuat	tion		0				above	5%	Total	0					7
Viability Thresh		£/m2	1,440,000		Check on phasing o				Agents Legals Misc.		3.0% 0.5%			4,604,066		Pre CIL s106		£/ Unit (all) Total	120,000		шт	% GDV 0.00%	O)
tional Profit	-853,33	1 -433	3					Developers Pro	ofit Market Housing Affordable Hous		17.50%			794,112		Post CIL s106 CIL	4,000		120,000 0 120,000					
IDUAL CASH FLOW FOR INTERI		Year 1				Year 2				Year 3				209,025 Year 4				Year 5				Year 6		
ME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	_
S Started It Housing			4	0	0	0	4 605,038	4 605,038	4 605,038	2 605,038	605,038	605,038	605,038	302,519	0	0	0	0	0	0	0	0	0	
d Ownership able Rent				0	0	0	49,363 109,894	49,363 109,894	49,363 109,894	49,363 109,894	49,363 109,894	49,363 109,894	49,363 109,894	24,681 54,947	0	0	0	0	0	0	0	0	0	
Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME	0	0	0	0	0	0	0 764,295	0 764,295	0 764,295	0 764,295	0 764,295	0 764,295	0 764,295	0 382,147	0	0	0	0	0	0	0	0	0 0	
NDITURE		·					-					·		·				-	·	-				
Duty ents etc. Acquisition	0 0 -17,041																							
ng Fee	13,860																							
ng Fee acts	102,642		102,642																					
ng Consultants	12,830 25,660		12,830 25,660																					
Professional	64,151		64,151																					
Cost - BCIS Base		0	202,509	405,017	607,526	607,526	607,526	607,526	607,526	506,272	303,763	101,254	0	0	0	0	0	0	0	0	0	0	0	
DIL Igency		0	5,333 10,125	10,667 20,251	16,000 30,376	16,000 30,376	16,000 30,376	16,000 30,376	16,000 30,376	13,333 25,314	8,000 15,188	2,667 5,063	0	0	0	0	0	0	0	0	0	0	0	
gency mals		0	10,125	20,251	30,376	30,376	30,376	30,376	30,376	25,314	15,188	5,063	0	0	0	0	0	0	0	0	0	0	0	
ce Fees	0																							
and Valuation	0																							
3	0	0	0	0	0	0	22,929	22,929	22,929	22,929	22,929	22,929	22,929	11,464	0	0	0	0	0	0	0	0	0	
i 	0	0	0		0	0	3,821	3,821	3,821	3,821	3,821	3,821	3,821	1,911		0	0	0	0	0			0	
S BEFORE LAND INT AND PRO	OFIT 202,103	0	433,376	456,186	684,279	684,279	711,029	711,029	711,029	596,982	368,890	140,797	26,750	13,375	0	0	0	0	0	0	0	0	0	
esidual Valuation La	-1,136,037																							
Inter Market Hous		0	0	0	0	10,398	21,687	21,174	20,652	20,122	17,731	11,593	1,650	0	0	0	0	0	0	0	0	0	0	- 1
Affordable House																								
Cash Flow	933,934	0	-433,376	-456,186	-684,279	-694,677	31,579	32,092	32,614	147,190	377,675	611,905	735,895	368,772	0	0	0	0	0	0	0	0	0	-1
Opening Bala Closing Bala		933,934	500,557	44,372	-639,907	-1,334,584	-1,303,005	-1,270,913	-1,238,299	-1,091,109	-713,435	-101,530	634,365	1,003,137	1,003,137	1,003,137	1,003,137	1,003,137	1,003,137	1,003,137	1,003,137	1,003,137	1,003,137	
FLOW FOR CIL ADDITIONAL F		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
ME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME	0	0	0	0	0	0	764,295	764,295	764,295	764,295	764,295	764,295	764,295	382,147	0	0	0	0	0	0	0	0	0	_
NDITURE	1,234,286																							
Duty ents etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Acquisition	18,514	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Fee	13,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
acts	102,642 12,830	0	102,642 12,830	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Consultants Professional	25,660 64,151	0	25,660 64,151	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
					-		-	-						-				-						
ost - BCIS Base NTIAL CIL	0	0	202,509 -142,222	405,017 -142,222	607,526 -142,222	607,526 -142,222	607,526 -142,222	607,526 -142,222	607,526	506,272	303,763	101,254	0	0	0	0	0	0	0	0	0	0	0	
IL s106 gency	0	0	10,125	20.251	16,000 30,376	16,000 30,376	16,000 30,376	16,000 30,376	16,000 30,376	16,000 25,314	16,000 15,188	8,000 5,063	0	0	0	0	0	0	0	0	0	0	0	
gency nals	0	0	10,125 10,125	20,251 20,251	30,376 30,376	30,376 30,376	30,376 30,376	30,376 30,376	30,376 30,376	25,314 25,314	15,188 15,188	5,063 5,063	0	0	0	0	0	0	0	0	0	0	0	
e Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation	0	0	0	0	0	0	0	0	0	0	0	ō	ő	0	0	0	0	0	0	o	0	0	0	
i	0	0	0	0	0	0	22,929	22,929	22,929	22,929	22,929	22,929	22,929	11,464	0	0	0	0	0	0	0	0	0	
	0	0	0	0	0	0	3,821 0	3,821 0	3,821 0	3,821 0	3,821 0	3,821 0	3,821 0	1,911 0	0	0	0	0	0	0	0	0	0	
S BEFORE LAND INT AND PRO	OFIT 1,471,944	0	285,821	303,297	542,057	542,057	568,807	568,807	711,029	599,649	376,890	146,130	26,750	13,375	0	0	0	0	0	0	0	0	0	_
L calculation	rest	23,919	24,308	29,347	34,753	44,126	53,651	51,347	49,004	48,935	47,055	41,524	32,154	20,691	15,035	15,279	15,527	15,780	16,036	16,297	16,562	16,831	17,104	
Market Hous Affordable Hous	sing	20,313	2-,000	_0,047	,	. 1, 120	-0,0001	31,011	3,004	.0,000	.,,000	71,024	22,10*	,001	. 3,000	.0,210	.0,021	.0,100	. 0,000	.0,231	10,002	.0,001	,	1
Allordable Flods																					1			
Cash F Opening Balar		-23,919	-310,129	-332,645	-576,810	-586,183	141,836	144,141	4,262	115,711	340,350	576,641	705,391	348,081	-15,035	-15,279	-15,527	-15,780	-16,036	-16,297	-16,562	-16,831	-17,104	-1

NCOME	Site 17 PDL 3		N						DEVELOPMEN	T 00070							Dies :	-1-				D. II · · ·			
	Av Size m2	%	Number 30		Price £/m2	GDV £	GIA m2			T COSTS							Planning fee ca Planning app fe	dwgs	rate			Build Cost BCIS	/m2 1,751		
arket Housing	71.7	70%	21		2,300	3,461,500	1,505		LAND	Land		/unit or m2 -45,456	Total	-1,363,685			No dwgs No dwgs under	30 30	462	13,860		FHS Energy	54 10	3.10%	>
ared Ownership	59.0	11%	3		1,610	299,219	186			Stamp Duty Easements etc.			0				No dwgs over 50	0	138 Total	13,860		Design Acc & Adpt	0 12		
ordable Rent	59.0	20%	6		1,930	666,140	345		1	Legals Acquisition	on	1.50%	-20,455	-20,455								Water Small Sites	0	0%	
cial Rent	59.0	0%	0		1,270	0	0		PLANNING	Planning Fee			13,860				Stamp duty ca	lc - Residual				Site Costs	99 1,926	6%	>
	nared Ownership				0	0				Architects QS / PM		4.00% 0.50%	177,366 22,171				Land payment			-1,363,685					
	fordable Rent ocial Rent				0	0				Planning Consul Other Profession		1.00% 2.50%	44,342 110,854												
TE AREA - Net TE AREA - Gross	0.30 ha 0.33 ha		100 90	/ha /ha		4,426,858	2,036		CONSTRUCTION	Build Cost - BCI s106 / CIL / IT	IS Based	1,926	3,921,965 120,000						Total	0					
es per Quarter t Build Time	0 3 Quarte					RUN Residual N			FINANCE	Contingency Abnormals		5.00%	196,098 196,098				Stamp duty cal Land payment 125,000 250,000	0% 1%		480,000					
sidual Land Value ernative Use Value lift		1,363,685 400,000 80,000	er ha NET Po -4,545,616			RUN CIL MACR	osing balance = O ctrl+l osing balance =			Fees Interest Legal and Valua	ition	6.50%	0				500,000 1,000,000 above	3% 4% 5%		0					
Plus /ha Viability	0 ty Threshold	0 480,000 £/n	.2	0 1,440,000	[Check on phasing d			SALES	Agents Legals Misc.		3.0% 0.5%	132,806 22,134 0		3,573,555		Pre CIL s106		£/ Unit (all) Total	120,000		LIT	% GDV 0.00%	0	0
ditional Profit		460,844	306						Developers Pro	ofit Market Housing		17.50%	0	154,940	605,763		Post CIL s106 CIL	4,000		120,000 0 120,000					
SIDUAL CASH FLOW FO	OR INTEREST		Year 1				Year 2			Affordable Hou	Year 3	17.50%			168,938 Year 4				Year 5				Year 6		
COME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
ITS Started rket Housing				4	4	4	4 0	4 461,533	4 461,533	4 461,533	2 461,533	461,533	461,533	461,533	230,767	0	0	0	0	0	0	0	0	0	
red Ownership ordable Rent					0	0	0	39,896 88,819	39,896 88,819	39,896 88,819	39,896 88,819	39,896 88,819	39,896 88,819	39,896 88,819	19,948 44,409	0	0	0	0	0	0	0	0	0	
ial Rent nt and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME		0	0	0	0	0	0	590,248	590,248	590,248	590,248	590,248	590,248	590,248	295,124	0	0	0	0	0	0	0	0	0	_
PENDITURE np Duty ements etc.		0 0 20,455																							
als Acquisition																									
ning Fee nitects	81	3,860 8,683		88,683																					
ning Consultants		1,085 2,171		11,085 22,171																					
er Professional		5,427		55,427																					
ld Cost - BCIS Base			0	174,310	348,619	522,929	522,929	522,929	522,929	522,929	435,774	261,464	87,155 2,667	0	0	0	0	0	0	0	0	0	0	0	
6/CIL ntingency			0	5,333 8,715	10,667	16,000 26,146	16,000 26,146	16,000 26,146	16,000 26,146	16,000 26,146	13,333 21,789	8,000 13,073	2,667 4,358	0	0	0	0	0	0	0	0	0	0	0	
normals			0	8,715	17,431	26,146	26,146	26,146	26,146	26,146	21,789	13,073	4,358	0	0	0	0	0	0	0	0	0	0	0	
ance Fees al and Valuation		0																							
ents		0	0	0	0	0	0	17,707	17,707	17,707	17,707	17,707	17,707	17,707	8,854	0	0	0	0	0	0	0	0	0	
als c.		0	0	0	0	0	0	2,951	2,951	2,951	2,951	2,951	2,951	2,951	1,476	0	0	0	0	0	0	0	0	0	
STS BEFORE LAND INT	AND PROFIT 17	70,771	0	374,440	394,148	591,222	591,222	611,880	611,880	611,880	513,343	316,269	119,196	20,659	10,329	0	0	0	0	0	0	0	0	0	_
Residual Valuation	Land -1,3	363,685																							
Ma	Interest arket Housing lable Housing	303,083	0	0	0	0	2,712	12,363	12,916	13,477	14,048	13,026	8,786	1,274	0	0	0	0	0	0	0	0	0	0	
_		92,914	0	-374.440	-394,148	-591,222	-593.934	-33,996	-34,548	-35,110	62,857	260.952	462,266	568,315	284,795	0	0	0	0	0	0	0	0	0	
Op	pening Balanc	0	1,192,914	818,473	424,326	-166,896	-760,830	-794,826	-829,374	-864,484	-801,627	-540,675	-78,409	489,906	774,700	774,700	774,700	774,700	774,700	774,700	774,700	774,700	774,700	774,700	
Cit	osing balance 1,1	92,914	1,192,914	616,473	424,320	-100,090	-760,830	-794,020	-029,314	*004,404	-801,627	-540,675	-70,403	409,900	774,700	774,700	774,700	774,700	774,700	774,700	774,700	774,700	774,700	774,700	
SH FLOW FOR CIL ADDI		Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME As	s Above	0	0	0	0	0	0	590,248	590,248	590,248	590,248	590,248	590,248	590,248	295,124	0	0	0	0	0	0	0	0	0	
PENDITURE		80,000		-	-	-	-	.,	,			,	,			-	-	-	-	-	-		-	-	
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
np Duty		0 7,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ements etc.		3,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ements etc. als Acquisition		8,683	0	88,683 11,085	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ements etc. als Acquisition uning Fee		1,085		22,171	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ements etc. als Acquisition ning Fee ittects ning Consultants	1:	1,085 2,171 5,427	0	55.427			U	U	522,929	_	435,774	261.464	87,155		0		0	0	0	0	0	0	0	0	
ements etc. als Acquisition uning Fee nitects uning Consultants ar Professional	1:	2,171 5,427	0	55,427	348.619		522 020	522 020		522,929	730,114	201,404			-						0		U	0	
ements etc. als Acquisition uning Fee itlects uning Consultants ar Professional d Cost - BCIS Base FENTIAL CIL	1:	2,171		55,427 174,310 76,807	348,619 76,807	522,929 76,807	522,929 76,807	522,929 76,807	76,807		4	40.00-			0	0	0	0	0	0	0	0			
ements etc. als Acquisition uning Fee itiects uning Consultants ar Professional I Cost - BCIS Base TENTIAL CIL CIL s106 dringency	1: 2: 5:	2,171 5,427 0	0	174,310 76,807 8,715	348,619 76,807 17,431	522,929 76,807 16,000 26,146	76,807 16,000 26,146	76,807 16,000 26,146	76,807 16,000 26,146	16,000 26,146	16,000 21,789	16,000 13,073	8,000 4,358	0	0	0	0	0	0	0	0	0	0	0	
ements etc. als Acquisition uning Fee illects uning Consultants er Professional d Cost - BCIS Base FENTIAL CIL CIL s 106 tingency ormals	1: 2: 5:	2,171 5,427 0 0	0 0	174,310 76,807 8,715 8,715	348,619 76,807 17,431 17,431	522,929 76,807 16,000 26,146 26,146	76,807 16,000 26,146 26,146	76,807 16,000 26,146 26,146	76,807 16,000 26,146 26,146	26,146 26,146	21,789 21,789	13,073 13,073	4,358 4,358	0	0	0	0	0	0	0	0	0	0	0	
ements etc. als Acquisition uning Fee intects uning Consultants er Professional d Cost - BCIS Base FENTIAL CIL t CIL s106 dingency ormals	1: 2: 5:	2,171 5,427 0	0	174,310 76,807 8,715	348,619 76,807 17,431	522,929 76,807 16,000 26,146	76,807 16,000 26,146	76,807 16,000 26,146	76,807 16,000 26,146	26,146	21,789	13,073	4,358	0		0 0 0				0	0 0		0	0	
mp Duty ements etc. als Acquisition nning Fee hitects nning Consultants er Professional Id Cost - BCIS Base TENTIAL CIL It CIL st06 titingency normals al and Valuation ents	1: 2: 5:	2,171 5,427 0 0 0	0 0 0	174,310 76,807 8,715 8,715 0	348,619 76,807 17,431 17,431	522,929 76,807 16,000 26,146 26,146	76,807 16,000 26,146 26,146	76,807 16,000 26,146 26,146	76,807 16,000 26,146 26,146	26,146 26,146 0	21,789 21,789 0	13,073 13,073 0	4,358 4,358	0 0	0	0	0	0	0	0	0	0	0	0	
ements etc. als Acquisition anning Fee initiects anning Consultants er Professional d Cost - BCIS Base TENTIAL CIL t CIL s106 tingency ormals ance Fees	1: 2: 5:	2,171 5,427 0 0 0 0 0	0 0 0 0 0	174,310 76,807 8,715 8,715 0 0	348,619 76,807 17,431 17,431 0	522,929 76,807 16,000 26,146 26,146	76,807 16,000 26,146 26,146 0 0	76,807 16,000 26,146 26,146 0 0 17,707 2,951	76,807 16,000 26,146 26,146 0 0 17,707 2,951	26,146 26,146 0 0 17,707 2,951	21,789 21,789 0 0 17,707 2,951	13,073 13,073 0 0 17,707 2,951	4,358 4,358 0 0 17,707 2,951	0 0 0 0 17,707 2,951	0 0 0 8,854 1,476	0	0 0 0	0 0	0	0 0 0	0	0 0	0 0 0 0 0	0 0 0	
ements etc. als Acquisition nning Fee nining Fee nining Consultants er Professional d Cost - BCIS Base TENTIAL CIL t CIL s108 tingency ormals ance Fees al and Valuation nnts als	1: 2: 5:	2,171 5,427 0 0 0 0 0		174,310 76,807 8,715 8,715 0 0	348,619 76,807 17,431 17,431 0 0	522,929 76,807 16,000 26,146 26,146 0	76,807 16,000 26,146 26,146 0 0	76,807 16,000 26,146 26,146 0 0	76,807 16,000 26,146 26,146 0 0	26,146 26,146 0 0	21,789 21,789 0 0	13,073 13,073 0 0	4,358 4,358 0 0	0 0 0 0 17,707	0 0 0	0 0 0	0 0	0 0	0 0	0 0 0	0	0 0 0	0 0 0	0 0 0	
ements etc. als Acquisition hining Fee hintects hining Consultants er Professional d Cost - BCIS Base TENTIAL CIL t CIL st06 tingency ormals ance Fees al and Valuation hits als c.	1: 2: 5:	2,171 5,427 0 0 0 0 0 0		174,310 76,807 8,715 8,715 0 0 0 0	348,619 76,807 17,431 17,431 0 0	522,929 76,807 16,000 26,146 26,146 0 0	76,807 16,000 26,146 26,146 0 0	76,807 16,000 26,146 26,146 0 0 17,707 2,951 0	76,807 16,000 26,146 26,146 0 0 17,707 2,951 0	26,146 26,146 0 0 17,707 2,951 0	21,789 21,789 0 0 17,707 2,951 0	13,073 13,073 0 0 17,707 2,951 0	4,358 4,358 0 0 17,707 2,951 0	0 0 0 0 17,707 2,951 0	0 0 0 8,854 1,476 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0	0 0 0 0 0 0 0 0	
ements etc. als Acquisition uning Fee itlects uning Consultants er Professional d Cost - BCIS Base FENTIAL CIL CIC LISTOB tingency ormals and Valuation nts als b. STS BEFORE LAND INT CIL calculation	AND PROFIT 67 Interest arket Housing able Housing	2,171 5,427 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	174,310 76,807 8,715 8,715 0 0 0 0 445,914	348,619 76,807 17,431 17,431 0 0 0 0 0 460,288	522,929 76,807 16,000 26,146 26,146 0 0 0 0 0	76,807 16,000 26,146 26,146 0 0 0 0 0 668,029	76,807 16,000 26,146 26,146 0 0 17,707 2,951 0 688,688	76,807 16,000 26,146 26,146 0 0 17,707 2,951 0	26,146 26,146 0 0 17,707 2,951 0 611,880	21,789 21,789 0 0 17,707 2,951 0 516,010	13,073 13,073 0 0 17,707 2,951 0 324,269	4,358 4,358 0 0 17,707 2,951 0 124,529	0 0 0 17,707 2,951 0 20,659	0 0 0 8,854 1,476 0	0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	

ICOME Av Size		Number		Price		GIA		DEVELOPMEN	IT COSTS							Planning fee ca				Ī	Build Cost	/m2		
m2		12		£/m2		m2		LAND			/unit or m2	Total				Planning app fe No dwgs	12				BCIS FHS	1,369 42	3.10	J%
arket Housing 84.5		8	3	2,300		710			Land Stamp Duty		-23,374	0	-280,490			No dwgs under No dwgs over 50	12		0		Energy Design	10 0		
nared Ownership 77.0		1		1,610		97			Easements etc. Legals Acquisition	on	1.50%	-4,207	-4,207					Total	5,544	1	Acc & Adpt Water	12 0		
fordable Rent 77.0		2		1,930		180		PLANNING												-	Small Sites Site Costs	0 146	11	0% 1%
cial Rent 77.0		C)	1,270		0			Planning Fee Architects		4.00%	5,544 70,526				Stamp duty cal Land payment	lc - Residual		-280,490			1,580		
ant and Subsidy Shared Owners Affordable Rent Social Rent				0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 2.50%	8,816 17,632 44,079												
TE AREA - Net 0.24 TE AREA - Gross 0.30		50 40			2,136,490	987			Build Cost - BCI s106 / CIL / IT	S Based	1,580	1,559,237 48,000						Total	0					
es per Quarter 0 it Build Time 3	Quarters				RUN Residual I	MACRO ctrl+r		FINANCE	Contingency Abnormals		5.00%	77,962 77,962				Stamp duty cal Land payment 125,000 250,000	lc - Add Profit 0% 1%							
sidual Land Value ernative Use Value lift 20%	Whole Site -280,490 360,000 72,000	-1,177,880	Per ha GROSS -934,968 1,200,000 240,000		RUN CIL MACE	tO ctrl+l osing balance =			Fees Interest Legal and Valual	tion	6.50%	0	0			500,000 1,000,000 above	3% 4% 5%	0%						
Plus /ha 0 Viability Threshold	0		1,440,000		Check on phasing cor	dwgs nos		SALES	Agents Legals		3.0% 0.5%	64,095 10,682				Pre CIL s106		£/ Unit (all)	48,000]	LIT	% GDV 0.00%		
ditional Profit	-147,772	£/m2 -208	3		COI	ect	l	Developers Pro	Misc.		0.5%	0		1,699,837		Post CIL s106 CIL	4,000	£/ Unit (all)		_		0.00%		<u>•</u>
									Market Housing Affordable House	sing	17.50% 17.50%			285,695 88,191				Total		1				
SIDUAL CASH FLOW FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
TS Started ket Housing			2	3	2 0	3	2 272,090	408,135	272,090	408,135	272,090	0	0	0	0	0	0	0	0	0	0	0	0	
ared Ownership ordable Rent				0	0	0	26,034 57,958	39,051 86,937	26,034 57,958	39,051 86,937	26,034 57,958	0	0	0	0	0	0	0	0	0	0	0	0	
cial Rent ant and Subsidy		<u></u>		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	356,082	534,122	356,082	534,122	356,082	0	0	0	0	0	0	0	0	0	0	0	0	_
ENDITURE up Duty ments etc.	0																							
Is Acquisition	-4,207																							
ning Fee tects	5,544 35,263		35,263																					
ning Consultants	4,408 8,816		4,408 8,816																					
Professional	22,040		22,040			***				_	_	_	_	_	_		_			_		_		
Cost - BCIS Base /CIL		0	86,624 2,667	216,561 6,667	303,185 9,333	346,497 10,667	303,185 9,333	216,561 6,667	86,624 2,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ingency rmals		0	4,331 4,331	10,828 10,828	15,159 15,159	17,325 17,325	15,159 15,159	10,828 10,828	4,331 4,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees	0																							
I and Valuation	0		_			_						_	_	_	_		_			_		_		
nts Is	0	0	0	0	0	0	10,682 1,780	16,024 2,671	10,682 1,780	16,024 2,671	10,682 1,780	0	0	0	0	0	0	0	0	0	0	0	0	
: ITS BEFORE LAND INT AND PROFI	71,863	0	0 168,480	244,883	342,837	391,814	355,300	263,578	110,416	18,694	12,463	0	0	0	0	0	0	0	0	0	0	0	0	
Decidual Valueties	200 (20																							
Residual Valuation Land Interest		0	0	0	3,327	8,952	15,465	15,703	11,562	7,758	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing Affordable Housing																								
Cash Flow Opening Balance	208,627	0	-168,480	-244,883	-346,164	-400,766	-14,683	254,841	234,103	507,670	343,619	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance		208,627	40,147	-204,736	-550,900	-951,666	-966,348	-711,507	-477,403	30,267	373,886	373,886	373,886	373,886	373,886	373,886	373,886	373,886	373,886	373,886	373,886	373,886	373,886	
HFLOW FOR CIL ADDITIONAL PRO		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
ME As Above	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 356,082	Q4 534,122	Q1 356,082	Q2 534,122	Q3 356,082	Q4 0	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 0	
ENDITURE										-														
	432,000																							
p Duty ments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s Acquisition	6,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Fee tects	5,544 35,263	0	0 35,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Consultants	4,408 8,816	0	4,408 8,816	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional	22,040	0	22,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base ENTIAL CIL	0	0	86,624 -49,257	216,561 -49,257	303,185 -49,257	346,497	303,185	216,561	86,624	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL s106 ngency	0	0	4,331	10,828	8,000 15,159	12,000 17,325	8,000 15,159	12,000 10,828	8,000 4,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rmals	0	0	4,331	10,828	15,159	17,325	15,159	10,828	4,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ice Fees and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nts	0	0	0	0	0	0	10,682	16,024	10,682	16,024	10,682	0	0	0	0	0	0	0	0	0	0	0	0	
ds .	0	0	0	0	0	0	1,780	2,671	1,780	2,671	1,780	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND PROFI	514,550	0	116,556	188,960	292,246	393,147	353,966	268,911	115,750	18,694	12,463	0	0	0	0	0	0	0	0	0	0	0	0	
CIL calculation Interest Market Housing		8,361	8,497	10,529	13,771	18,744	25,437	25,816	21,926	18,377	10,300	4,883	4,963	5,043	5,125	5,209	5,293	5,379	5,467	5,555	5,646	5,737	5,831	
Affordable Housing										102.00	000.00		,	p	F			# AF-						
0.7 =	F4 /																							
Cash Flow Opening Balance Closing Balance	0	-8,361 -522,912	-125,053 -647,965	-199,489 -847,454	-306,017 -1,153,472	-411,891 -1,565,363	-23,322 -1,588,685	239,395	218,406	497,051 -633,832	333,319 -300,513	-4,883 -305,396	-4,963 -310,359	-5,043 -315,402	-5,125 -320,528	-5,209 -325,736	-5,293 -331,029	-5,379 -336,409	-5,467 -341,875	-5,555 -347,431	-5,646 -353,077	-5,737 -358,814	-5,831 -364,645	



	te 19 PDL 1															-					,				
INCOME	Av Size m2	%	Number 12		Price £/m2	GDV £	GIA m2		DEVELOPMEN	T COSTS							Planning fee ca Planning app fe		rate			Build Cost BCIS	/m2 1,751		
Market Housing	62.5	70%			2,300		525		LAND	Land		/unit or m2 -40,687	Total	-488,239			No dwgs No dwgs under	12		5,544		FHS Energy	54	3.10	%
			_							Stamp Duty		-40,067	0	-400,239			No dwgs over 50		138	0		Design	0		
Shared Ownership	50.0	11%	1		1,610		63			Easements etc. Legals Acquisition	on	1.50%	-7,324	-7,324					Total	5,544	Į.	Acc & Adpt Water	12 0		
Affordable Rent	50.0	20%	2		1,930	225,810	117		PLANNING													Small Sites Site Costs	0 99	0°	
Social Rent	50.0	0%	0		1,270	0	0			Planning Fee Architects		4.00%	5,544 61,674				Stamp duty cal Land payment	lc - Residual		-488,239			1,926		
	d Ownership able Rent				0					QS / PM Planning Consul	tante	0.50% 1.00%	7,709 15,419												
Social I					0	0				Other Profession		2.50%	38,546												
SITE AREA - Net	0.20 ha		60	/ha		1,534,740	705		CONSTRUCTIO																
SITE AREA - Gross	0.22 ha		54	/ha					1	Build Cost - BCI s106 / CIL / IT	S Based	1,926	1,358,048 48,000						Total	0	!				
Sales per Quarter	0									Contingency Abnormals		5.00%	67,902 67,902				Stamp duty cal Land payment	lc - Add Profit		320,000					
Unit Build Time	3 Quarte	ers				RUN Residual M	IACRO ctrl+r		FINANCE								125,000 250,000	0% 1%	0% 0%						
Residual Land Value		ole Site F	Per ha NET -2,441,193	-2,197,074			sing balance = (0		Fees Interest		6.50%	0				500,000 1,000,000	3% 4%	0% 0%						
Alternative Use Value		266,667	-2,441,193	1,200,000		RUN CIL MACR				Legal and Valual	tion	6.30%	0	0			above	5%	0%						
	0	53,333 0		240,000 0		Clo	sing balance =	1,231,685	SALES										Total	0					_
Viability Th	reshold	320,000		1,440,000		Check on phasing d				Agents Legals		3.0% 0.5%	46,042 7,674				Pre CIL s106		£/ Unit (all) Total	48,000		LIT	% GDV 0.00%		0
Additional Profit		£/r -8,118	n2							Misc.			0		1,228,899	l	Post CIL s106	4,000			ı T				
Additional Front		-0,110	-15						Developers Pro							Ī	CIL	4,000	£/m2	48,000					
										Market Housing Affordable House		17.50% 17.50%			211,313 57,267				Total	48,000	Į.				
RESIDUAL CASH FLOW FOR IN			Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing				2	3	2	3 0	2 201,250	301,875	201,250	301,875	201,250	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	16,905	25,358	16,905	25,358	16,905	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	37,635 0	56,453 0	37,635 0	56,453 0	37,635 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME		0	0	0	0 0	0	0	0 255,790	0 383,685	0 255,790	0 383,685	0 255,790	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty Easements etc.		0																							
Legals Acquisition		,324																							
Planning Fee		,544																							
Architects QS),837 ,855		30,837 3,855																					
Planning Consultants Other Professional		,709 9,273		7,709 19,273																					
Build Cost - BCIS Base			0	75,447	188.618	264,065	301.788	264.065	188.618	75,447	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			0	2,667	6,667	9,333 13,203	10,667	9,333	6,667	2,667 3,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	3,772 3,772	9,431 9,431	13,203	15,089 15,089	13,203 13,203	9,431 9,431	3,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	7,674 1,279	11,511 1,918	7,674 1,279	11,511 1,918	7,674 1,279	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND		9,895	0	147,333	214,146	299,805	342,634	308,757	227,575	94.611	13,429	8,953	0	0	0	0	0	0	0	0	0	0	0	0	0
GOOTO BET ONE EARD INT AND	JIKOIII J	,,033		147,555	214,140	233,003	342,034	300,737	221,313	34,011	13,423	0,333							-		-	"	•		
For Residual Valuation	Land -48	8,239																							
Market	Interest Housing	-	0	0	0	0	3,785	9,415	10,428	8,061	5,573	0	0	0	0	0	0	0	0	0	0	0	0	0	0 211,313
Affordable	Housing																								57,267
Cash F		8,344	0	-147,333	-214,146	-299,805	-346,419	-62,382	145,682	153,118	364,683	246,837	0	0	0	0	0	0	0	0	0	0	0	0	-268,580
		0 8,344	428,344	281,011	66,865	-232,939	-579,359	-641,741	-496,059	-342,941	21,742	268,580	268,580	268,580	268,580	268,580	268,580	268,580	268,580	268,580	268,580	268,580	268,580	268,580	0
CASH FLOW FOR CIL ADDITION		Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME As Abo		0	0	0	0	0	0	255,790	383,685	255,790	383,685	255,790	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Land	32	0,000																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5	,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects OS	30),837 .855	0	30,837 3,855	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	7	,709	0	7,709	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		9,273	0	19,273	0		0	0		0	0	0		0	0	0		0	0		0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0	٥	75,447 -2,706	188,618 -2,706	264,065 -2,706	301,788	264,065	188,618	75,447	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106		0	0			8,000	12,000	8,000	12,000	8,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	3,772 3,772	9,431 9,431	13,203 13,203	15,089 15,089	13,203 13,203	9,431 9,431	3,772 3,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	0	0	0	0	0	7,674 1,279	11,511 1,918	7,674 1,279	11,511 1,918	7,674 1,279	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND	PROFIT 39	2,018	0	141,960	204,773	295,765	343,967	307,424	232,909	99,944	13,429	8,953	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																									
	Interest Housing		6,370	6,474	8,886	12,358	17,365	23,236	24,453	22,400	20,232	14,544	10,769	10,944	11,122	11,303	11,486	11,673	11,863	12,056	12,251	12,451	12,653	12,858	13,067 357,200
Affordable																									57,267
	1																					1			
		2,018	-6,370	-148,434	-213,659	-308,123	-361,332	-74,870	126,323	133,445	350,024	232,293	-10,769	-10,944	-11,122	-11,303	-11,486	-11,673	-11,863	-12,056	-12,251	-12,451	-12,653	-12,858	-427,534
Opening	Balance	0	-6,370 -398,388	-148,434 -546,822	-213,659 -760,481	-308,123 -1,068,604	-361,332 -1,429,936	-74,870 -1,504,807	126,323	133,445	350,024 -895,014	232,293 -662,721	-10,769 -673,490	-10,944 -684,434	-11,122 -695,556	-11,303 -706,859	-11,486 -718,346	-11,673 -730,019	-11,863 -741,882	-12,056 -753,937	-12,251 -766,189	-12,451 -778,639	-12,653 -791,292	-12,858 -804,151	

Base Cover



Medium Area and Strategic Sites

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Density erage Unit Size Number 1 Units NET Area Developed Density Total Cost Rate Locality een/ Brown Iternative Use Units/ha m2 m2 m2/ha £/m2 Large Green 400 400 11.12 35.98 91 36,389 3,273 53,149,835 1,460.60 Coast & Sou Green Agricultural BCIS COST 13.333 Beds No m2 Total Area Gross Market Net 11.116 40.00 680.00 10% 1,502 1,123,496 Flat Λ 65.00 0.00 10% 1,502 Terrace 28 73.00 2,044.00 1,369 2,798,236 28 86.00 2,408.00 1,369 3,296,552 3,104,892 28 81.00 2,268.00 1,369 Semi 84 98.00 8,232.00 1,369 11,269,608 115.00 0.00 1,552 1,552 10,429,440 Det 56 120.00 6,720.00 130.00 5,070.00 1,552 7,868,640 Flat 1 High* 40.00 0.00 1,563 Flat 2 High* 65.00 0.00 12% 1,563 Flat 3 High* 80.00 0.00 12% 1,563 Affordable 10% 2,255,253 Flat 39.00 1,365.00 1,502 61.00 0.00 10% 1,502 Terrace 12 70.00 840.00 1,369 1,149,960 19 84.00 1,596.00 1,369 2,184,924 10 79.00 790.00 1,369 1,081,510 Semi 93.00 1,116.00 1,369 1,527,804 20 97.00 1,940.00 1,552 3,010,880 1,552 Det 106.00 0.00 110.00 1,320.00 1,552 2,048,640 12 Flat 1 High* 39.00 0.00 12% 1,563 Flat 2 High* 61.00 0.00 12% 1,563 12% Flat 3 High* 74.00 0.00 1,563 Number 2 Units Area Density erage Unit Size Developed Density Total Cost Rate Locality een/Brown Iternative Use Units/ha m2/ha £/m2 ha m2 m2 Large Green 150 150 4.16 36.10 93 13,880 3,340 20,229,193 1,457.43 Coast & Sou Green Agricultural Beds Total BCIS COST No m2 Area Gross Market 4.155 Flat 40.00 160.00 10% 1,502 264,352 10% 65.00 0.00 1,502 803.00 1,369 1,099,307 73.00 Terrace 11 86.00 946.00 1,369 1,295,074 Semi 11 81.00 891.00 1,369 1,219,779 3,136.00 1,369 32 98.00 4,293,184 115.00 1,552 0.00 120.00 2,520.00 1,552 3,911,040 Det

1,950.00

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350.00

588.00

316.00

465.00

776.00

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550.00

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130.00

40.00

65.00

80.00

39.00

61.00

70.00

84.00

79.00

93.00

97.00

106.00

110.00

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3,026,400

708,794

479,150

804,972

432,604

636,585

1,204,352

853,600

15

Flat 1 High*

Flat 2 High*

Flat 3 High*

Affordable Flat

Terrace

Semi

Flat 1 High*

Flat 2 High*

Flat 3 High*

2,280,754

2,048,640

1,614,080

451,051

191,660

459,984

216,302

254,634

602,176

341,440

Rate

£/m2

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Number Units Density erage Unit Size Developed Total Cost Locality 'een/Brown Iternative Use 3 Area Density Rate ha Units/ha m2 m2 m2/ha £/m2 Coast & Sou Green Agricultural Medium Green 80 80 2.22 35.99 91 7,287 3,278 10,630,345 1,458.81 Beds No Total BCIS COST 2.667 m2 Area Gross Market 2.223 Net 40.00 120.00 10% 1,502 198,264 Flat 10% 65.00 0.00 1,502 Terrace 73.00 438.00 1,369 599,622 86.00 516.00 1,369 706,404 1,369 Semi 81.00 486.00 665,334

1,369

1,552 1,552

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10%

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12%

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273.00

0.00

140.00

336.00

158.00

186.00

388.00

0.00

0.00

0.00

0.00

220.00

Number 4 Units Area Density erage Unit Size Developed Density **Total Cost** ha Units/ha m2 m2/ha m2 Medium Green 40 1.11 36.01 91 3,655 3,290 5,342,037 1,461.57

98.00

115.00

120.00 130.00

40.00

65.00

80.00

39.00

61.00

70.00

84.00

79.00

93.00

97.00

106.00

110.00

39.00

61.00

74.00

11

Det

Flat 1 High*

Flat 2 High*

Flat 3 High*

Affordable

Flat

Terrace

Semi

Det

Flat 1 High*

Flat 2 High*

Flat 3 High*

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	2	40.00	80.00	10%	1,502	132,176
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	3	73.00	219.00		1,369	299,811
	3	3	86.00	258.00		1,369	353,202
Semi	2	3	81.00	243.00		1,369	332,667
	3	8	98.00	784.00		1,369	1,073,296
	4	0	115.00	0.00		1,552	0
Det	4	6	120.00	720.00		1,552	1,117,440
	5	4	130.00	520.00		1,552	807,040
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	3	39.00	117.00	10%	1,502	193,307
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	1	70.00	70.00		1,369	95,830
	3	2	84.00	168.00		1,369	229,992
Semi	2	1	79.00	79.00		1,369	108,151
	3	1	93.00	93.00		1,369	127,317
	4	2	97.00	194.00		1,552	301,088
Det	4	0	106.00	0.00		1,552	0
	5	1	110.00	110.00		1,552	170,720
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Locality een/Brown Iternative Use Coast & Sou Green Agricultural Gross 1.333 Area 1.111

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Number 5 Units Area Density erage Unit Size Developed Density Total Cost Rate Locality een/Brown Iternative Use Units/ha m2/ha £/m2 m2 m2 91 Coast & Sou Green Agricultural Medium Green 20 3,286 2,681,815 1,470.29 20 0.56 36.03 1,824 0.667 Area Gross 0.555 Net

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	1	40.00	40.00	10%	1,502	66,088
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	1	73.00	73.00		1,369	99,937
	3	1	86.00	86.00		1,369	117,734
Semi	2	1	81.00	81.00		1,369	110,889
	3	4	98.00	392.00		1,369	536,648
	4	0	115.00	0.00		1,552	0
Det	4	3	120.00	360.00		1,552	558,720
	5	2	130.00	260.00		1,552	403,520
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	2	39.00	78.00	10%	1,502	128,872
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	1	70.00	70.00		1,369	95,830
	3	1	84.00	84.00		1,369	114,996
Semi	2	0	79.00	0.00		1,369	0
	3	1	93.00	93.00		1,369	127,317
	4	1	97.00	97.00		1,552	150,544
Det	4	0	106.00	0.00		1,552	0
	5	1	110.00	110.00		1,552	170,720
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 ha m2 Medium Green 20 LD 94 2,746 2,749,889 0.69 29.18 1,882 1,461.15

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	1	73.00	73.00		1,369	99,937
	3	1	86.00	86.00		1,369	117,734
Semi	2	1	81.00	81.00		1,369	110,889
	3	5	98.00	490.00		1,369	670,810
	4	0	115.00	0.00		1,552	0
Det	4	3	120.00	360.00		1,552	558,720
	5	2	130.00	260.00		1,552	403,520
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	2	39.00	78.00	10%	1,502	128,872
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	1	70.00	70.00		1,369	95,830
	3	1	84.00	84.00		1,369	114,996
Semi	2	0	79.00	0.00		1,369	0
	3	1	93.00	93.00		1,369	127,317
	4	1	97.00	97.00		1,552	150,544
Det	4	0	106.00	0.00		1,552	0
	5	1	110.00	110.00		1,552	170,720
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Locality reen/Brown Iternative Use

oast &	Sou Green	Agricultural
rea	Gross	0.800
	Net	0.685

110,889

402,486

372,480

201,760

Rate

£/m2

1,447.07

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Number 7 Units Density erage Unit Size Developed Total Cost Rate Locality een/Brown Iternative Use Area Density ha Units/ha m2 m2 m2/ha £/m2 Small Green 12 Coast & Sou Green Paddock 12 0.33 36.23 94 1,124 3,394 1,635,262 1,454.86 0.400 Beds No Total BCIS COST m2 Area Gross Market 0.331 Net 40.00 0.00 10% 1,502 0.00 10% 1,502 65.00 Terrace 73.00 73.00 1,369 99,937 86.00 86.00 1,369 117,734

1,369

1,369

1,552 1,552

1,552

81.00

294.00

240.00

130.00

0.00

Flat 1 High* 40.00 0.00 1,563 12% 1,563 Flat 2 High* 65.00 0.00 Flat 3 High* 80.00 0.00 12% 1,563 Affordable 39.00 10% 1,502 64,436 Flat 39.00 61.00 0.00 10% 1,502 Terrace 70.00 0.00 1,369 84.00 84.00 1,369 114,996 Semi 79.00 0.00 1,369 93.00 0.00 1,369 97.00 97.00 1,552 150,544 1,552 106.00 0.00 Det 110.00 0.00 1,552 Flat 1 High* 39.00 0.00 12% 1,563 Flat 2 High* 61.00 0.00 12% 1,563 Flat 3 High* 74.00 0.00 12% 1,563 Number 9 Units Area Density erage Unit Size Developed **Total Cost**

Semi

Det

81.00

98.00

115.00

120.00 130.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	0	73.00	0.00		1,369	0
	3	0	86.00	0.00		1,369	0
Semi	2	0	81.00	0.00		1,369	0
	3	2	98.00	196.00		1,369	268,324
	4	0	115.00	0.00		1,552	0
Det	4	1	120.00	120.00		1,552	186,240
	5	1	130.00	130.00		1,552	201,760
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	0	39.00	0.00	10%	1,502	0
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	2	70.00	140.00		1,369	191,660
	3	0	84.00	0.00		1,369	0
Semi	2	0	79.00	0.00		1,369	0
	3	0	93.00	0.00		1,369	0
	4	0	97.00	0.00		1,552	0
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00		1,552	0
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Locality 'een/Brown Iternative Use

Coast & Sou Green Paddock

Area	Gross	0.200
	Net	0.200



Number 16 Units Area Density erage Unit Size Developed Density Total Cost Rate Locality een/Brown Iternative Use £/m2 ha Units/ha m2 m2 m2/ha PDL 30 0.69 87 1,439.98 Coast & Sou PDL Industrial 30 43.18 2,609 3,755 3,756,910 0.857 Beds No m2 Total BCIS COST Area Gross 0.695 Market Net 40.00 40.00 10% 1,502 66,088 65.00 0.00 10% 1,502 Terrace 73.00 146.00 1,369 199,874 86.00 172.00 1,369 235,468 Semi 81.00 162.00 1,369 221,778 98.00 784.00 1,369 1,073,296 575.00 1,552 4 115.00 892,400 120.00 0.00 1,552 Det 130.00 0.00 1,552 1,563 Flat 1 High* 40.00 0.00 12% 1,563 Flat 2 High* 65.00 0.00 12% Flat 3 High* 80.00 0.00 12% 1,563 Affordable Flat 39.00 117.00 10% 1,502 193,307 61.00 0.00 10% 1,502 Terrace 70.00 70.00 1,369 95,830 84.00 84.00 1,369 114,996 79.00 79.00 1,369 108,151 93.00 186.00 1,369 254,634 1,552 97.00 194.00 301,088 106.00 0.00 1,552 Det 110.00 0.00 1,552 Flat 1 High* 0.00 12% 1,563 39.00 0.00 12% Flat 2 High* 61.00 1,563 Flat 3 High* 74.00 0.00 12% 1,563 Number 18 Units Area Density erage Unit Size Developed Density Total Cost Rate Locality een/Brown Iternative Use ha Units/ha m2 m2 m2/ha £/m2 82 PDL 12 12 0.24 50.39 984 4,132 1,347,096 1,369.00 Coast & Sou PDL Industrial Beds No m2 Total BCIS COST 0.300 Area Gross Market 0.238 Net Flat 40.00 0.00 10% 1,502 65.00 0.00 10% 1,502 Terrace 73.00 146.00 1,369 199,874 86.00 172.00 1,369 235,468 81.00 162.00 1,369 221,778 Semi 98.00 196.00 1,369 268,324 115.00 0.00 1,552 Det 120.00 0.00 1,552 130.00 0.00 1,552 Flat 1 High* 40.00 0.00 12% 1,563 Flat 2 High* 65.00 0.00 12% 1,563 Flat 3 High* 80.00 0.00 12% 1,563 Affordable Flat 39.00 0.00 10% 1,502 61.00 0.00 10% 1,502 Terrace 70.00 140.00 1,369 191,660 84.00 168.00 1,369 229,992 79.00 0.00 1,369 Semi

93.00

97.00

106.00

110.00

39.00

61.00

Det

Flat 1 High*

Flat 2 High*

Flat 3 High*

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1,369 1,552

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Number 19 Units Area Density erage Unit Size Developed Density Total Cost Rate Locality een/Brown Iternative Use £/m2 Units/ha m2 m2 m2/ha 58 Coast & Sou PDL Industrial PDL 12 HD 12 0.20 60.00 700 3,500 1,225,392 1,750.56 0.222 Gross Net 0.200

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	0	73.00	0.00		1,369	0
	3	0	86.00	0.00		1,369	0
Semi	2	0	81.00	0.00		1,369	0
	3	0	98.00	0.00		1,369	0
	4	0	115.00	0.00		1,552	0
Det	4	0	120.00	0.00		1,552	0
	5	0	130.00	0.00		1,552	0
Flat 1 High*	1	2	40.00	80.00	12%	1,563	140,045
Flat 2 High*	2	4	65.00	260.00	12%	1,563	455,146
Flat 3 High*	3	2	80.00	160.00	12%	1,563	280,090
Affordable							
Flat	1	0	39.00	0.00	10%	1,502	0
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	0	70.00	0.00		1,369	0
	3	0	84.00	0.00		1,369	0
Semi	2	0	79.00	0.00		1,369	0
	3	0	93.00	0.00		1,369	0
	4	0	97.00	0.00		1,552	0
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00		1,552	0
Flat 1 High*	1	2	39.00	78.00	12%	1,563	136,544
Flat 2 High*	2	2	61.00	122.00	12%	1,563	213,568
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Number Units Area Density erage Unit Size Developed Total Cost Rate Units/ha m2/ha £/m2 ha m2 m2 PDL 6 86 703,666 0.10 60.00 514 5,140 1,369.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	2	73.00	146.00		1,369	199,874
	3	2	86.00	172.00		1,369	235,468
Semi	2	0	81.00	0.00		1,369	0
	3	2	98.00	196.00		1,369	268,324
	4	0	115.00	0.00		1,552	0
Det	4	0	120.00	0.00		1,552	0
	5	0	130.00	0.00		1,552	0
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	0	39.00	0.00	10%	1,502	0
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	0	70.00	0.00		1,369	0
	3	0	84.00	0.00		1,369	0
Semi	2	0	79.00	0.00		1,369	0
	3	0	93.00	0.00		1,369	0
	4	0	97.00	0.00		1,552	0
Det	4	0	106.00	0.00		1,552	0
	5	0	110.00	0.00		1,552	0
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Coast &	Sou Mixed	Industrial
Area	Gross	0.100
	Not	0.100



Number	22	Units	Area		erage Unit Size	Developed	Density		Total Cost	Rate	Local	ity een/Brov	wn Iternative Use
Sth Aylesham	1	650	ha 20.31	Units/ha 32.00	m2 91	m2 59,380	m2/ha 2,923		86,691,187	£/m2 1,459.94	Ayleshan	n Green	Agricultural
		Beds	No		m2	Total	1	BCIS	COST		Area	Gross	26.200
	Market	Deus				1010.		50.0	0		, ca	Net	20.313
	Flat	1	25		40.00	1,000.00	10%	1,502	1,652,200				
		2	0		65.00	0.00	10%	1,502	0				
	Terrace	2	46		73.00	3,358.00		1,369	4,597,102				
		3	46		86.00	3,956.00		1,369	5,415,764				
	Semi	2	46		81.00	3,726.00		1,369	5,100,894				
		3	137		98.00	13,426.00		1,369	18,380,194				
	2.1	4	0		115.00	0.00		1,552	0				
	Det	4 5	91 64		120.00 130.00	10,920.00 8,320.00		1,552 1,552	16,947,840 12,912,640				
	Flat 1 High*	1	04		40.00	0.00	12%	1,563	12,912,640				
	Flat 2 High*	2	0		65.00	0.00	12%	1,563	0				
	Flat 3 High*	3	0		80.00	0.00	12%	1,563	0				
	Affordable	-	_					2,000					
	Flat	1	55		39.00	2,145.00	10%	1,502	3,543,969				
		2	0		61.00	0.00	10%	1,502	0				
	Terrace	2	20		70.00	1,400.00		1,369	1,916,600				
		3	31		84.00	2,604.00		1,369	3,564,876				
	Semi	2	16		79.00	1,264.00		1,369	1,730,416				
		3	20		93.00	1,860.00		1,369	2,546,340				
		4	33		97.00	3,201.00		1,552	4,967,952				
	Det	4	0		106.00	0.00		1,552	0				
	Flora III be	5 1	20		110.00	2,200.00	420/	1,552	3,414,400				
	Flat 1 High* Flat 2 High*	2	0		39.00 61.00	0.00	12% 12%	1,563 1,563	0				
	Flat 3 High*	3	0		74.00	0.00	12%	1,563	0				
	riat 3 riigii	3	U		74.00	0.00	12/0	1,303	0				
Number	23	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Local	ity een/Brov	wn Iternative Use
Number	23	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha		Total Cost	Rate £/m2	Local	ity een/Brov	wn .lternative Use
Number Nth Aylesham	23	Units 500			-				Total Cost 66,548,102			ity een/Brov	wn alternative Use
	23	500	ha 15.63	Units/ha	m2 91	m2 45,558	m2/ha	neicl	66,548,102	£/m2	Ayleshan	n Green	Agricultural
			ha	Units/ha	m2	m2	m2/ha	BCIS		£/m2		n Green Gross	Agricultural 26.042
	Market	500 Beds	ha 15.63 No	Units/ha	m2 91 m2	m2 45,558 Total	m2/ha 2,916		66,548,102 COST 0	£/m2	Ayleshan	n Green	Agricultural
		500 Beds	No 21	Units/ha	m2 91 m2 40.00	m2 45,558 Total 840.00	m2/ha 2,916	1,502	66,548,102	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat	500 Beds 1 2	No 21 0	Units/ha	m2 91 40.00 65.00	m2 45,558 Total 840.00 0.00	m2/ha 2,916	1,502 1,502	COST 0 1,387,848	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market	500 Beds	No 21	Units/ha	m2 91 m2 40.00	m2 45,558 Total 840.00	m2/ha 2,916	1,502	COST 0 1,387,848	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat	500 Beds 1 2 2	No 21 0 35	Units/ha	m2 91 m2 40.00 65.00 73.00	m2 45,558 Total 840.00 0.00 2,555.00	m2/ha 2,916	1,502 1,502 1,369	COST 0 1,387,848 0 3,497,795	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace	500 Beds 1 2 2 3	No 21 0 35 35	Units/ha	m2 91 40.00 65.00 73.00 86.00	70tal 840.00 0.00 2,555.00 3,010.00	m2/ha 2,916	1,502 1,502 1,369 1,369	COST 0 1,387,848 0 3,497,795 4,120,690	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi	500 Beds 1 2 2 3 3 4	No 21 0 35 35 105 0	Units/ha	m2 91 40.00 65.00 73.00 86.00 98.00 115.00	#45,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 10,290.00 0.00	m2/ha 2,916	1,502 1,502 1,369 1,369 1,369 1,369 1,552	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace	500 Beds 1 2 2 3 2 3 4 4	15.63 No 21 0 35 35 105 0 70	Units/ha	m2 91 40.00 65.00 86.00 81.00 98.00 115.00	#45,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 10,290.00 0.00 8,400.00	m2/ha 2,916	1,502 1,502 1,369 1,369 1,369 1,369 1,552 1,552	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi	500 Beds 1 2 2 3 3 4 4 5	15.63 No 21 0 35 35 105 0 70 49	Units/ha	m2 91 40.00 65.00 73.00 86.00 81.00 98.00 115.00	#245,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 10,290.00 0.00 8,400.00 6,370.00	m2/ha 2,916	1,502 1,502 1,369 1,369 1,369 1,369 1,369 1,552 1,552	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High*	500 Beds 1 2 2 3 3 4 4 4 5 11	No 21 0 35 35 105 0 70 49 0 0	Units/ha	m2 91 40.00 65.00 73.00 86.00 81.00 98.00 115.00 120.00 40.00	#245,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 10,290.00 8,400.00 6,370.00 0.00	m2/ha 2,916 10% 10%	1,502 1,502 1,369 1,369 1,369 1,369 1,552 1,552 1,552 1,552	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High*	500 Beds 1 2 2 2 3 3 4 4 5 1 1 2 2	No 15.63 No 21 0 35 35 35 00 70 49 0	Units/ha	m2 91 40.00 65.00 73.00 86.00 81.00 98.00 115.00 120.00 130.00 40.00 65.00	m2 45,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 10,290.00 0.00 8,400.00 6,370.00 0.00	m2/ha 2,916 10% 10% 10% 12%	1,502 1,502 1,369 1,369 1,369 1,552 1,552 1,552 1,563 1,563	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High*	500 Beds 1 2 2 3 3 4 4 4 5 11	No 21 0 35 35 105 0 70 49 0 0	Units/ha	m2 91 40.00 65.00 73.00 86.00 81.00 98.00 115.00 120.00 40.00	#245,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 10,290.00 8,400.00 6,370.00 0.00	m2/ha 2,916 10% 10%	1,502 1,502 1,369 1,369 1,369 1,369 1,552 1,552 1,552 1,552	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High* Affordable	500 Beds 1 2 2 3 3 4 4 4 5 1 2 3 3 4 4 5 1 2 3 3 4 5 1 2 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	No 15.63 No 21 0 35 35 35 105 0 70 49 0 0	Units/ha	m2 91 40.00 65.00 73.00 86.00 98.00 115.00 120.00 40.00 65.00 80.00	#245,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 10,290.00 0.00 8,400.00 0.00 0.00 0.00 0.00	m2/ha 2,916 10% 10% 12% 12% 12%	1,502 1,502 1,369 1,369 1,369 1,552 1,552 1,552 1,563 1,563	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 0	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High*	500 Beds 1 2 2 3 3 4 4 4 5 1 2 3 1 1 1	No 15.63 No 21 0 35 35 35 105 0 0 70 49 0 0 0 0 43 43	Units/ha	m2 91 40.00 65.00 73.00 86.00 81.00 115.00 120.00 130.00 40.00 65.00 80.00	m2 45,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 10,290.00 0.00 8,400.00 0.00 0.00 0.00	m2/ha 2,916 10% 10% 12% 12% 12% 12% 10%	1,502 1,502 1,369 1,369 1,369 1,369 1,552 1,552 1,552 1,553 1,563 1,563	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 2,770,739	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High* Affordable Flat	500 Beds 1 2 2 2 3 3 4 4 5 1 2 3 1 2 2 3 4 5 1 2 2 3 3 4 4 5 1 2 2 3 3 4 4 5 1 2 2 3 3 4 4 5 5 1 2 2 3 3 4 4 4 5 5 1 2 2 3 3 4 4 4 5 5 1 2 2 3 3 4 4 4 5 5 1 2 2 3 3 4 4 4 4 5 5 1 2 2 3 3 4 4 4 4 5 5 6 6 7 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	No 15.63 No 21 0 35 35 35 105 0 70 49 0 0 0 0	Units/ha	m2 91 40.00 65.00 73.00 86.00 81.00 98.00 115.00 120.00 130.00 65.00 80.00	m2 45,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 10,290.00 0.00 6,370.00 0.00 0.00 0.00	m2/ha 2,916 10% 10% 12% 12% 12%	1,502 1,502 1,369 1,369 1,369 1,369 1,552 1,552 1,552 1,563 1,563	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 0 2,770,739 0	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High* Affordable	500 Beds 1 2 2 3 3 4 4 4 5 1 2 3 1 1 1	No 15.63 No 21 0 35 35 35 105 0 70 0 0 0 0 49 43 0 0 15	Units/ha	m2 91 40.00 65.00 73.00 86.00 98.00 115.00 120.00 40.00 65.00 39.00 39.00 61.00 70.00	## ## ## ## ## ## ## ## ## ## ## ## ##	m2/ha 2,916 10% 10% 12% 12% 12% 12% 10%	1,502 1,502 1,369 1,369 1,369 1,369 1,552 1,552 1,552 1,563 1,563 1,563	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 2,770,739 0 1,437,450	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High* Affordable Flat	500 Beds 1 2 2 3 3 4 4 4 5 11 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 2 2 3 3 4 4 5 1 2 2 3 3 4 4 5 5 1 2 2 3 3 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	No 15.63 No 21 0 35 35 35 105 0 70 49 0 0 0 0	Units/ha	m2 91 40.00 65.00 73.00 86.00 81.00 98.00 115.00 120.00 130.00 65.00 80.00	m2 45,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 10,290.00 0.00 6,370.00 0.00 0.00 0.00	m2/ha 2,916 10% 10% 12% 12% 12% 12% 10%	1,502 1,502 1,369 1,369 1,369 1,369 1,552 1,552 1,552 1,563 1,563	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 0 2,770,739 0	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High* Affordable Flat Terrace	500 Beds 1 2 2 3 3 4 4 4 5 1 2 2 2 3 3 4 5 1 2 2 3 3 3 3 3 4 5 3 3 3 3 4 6 5 1 2 3 3 3 3 4 6 5 1 2 3 3 3 3 4 6 5 3 3 3 4 6 6 7 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	No 21 0 35 35 105 0 0 0 0 0 155 43	Units/ha	m2 91 40.00 65.00 73.00 86.00 81.00 98.00 115.00 120.00 40.00 65.00 80.00 70.00	m2 45,558 Total 840.00 0.00 2,555.00 3,010.00 2,835.00 0.00 8,400.00 6,370.00 0.00 0.00 0.00 1,677.00 0.00 1,050.00 2,016.00	m2/ha 2,916 10% 10% 12% 12% 12% 12% 10%	1,502 1,502 1,369 1,369 1,369 1,369 1,552 1,552 1,552 1,563 1,563 1,563 1,563 1,563	COST 0 1,387,848 0,3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 0 2,770,739 0 1,437,450 2,759,904	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High* Affordable Flat Terrace	500 Beds 1 2 2 2 3 3 4 4 4 5 1 1 2 2 3 1 2 3 3 2 2 3 3 2 2 3 3 2 2 2 2	No 15.63 No 21 0 35 35 35 105 0 0 70 49 0 0 0 0 15 244 12	Units/ha	m2 91 40.00 65.00 73.00 86.00 81.00 115.00 120.00 40.00 65.00 80.00 39.00 61.00 70.00	## ## ## ## ## ## ## ## ## ## ## ## ##	m2/ha 2,916 10% 10% 12% 12% 12% 12% 10%	1,502 1,502 1,369 1,369 1,369 1,552 1,552 1,552 1,563 1,563 1,563 1,563 1,563 1,502 1,369 1,369 1,369	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 2,770,739 0 1,437,450 2,759,904 1,297,812	£/m2	Ayleshan	n Green Gross	Agricultural 26.042
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High* Affordable Flat Terrace	500 Beds 1 2 2 3 3 4 4 4 5 1 1 2 2 3 3 4 5 3 4 5 1 2 3 3 7 1 2 3 3 3 4 5 5 1 3 3 3 4 5 3 3 4 5 5 3 3 6 3 6 3 6 3 7 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	No 21 0 35 35 35 105 0 70 0 0 49 0 0 15 24 122	Units/ha	m2 91 40.00 65.00 73.00 86.00 98.00 115.00 120.00 65.00 80.00 65.00 70.00 84.00 70.00 98.00	## ## ## ## ## ## ## ## ## ## ## ## ##	m2/ha 2,916 10% 10% 12% 12% 12% 12% 10%	1,502 1,502 1,369 1,369 1,369 1,552 1,552 1,552 1,563 1,563 1,563 1,502 1,502 1,369 1,369 1,369	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 2,770,739 0 1,437,450 2,759,904 1,297,812 1,909,755	£/m2	Ayleshan	n Green Gross	Agricultural
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High* Affordable Flat Terrace Semi	500 Beds 1 2 2 3 3 4 4 4 5 5 1 1 2 2 3 3 4 2 3 3 4 4 4 4 4 5 5 1 1 2 3 3 4 4 4 4 4 4 4 4 5 5 1 1 2 3 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	ha 15.63 No 21 0 35 35 35 105 0 70 0 0 0 15 24 12 15 26	Units/ha	m2 91 40.00 65.00 73.00 86.00 98.00 115.00 120.00 65.00 80.00 65.00 80.00 61.00 70.00 84.00 79.00 93.00	## ## ## ## ## ## ## ## ## ## ## ## ##	m2/ha 2,916 10% 10% 12% 12% 12% 12% 10%	1,502 1,369 1,369 1,369 1,369 1,369 1,552 1,552 1,553 1,563 1,563 1,563 1,563 1,563 1,563 1,563	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 0 2,770,739 0 1,437,450 2,759,904 1,297,812 1,909,755 3,914,144	£/m2	Ayleshan	n Green Gross	Agricultural
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Affordable Flat 5 High* Terrace Semi Det Flat 1 High*	500 Beds 1 2 2 3 3 4 4 4 5 1 1 2 2 3 3 4 4 4 4 5 1 1 1 2 1 2 1 3 2 4 4 4 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	No 15.63 No 21 0 35 35 35 105 0 0 0 0 0 0 15 244 12 15 26 0 0 15	Units/ha	m2 91 40.00 65.00 73.00 86.00 98.00 115.00 120.00 65.00 80.00 65.00 70.00 84.00 70.00 93.00 93.00 93.00 93.00	## ## ## ## ## ## ## ## ## ## ## ## ##	m2/ha 2,916 10% 10% 12% 12% 12% 12% 10%	1,502 1,369 1,369 1,369 1,369 1,369 1,552 1,552 1,553 1,563 1,563 1,563 1,563 1,563 1,563 1,563 1,563	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 2,770,739 0 1,437,450 2,759,904 1,297,812 1,909,755 3,914,144 0 2,560,800 0 0	£/m2	Ayleshan	n Green Gross	Agricultural
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High* Flat 3 High* Flat 1 High* Flat 1 High* Flat 1 High* Flat 1 High* Flat 1 High*	500 Beds 1 2 2 3 3 4 4 4 5 1 2 2 3 3 4 4 5 1 2 2 3 4 4 4 5 1 2 2 2 3 4 4 4 5 1 2 2 3 2 2 3 2 2 3 4 4 4 5 1 2 2 3 2 2 3 4 4 4 5 1 2 2 3 3 4 4 4 5 1 2 2 3 3 4 4 4 5 1 2 2 3 3 4 4 4 5 1 2 2 2 3 3 4 4 4 5 1 2 2 2 3 3 4 4 4 5 1 2 2 2 3 3 4 4 4 5 1 2 2 2 3 3 4 4 4 5 1 2 2 2 2 3 3 4 4 4 4 5 1 2 2 2 2 3 3 4 4 4 4 5 1 2 2 2 2 3 3 4 4 4 4 5 5 1 1 2 2	ha 15.63 No 21 0 35 35 35 105 0 70 49 0 0 15 24 12 15 26 0 0 15 0 0	Units/ha	m2 91 40.00 65.00 73.00 86.00 98.00 115.00 120.00 65.00 80.00 65.00 80.00 70.00 98.00 110.00 110.00 110.00 110.00 110.00 110.00 110.00 110.00 110.00 110.00 110.00 110.00	## ## ## ## ## ## ## ## ## ## ## ## ##	m2/ha 2,916 10% 10% 12% 12% 10% 12% 12% 12%	1,502 1,369 1,369 1,369 1,369 1,369 1,552 1,552 1,552 1,563 1,563 1,563 1,563 1,563 1,563 1,563 1,563 1,563	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 0 2,770,739 0 1,437,450 2,759,904 1,297,812 1,909,755 3,914,144 0 0 2,560,800 0 0 0	£/m2	Ayleshan	n Green Gross	Agricultural
	Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Affordable Flat 5 High* Terrace Semi Det Flat 1 High*	500 Beds 1 2 2 3 3 4 4 4 5 1 1 2 2 3 3 4 4 4 4 5 1 1 1 2 1 2 1 3 2 4 4 4 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	No 15.63 No 21 0 35 35 35 105 0 0 0 0 0 0 15 244 12 15 26 0 0 15	Units/ha	m2 91 40.00 65.00 73.00 86.00 98.00 115.00 120.00 65.00 80.00 65.00 70.00 84.00 70.00 93.00 93.00 93.00 93.00	## ## ## ## ## ## ## ## ## ## ## ## ##	m2/ha 2,916 10% 10% 12% 12% 10% 10%	1,502 1,369 1,369 1,369 1,369 1,369 1,552 1,552 1,553 1,563 1,563 1,563 1,563 1,563 1,563 1,563 1,563	COST 0 1,387,848 0 3,497,795 4,120,690 3,881,115 14,087,010 0 13,036,800 9,886,240 0 0 2,770,739 0 1,437,450 2,759,904 1,297,812 1,909,755 3,914,144 0 2,560,800 0 0	£/m2	Ayleshan	n Green Gross	Agricultural

Number 24 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 m2 91 2,914 534,407,089 1,460.70 4,017 125.53 32.00 365,858

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	169	40.00	6,760.00	10%	1,502	11,168,872
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	281	73.00	20,513.00		1,369	28,082,297
	3	281	86.00	24,166.00		1,369	33,083,254
Semi	2	281	81.00	22,761.00		1,369	31,159,809
	3	844	98.00	82,712.00		1,369	113,232,728
	4	0	115.00	0.00		1,552	0
Det	4	562	120.00	67,440.00		1,552	104,666,880
	5	394	130.00	51,220.00		1,552	79,493,440
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	348	39.00	13,572.00	10%	1,502	22,423,658
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	121	70.00	8,470.00		1,369	11,595,430
	3	193	84.00	16,212.00		1,369	22,194,228
Semi	2	96	79.00	7,584.00		1,369	10,382,496
	3	121	93.00	11,253.00		1,369	15,405,357
	4	205	97.00	19,885.00		1,552	30,861,520
Det	4	0	106.00	0.00		1,552	0
	5	121	110.00	13,310.00		1,552	20,657,120
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Number	25	Units	Area	Density e	rage Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Whitfield Plus		4,617	144.28	32.00	91	420,477	2,914	614,157,360	1,460.62

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	194	40.00	7,760.00	10%	1,502	12,821,072
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	323	73.00	23,579.00		1,369	32,279,651
	3	323	86.00	27,778.00		1,369	38,028,082
Semi	2	323	81.00	26,163.00		1,369	35,817,147
	3	971	98.00	95,158.00		1,369	130,271,302
	4	0	115.00	0.00		1,552	0
Det	4	646	120.00	77,520.00		1,552	120,311,040
	5	452	130.00	58,760.00		1,552	91,195,520
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	400	39.00	15,600.00	10%	1,502	25,774,320
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	139	70.00	9,730.00		1,369	13,320,370
	3	222	84.00	18,648.00		1,369	25,529,112
Semi	2	111	79.00	8,769.00		1,369	12,004,761
	3	139	93.00	12,927.00		1,369	17,697,063
	4	235	97.00	22,795.00		1,552	35,377,840
Det	4	0	106.00	0.00		1,552	0
	5	139	110.00	15,290.00		1,552	23,730,080
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Whitfield	Mixed	Mixed
Area	Gross	209.219
	Net	125.531

Locality een/Brown Iternative Use

Whitfield	Green	Agricultural
Area	Gross	240.469
	Net	144.281

Number 26 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 Potential Deal 91 2,914 332,568,296 2,500 78.13 32.00 227,674 1,460.72

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	105	40.00	4,200.00	10%	1,502	6,939,240
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	175	73.00	12,775.00		1,369	17,488,975
	3	175	86.00	15,050.00		1,369	20,603,450
Semi	2	175	81.00	14,175.00		1,369	19,405,575
	3	525	98.00	51,450.00		1,369	70,435,050
	4	0	115.00	0.00		1,552	0
Det	4	350	120.00	42,000.00		1,552	65,184,000
	5	245	130.00	31,850.00		1,552	49,431,200
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	217	39.00	8,463.00	10%	1,502	13,982,569
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	75	70.00	5,250.00		1,369	7,187,250
	3	120	84.00	10,080.00		1,369	13,799,520
Semi	2	60	79.00	4,740.00		1,369	6,489,060
	3	75	93.00	6,975.00		1,369	9,548,775
	4	128	97.00	12,416.00		1,552	19,269,632
Det	4	0	106.00	0.00		1,552	0
	5	75	110.00	8,250.00		1,552	12,804,000
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0



cai	Green	Agricultural
rea	Gross	130.20
	Net	78.12

Base For Apps

										••									HHI
			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 9	Site 16	Site 18	Site 19	Site 20	Site 22	Site 23	Site 24	Site 25	Site 26
			Large Green 400 L	arge Green 150			Medium Green		Small Green 12	Small 6	PDL 30	PDL 12	PDL 12 HD	PDL 6	Sth Aylesham	Nth Aylesham	Whitfield	Whitfield Plus	Potential Deal
					80	40	20	20 LD											
	Green/brown fie	eld	Green	Green	Green	Green	Green	Green	Green	Green	PDL	PDL	PDL	Mixed	Green	Green	Mixed	Green	Green
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Agricultural	Agricultural	Mixed	Agricultural	Agricultural
	Locality		Coast & South	Coast & South	Coast & South	Coast & South	Coast & South	Coast & South	Coast & South	Coast & South	Coast & South	Coast & South	Coast & South	Coast & South	Aylesham	Aylesham	Whitfield	Whitfield	Deal
Site Area	Gross	ha	13.33	5.00	2.67	1.33	0.67	0.80	0.40	0.20	0.86	0.30	0.22	0.10	26.20	26.04	209.22	240.47	130.21
l luite	Net	ha	11.12	4.16 150	2.22 80	1.11	0.56	0.69	0.33	0.20	0.69	0.24	0.20	0.10 6	20.31	15.63	125.53	144.28	78.13
Units			400	150	80	40	20	20	12	6	30	12	12	0	650	500	4,017	4,617	2,500
Average Unit	Size	m2	90.97	92.53	91.09	91.38	91.20	94.10	93.67	97.67	86.97	82.00	58.33	85.67	91.35	91.12	91.08	91.07	91.07
		D	10.500/	40.500/	40.500/	10.50%	10.50%	10.50%	10.50%	40.500/	40.50%	10.500/	10.50%		10 500/	40.50%	40 500/	40.500/	10.500/
Mix	Intermediate to I Affordable Rent	виу	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%		10.50% 19.50%	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%	10.50% 19.50%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%	0.00%	0.00%	0.00%	0.00%
		24.2													2 422				2 222
Price	Market Intermediate to I	£/m2 Buy £/m2	3,300 2,310	3,300 2,310	3,300 2,310	3,300 2,310	3,300 2,310	3,300 2,310	3,500 2,450	3,500 2,450	3,350 2,345	3,350 2,345	4,250 2,975	3,350 2,345	3,100 2,170	3,100 2,170	3,100 2,170	3,100 2,170	3,300 2,310
	Affordable Rent	£/m2	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930
	Social Rent	£/m2	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270
Grant and Col	heir Intermediate to	Dung £/ora:±																	
Grant and Sul	bsic Intermediate to I Affordable Rent	£/unit £/unit																	
	Social Rent	£/unit																	
Salos nor Oua	ertor																		
Sales per Qua Unit Build Tin			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative U Up Lift %	se Value	£/ha %	22,500	22,500	22,500	22,500	22,500	22,500	50,000	50,000	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	25,000	22,500	22,500	22,500	22,500
Additional Up	olift	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	20/0	20%	20%	20%	400,000	400,000	400,000	400,000	400,000
•		•																	
Easements et Legals / Acqui		£ % land	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%
Legais / Acqu	isition	70 Idilu	1.3/0	1.5/0	1.5%	1.5%	1.5%	1.5%	1.5%	1.3%	1.5/0	1.5%	1.5%	1.5%	1.5/0	1.576	1.570	1.3%	1.3%
Planning Fee		£/unit	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462
	>50	£/unit	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138
Architects		%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Cons Other Profess		% %	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%
Other Profess	SiOriai	70	2.30%	2.50%	2.30%	2.30%	2.30%	2.30%	2.30%	2.30%	2.50%	2.30%	2.30%	2.30%	2.30%	2.50%	2.30%	2.30%	2.30%
BCIS		£/m2	1,461	1,457	1,459	1,462	1,470	1,461	1,455	1,447	1,440	1,369	1,751	1,369	1,460	1,461	1,461	1,461	1,461
FHS		%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%
Energy Design		£/m2 £/m2	10.00	10.00 0	10.00 0	10.00 0	10.00 0	10.00	10.00 0										
Acc & Adpt		£/m2	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3
Water		£/m2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Small Sites Site Costs		% %	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	10.66%	10.66%	15.66%	10.66%	5.66%	10.66%	15.66%	15.66%	15.66%	15.66%	15.66%
Pre CIL s106		£/Unit	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	20,000	20,000	20,000	20,000	20,000
Post CIL s106		£/Unit	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	20,000	20,000	20,000	20,000	20,000
Inf Tariff		£/m2 %	0.00%	0.00 0.00%	0.00	0.00	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%							
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	2.50%	2.50%	2.50%	2.50%	2.50%
Abnormals		%									5.00%	5.00%	5.00%	5.00%					
		£/site																	
FINANCE	Fees	£																	
	Interest	%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%
	Legal and Valuat	ion £																	
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
- -	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Develoners P	rofi Market Housing		17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%
_ creiopeis F	Affordable Housi		17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 9	Site 16	Site 18	Site 19	Site 20	Site 22	Site 23	Site 24	Site 25	Site 26
		Large Green 400	Large Green 150	Medium Green 80	Medium Green 40	Medium Green 20	Medium Green 20 LD	Small Green 12	Small 6	PDL 30	PDL 12	PDL 12 HD	PDL 6	Sth Aylesham I	Nth Aylesham	Whitfield	Whitfield Plus	Potential Deal
Green/brown f	field	Green	Green	Green	Green	Green	Green	Green	Green	PDL	PDL	PDL	Mixed	Green	Green	Mixed	Green	Green
	Use	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Agricultural	Agricultural	Mixed	Agricultural	Agricultural
Site Are Gross	ha	13.33	5.00	2.67	1.33	0.67	0.80	0.40	0.20	0.86	0.30	0.22	0.10	26.20	26.04	209.22	240.47	130.21
Net	ha	11.12	4.16	2.22	1.11	0.56	0.69	0.33	0.20	0.69	0.24	0.20	0.10	20.31	15.63	125.53	144.28	78.13
Units		400	150	80	40	20	20	12	6	30	12	12	6	650	500	4017	4617	2500
Mix Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	100.00%	70.00%	70.00%	70.00%	70.00%	70.00%
Intermediate to	o Buv	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	0.00%	10.50%	10.50%	10.50%	10.50%	10.50%
Affordable Re	,	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	0.00%	19.50%	19.50%	19.50%	19.50%	19.50%
Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		0.0075	0.0075	0.0075			0.0075					2,22,2		5.5575				
Existing Use Value	£/ha	22,500	22,500	22,500	22,500	22,500	22,500	50,000	50,000	1,200,000	1,200,000	1,200,000	1,200,000	25,000	22,500	22,500	22,500	22,500
•	£ site	300,000	112,500	60,000	30,000	15,000	18,000	20,000	10,000	1,028,571	360,000	266,667	120,000	655,000	585,938	4,707,422	5,410,547	2,929,688
Uplift	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	240,000	240,000	240,000	240,000	400,000	400,000	400,000	400,000	400,000
	£ site	5,333,333	2,000,000	1,066,667	533,333	266,667	320,000	160,000	80,000	205,714	72,000	53,333	24,000	10,480,000	10,416,667	83,687,500	96,187,500	52,083,333
Benchmark Land Value		422,500	422,500	422,500	422,500	422,500	422,500	450,000	450,000	1,440,000	1,440,000	1,440,000	1,440,000	425,000	422,500	422,500	422,500	422,500
	£ site	5,633,333	2,112,500	1,126,667	563,333	281,667	338,000	180,000	90,000	1,234,286	432,000	320,000	144,000	11,135,000	11,002,604	88,394,922	101,598,047	101,598,047
Desides Ones	0.//	570.050	640.274	522.225	045.000	040.040	570.040	4 404 500	4 005 740	470.000	054.700	4 000 040	0.740.004	07.704	00.400	00.545	45.740	445 540
Residua Gross	£/ha	578,253	640,371	632,236	615,283	613,013	570,910	1,181,509	1,395,746	479,326	951,788	1,309,643	2,746,061	37,724	32,499	-38,545	-45,710	115,510
Net	£/ha	693,580	770,561	758,397	738,518	736,198	666,306	1,427,040	1,395,746	591,324	1,199,070	1,455,159	2,746,061	48,659	54,166	-64,242	-76,183	192,516
	£ site	7,710,035	3,201,855	1,685,962	820,378	408,676	456,728	472,604	279,149	410,851	285,536	291,032	274,606	988,378	846,338	-8,064,368	-10,991,767	15,040,344
Additional Profit	£ site	3,478,569	1,580,397	835,794	376,508	186,122	184,805	357,669	227,965	-853,331	-147,772	-8,118	193,891	-46.635.468	-12.000.095	-140,101,792	-178,188,189	-59,492,457
Additional Fiont	£/m2	3,478,509	1,580,397	152	138	134	184,805	357,009 424	487	-000,001 -433	-147,772	-0,110 -15	377	-40,030,400	-350	-140,101,792	-170,100,109	-59,492,457
	2/1112	127	152	152	130	134	127	424	407	-400	-200	-10	311	-1,043	-330	-500	-505	-047

SITE NAME	Site 1 L	arge Green 400					
INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		400		£/m2	£	m2
Market Housing	97.9	70%	280		3,300	90,492,600	27,422
Shared Ownership	74.7	11%	42		2,310	7,249,820	3,138
Affordable Rent	74.7	20%	78		1,930	11,249,102	5,829
Social Rent	74.7	0%	0		1,270	0	C
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	11.12 h	a	36	/ha		108,991,521	36,389
SITE AREA - Gross	13.33 h	a	30	/ha			

LAND		/unit or m2	Total		
LAND	Land	7unit or m2 19.275	I otai	7.710.035	
	Stamp Duty	10,213	375.002	7,710,000	
	Easements etc.		0		
	Legals Acquisition	1.50%	115,651	490,652	
PLANNING					
	Planning Fee		71,400		
	Architects	4.00%	2,685,370		
	QS / PM	0.50%	335,671		
	Planning Consultants	1.00%	671,343		
	Other Professional	2.50%	1,678,356	5,442,140	
CONSTRUC	TION				
	Build Cost - BCIS Based	1,757	63,935,858		
	s106 / CIL / IT		1,600,000		
	Contingency	2.50%	1,598,396		
	Abnormals		0	67,134,254	
FINANCE					
	Fees		0		
	Interest	6.50%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	3,269,746		
	Legals	0.5%	544,958		
	Misc.		0	3,814,703	84,591,7
Developers	Profit				
	Market Housing	17.50%			15,836,2
	Affordable Housing	17.50%			3,237,3

Planning fee calc				Build Cost	/m2
Planning app fer	dwgs	rate		BCIS	1,461
No dwgs	400			FHS	45
No dwgs under	50	462	23,100	Energy	10
No dwgs over 50	350	138	48,300	Design	0
		Total	71,400	Acc & Adpt	12
				Water	0
				Small Sites	0
				Site Costs	229
Stamp duty calc - R	esidual				1,757
Land payment			7,710,035		
		Total	375,002		
Da d	dd Deeffe				
Stamp duty calc - A	aa Profit		5.633.333		
Land payment 125.000	0%	1%	5,033,333		
250.000	1%	3%			
500.000	3%	4%			
1.000.000	4%	5%			
ahove	5%	5%			
auove	376	Total	281.667		
		10101	221,201		
Pre CIL s106	4,000 £	/ Unit (all)		LIT	% GDV
	T	otal	1,600,000		0.00%
				-	
Post CIL s106	4,000	£/ Unit (all)	1,600,000		
	0	f/m2	0		
CIL	U	2/1112	U]		

RESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5	i			Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4												
INCOME																								
UNITS Started			17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	111				
Market Housing				0	0	0	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	3,845,936	25,111,697
Shared Ownership				0	0	0	308,117	308,117	308,117	308,117	308,117	308,117	308,117	308,117	308,117	308,117	308,117	308,117	308,117	308,117	308,117	308,117	308,117	2,011,825
Affordable Rent				0	0	0	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	3,121,626
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	30,245,147
EXPENDITURE																								
Stamp Duty	375,002																							
Easements etc.	0																							
Legals Acquisition	115,651																							
5	,																							
Planning Fee	71,400																							
Architects	1,342,685		1,342,685																					
QS	167,836		167,836																					
Planning Consultants	335,671		335,671																					
Other Professional	839,178		839,178																					
Build Cost - BCIS Base		0	905,758	1,811,516	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	7,725,583	6,819,825	5,914,067	0	0
s106/CIL		0	22,667	45,333	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	193,333	170,667	148,000	0	0
Contingency		0	22,644	45,288	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	193,140	170,496	147,852	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	138,964	138,964	138.964	138,964	138.964	138,964	138,964	138.964	138.964	138,964	138.964	138.964	138.964	138,964	138.964	138.964	138,964	907,354
Legals	0	0	0	0	0	0	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	151,226
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	3,247,422	0	3,636,439	1,902,137	2,853,206	2,853,206	3,015,331	3,015,331	3,015,331	3,015,331	3,015,331	3,015,331	3,015,331	3,015,331	3,015,331	3,015,331	3,015,331	3,015,331	3,015,331	8,274,181	7,323,112	6,372,043	162,125	1,058,580
		1																						
For Residual Valuation Land	7,710,035																							
Interest		178,059	180,952	242,985	277,843	328,723	380,429	360,338	339,920	319,171	298,084	276,655	254,877	232,746	210,255	187,398	164,170	140,565	116,576	92,197	152,879	199,091	230,600	161,709
Market Housing																								15,836,205
Affordable Housing																								3,237,311
Cash Flow	-10,957,458	-178.059	-3.817.391	-2,145,122	-3.131.049	-3.181.928	1.236.380	1,256,471	1,276,889	1.297.638	1.318.725	1,340,154	1.361.932	1.384.063	1.406.554	1,429,411	1.452.639	1.476.244	1.500.233	-3,734,238	-2.843.851	-1.938.995	4.239.415	9,951,341
Opening Balanc		5,000	2,2.7,001	2,.10,122	2,.31,040	5,.51,020	.,220,000	.,220,411	.,2.0,000	.,227,000	.,2.0,720	.,2.0,104	.,,	.,224,000	., .20,004	.,.20,411	., .52,000	., 0,244	.,230,200	2,. 54,200	2,510,001	.,230,000	.,220,410	2,231,041
Closing Balance	-10,957,458	-11,135,516	-14,952,907	-17,098,029	-20,229,078	-23,411,006	-22,174,626	-20,918,155	-19,641,266	-18,343,627	-17,024,902	-15,684,748	-14,322,816	-12,938,753	-11,532,199	-10,102,788	-8,650,150	-7,173,906	-5,673,673	-9,407,911	-12,251,762	-14,190,756	-9,951,341	0

CASH FLOW FOR CIL ADDITIONAL P	ROFIT	Year 1				Year 2				Year 3				Year 4				Year 5	i			Year 6	i	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NCOME As Above																								
INCOME	0	0	0	0	0	0	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	4,632,140	30,245,14
EXPENDITURE																								
Land	5,633,333																							
Stamp Duty	281,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	84,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	71,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	1,342,685	0	1,342,685	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS .	167,836	0	167,836	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	335,671	0	335,671	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	839,178	0	839,178	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	905,758	1,811,516	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	7,725,583	6,819,825	5,914,067	0	0
POTENTIAL CIL			217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411						
Post CIL s106					68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	444,000	0	0
Contingency	0	0	22,644	45,288	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	193,140	170,496	147,852	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	138,964	138,964	138,964	138,964	138,964	138,964	138,964	138,964	138,964	138,964	138,964	138,964	138,964	138,964	138,964	138,964	138,964	907,354
Legals	0	0	0	0	0	0	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	23,161	151,226
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PRO	FI1 8,756,270	0	3,831,183	2,074,214	3,070,616	3,070,616	3,232,741	3,232,741	3,232,741	3,232,741	3,232,741	3,232,741	3,232,741	3,232,741	3,232,741	3,232,741	3,232,741	3,232,741	3,015,331	8,148,847	7,220,445	6,668,043	162,125	1,058,58
For CIL calculation																								
Intere	et	142.289	144.602	209.208	246.314	300.214	354.990	338.018	320.771	303.243	285.431	267.329	248.932	230.237	211.238	191.931	172.310	152.369	132.105	107.979	166.880	211.652	248.174	179,56
Market Housi		1-12,200	144,002	200,200	2-10,01-1	000,214	001,000	000,010	020,771	000,240	200,401	207,020	210,002	200,207	211,200	101,001	172,010	102,000	102,100	101,010	100,000	211,002	240,174	15,027,
Affordable Housi																								3,237,3
0.15																								
Cash Flo		-142,289	-3,975,784	-2,283,423	-3,316,930	-3,370,830	1,044,409	1,061,380	1,078,628	1,096,155	1,113,968	1,132,070	1,150,466	1,169,161	1,188,160	1,207,468	1,227,089	1,247,029	1,484,704	-3,624,686	-2,755,185	-2,247,555	4,221,840	10,742,
Opening Balan		0.000.500	40.074.044	45 457 700	40 474 000	04 045 507	00 004 440	40 700 700	40.004.440	47 504 055	40 450 007	45 040 047	44400 454	40,000,000	44 044 400	40 000 000	0.070.574	0.400.545	0044044	40 000 507	40.004.740	45 070 000	44.050.407	-307,8
Closing Balan	ce -8,756,270	-8,898,560	-12,874,344	-15,157,766	-18,474,696	-21,845,527	-20,801,118	-19,739,738	-18,661,110	-17,564,955	-16,450,987	-15,318,917	-14,168,451	-12,999,290	-11,811,130	-10,603,662	-9,376,574	-8,129,545	-6,644,841	-10,269,527	-13,024,712	-15,272,268	-11,050,427	-307.

SITE NAME	Site 2 Large	Green 150					
INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		150		£/m2	£	m2
Market Housing	99.1	70%	105		3,300	34,339,800	10,406
Shared Ownership	77.2	11%	16		2,310	2,808,729	1,216
Affordable Rent	77.2	20%	29		1,930	4,358,133	2,258
Social Rent	77.2	0%	0		1,270	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	4.16 ha		36	/ha		41,506,662	13,880
SITE AREA - Gross	5.00 ha		30	/ha			

LAND		/unit or m2	Total	
	Land	21,346		3,201,855
	Stamp Duty		149,593	-
	Easements etc.		0	
	Legals Acquisition	1.50%	48,028	197,621
PLANNING				
	Planning Fee		36,900	
	Architects	4.00%	1,021,739	
	QS / PM	0.50%	127,717	
	Planning Consultants	1.00%	255,435	
	Other Professional	2.50%	638,587	2,080,378
CONSTRUC	TION			
	Build Cost - BCIS Based	1,753	24,335,101	
	s106 / CIL / IT		600,000	
	Contingency	2.50%	608,378	
	Abnormals		0	25,543,479
FINANCE				
	Fees		0	
	Interest	6.50%		
	Legal and Valuation		0	0
SALES				
	Agents	3.0%	1,245,200	
	Legals	0.5%	207,533	
	Misc.		0	1,452,733

Planning fee calc				Build Cost	/m2
Planning app fer	dwgs	rate		BCIS	1,457
No dwgs	150			FHS	45
No dwgs under	50	462	23,100	Energy	10
No dwgs over 50	100	138	13,800	Design	0
-		Total	36,900	Acc & Adpt	12
				Water	0
				Small Sites	0
				Site Costs	228
Stamp duty calc - R	esidual	· · · · · · · · · · · · · · · · · · ·			1,753
Land payment			3,201,855		
_					
_					
		Total	149,593		
Stamp duty calc - A	dd Profit				
Land payment			2,112,500		
125,000	0%	1%			
250,000	1%	3%			
500.000	3%	4%			
1,000,000	4%	5%			
	4% 5%	5%			
1,000,000		-,-	105,625		
1,000,000	5%	5%	105,625	шт	% GDV
1,000,000 above	5% 4,000 £	5% Total	105,625	шт	% GDV 0.00%
1,000,000 above	5% 4,000 £	5% Total		ШΤ	
1,000,000 above	5% 4,000 £ T	5% Total	600,000	ШΤ	

RESIDUAL CASH FLOW FOR INTEREST	Γ	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NCOME																								
JNITS Started			15	15	15	15	15	15	15	15	15	15												
Market Housing				0	0	0	3,433,980	3,433,980	3,433,980	3,433,980	3,433,980	3,433,980	3,433,980	3,433,980	3,433,980	3,433,980	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	280,873	280,873	280,873	280,873	280,873	280,873	280,873	280,873	280,873	280,873	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	435,813	435,813	435,813	435,813	435,813	435,813	435,813	435,813	435,813	435,813	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	0	0	0	0	0	0	0	0
XPENDITURE																								
Stamp Duty	149,593																							
Easements etc.	0																							
Legals Acquisition	48,028																							
Planning Fee	36,900				1																			
Architects	510,870		510,870																					
QS	63,859		63,859																					
Planning Consultants	127,717		127,717																					
*	319,293		319,293																					
Other Professional	319,293		319,293																					
Build Cost - BCIS Base		0	811,170	1,622,340	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	1,622,340	811,170	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,000	40,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	40,000	20,000	0	0	0	0	0	0	0	0	0	0
Contingency		0	20,279	40,559	60,838	60,838	60,838	60,838	60,838	60,838	60,838	60,838	40,559	20,279	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Automais		0	Ü	Ü		o		۰		o	0	· ·	ľ	0		0	"	· ·	0	· ·	"	· ·		0
Finance Fees	0																							
Legal and Valuation	0																							
Legal and Valuation																								
Agents	0	0	0	0	0	0	124,520	124,520	124,520	124,520	124,520	124,520	124,520	124,520	124,520	124,520	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	20,753	20,753	20,753	20,753	20,753	20,753	20,753	20,753	20,753	20,753	0	0	0	0	0	0	0	0
Misc.			0					.,					., .,											
COSTS BEFORE LAND INT AND PROFIT	1,256,260	0	1,873,188	1,702,899	2,554,348	2,554,348	2,699,621	2,699,621	2,699,621	2,699,621	2,699,621	2,699,621	1,848,172	996,723	145,273	145,273	0	0	0	0	0	0	0	0
,																								
		_																						
For Residual Valuation Land	3,201,855	_						ļ																
Interest	1	72,444	73,622	105,257	134,640	178,336	222,742	202,782	182,498	161,884	140,935	119,646	98,010	62,188	11,947	0	0	0	0	0	0	0	0	0
Market Housing								J																6,009,46
Affordable Housing	1							J																1,254,20
Cash Flow	-4,458,115	-72,444	-1,946,810	-1,808,156	-2,688,988	-2,732,684	1,228,303	1,248,263	1,268,547	1,289,161	1,310,110	1,331,399	2,204,484	3,091,756	3,993,446	4,005,393	0	0	0	0	0	0	0	-7,263,6
Opening Balance								J																
Closing Balance	-4.458.115	-4.530.560	-6.477.370	-8,285,525	-10.974.513	-13,707,197	-12.478.894	-11.230.631	-9.962.084	-8.672.922	-7.362.812	-6.031.413	-3.826.929	-735.173	3.258.273	7.263.666	7.263.666	7.263.666	7.263.666	7,263,666	7.263.666	7.263.666	7.263.666	0

CASH FLOW FOR CIL	ADDITIONAL PROF	TT.	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
COME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		0	0	0	0	0	0	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	4,150,666	0	0	0	0	0	0	0	0
XPENDITURE																									
and		2,112,500																							
Stamp Duty		105,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
asements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egals Acquisition		31,688	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		36,900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
rchitects		510,870	0	510,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS .		63,859	0	63,859	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		127,717	0	127,717	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		319,293	0	319,293	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	,	0	0	811,170	1,622,340	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	1,622,340	811,170	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				197,550	197,550	197,550	197,550	197,550	197,550	197,550	197,550														
Post CIL s106						60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	20,279	40,559	60,838	60,838	60,838	60,838	60,838	60,838	60,838	60,838	40,559	20,279	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	124,520	124,520	124,520	124,520	124,520	124,520	124,520	124,520	124,520	124,520	0	0	0	0	0	0	0	0
egals		0	0	0	0	0	0	20,753	20,753	20,753	20,753	20,753	20,753	20,753	20,753	20,753	20,753	0	0	0	0	0	0	0	0
Aisc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	D INT AND PROFIT	3,308,452	0	2,050,738	1,860,448	2,751,898	2,751,898	2,897,171	2,897,171	2,897,171	2,897,171	2,699,621	2,699,621	1,868,172	1,036,723	145,273	145,273	0	0	0	0	0	0	0	0
For CIL calculation																									
	Interest		53,762	54,636	88,848	120,524	167,201	214,637	197,755	180,599	163,165	145,447	124,231	102,670	67,248	17,739	0	0	0	0	0	0	0	0	0
	Market Housing Affordable Housing																								5,758,69 1,254,20
•																									
	Cash Flow Opening Balance	-3,308,452 0	-53,762	-2,105,374	-1,949,297	-2,872,422	-2,919,099	1,038,859	1,055,740	1,072,896	1,090,331	1,305,598	1,326,814	2,179,824	3,046,695	3,987,654	4,005,393	0	0	0	0	0	0	0	-7,012,8
	Closing Balance	-3.308.452	-3,362,214	-5,467,588	-7,416,885	-10,289,307	-13,208,405	-12,169,547	-11,113,807	-10,040,911	-8,950,580	-7,644,982	-6,318,168	-4,138,344	-1,091,648	2.896.005	6,901,398	6,901,398	6,901,398	6,901,398	6,901,398	6,901,398	6,901,398	6,901,398	-111,49



NCOME Av																								
	v Size % m2	Number 80		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fer	lc dwgs	rate			Build Cost BCIS	/m2 1,459		
rket Housing	98.0 70%	56		3,300	18,110,400	5,488		LAND	Land		/unit or m2 21,075	Total	1,685,962			No dwgs No dwgs under	80 50	462	23,100		FHS Energy	45 10	3.109	1%
	74.0 11%			2,310		621		1	Stamp Duty Easements etc.		,	73,798 0	,,,,,,,,,,			No dwgs over 50	30	138 Total	4,140 27,240		Design Acc & Adpt	0		
	74.0 20%			1,930		1,154			Legals Acquisitio	n	1.50%	25,289	99,088		1			Total	21,240		Water Small Sites	0	09	10/
		0				1,154		PLANNING	Diameter Fre			27.040				Ot d-d	- Desident				Site Costs	228	169	
al Rent		U		1,270		٥		1	Planning Fee Architects		4.00%	27,240 535,371				Stamp duty call Land payment	c - Kesiduai		1,685,962			1,755		
nt and Subsidy Shared O Affordable Social Re	le Rent			0 0 0	0			1	QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	66,921 133,843 334,607	1,097,982											
	2.22 ha 2.67 ha	36 30	/ha /ha		21,772,135	7,263		1	Build Cost - BCIS s106 / CIL / IT	S Based	1,755	12,745,633 320,000						Total	73,798					
s per Quarter 0 Build Time 3]			RUN Residual N	MACRO ctrl+r			Contingency Abnormals		2.50%	318,641 0	13,384,273			Stamp duty call Land payment 125,000 250,000	c - Add Profit 0% 1%	1% 3%	1,126,667					
idual Land Value native Use Value	1,685,962 60,000		Per ha GROSS 632,236 22,500 0		RUN CIL MACR	osing balance = O ctrl+l osing balance =			Fees Interest Legal and Valuati	tion	6.50%	0	0			500,000 1,000,000 above	3% 4% 5%	4% 5% 5% Total	56,333					
ft 0% Plus /ha 400,0 Viability Three	000 1,066,667		400,000 422,500	!	Check on phasing a	dwgs nos			Agents Legals		3.0% 0.5%	653,164 108,861				Pre CIL s106		E/ Unit (all)	320,000		LIT	% GDV 0.00%		0
itional Profit	835,794	£/m2 152		•				Developers Pro	Misc. ofit Market Housing		17.50%	0	762,025	17,029,329 3,169,320		Post CIL s106 CIL	4,000 0	£/ Unit (all) £/m2 Total	320,000 0 320,000					_
SIDUAL CASH FLOW FOR INTE	EREST	Year 1				Year 2			Affordable Hous		17.50%			640,804 Year 4	1			Year 5	320,000			Year 6		
OME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
TS Started ket Housing			6	7	6	7	6 1,358,280	7 1,584,660	6 1,358,280	7 1,584,660	6 1,358,280	7 1,584,660	6 1,358,280	7 1,584,660	2 1,358,280	1,584,660	1,358,280	1,584,660	452,760	0	0	0	0	
et Housing ed Ownership dable Rent				0	0	0	107,629	125,567 194,835	107,629 167,001	125,567 194,835	107,629 167,001	125,567 194,835	107,629 167,001	125,567 194,835	107,629	125,567	107,629	125,567 194,835	35,876 55,667	0	0	0	0	
able Rent Il Rent t and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	1,632,910	1,905,062	1,632,910	1,905,062	1,632,910	1,905,062	1,632,910		1,632,910	1,905,062	1,632,910	1,905,062	544,303	0	0	0	0	
ENDITURE	70.00			ļ				ļ																
o Duty nents etc. s Acquisition	73,798 0 25,289																							
ning Fee	27,240		207.005		ĺ																			
tects	267,685 33,461		267,685 33,461					ļ																
ning Consultants r Professional	66,921 167,303		66,921 167,303					ļ																
Cost - BCIS Base		0	318,641	690,388	1,009,029	1,062,136	1,009,029	1,062,136	1,009,029	1,062,136	1,009,029	1,062,136	1,009,029	1,062,136	796,602	477,961	106,214	0	0	0	0	0	0	
/CIL		0	8,000 7,966	17,333 17,260	25,333 25,226	26,667 26,553	25,333 25,226	26,667 26,553	25,333 25,226	26,667 26,553	25,333 25,226	26,667 26,553	25,333 25,226	26,667 26,553	20,000 19,915	12,000 11,949	2,667 2,655	0	0	0	0	0	0	
ingency ormals		0	7,966	0	25,226	26,553	0	26,553	25,226	0	0	0	0	26,553	19,915	11,949	0	0	0	0	0	0	0	
nce Fees	0							ı																
and Valuation	0													_				_						
nts ils	0	0	0	0	0	0	48,987 8,165	57,152 9,525	48,987 8,165	57,152 9,525	48,987 8,165	57,152 9,525	48,987 8,165	57,152 9,525	48,987 8,165	57,152 9,525	48,987 8,165	57,152 9,525	16,329 2,722	0	0	0	0	
TS BEFORE LAND INT AND P	PROFIT 661,698	0	0 869,978	724,981	1,059,588	1,115,356	1,116,740	1,182,033	1,116,740	1,182,033	1,116,740	1,182,033	1,116,740	1,182,033	893,669	568,587	168,687	66,677	19,051	0	0	0	0	
		_						I																
	Land 1,685,962	38,149	38,769	53,537	66.187	84,481	103,979	97,281	87,112	80,140	69,693	62,438	51,703	44,156	33,124	21,650	284	0	0	0	0	0	0	
Market Ho Affordable Ho	lousing	00,140	00,700	00,007	00,107	01,101	100,010	07,201	01,112	00,140	00,000	02,100	01,700	44,100	00,124	21,000	201	Ü	Ü	Ü		Ü		
		-38.149		-778,518																				
Cash Flov	Balanc 0		-908,747				110 101	005 510				200 501												
Opening E		,			-1,125,776	-1,199,837	412,191	625,748	429,058	642,889	446,477	660,591	464,467	678,873	706,117	1,314,825	1,463,939	1,838,385	525,253	0	0	0	0	
Opening B	Balance -2,347,660	-2,385,810	-3,294,557	-4,073,075	-5,198,851	-1,199,837 -6,398,688	412,191 -5,986,497	625,748 -5,360,749	429,058 -4,931,691	642,889 -4,288,802	446,477 -3,842,326	660,591 -3,181,735	464,467 -2,717,268	,.	706,117 -1,332,278	1,314,825 -17,453	1,463,939 1,446,486	1,838,385 3,284,871	525,253 3,810,124	0 3,810,124	0 3,810,124	0 3,810,124	0 3,810,124	
Closing B	•	,	-3,294,557							,,,,,	-3,842,326	,		,.										
Closing B	AL PROFIT Q1	-2,385,810	-3,294,557 Q3			-6,398,688				-4,288,802	-3,842,326	,		-2,038,395				3,284,871				3,810,124		
Closing B	AL PROFIT Q1	-2,385,810 Year 1		-4,073,075	-5,198,851	-6,398,688 Year 2	-5,986,497	-5,360,749	-4,931,691	-4,288,802 Year 3	-3,842,326	-3,181,735	-2,717,268	-2,038,395 Year 4 Q2	-1,332,278	-17,453	1,446,486	3,284,871 Year 5	3,810,124	3,810,124	3,810,124	3,810,124 Year 6	3,810,124	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME	AL PROFIT Q1 0	-2,385,810 Year 1	Q3	-4,073,075 Q4	-5,198,851 Q1	-6,398,688 Year 2	-5,986,497 Q3	-5,360,749 Q4	-4,931,691 Q1	-4,288,802 Year 3	-3,842,326 Q3	-3,181,735 Q4	-2,717,268 Q1	-2,038,395 Year 4 Q2	-1,332,278 Q3	-17,453 Q4	1,446,486 Q1	3,284,871 Year 5	3,810,124 Q3	3,810,124 Q4	3,810,124 Q1	3,810,124 Year 6 Q2	3,810,124 Q3	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME	AL PROFIT Q1 e 0 1,126,667	-2,385,810 Year 1 Q2	Q3 0	-4,073,075	-5,198,851	-6,398,688 Year 2 Q2 0	-5,986,497 Q3 1,632,910	-5,360,749 Q4 1,905,062	-4,931,691 Q1 1,632,910	-4,288,802 Year 3 Q2 1,905,062	-3,842,326 Q3 1,632,910	-3,181,735 Q4 1,905,062	-2,717,268 Q1 1,632,910	-2,038,395 Year 4 Q2 1,905,062	-1,332,278 Q3 1,632,910	-17,453 Q4 1,905,062	1,446,486 Q1 1,632,910	3,284,871 Year 5 Q2 1,905,062	3,810,124 Q3 544,303	3,810,124 Q4 0	3,810,124	3,810,124 Year 6 Q2 0	3,810,124 Q3 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE p Duty ments etc.	AL PROFIT Q1 e 0 1,126,667 56,333 0	-2,385,810 Year 1 Q2 0 0 0	Q3 0	-4,073,075 Q4 0	-5,198,851 Q1 0	-6,398,688 Year 2	-5,986,497 Q3 1,632,910 0 0	-5,360,749 Q4 1,905,062	-4,931,691 Q1 1,632,910	-4,288,802 Year 3 Q2 1,905,062	-3,842,326 Q3 1,632,910	-3,181,735 Q4 1,905,062	-2,717,268 Q1 1,632,910	-2,038,395 Year 4 Q2 1,905,062	-1,332,278 Q3	-17,453 Q4 1,905,062	Q1 1,632,910 0 0	3,284,871 Year 5 Q2 1,905,062	Q3	3,810,124 Q4 0	3,810,124 Q1 0	3,810,124 Year 6 Q2	3,810,124 Q3 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE p Duty ments etc. s Acquisition	AL PROFIT Q1 0 1,126,667 56,333 0 16,900	-2,385,810 Year 1 Q2 0 0 0 0 0	Q3 0 0 0 0	-4,073,075	-5,198,851 Q1 0 0 0 0 0	-6,398,688 Year 2 Q2 0	-5,986,497 Q3 1,632,910 0 0 0	-5,360,749 Q4 1,905,062	-4,931,691 Q1 1,632,910 0 0 0	-4,288,802 Year 3 Q2 1,905,062	-3,842,326 Q3 1,632,910	-3,181,735 Q4 1,905,062	-2,717,268 Q1 1,632,910 0 0	-2,038,395 Year 4 Q2 1,905,062	-1,332,278 Q3 1,632,910	-17,453 Q4 1,905,062	Q1 1,632,910 0 0	3,284,871 Year 5 Q2 1,905,062	3,810,124 Q3 544,303 0 0	3,810,124 Q4 0	3,810,124	3,810,124 Year 6 Q2 0	3,810,124 Q3 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE D Duty ments etc. 8 Acquisition ing Fee	AL PROFIT 0 1,126,667 56,333 0 16,900 27,240 267,685	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0	0 0 0 0 0 0 0 267,685	-4,073,075	-5,198,851	-6,398,688 Year 2 Q2 0 0 0 0 0 0 0	-5,986,497 Q3 1,632,910 0 0 0 0	-5,360,749 Q4 1,905,062	-4,931,691 Q1 1,632,910 0 0 0 0	-4,288,802 Year 3 Q2 1,905,062	-3,842,326 Q3 1,632,910	-3,181,735 Q4 1,905,062	-2,717,268 Q1 1,632,910 0 0 0	-2,038,395 Year 4 Q2 1,905,062 0 0 0 0	-1,332,278 Q3 1,632,910	-17,453 Q4 1,905,062 0 0 0 0	01 1,632,910 0 0 0	3,284,871 Year 5 Q2 1,905,062	3,810,124 Q3 544,303	3,810,124 Q4 0 0 0 0 0	3,810,124	3,810,124 Year 6 Q2 0	3,810,124 Q3 0 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE p Duty ments etc. s Acquisition sing Fee tects	AL PROFIT 0 1,126,667 56,333 0 16,900 27,240	-2,385,810 Year 1 Q2 0 0 0 0 0 0	0 0 0 0	-4,073,075	-5,198,851	-6,398,688 Year 2 Q2 0	-5,986,497 Q3 1,632,910 0 0 0	-5,360,749 Q4 1,905,062	-4,931,691 Q1 1,632,910 0 0 0	-4,288,802 Year 3 Q2 1,905,062 0 0 0	-3,842,326 Q3 1,632,910	-3,181,735 Q4 1,905,062	-2,717,268 Q1 1,632,910 0 0 0	-2,038,395 Year 4 Q2 1,905,062	-1,332,278 Q3 1,632,910	-17,453 Q4 1,905,062	0 0 0 0	3,284,871 Year 5 Q2 1,905,062	3,810,124 Q3 544,303	3,810,124 Q4 0	3,810,124 Q1 0 0 0 0 0	3,810,124 Year 6 Q2 0	3,810,124 Q3 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE p Duty ments etc. s Acquisition ling Fee lects	AL PROFIT 0 1,126,667 56,333 0 16,900 27,240 267,695 33,461	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 267,685 33,461	-4,073,075	-5,198,851	-6,398,688 Year 2 Q2 0 0 0 0 0 0 0 0	-5,986,497 Q3 1,632,910 0 0 0 0	-5,360,749 Q4 1,905,062 0 0 0 0	-4,931,691 Q1 1,632,910 0 0 0 0 0	-4,288,802 Year 3 Q2 1,905,062 0 0 0 0 0	-3,842,326 Q3 1,632,910 0 0 0 0 0	-3,181,735 Q4 1,905,062	-2,717,268 Q1 1,632,910 0 0 0 0	-2,038,395 Year 4 Q2 1,905,062 0 0 0 0 0	-1,332,278 Q3 1,632,910	-17,453 Q4 1,905,062 0 0 0 0 0	0 0 0 0 0 0	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0	3,810,124 Q3 544,303	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q1 0 0 0 0 0 0 0 0	3,810,124 Year 6 Q2 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE p Duty ments etc. s Acquisition ing Fee tects ing Consultants Professional Cost - BCIS Base	AL PROFIT 0 1,126,667 56,333 0 16,900 27,240 267,685 33,461 66,921	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 267,685 33,461 167,303	-4,073,075 Q4 Q4 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	-5.198,851 Q1 0 0 0 0 0 1,009,029	-6,396,688 Year 2 Q2 0 0 1,062,136	-5,986,497 Q3 1,632,910 0 0 0 0 0 1,009,029	-5.360,749 Q4 1,905,062 0 0 0 0 1,062,136	-4,931,691 Q1 1,632,910 0 0 0 0 0 0 0 1,009,029	-4,288,802 Year 3 Q2 1,905,062 0 0 0 1,062,136	3,842,326 Q3 1,632,910 0 0 0 1,008,029	-3,181,735 Q4 1,905,062 0 0 0 0 0 0	2,717,268 Q1 1,632,910 0 0 0 0 1,009,029	-2,038,395 Year 4 Q2 1,905,062 0 0 0 0 0 0 0	-1,332,278 Q3 1,632,910 0 0 0 0 0	-17,453	1,446,496 Q1 1,632,910 0 0 0 0 0 0	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0 0 0	3,810,124 Q3 544,303 0 0 0 0 0	3,810,124 Q4 0 0 0 0 0 0 0 0	3,810,124	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME INCOME Duty ments etc. s Acquisition ing Fee ects ing Consultants Professional Cost - BCIS Base ENTIAL CIL ZIL s106	AL PROFIT 0 1,126,667 56,333 0 16,900 27,240 267,685 33,461 66,921 167,303 0	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 267,685 33,461 66,921 167,303 318,641 75,981	-4,073,075	-5.198.851 C1 0 0 0 0 0 1,009,029 75,981	-6,398,688 Year 2 Q2 0 0 1,062,136 75,881 28,000	-5,986,497 Q3 1,632,910 0 0 0 0 1,009,029 75,981 24,000	-5,360,749 Q4 1,905,062 0 0 0 0 1,062,136 75,981 28,000	4,931,691 Q1 1,632,910 0 0 0 0 1,009,029 75,881	-4,288,802 Year 3 Q2 1,905,062 0 0 0 0 1,062,136 75,981	0 0 0 0 0 0 1,632,910	-3,181,735 Q4 1,905,062 0 0 0 0 1,062,136 75,881 28,000	2,717,268 Q1 1,832,910 0 0 0 0 1,009,029 75,981	-2.038.395 Year 4 O2 1,905,062 0 0 0 0 1,062,136 28,000	-1,332,278 Q3 1,632,910 0 0 0 0 0 796,602 24,000	-17,453 Q4 1,905,062 0 0 0 0 0 477,961 28,000	1,446,486 Q1 1,832,910 0 0 0 0 106,214 8,000	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0 0 0	3,810,124 Q3 544,303 0 0 0 0 0	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME INCOME	AL PROFIT 0 1,126,667 56,333 0 16,900 27,240 267,685 33,481 66,921 167,303	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 267,685 33,461 167,303	-4,073,075 Q4 Q4 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	-5.198,851 Q1 0 0 0 0 0 0 1.009,029 75,981	-6,398,688 Year 2 Q2 0 0 0 0 0 0 0 1,062,136 75,881	-5,986,497 Q3 1,632,910 0 0 0 0 1,009,029 75,981	-5.360,749 Q4 1,905,062	-4.931,691 Q1 1,632,910 0 0 0 0 1,009,029 75,981	-4,288,802 Year 3 Q2 1,905,062 0 0 0 0 1,062,136 75,981	3,842,326 Q3 1,632,910 0 0 0 0 1,000,029 75,881	-3,181,735 Q4 1,905,062 0 0 0 0 1,062,136 75,981	-2.717.268 Q1 1,832.910 0 0 0 0 1,009,029 75,981	-2,038,395 Year 4 Q2 1,905,062 0 0 0 0 0 1,062,136	-1,332,278 Q3 1,632,910 0 0 0 0 0 796,602	-17,453 Q4 1,905,062 0 0 0 0 477,961	1,446,486 Q1 1,632,910 0 0 0 0 106,214	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0 0 0	3,810,124 Q3 544,303 0 0 0 0 0 0 0	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE p Duty ments etc. s Acquisition ing Fee teets ing Consultants Professional Cost - BCIS Base ENTIAL CIL CIL s106 ingency rmals	AL PROFIT 0 1.126,667 56,333 0 16,900 27,240 267,685 33,461 66,921 167,303 0 0 0 0	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 167,985 33,461 66,921 167,903 318,641 75,981	-4,073,075 Q4 Q4 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	-5.198.851 Q1 0 0 0 0 0 0 0 1.009.029 75.981 24.000 25.226 0	-6,398,688 Year 2 Q2 0 0 0 0 0 0 0 0 1,062,136 75,981 28,000 26,553	-5,986,497 Q3 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0	-5.360,749 Q4 1,905,062 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0	-4,931,691 Q1 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0	-4,288,802 Year 3 Q2 1,905,062 0 0 0 0 0 1,062,136 75,981 28,000 0 0 0 0 0 0 0 0 0 0 0 0	3,842,326 Q3 1,632,910 0 0 0 0 1,009,029 75,981 24,000	-3,181,735 Q4 1,905,062 0 0 0 0 0 0 1,062,136 75,981 28,000 0 26,553 0	2,717,268 Q1 1,632,910 0 0 0 0 1,009,029 75,981 24,000 25,226 0	-2,038,395 Year 4 Q2 1,905,062 0 0 0 0 1,062,136 28,000 28,553 0	-1,332,278 Q3 1,632,910 0 0 0 0 0 796,602 24,000 19,915 0	-17,453 Q4 1,905,062 0 0 0 0 0 477,961 28,000 11,949 0	1,446,486 Q1 1,632,910 0 0 0 0 0 106,214 8,000 2,655 0	3,284,871 Year 5 Q2 1,905,062	3,810,124 Q3 544,303	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME INCOME INDITURE P Duty ments etc. s Acquisition ing Fee tects ing Consultants Professional Cost - BCIS Base ENTIAL CIL CIL s106 Ingency mals ce Fees	AL PROFIT 0 1.126.667 56.333 0 16,900 27,240 267,685 33,461 66,921 167,303 0	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,073,075 O4 O O O O O O O O	-5.198.851 Q1 Q1 Q Q Q Q Q Q Q Q Q Q	-6,396,688 Year 2 Q2 0 0 1 0 0 0 0 0 1,062,136 75,891 28,000 0 26,553 0	-5,986,497 Q3 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,226	-5.360,749 Q4 1,905,062 0 0 0 0 0 1,062,136 75,981 28,000 26,553	-4,931,691 Q1 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,226	-4,288,802 Year 3 Q2 1,905,062 0 0 0 0 1,062,136 75,981 28,000 26,553	3,842,326 Q3 1,632,910 0 0 0 0 1,009,029 75,981 24,000 25,226	-3,181,735 Q4 1,905,062 0 0 0 0 0 1,062,136 75,981 28,000 26,553	-2,717,268 Q1 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,228	-2,038,395 Year 4 Q2 1,905,062 0 0 0 0 1,062,136 28,000 26,553	-1,332,278 Q3 1,632,910 0 0 0 0 0 796,602 24,000 19,915	-17,453 Q4 1,905,062 0 0 0 0 0 477,961 28,000 11,949	1,446,486 Q1 1,632,910 0 0 0 0 106,214 8,000 2,655	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0 0 0 0	3,810,124 Q3 544,303 0 0 0 0 0 0 0 0 0	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE P Duty ments etc. s Acquisition sing Fee tects sing Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 ngency rmals sice Fees and Valuation ts	AL PROFIT 0 1,126,667 56,333 0 16,900 27,240 267,685 33,461 66,921 167,303 0 0 0 0 0	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 287.685 33.461 66.921 167.303 318.641 75,981 0	-4,073,075 Q4 Q4 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	-5.198.851 O1 O O O O O O O O O O O	-6,398,688 Year 2 Q2 0 0 0 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0 0	-5,986,497 Q3 1,632,910 0 0 0 0 0 1,008,029 75,881 24,000 25,226 0 0 48,987	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,931,691 Q1 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0 48,987	-4,288,802 Year 3 Q2 1,905,062 0 0 0 0 1,062,136 75,801 26,553 0 0 57,152	0 0 0 0 0 0 0 1,008,029 75,881 24,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,181,735 Q4 1,905,062 0 0 0 0 0 1,062,136 75,881 26,553 0 0 57,152	2,717,268 Q1 1,632,910 0 0 0 0 1,008,029 75,981 24,000 25,226 0 48,997	-2.038,395 Year 4 O2 1,905,062 0 0 0 0 1,062,136 228,000 26,553 0 0 57,152	-1,332,278 Q3 1,632,910 0 0 0 0 0 796,602 24,000 19,915 0 48,987	-17,453 Q4 1,905,062 0 0 0 0 0 477,961 28,000 11,949 0 0 57,152	1,446,486 Q1 1,832,910 0 0 0 0 0 106,214 8,000 2,655 0 0 48,987	3,284,871 Year 5 Q2 1,995,062 0 0 0 0 0 0 0 0 57,152	3,810,124 Q3 544,303 0 0 0 0 0 0 0 16,329	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE p Duty ments etc. Is Acquisition hing Fee tects and Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 Ingency rmals and Valuation ts	AL PROFIT 0 1,126,667 56,333 0 16,900 27,240 267,685 33,461 66,921 167,303 0 0 0 0	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 267,685 33,461 66,921 167,393 7,966 0	-4,073,075 Q4 0 0 0 0 0 0 0 0 0	-5.198,851 O1 0 0 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0	-6,398,688 Year 2 Q2 0 0 0 0 0 0 0 0 0 1,062,136 75,881 28,000 26,553 0 0 0	-5,986,497 Q3 1,632,910 0 0 0 0 0 0 1,009,029 75,881 24,000 25,226 0 0 0	0 0 0 0 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0	-4,931,691 Q1 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0	-4,288,802 Year 3 Q2 1,905,062 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,181,735 Q4 1,905,062 0 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0 0 0	-2,717,268 Q1 1,632,910 0 0 0 0 0 0 1,009,029 75,981 24,000 25,228 0 0 0	-2,038,395 Year 4 Q2 1,905,062 0 0 0 0 0 1,062,136 0 28,000 26,553 0 0 0	-1,332,278 Q3 1,632,910 0 0 0 0 0 796,602 24,000 19,915 0 0 0	-17,453 Q4 1,905,062 0 0 0 0 0 477,961 28,000 11,949 0 0 0	1,446,486 Q1 1,632,910 0 0 0 0 0 106,214 8,000 0 0 0 0 0 0 0 0 0 0 0 0	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 544,303 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL ME AS Above INCOME ENDITURE P Duty ments etc. Is Acquisition sing Fee tects sing Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 ngency rmals and Valuation ts is	AL PROFIT 0 1,126,667 56,333 16,900 27,240 267,685 33,461 66,921 167,303 0 0 0 0 0 0 0 0	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 287.685 33.461 66.921 167.303 318.641 75,981 0	-4,073,075 Q4 Q4 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	-5.198.851 O1 O O O O O O O O O O O	-6,398,688 Year 2 Q2 0 0 0 0 0 0 0 0 0 1,062,136 75,881 28,000 26,553 0 0 0	-5,986,497 Q3 1,632,910 0 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0 0 48,987 8,165	-5.360,749 Q4 1,905,062 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0 0 0 57,152 9,525	-4,931,691 Q1 1,632,910 0 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0 48,987 8,165	-4,288,802 Year 3 Q2 1,905,062 1,905,062 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0 0 0 0 0 0 0 0 1,062,136 75,981	3,842,326 Q3 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,26 0 0 48,987 8,165	-3,181,735 Q4 1,905,062 0 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0 0 0 57,152 9,525	-2,717,268 Q1 1,632,910 0 0 0 0 0 0 1,009,029 75,981 24,000 25,28	-2,038,395 Year 4 Q2 1,905,062 0 0 0 0 0 1,062,136 28,000 26,553 0 0 57,152 9,525	-1,332,278 Q3 1,632,910 0 0 0 0 0 796,602 24,000 19,915 0 48,987	-17,453 Q4 1,905,062 0 0 0 0 0 477,961 28,000 11,949 0 0 0 57,152 9,525	1,446,486 Q1 1,632,910 0 0 0 0 0 106,214 8,000 2,655 0 0 48,987 8,165	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 544,303 0 0 0 0 0 0 0 0 0 16,329 2,722	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 O1 O O O O O O O O O O O O	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL DME AS Above INCOME ENDITURE INCOME ENDITURE INCOME ENDITURE INCOME ENDITURE INCOME ENDITURE INCOME ENDITURE INCOME ENDITURE INCOME ENDITURE INCOME ENDITURE INCOME ENDITURE INCOME ENDITURE INCOME AL PROFIT 0 1,126,667 56,333 16,900 27,240 267,685 33,461 66,921 167,303 0 0 0 0 0 0 0 0	2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 267,685 33,461 66,921 167,303 318,641 75,981 0 0	-4,073,075 Q4 0 0 0 0 0 0 0 0 0	-5.198.851 O1 O O O O O O O O O O O	-6,396,688 Year 2 Q2 0 0 0 0 0 0 0 1,062,136 75,881 28,090 26,553 0 0 0 0 0 0 0 0 0 0 0 0 0	-5,986,497 Q3 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0 48,987 8,165 0	-5,360,749 Q4 1,905,062 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0 0 57,152 9,525	-4,931,691 Q1 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0 48,987 8,165 0 6	-4,288,802 Year 3 Q2 1,905,062 0 0 0 0 0 1,062,136 75,881 28,000 26,553 0 0 57,152 9,525 0	0 0 0 0 0 0 0 0 1,009,029 75,881 24,000 25,226 0 0 48,987 8,165 0	-3,181,735 Q4 1,905,062 0 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0 0 57,152 9,525	2,717,268 Q1 1,832,910 0 0 0 0 0 1,009,029 75,981 0 0 48,987 8,165 0	-2,038,395 Year 4 O2 1,905,062 0 0 0 0 1,062,136 28,000 26,553 0 0 57,152 9,525 0	-1,332,278 Q3 1,632,910 0 0 0 0 0 796,602 24,000 19,915 0 0 48,987 8,165	-17,453 Q4 1,905,062 0 0 0 0 0 477,961 28,000 11,949 0 0 57,152 9,525 0	1,446,486 Q1 1,832,910 0 0 0 0 0 106,214 8,000 2,655 0 48,987 8,165 0	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0 0 0 57,152 9,525	3,810,124 Q3 544,303 0 0 0 0 0 0 0 0 16,329 2,722 0	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0		
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE P Duty ments etc. s Acquisition sing Fee tects sing Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL st06 ngency rmals sce Fees and Valuation ts s TS BEFORE LAND INT AND PI CIL calculation	AL PROFIT 0 1,126,667 56,333 0,16,900 27,240 267,685 33,461 66,921 167,303 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 267,685 33,461 66,921 167,303 318,641 75,981 0 0	-4,073,075 Q4 0 0 0 0 0 0 0 0 0	-5.198.851 O1 O O O O O O O O O O O	-6,396,688 Year 2 Q2 0 0 0 0 0 0 0 1,062,136 75,881 28,090 26,553 0 0 0 0 0 0 0 0 0 0 0 0 0	-5,986,497 Q3 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0 48,987 8,165 0	-5,360,749 Q4 1,905,062 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0 0 57,152 9,525	-4,931,691 Q1 1,632,910 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0 48,987 8,165 0 6	-4,288,802 Year 3 Q2 1,905,062 0 0 0 0 0 1,062,136 75,881 28,000 26,553 0 0 57,152 9,525 0	0 0 0 0 0 0 0 0 1,009,029 75,881 24,000 25,226 0 0 48,987 8,165 0	-3,181,735 Q4 1,905,062 0 0 0 0 0 0 1,062,136 75,981 28,000 26,553 0 0 57,152 9,525	2,717,268 Q1 1,832,910 0 0 0 0 0 1,009,029 75,981 0 0 48,987 8,165 0	-2,038,395 Year 4 O2 1,905,062 0 0 0 0 1,062,136 28,000 26,553 0 0 57,152 9,525 0	-1,332,278 Q3 1,632,910 0 0 0 0 0 796,602 24,000 19,915 0 0 48,987 8,165	-17,453 Q4 1,905,062 0 0 0 0 0 477,961 28,000 11,949 0 0 57,152 9,525 0	1,446,486 Q1 1,832,910 0 0 0 0 0 106,214 8,000 2,655 0 48,987 8,165 0	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0 0 0 57,152 9,525	3,810,124 Q3 544,303 0 0 0 0 0 0 0 0 16,329 2,722 0	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	
Closing B H FLOW FOR CIL ADDITIONAL ME As Above INCOME ENDITURE P Duty ments etc. s Acquisition sing Fee tects sing Consultants Professional Cost - BCIS Base ENTIAL CIL CIL s106 ngency rmals toe Fees and Valuation ts s TS BEFORE LAND INT AND PI CIL calculation	AL PROFIT 0 1.126,667 56,333 0 16,900 27,240 267,685 33,461 66,921 167,303 0 0 0 0 0 0 0 1 0 0 0 0 0 0 0 0 0 0	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,073,075 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	-5.198,851 O1 O O O O O O O O O O O	-6,398,688 Year 2 Q2 0 0 0 0 0 0 0 0 0 1,082,136 75,881 28,000 0 0 0 1,192,671	-5,986,497 Q3 1,632,910 0 0 0 0 0 0 1,009,029 75,881 24,000 25,226 0 0 0 48,967 8,165 0 1,191,388	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,931,691 Q1 1,632,910 0 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0 0 1,191,388	-4,288,802 Year 3 Q2 1,905,062 1,905,062 0 0 0 0 0 1,062,136 75,581 28,000 26,553 0 0 1,259,348	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,181,735 Q4 1,905,062 0 0 0 0 0 0 1,062,136 75,381 28,000 26,553 0 0 0 57,152 9,525 0 1,259,348	2,717,268 Q1 1,632,910 0 0 0 0 0 0 1,009,029 75,981 24,000 25,280 0 0 48,987 8,165 0 1,191,388	-2,038,395 Year 4 Q2 1,905,062 0 0 0 0 0 1,062,136 0 57,152 9,525 0 1,183,367	-1,332,278 Q3 1,632,910 0 0 0 0 0 0 796,602 24,000 19,915 0 0 48,987 8,165 0 897,669	-17,453 Q4 1,905,062 0 0 0 0 0 0 477,961 28,000 11,949 0 0 57,152 9,525 0 584,587	1,446,486 Q1 1,632,910 0 0 0 0 0 106,214 8,000 2,655 0 0 48,987 8,165 0 174,021	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0 0 0 0 0 0 57,152 9,525 0 66,677	3,810,124 Q3 544,303 0 0 0 0 0 0 0 0 16,3299 2,722 0 19,051	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 O1 O O O O O O O O O O O O	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	
I FLOW FOR CIL ADDITIONAL ME As Above INCOME INCOME INCOME INDITURE D Duty ments etc. s Acquisition ing Fee ects ects cost - BCIS Base INTIAL CIL DIL s106 rigency mals ce Fees and Valuation s s IS IS BEFORE LAND INT AND P III. Affordable Ho	AL PROFIT 0 1.126,667 56,333 0 16,900 27,240 267,685 33,461 66,921 167,303 0 0 0 0 0 0 0 1 0 0 0 0 0 0 0 0 0 0	-2,385,810 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,073,075 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	-5.198,851 O1 O O O O O O O O O O O	-6,398,688 Year 2 Q2 0 0 0 0 0 0 0 0 0 1,082,136 75,881 28,000 0 0 0 1,192,671	-5,986,497 Q3 1,632,910 0 0 0 0 0 0 1,009,029 75,881 24,000 25,226 0 0 0 48,967 8,165 0 1,191,388	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,931,691 Q1 1,632,910 0 0 0 0 0 0 1,009,029 75,981 24,000 25,226 0 0 0 1,191,388	-4,288,802 Year 3 Q2 1,905,062 1,905,062 0 0 0 0 0 1,062,136 75,581 28,000 26,553 0 0 1,259,348	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,181,735 Q4 1,905,062 0 0 0 0 0 0 1,062,136 75,381 28,000 26,553 0 0 0 57,152 9,525 0 1,259,348	2,717,268 Q1 1,632,910 0 0 0 0 0 0 1,009,029 75,981 24,000 25,280 0 0 48,987 8,165 0 1,191,388	-2,038,395 Year 4 Q2 1,905,062 0 0 0 0 0 1,062,136 0 57,152 9,525 0 1,183,367	-1,332,278 Q3 1,632,910 0 0 0 0 0 0 796,602 24,000 19,915 0 0 48,987 8,165 0 897,669	-17,453 Q4 1,905,062 0 0 0 0 0 0 477,961 28,000 11,949 0 0 57,152 9,525 0 584,587	1,446,486 Q1 1,632,910 0 0 0 0 0 106,214 8,000 2,655 0 0 48,987 8,165 0 174,021	3,284,871 Year 5 Q2 1,905,062 0 0 0 0 0 0 0 0 0 0 57,152 9,525 0 66,677	3,810,124 Q3 544,303 0 0 0 0 0 0 0 0 16,3299 2,722 0 19,051	3,810,124 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 O1 O O O O O O O O O O O O	3,810,124 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,810,124 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	

	Medium Green	40]																
INCOME Av Size		Number 40		Price 6/m2			1	DEVELOPMEN	IT COSTS							Planning fee ca		rate			Build Cost BCIS	/m2		
m2 Market Housing 97.4		40		£/m2			ı	LAND	Land		/unit or m2 20,509	Total	820,378			Planning app fer No dwgs	dwgs 40 40	rate 462	19.490		FHS	1,462 45 10	3.10%	
•		4		3,300					Stamp Duty		20,509	30,519				No dwgs under No dwgs over 50		138	18,480		Energy Design	0		
Shared Ownership 75.5 Affordable Rent 75.5		8		2,310 1,930		I			Easements etc. Legals Acquisitio	ın	1.50%	12,306						Total	18,480		Acc & Adpt Water Small Sites	12	0%	
Affordable Rent 75.5 Social Rent 75.5		0		1,270		I		PLANNING	Planning Fee			18,480				Stamp duty cal	c - Posidual				Site Costs	229 1,758	16%	
Grant and Subsidy Shared Ownersh		Ü		0					Architects QS / PM		4.00% 0.50%	268,295 33,537				Land payment	c - Residual		820,378			1,730		
Affordable Rent Social Rent				0	0				Planning Consult Other Profession		1.00% 2.50%	67,074 167,685												
SITE AREA - Net 1.11 SITE AREA - Gross 1.33		36 30			10,868,052	3,633			ON Build Cost - BCIS s106 / CIL / IT Contingency	S Based	1,758 2.50%	6,387,688 160,000 159,692				Stamp duty cal	a Add Droffs	Total	30,519					
Sales per Quarter 0 Unit Build Time 3	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r losing balance = (FINANCE	Abnormals		2.30 /6	0	6,707,380			Land payment 125,000 250,000 500.000	0% 1% 3%	1% 3% 4%	563,333					
Residual Land Value Alternative Use Value Uplift 0%	820,378 30,000 0	738,518	615,283 22,500 0		RUN CIL MACR		-28,739		Interest Legal and Valuati	ion	6.50%	0				1,000,000 above	4% 5%	0% 4% Total	22,533					
Plus /ha 400,000 Viability Threshold	533,333 563,333		400,000 422,500		Check on phasing d				Agents Legals		3.0% 0.5%	326,042 54,340				Pre CIL s106		£/ Unit (all) Total	160,000		LIT	% GDV 0.00%	0	
Additional Profit	376,508	E/m2 138	ļ				1	Developers Pro	Misc. ofit Market Housing		17.50%	0	380,382	1,574,623		Post CIL s106 CIL	4,000 0		160,000 0 160,000					_
RESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2			Affordable Hous	Year 3	17.50%			327,286 Year 4		-		Year 5				Year 6		
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing			5	5	5	5	1,124,731	5 1,124,731	1,124,731	5 1,124,731	1,124,731	1,124,731	1,124,731	1,124,731	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent				0	0	0	91,618 142,158	91,618 142,158	91,618 142,158	91,618 142,158	91,618 142,158	91,618 142,158	91,618 142,158	91,618 142,158	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,358,506	1,358,506	1,358,506	1,358,506	1,358,506	1,358,506	1,358,506	1,358,506	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	30,519 0 12,306																							
Planning Fee	18,480							ļ																
Architects QS	134,148 16,768		134,148 16,768					l																
Planning Consultants Other Professional	33,537 83,842		33,537 83,842					ļ																
Other Professional Build Cost - BCIS Base	33,042	0	266,154	532,307	798,461	798,461	798,461	798,461	798,461	798,461	532,307	266,154	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	6,667	13,333	20,000	20,000	20,000	20,000	20,000	20,000	13,333	6,667	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	6,654 0	13,308 0	19,962 0	19,962 0	19,962 0	19,962 0	19,962 0	19,962 0	13,308 0	6,654 0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	0							ı																
	0	0	0	0	0	0	40 7FF	40.7FF	AO 7FF	40.755	40.755	40 7FF	40.755	40.755	0	0	0	0	0	0	0	0	0	•
Agents Legals Micc	0	0	0	0	0	0	40,755 6,793	40,755 6,793	40,755 6,793	40,755 6,793	40,755 6,793	40,755 6,793	40,755 6,793	40,755 6,793	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	329,600	0	547,769	558,948	838,423	838,423	885,970	885,970	885,970	885,970	606,496	327,022	47,548	47,548	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land	820,378																_							
Interest Market Housing		18,687	18,991	28,201	37,742	51,979	66,449	59,850	53,143	46,328	39,402	27,823	11,513	0	0	0	0	0	0	0	0	0	0	1,574,62
Affordable Housing				ļ																				327,286
Cash Flow Opening Balanc	-1,149,977 0	-18,687																						
Closing Balance			-566,760	-587,149	-876,164	-890,402	406,088	412,687	419,393	426,208	712,608	1,003,662	1,299,446	1,310,959	0	0	0	0	0	0	0	0	0	-1,901,90
	-1,149,977	-1,168,664	-566,760 -1,735,425	-587,149 -2,322,574	-876,164 -3,198,738	-890,402 -4,089,140	406,088 -3,683,052	412,687 -3,270,366	419,393 -2,850,973	426,208 -2,424,765	712,608	1,003,662 -708,495	1,299,446 590,950		0 1,901,909	0 1,901,909	0 1,901,909	0 1,901,909	0 1,901,909	0 1,901,909	0 1,901,909	0 1,901,909	0 1,901,909	-1,901,90 0
CASH FLOW FOR CIL ADDITIONAL PRO	OFIT	-1,168,664 Year 1	-1,735,425	-2,322,574	-3,198,738	-4,089,140 Year 2	-3,683,052	-3,270,366	-2,850,973	-2,424,765 Year 3	-1,712,157	-708,495	590,950	1,901,909 Year 4	1,901,909	1,901,909	1,901,909	1,901,909 Year 5	1,901,909	1,901,909	1,901,909	1,901,909 Year 6	1,901,909	0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above	OFIT Q1	-1,168,664 Year 1	-1,735,425 Q3	-2,322,574 Q4	-3,198,738 Q1	-4,089,140 Year 2	-3,683,052 Q3	-3,270,366 Q4	-2,850,973 Q1	-2,424,765 Year 3	-1,712,157 Q3	-708,495 Q4	590,950 Q1	1,901,909 Year 4 Q2	1,901,909 Q3	1,901,909 Q4	1,901,909 Q1	1,901,909 Year 5	1,901,909 Q3	1,901,909 Q4	1,901,909 Q1	1,901,909 Year 6 Q2	1,901,909 Q3	0 Q4
CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above INCOME	OFIT	-1,168,664 Year 1	-1,735,425	-2,322,574	-3,198,738	-4,089,140 Year 2	-3,683,052	-3,270,366	-2,850,973	-2,424,765 Year 3	-1,712,157	-708,495	590,950	1,901,909 Year 4	1,901,909	1,901,909	1,901,909	1,901,909 Year 5	1,901,909	1,901,909	1,901,909	1,901,909 Year 6	1,901,909	0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above	OFIT Q1	-1,168,664 Year 1	-1,735,425 Q3	-2,322,574 Q4	-3,198,738 Q1	-4,089,140 Year 2	-3,683,052 Q3	-3,270,366 Q4	-2,850,973 Q1	-2,424,765 Year 3	-1,712,157 Q3	-708,495 Q4	590,950 Q1	1,901,909 Year 4 Q2	1,901,909 Q3	1,901,909 Q4	1,901,909 Q1	1,901,909 Year 5	1,901,909 Q3	1,901,909 Q4	1,901,909 Q1	1,901,909 Year 6 Q2	1,901,909 Q3	0 Q4
CASH FLOW FOR CIL ADDITIONAL PRO INCOME INCOME EXPENDITURE Land Stamp Duty	Q1 Q1 0 563,333 22,533	-1,168,664 Year 1 Q2 0	-1,735,425 Q3 0	-2,322,574 Q4 0	-3,198,738	-4,089,140 Year 2 Q2 0	-3,683,052 Q3 1,358,506	-3,270,366 Q4 1,358,506	-2,850,973 Q1 1,358,506	-2,424,765 Year 3 Q2 1,358,506	-1,712,157 Q3 1,358,506	-708,495 Q4 1,358,506	590,950 Q1 1,358,506	1,901,909 Year 4 Q2 1,358,506	1,901,909 Q3 0	1,901,909 Q4 0	1,901,909 Q1 0	1,901,909 Year 5 Q2 0	1,901,909 Q3 0	1,901,909 Q4 0	1,901,909	1,901,909 Year 6 Q2 0	1,901,909 Q3 0	Q4 •
CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above INCOME EXPENDITURE Land	Q1 0 563,333	-1,168,664 Year 1 Q2 0	-1,735,425 Q3	-2,322,574	-3,198,738 Q1 0	-4,089,140 Year 2 Q2 0	-3,683,052 Q3 1,358,506	-3,270,366 Q4 1,358,506	-2,850,973 Q1 1,358,506	-2,424,765 Year 3 Q2 1,358,506	-1,712,157 Q3 1,358,506	-708,495 Q4 1,358,506	590,950 Q1 1,358,506	1,901,909 Year 4 Q2 1,358,506	1,901,909 Q3	1,901,909 Q4	1,901,909	1,901,909 Year 5 Q2 0	1,901,909 Q3 0	1,901,909 Q4 0	1,901,909	1,901,909 Year 6 Q2 0	1,901,909 Q3	Q4 0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee	OFIT Q1 0 563,333 22,533 0 8,450 18,480	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 0	-2.322.574 Q4 0 0 0 0 0 0	-3,198,738	-4,089,140 Year 2 Q2 0 0 0 0 0 0	-3,683,052 Q3 1,358,506	-3,270,366 Q4 1,358,506	-2,850,973 C1 1,358,506	-2,424,765 Year 3 Q2 1,358,506 0 0 0 0	-1,712,157 Q3 1,358,506	-708,495 Q4 1,358,506	590,950 Q1 1,358,506 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0	1,901,909 Q3 0	1,901,909 Q4 0 0 0 0 0	0 0 0 0	1,901,909 Year 5 Q2 0 0 0 0 0 0	0 0 0	0 0 0	0 0 0 0	1,901,909 Year 6 Q2 0	1,901,909 Q3 0 0 0 0 0	0 Q4 0 0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS	OFIT Q1 0 563,333 22,533 0 8,450 18,480 134,148 16,768	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 134,148 16,768	-2,322,574 Q4 0 0 0 0 0 0 0 0	-3,198,738	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0	-3,683,052 Q3 1,358,506 0 0 0 0 0	-3,270,366 Q4 1,358,506 0 0 0 0 0	-2,850,973 Q1 1,356,506 0 0 0 0 0	-2,424,765 Year 3 Q2 1,358,506 0 0 0 0 0	-1,712,157 Q3 1,358,506	-708,495 Q4 1,358,506	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	1,901,909 Year 5 O2 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0	1,901,909 Q4 0 0 0 0 0 0 0 0	0 0 0 0 0	1,901,909 Year 6 Q2 0	1,901,909 Q3 0	0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME AS Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects 23 Planning Consultants	DFIT Q1 0 563,333 22,533 0 8,450 18,480 134,148	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 0 0 134,148	-2,322,574 Q4 0 0 0 0 0 0 0 0	-3,198,738	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0	-3,683,052 Q3 1,358,506 0 0 0 0	-3,270,366 Q4 1,358,506	-2,850,973 Q1 1,358,506	-2,424,765 Year 3 Q2 1,358,506 0 0 0 0	-1,712,157 Q3 1,358,506	-708,495 Q4 1,358,506	0 0 0 0	1,901,909 Year 4 Q2 1,358,506	1,901,909 Q3 0 0 0 0 0 0 0 0	1,901,909 Q4 0 0 0 0 0 0	0 0 0 0 0 0	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	1,901,909 Year 6 Q2 0	1,901,909 Q3 0 0 0 0 0	0 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects	DFIT Q1 0 563,333 22,533 0 8,450 18,480 134,148 16,768 33,537	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 134,148 16,768 33,537 83,842 266,154	-2,322,574 0 0 0 0 0 0 0 0 0 0	-3,198,738	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0	-3,683,052 Q3 1,358,506 0 0 0 0	-3,270,366 Q4 1,358,506 0 0 0 0 0	-2,850,973 Q1 1,358,506	-2.424,765 Year 3 Q2 1,358,506 0 0 0 0 0 0	-1,712,157 Q3 1,358,506	-708.495 Q4 1,358,506	590.950 Q1 1,358,506	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0 0 0	1,901,909	0 0 0 0 0 0 0	0 0 0 0 0 0 0	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL	DFIT C1 0 0 563,333 22,533 0 8,450 18,480 134,148 16,768 33,537 83,842	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 0 134,148 16,768 33,537 83,842	2,322,574 Q4 Q4 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	-3,198,738	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,683,052 Q3 1,358,596 0 0 0 0 0	-3.270,366 Q4 1,358,506	-2,850,973 Q1 1,358,506	2,424,765 Year 3 Q2 1,358,506 0 0 0 0 0 0	-1,712,157 Q3 1,358,506	-708,495 Q4 1,358,506	0 0 0 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	1,901,909 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects Architects April Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Poeac (Lit 106 Contingency	DFIT C1 0 0 563,333 22,533 0 8,450 18,480 134,148 16,768 33,537 83,842	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 134,148 16,768 33,537 83,842 266,154	-2.322.574 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,198,738 Q1 0 0 0 0 0 0 0 798,461 62,751	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 798,461 62,751	3,683,052 Q3 1,358,506 0 0 0 0 798,461 62,751	-3,270,366 Q4 1,358,506 0 0 0 0 0 798,461 62,751	-2,850,973 Q1 1,358,506 0 0 0 0 0 798,461	-2,424,765 Year 3 Q2 1,358,506 0 0 0 0 798,461	-1,712,157 Q3 1,358,506 0 0 0 0 0 532,307	-708.495 Q4 1,358,506 0 0 0 0 0 0 266,154	0 0 0 0 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q1 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	0 0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO NCOME As Above INCOME EXPENDITURE and Stamp Duty Easements etc. egals Acquisition Planning Fee Architects 2S Planning Consultants Dither Professional Build Cost - BCIS Base POTENTIAL CIL Peet CIL s 106 Contingency Abnormals	DFIT 01 0 563,333 22,533 0 8,450 18,480 134,148 16,768 33,537 83,842 0 0 0	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 134,148 16,768 33,537 83,842 266,154 62,751 6,654	-2,322,574	-3,198,738 Q1 0 0 0 0 0 0 0 0 798,461 62,751 20,000 19,962	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 0 798,461 62,751 20,000 19,962	3,683,052 Q3 1,356,506 0 0 0 0 0 798,461 62,751 20,000 19,962	-3,270,366 Q4 1,358,506 0 0 0 0 0 798,461 62,751 20,000 19,962	-2,850,973 Q1 1,358,506 0 0 0 0 0 798,461 20,000 19,962 0	-2,424,765 Year 3 Q2 1,358,566 0 0 0 0 0 798,461 20,000 19,862 0	-1,712,157 Q3 1,358,506 0 0 0 0 0 0 532,307 20,000 13,308	-708,495 -708,495 -708,495 -708,495 -708,495 -708,495 -708,495 -708,495 -708,495 -708,495 -708,495 -708,495 -708,495	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees	563,333 22,533 0 8,450 18,480 16,768 33,537 83,842 0	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 0 134,148 16,768 33,537 83,842 266,154 62,751	-2,322,574 Q4 0 0 0 0 0 0 0 0 0 0 532,307 62,751 13,308 0	-3,198,738 Q1 0 0 0 0 0 0 0 0 798,461 62,751 20,000 19,962 0	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 798,461 62,751 20,000 19,862 0	-3,683,052 Q3 1,356,506 0 0 0 0 0 798,461 62,751 20,000 19,562 0	-3,270,366 Q4 1,358,506 0 0 0 0 0 798,461 62,751 20,000 19,962	-2,850,973 Q1 1,358,506 0 0 0 0 0 798,461 20,000 19,962	-2,424,765 Year 3 Q2 1,358,506 0 0 0 0 0 798,461 20,000 19,962	-1,712,157 Q3 1,358,596 0 0 0 0 0 0 532,307 20,000 13,308 0	-708.495 Q4 1,358,506 0 0 0 0 0 266,154 20,000 6,654	0 0 0 0 0 0 0 0 0 0	1,901,909 Year 4 O2 1,358,506 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents	DFIT	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 134,148 16,768 33,537 83,842 266,154 62,751 6,654 0 0	-2.322.574 Q4 0 0 0 0 0 0 0 0 0 532,307 62,751 13,308 0 0 0	-3,198,738 C11 0 0 0 0 0 0 0 0 798,461 62,751 20,000 19,962 0 0 0	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 798,461 62,751 20,000 19,862 0 0 0 0	-3,683,052 Q3 1,356,506 0 0 0 0 0 798,461 62,751 0 0 0 40,755	-3,270,366 Q4 1,358,506 0 0 0 0 0 798,461 62,751 20,000 19,962 0 0 40,755	-2,850,973 C1 1,358,506 0 0 0 0 0 798,461 20,000 19,962 0 0 40,755	-2,424,765 Year 3 Q2 1,358,506 0 0 0 0 0 798,461 20,000 19,962 0 40,755	-1,712,157 Q3 1,358,596 0 0 0 0 0 0 0 532,307 20,000 13,308 0 0 40,755	-708,495 C4 1,358,506 0 0 0 0 0 0 266,154 20,000 6,854 0 0 40,755	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0 0 0 0 0 40,755	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO NCOME AS Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects 2S SI Siblication Siblication Siblication Siblication Consultants Cotter Cotte	DFIT	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 134,148 16,768 33,557 83,842 266,154 6,654 0 0 0 0 0 0 0	-2,322,574 Q4 0 0 0 0 0 0 0 0 532,307 62,751 13,308 0 0 0 0 0 0 0 0 0 0 0 0	-3,198,738 O1 O O O O O O O O O O O O	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,683,052 Q3 1,356,506 0 0 0 0 0 798,461 62,751 0 0 40,755 6,793 0	-3,270,366 Q4 1,358,506 0 0 0 0 0 0 798,461 62,751 20,000 19,962 0 0 40,755 6,793 0	-2,850,973 C1 1,358,506 0 0 0 0 0 0 798,461 20,000 19,962 0 0 40,755 6,793 0	-2,424,765 Year 3 Q2 1,358,596 0 0 0 0 0 798,461 20,000 19,962 0 40,755 6,793 0	-1,712,157 Q3 1,358,506 0 0 0 0 0 0 532,307 20,000 13,308 0 0 40,755 6,793 0	-708,495 Q4 1,358,506 0 0 0 0 0 0 266,154 20,000 6,654 0 0 40,755 6,793 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME AS Above INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL st06 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc.	DFIT	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 134,148 16,768 33,537 83,842 266,154 62,751 6,654 0 0 0 0	-2,322,574 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,198,738 Q1 0 0 0 0 0 0 0 0 0 798,461 62,751 20,000 19,962 0 0 0 0 0	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 0 798,461 62,751 20,000 0 0 0 0 0 0 0 0 0 0 0 0	-3,683,052 Q3 1,356,506 0 0 0 0 0 0 798,461 62,751 20,000 0 0 0 40,755 6,793	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,850,973 Q1 1,358,506 0 0 0 0 0 0 798,461 20,000 19,962 0 0 40,755 6,793	-2,424,765 Year 3 Q2 1,358,506 0 0 0 0 0 0 798,461 20,000 19,962 0 0 40,755 6,793	-1,712,157 Q3 1,358,506 0 0 0 0 0 0 0 532,307 20,000 13,308 0 0 0 40,755 6,793	-708.495 -708.495 -708.495 0 0 0 0 0 0 0 0 266,154 0 0 40,755 6,793	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0 0 0 0 0 40,755 6,793	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO INCOME As Above INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Milisc. COSTS BEFORE LAND INT AND PROFIT	DFIT	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 134,148 16,768 33,557 83,842 266,154 6,654 0 0 0 0 0 0 0	-2,322,574 Q4 0 0 0 0 0 0 0 0 532,307 62,751 13,308 0 0 0 0 0 0 0 0 0 0 0 0	-3,198,738 O1 O O O O O O O O O O O O	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,683,052 Q3 1,356,506 0 0 0 0 0 798,461 62,751 0 0 40,755 6,793 0	-3,270,366 Q4 1,358,506 0 0 0 0 0 0 798,461 62,751 20,000 19,962 0 0 40,755 6,793 0	-2,850,973 C1 1,358,506 0 0 0 0 0 0 798,461 20,000 19,962 0 0 40,755 6,793 0	-2,424,765 Year 3 Q2 1,358,596 0 0 0 0 0 798,461 20,000 19,962 0 40,755 6,793 0	-1,712,157 Q3 1,358,506 0 0 0 0 0 0 532,307 20,000 13,308 0 0 40,755 6,793 0	-708,495 Q4 1,358,506 0 0 0 0 0 0 266,154 20,000 6,654 0 0 40,755 6,793 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO NCOME As Above INCOME EXPENDITURE and Stamp Duty Casements etc. Legals Acquisition Planning Fee Architects 28 Planning Consultants Dither Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL stoß Confingency Abnormals Finance Fees Legal and Valuation Agents Legals Legals Legals Loss Costs Before Land Int AND PROFIT For CIL calculation	563,333 22,533 0 8,450 18,480 134,148 16,768 33,537 83,842 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 134,148 16,768 33,537 83,842 266,154 62,751 6,654 0 0 0 0 0 0 0 0 0 0 0 0 0	2,322,574 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,198,738 Q1 0 0 0 0 0 0 0 0 0 798,461 62,751 20,000 19,962 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,683,052 Q3 1,358,506 0 0 0 0 0 0 798,461 62,751 20,000 19,962 0 0 40,755 6,793 0 948,722	04 1,358,506 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,850,973 Q1 1,358,506 0 0 0 0 0 0 798,461 20,000 19,962 0 0 40,755 6,793 0 885,970	-2,424,765 Year 3 Q2 1,358,506 0 0 0 0 0 0 798,461 20,000 19,962 0 0 40,755 6,793 0 885,970	-1,712,157 Q3 1,358,506 0 0 0 0 0 0 0 532,307 20,000 13,308 0 0 40,755 6,793 0 613,163	-708.495 Q4 1,358,506 0 0 0 0 0 0 0 266,154 0 0 40,755 6,793 0 340,355	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0 0 0 0 0 0 0 40,755 6,793 0 44,548	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
CASH FLOW FOR CIL ADDITIONAL PRO NCOME As Above INCOME EXPENDITURE and Stamp Duty Sasements etc. Legals Acquisition Planning Fee Architects Planning Fee Architects Share Documents etc. Legals Acquisition Planning Fee Architects Build Cost - BCIS Base POTENTIAL CIL Cost Cil. at 100 Contingency Abnormals Finance Fees Legal and Valuation Agents Legal and Valuation Agents Legals LossTS BEFORE LAND INT AND PROFIT For CIL calculation Interest Market Housing	DFIT C1 0 563,333 22,533 0 8,450 134,148 16,768 33,537 83,842 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,168,664 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,735,425 Q3 0 0 0 0 134,148 16,768 33,537 83,842 266,154 62,751 6,654 0 0 0 0 0 0 0 0 0 0 0 0 0	2,322,574 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,198,738 Q1 0 0 0 0 0 0 0 0 0 798,461 62,751 20,000 19,962 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,089,140 Year 2 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	3,683,052 Q3 1,358,506 0 0 0 0 0 0 798,461 62,751 20,000 19,962 0 0 40,755 6,793 0 948,722	04 1,358,506 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-2,850,973 Q1 1,358,506 0 0 0 0 0 0 798,461 20,000 19,962 0 0 40,755 6,793 0 885,970	-2,424,765 Year 3 Q2 1,358,506 0 0 0 0 0 0 798,461 20,000 19,962 0 0 40,755 6,793 0 885,970	-1,712,157 Q3 1,358,506 0 0 0 0 0 0 0 532,307 20,000 13,308 0 0 40,755 6,793 0 613,163	-708.495 Q4 1,358,506 0 0 0 0 0 0 0 266,154 0 0 40,755 6,793 0 340,355	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 4 Q2 1,358,506 0 0 0 0 0 0 0 0 0 0 0 40,755 6,793 0 44,548	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 5 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909	1,901,909 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Year 6 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	1,901,909 Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0

Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy SITE AREA - Net SITE AREA - Gross Sales per Quarter Unit Build Time	Av Size m2 99.4 76.0 76.0 76.0 Shared Ownershi Affordable Rent Social Rent	% 70% 11% 20%	Number 20 14 2		Price £/m2 3,300	2 £			DEVELOPMEN	IT COSTS							Planning fee cal Planning app fer	dwgs	rate			Build Cost BCIS FHS	/m2 1,470 46	3.10%	
Shared Ownership Affordable Rent Social Rent Grant and Subsidy SITE AREA - Net SITE AREA - Gross Sales per Quarter	76.0 76.0 76.0 Shared Ownershi Affordable Rent	11% 20% 0%	2		3,300																	FHS	46	3.10%	
Affordable Rent Social Rent Grant and Subsidy SITE AREA - Net SITE AREA - Gross Sales per Quarter	76.0 76.0 Shared Ownershi Affordable Rent	20%				0 4,591,569	1,391		1	Land Stamp Duty		/unit or m2 20,434	Total 9,934	408,676			No dwgs No dwgs under No dwgs over 50	20 20 0	462 138	9,240		Energy Design	10 0		
Social Rent Grant and Subsidy SITE AREA - Net SITE AREA - Gross Sales per Quarter	76.0 Shared Ownershi Affordable Rent	0%			2,310	368,676	160		1	Easements etc. Legals Acquisiti	on	1.50%	6,130						Total	9,240		Acc & Adpt Water	12 0		
Grant and Subsidy SITE AREA - Net SITE AREA - Gross Sales per Quarter	Shared Ownershi Affordable Rent				1,930				PLANNING	Diamina Fan			0.040				Ota dudu and	Backhart				Small Sites Site Costs	230	0% 16%	
SITE AREA - Gross Sales per Quarter	Social Rent	0	0		1,270	0 0				Planning Fee Architects QS / PM Planning Consu Other Professio		4.00% 0.50% 1.00% 2.50%	9,240 137,153 17,144 34,288 85,720				Stamp duty cald Land payment	: - Kesiduai		408,676			1,769		
	0.56 H 0.67 H		36 30			5,532,297			CONSTRUCTION			1,769	3,267,137 80,000						Total	9,934					
	0 3 (Quarters				RUN Residual I	MACRO ctrl+r			Contingency Abnormals		2.50%	81,678 0				Stamp duty cald Land payment 125,000 250,000	0%	1% 3%	281,667					
Residual Land Value Uternative Use Value	0%	408,676 15,000 0	Per ha NET 736,198	22,500 0		RUN CIL MACE	losing balance = RO ctrl+l losing balance =			Fees Interest Legal and Valua	ition	6.50%	0				500,000 1,000,000 above	3% 4% 5%	0% 0% 3% Total	8,450					
	a 400,000 ability Threshold		:/m2	400,000 422,500		Check on phasing cor]	SALES	Agents Legals Misc.		3.0% 0.5%	165,969 27,661 0		4,330,730		Pre CIL s106	1	E/ Unit (all) Fotal	80,000		LIT	% GDV 0.00%	0	
Additional Profit		186,122	134						Developers Pro	ofit Market Housing Affordable Hou		17.50% 17.50%			803,525 164,627		Post CIL s106 CIL	4,000	£/ Unit (all) £/m2 Total	80,000 0 80,000					
RESIDUAL CASH FLOW	FOR INTEREST	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				2	3	2 0	3	2 459.157	3 688.735	2 459.157	3 688.735	459.157	688,735	459.157	688.735	0	0	0	0	0	0	0	0	0	0
Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy					0 0	0 0	0 0	36,868 57,205 0	55,301 85,808 0	36,868 57,205 0	55,301 85,808 0	36,868 57,205 0	55,301 85,808 0	36,868 57,205 0	55,301 85,808 0	0 0 0	0 0	0 0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0
INCOME		0	0	0	0	0	0	553,230	829,845	553,230	829,845	553,230	829,845	553,230	829,845	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		9,934 0 6,130																							
Planning Fee Architects		9,240 68,576		68.576																					
QS Planning Consultants Other Professional		8,572 17,144 42,860		8,572 17,144 42,860																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals			0 0 0	108,905 2,667 2,723 0	272,261 6,667 6,807 0	381,166 9,333 9,529 0	435,618 10,667 10,890 0	381,166 9,333 9,529 0	435,618 10,667 10,890 0	381,166 9,333 9,529 0	435,618 10,667 10,890 0	272,261 6,667 6,807 0	163,357 4,000 4,084 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation		0																							
Agents Legals Misc. COSTS BEFORE LAND I	INT AND PROFIT	0 0 162,457	0	0 0 0 251,446	0 0 285,735	0 0 400,028	0 0 457,175	16,597 2,766 419,391	24,895 4,149 486,220	16,597 2,766 419,391	24,895 4,149 486,220	16,597 2,766 305,098	24,895 4,149 200,485	16,597 2,766 19,363	24,895 4,149 29,045	0	0 0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	408,676																							
	Interest Market Housing ffordable Housing	400,070	9,281	9,432	13,671	18,536	25,338	33,179	31,543	26,472	24,727	19,545	15,830	5,861	0	0	0	0	0	0	0	0	0	0	0 803,52 164,62
	Cash Flow Opening Balance Closing Balance	-571,132 0 -571,132	-9,281 -580,413	-260,878 -841,291	-299,406 -1,140,697	-418,565 -1,559,262	-482,513 -2,041,775	100,659	312,082 -1,629,034	107,366 -1,521,667	318,898 -1,202,770	228,587 -974,183	613,529 -360,654	528,006 167,352	800,800 968,152	0 968,152	0 968,152	0 968,152	0 968,152	0 968,152	0 968,152	0 968,152	0 968,152	0 968,152	-968,15 0
CACUE OW FOR OU	DDITIONAL DDO		V4				V 0				V2				V4				V5				V 6		
CASH FLOW FOR CIL A	As Above	Q1	Year 1	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME		0	0	0	0	0	0	553,230	829,845	553,230	829,845	553,230	829,845	553,230	829,845	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		281,667																							
Stamp Duty Easements etc.		8,450 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egals Acquisition		4,225 9,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		68,576 8,572	0	68,576 8,572	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		17,144 42,860	0	17,144 42,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0	0	108,905 31,020	272,261 31,020	381,166 31,020	435,618 31,020	381,166 31,020	435,618 31,020	381,166	435,618	272,261	163,357	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Johnormals		0	0	2,723 0	6,807 0	8,000 9,529 0	12,000 10,890 0	8,000 9,529 0	12,000 10,890 0	8,000 9,529 0	12,000 10,890 0	8,000 6,807 0	12,000 4,084 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	0	0	0	0	0	16,597 2,766	24,895 4,149	16,597 2,766	24,895 4,149	16,597 2,766	24,895 4,149	16,597 2,766	24,895 4,149	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND	INT AND PROFIT	0 440,734	0	0 279,800	0 310,088	0 429,715	0 489,529	0 449,078	0 518,574	0 418,058	0 487,553	0 306,431	0 208,485	0 19,363	0 29,045	0	0	0	0	0	0	0	0	0	0
For CIL calculation	Interest Market Housing		7,162	7,278	11,943	17,176	24,438	32,790	31,631	27,087	25,330	20,180	16,497	6,668	0	0	0	0	0	0	0	0	0	0	0 767,63
	Cash Flow Opening Balance	-440,734 0	-7,162	-287,078	-322,032	-446,892	-513,967	71,361	279,640	108,085	316,961	226,619	604,862	527,199	800,800	0	0	0	0	0	0	0	0	0	-932,25

SITE NAME Site 6	Medium Green	20 LD]																
INCOME Av S	Size %	Number		Price		GIA		DEVELOPMEN	NT COSTS							Planning fee ca					Build Cost	/m2		
	m2	20		£/m2				LAND	Land		/unit or m2	Total	450 705			Planning app fer No dwgs	20		0.040		BCIS FHS	1,461 45	3.10%	
	70% 76.0 11%			3,300 2,310					Land Stamp Duty Easements etc.		22,836	12,336				No dwgs under No dwgs over 50	20 0	462 138 Total	9,240 0 9,240		Energy Design Acc & Adpt	10 0 12		
	76.0 20%			1,930					Legals Acquisition	on	1.50%	6,851						Total	3,240		Water Small Sites	0	0%	
ocial Rent 7	76.0 0%	0		1,270				PLANNING	Planning Fee			9,240	,			Stamp duty cal	c - Residual				Site Costs	229 1,758	16%	
rant and Subsidy Shared Owr Affordable F Social Rent	Rent			0 0	0				Architects QS / PM Planning Consul Other Profession		4.00% 0.50% 1.00% 2.50%	140,832 17,604 35,208 88,020				Land payment			456,728					
SITE AREA - Net 0	0.69 ha 0.80 ha	29 25			5,738,420	1,910		CONSTRUCTI	ION Build Cost - BCI		1,758	3,356,869						Total	12,336					
ales per Quarter 0 Init Build Time 3	Quarters								s106 / CIL / IT Contingency Abnormals		2.50%	80,000 83,922 0				Stamp duty cal Land payment 125,000	c - Add Profit	1%	338,000					
Residual Land Value	Whole Site 456,728	666,306				osing balance =	0	FINANCE	Fees Interest		6.50%	0				250,000 500,000 1,000,000	1% 3% 4%	0% 0%						
Alternative Use Value Jplift 0% Plus /ha 400,000 Viability Thresh			22,500 0 400,000 422,500			osing balance =		SALES	Legal and Valua Agents	tion	3.0%	172,153				above	5%	3% Total £/ Unit (all)	10,140		ш	% GDV		ſ
Additional Profit		£/m2	422,500		Check on phasing a				Legals Misc.		0.5%	28,692 0		4,488,454		Post CIL s106		Total	80,000			0.00%	0	
								Developers Pr	Market Housing Affordable Hou		17.50% 17.50%			839,596 164,627		CIL	0		0 80,000					
RESIDUAL CASH FLOW FOR INTER	REST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
NCOME UNITS Started			2	3	2	3	2	3	2	3														
Market Housing Shared Ownership Affordable Rent				0	0 0	0 0	479,769 36,868 57,205	719,654 55,301 85,808	479,769 36,868 57,205	719,654 55,301 85,808	479,769 36,868 57,205	719,654 55,301 85,808	479,769 36,868 57,205	719,654 55,301 85,808	0 0 0	0	0	0	0	0	0 0	0 0 0	0 0 0	0
ordable Rent Social Rent Grant and Subsidy				0	0	0	57,205 0 0	85,808 0 0	0 0	85,808 0 0	57,205 0 0	85,808 0 0	0 0	85,808 0 0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	573,842	860,763	573,842	860,763	573,842	860,763	573,842	860,763	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	12,336 0 6,851																							
Planning Fee	9,240																							
rchitects IS	70,416 8,802		70,416 8,802																					
lanning Consultants ther Professional	17,604 44,010		17,604 44,010																					
uild Cost - BCIS Base 106/CIL		0	111,896 2.667	279,739 6.667	391,635 9,333	447,582 10.667	391,635 9.333	447,582 10.667	391,635 9,333	447,582 10.667	279,739 6.667	167,843 4.000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency bnormals		0	2,797	6,993	9,791	11,190	9,791	11,190	9,791	11,190	6,993	4,196	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees egal and Valuation	0																							
Agents Legals	0	0	0	0	0	0	17,215 2,869	25,823 4,304	17,215 2,869	25,823 4,304	17,215 2,869	25,823 4,304	17,215 2,869	25,823 4,304	0	0	0	0	0	0	0	0	0	0
Misc. Costs Before Land Int and Pro	OFIT 169,259	0	0 258,191	293,399	410,759	469,439	430,843	499,565	430,843	499,565	313,484	206,166	20,084	30,127	0	0	0	0	0	0	0	0	0	0
For Residual Valuation L: Inte Market Hous Affordable Hous	sing	10,172	10,338	14,701	19,708	26,703	34,765	33,006	27,673	25,799	20,349	16,449	6,079	0	0	0	0	0	0	0	0	0	0	0 839,596 164,627
Cash Flow Opening Ba Closing Bala	alanc 0	-10,172 -636,159	-268,529 -904,688	-308,100 -1,212,789	-430,467 -1,643,255	-496,142 -2,139,397	108,233	328,191 -1,702,972	115,325	335,398 -1,252,249	240,009	638,148	547,679 173,587	830,636 1,004,224	0	0	0	0	0	0 1,004,224	0	0	0 1,004,224	-1,004,224 0
CASH FLOW FOR CIL ADDITIONAL I	•	Year 1		,,=,=,,=,=		Year 2		.,,,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Year 3			,,	Year 4		.,,,	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Year 5	-,,	-,,		Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	573,842	860,763	573,842	860,763	573,842	860,763	573,842	860,763	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land Stamp Duty	338,000 10,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
asements etc. egals Acquisition	0 5,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects OS	9,240 70,416 8,802	0 0 0	0 70,416 8,802	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0	0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0
2S Planning Consultants Other Professional	17,604 44,010	0	17,604 44,010	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
uild Cost - BCIS Base	0	0	111,896	279,739	391,635	447,582	391,635	447,582	391,635	447,582	279,739	167,843	0	0	0	0	0	0	0	0	0	0	0	0
OTENTIAL CIL ost CIL s106			30,801	30,801	30,801 8,000	30,801 12,000	30,801 8,000	30,801 12,000	8,000	12,000	8,000	12,000	0	0	0	0	0	0	0	0	0	0	0	0
ontingency bnormals	0	0	2,797 0	6,993 0	9,791 0	11,190 0	9,791 0	11,190 0	9,791 0	11,190 0	6,993 0	4,196 0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees egal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals	0	0	0	0	0	0	17,215 2,869	25,823 4,304	17,215 2,869	25,823 4,304	17,215 2,869	25,823 4,304	17,215 2,869	25,823 4,304	0	0	0	0	0	0	0	0	0	0
Jisc. Costs Before Land int and Pro	0	0	0 286,326	0 317,533	0	0 501,573	0	531,700	0	0 500,899	0	0	0	0	0	0	0	0	0	0	0	0	0	0
				*		*																		
For CIL calculation Inter Market Hous Affordable Hous	sing	8,178	8,311	13,099	18,472	25,926	34,498	33,213	28,406	26,522	21,105	17,239	7,012	0	0	0	0	0	0	0	0	0	0	0 796,347 164,627

Cash Flow -503,282
Opening Balance 0
Closing Balance -503,282



SITE NAME Site 7	Small Green 12	2						1																
INCOME Av Size	e %	Number		Price	GDV	GIA		DEVELOPMEN	IT COSTS							Planning fee ca	alc		1	Ī	Build Cost	/m2		
m2		12		£/m2		m2		LAND			/unit or m2	Total				Planning app fer					BCIS FHS	1,455 45	3.10%	
Market Housing 100.4	4 70%	8		3,500	2,953,067	844		LAND	Land		39,384		472,604			No dwgs under	12	462	5,544		Energy	10	3.10%	b
Shared Ownership 73.3	3 11%	1		2,450	226,380	92			Stamp Duty Easements etc.			13,130 0				No dwgs over 50	. 0	138 Total	0 5,544		Design Acc & Adpt	12		
Affordable Rent 73.3	3 20%	2		1,930	331,188	172			Legals Acquisition	on	1.50%	7,089	20,219								Water Small Sites	0	0%	6
Social Rent 73.3				1,270		0		PLANNING	Planning Fee			5,544				Stamp duty cal	le - Paeidual			Ī	Site Costs	155 1,677	11%	
		0				Ů			Architects		4.00%	78,105				Land payment	ic - Residual		472,604			1,077		
Grant and Subsidy Shared Owners Affordable Ren Social Rent				0					QS / PM Planning Consul Other Profession		0.50% 1.00% 2.50%	19,526												
SITE AREA - Net 0.33 SITE AREA - Gross 0.40	3 ha O ha	36 30			3,510,635	1,108		CONSTRUCTI	Build Cost - BCI	IS Based	1,677							Total	13,130					
Sales per Quarter 0 Unit Build Time 3	Quarters								s106 / CIL / IT Contingency Abnormals		2.50%	48,000 46,454 0				Stamp duty cal Land payment 125,000	lc - Add Profit	1%	180,000					
Residual Land Value	Whole Site 472,604		Per ha GROSS 1,181,509		RUN Residual N	MACRO ctrl+r osing balance =	0	FINANCE	Fees Interest		6.50%	0				250,000 500,000 1,000,000	1% 3% 4%	0%						
Alternative Use Value Uplift 0% Plus /ha 400,000	20,000 0 160,000		50,000 0 400,000			osing balance =	-8,630	SALES	Legal and Valua	tion		0				above	5%	Total	5,400					7
Viability Threshold		£/m2	450,000		Check on phasing o				Agents Legals Misc.		3.0% 0.5%			2,730,068		Pre CIL s106		£/ Unit (all) Total	48,000	·	LIT	% GDV 0.00%	0	
Additional Profit	357,669	424	l					Developers Pr	ofit Market Housing Affordable Hou		17.50% 17.50%			516,787 97,574		Post CIL s106 CIL	4,000		48,000 0 48,000					
RESIDUAL CASH FLOW FOR INTERES		Year 1				Year 2		ļ.		Year 3				Year 4				Year 5				Year 6		
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing			2	2	2	2	2 492,178	2 492.178	492.178	492.178	492.178	492.178	0	0	0	0	I 0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	37,730	37,730	37,730	37,730	37,730	37,730	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	55,198 0	55,198 0	55,198 0	55,198 0	55,198 0	55,198 0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0	0 585,106	0 585,106	0 585,106	0 585,106	0 585,106	0 585,106	0	0	0	0	0	0	0	0	0	0	0	0
	U	U	U	U	U	U	Jd3,106	363,106	383,106	363,106	363,106	383,106	U	U	U	U		U	U	U	1	U	U	U
EXPENDITURE Stamp Duty Easements etc.	13,130 0																							
Legals Acquisition	7,089																							
Planning Fee	5,544																							
Architects QS	39,052 4,882		39,052 4,882																					
Planning Consultants	9,763		9,763																					
Other Professional	24,408		24,408																					
Build Cost - BCIS Base s106/CIL		0	103,231 2,667	206,463 5,333	309,694 8,000	309,694 8,000	309,694 8,000	309,694 8,000	206,463 5,333	103,231 2,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals		0	2,667 2,581 0	5,333 5,162 0	7,742 0	7,742 0	7,742 0	7,742 0	5,333 5,162 0	2,581 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	v	·	Ŭ		•	Ŭ	ŭ		Ü	Ü	ŭ		-	•	ŭ		·	Ü	·		Ü	·	J
Legal and Valuation	0																							
Agents Legals	0	0	0	0	0	0	17,553 2,926	17,553 2,926	17,553 2,926	17,553 2,926	17,553 2,926	17,553 2,926	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROFI		0	0	216,958	325,437	325,437	345,915	345,915	237,436	128,958	20,479	20,479	0	0	0	0	0	0	0	0	0	0	0	0
OCOTO DEL ONE EMILD IN MIDE NO.	100,000		100,004	210,000	020,101	020,401	040,010	040,010	201,400	120,000	20,410	20,410	,			Ţ,								
For Residual Valuation Land Interest	t.	9,368	9,520	12,707	16,439	21,994	27,640	24,202	20,709	15,395	8,233	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing Affordable Housing																								516,787 97,574
Cash Flow	-576,472	-9,368	-196,103	-229,664	-341,875	-347,431	211,551	214,988	326,961	440,753	556,394	564,627	0	0	0	0	0	0	0	0	0	0	0	-614,361
Opening Balan Closing Balanc	ic 0	-585,839	-781,943	-1,011,607	-1,353,482	-1,700,913	-1,489,362	-1,274,373	-947,413	-506,660	49,734	614,361	614,361	614,361	614,361	614,361	614,361	614,361	614,361	614,361	614,361	614,361	614,361	0
·				, , , , , ,	,,,,,,																			
CASH FLOW FOR CIL ADDITIONAL PRO	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As Above	0	0	0	0	0	0	585,106	585,106	585,106	585,106	585,106	585,106	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	400 000																							
Land	180,000																							
Stamp Duty Fasements etc.	5,400 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	2,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects OS	39,052 4,882	0	39,052 4,882	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,763	0	9,763	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	24,408	0	24,408	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	103,231	206,463	309,694	309,694	309,694	309,694	206,463	103,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		ļ	89,417	89,417	89,417 8,000	89,417 8,000	8,000	8,000	8,000	8,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0	0	2,581 0	5,162 0	7,742 0	7,742 0	7,742 0	7,742 0	5,162 0	2,581 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals	0	0	0	0	0	0	17,553 2,926	17,553 2,926	17,553 2,926	17,553 2,926	17,553 2,926	17,553 2,926	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFI	271,749	0	273,334	301,041	414,854	414,854	345,915	345,915	240,103	134,291	20,479	20,479	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation	ıt	4,416	4,488	9,002	14,040	21,010	28,093	24,662	21,176	15,914	8,847	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing Affordable Housing		4,410	4,400	a,uu2	14,U4U	21,010	20,093	∠4,00∠	21,1/0	13,314	0,04/	U		J	U	U		U	U	U		U	U	487,027 97,574
Cash Flow	v -271,749	-4,416	-277,822	-310,044	-428,894	-435,864	211,098	214,528	323,826	434,901	555,780	564,627	0	0	0	0	0	0	0	0	0	0	0	-584,602
	е 0						-1,517,690	-1,303,162	-979,336	-544,435	11,345	575,972	575,972	575,972	575,972	575,972	575,972	575,972	575,972	575,972			575,972	
Opening Balance Closing Balance	e -271,749	-276,165	-553,986	-864,030	-1,292,924	-1,728,788															575,972	575,972		-8,630

																	Site 5							
ITE NAME Site 9	Small 6]																
ICOME Av Size				Price			1	DEVELOPMEN	IT COSTS					$\overline{}$		Planning fee ca					Build Cost	/m2		
m2 arket Housing 111.5		6		£/m2 3,500				LAND	Land		/unit or m2 46,525		279,149			Planning app fee No dwgs	6		2,772		BCIS FHS	1,447 45 10	3.10	%
arket Housing 111.5 hared Ownership 70.0				2,450					Land Stamp Duty Easements etc.		40,323	3,457				No dwgs under No dwgs over 50	6				Energy Design Acc & Adpt	0		
fordable Rent 70.0				1,930					Legals Acquisiti	on	1.50%					I		Total	2,772		Water Small Sites	0	04	%
cial Rent 70.0				1,270				PLANNING	Planning Fee			2,772				Stamp duty cal	lc - Residual				Site Costs	154 1,669	119	
ant and Subsidy Shared Owners				0					Architects QS / PM		4.00% 0.50%	41,617				Land payment			279,149					
Affordable Ren Social Rent				0	0				Planning Consul Other Profession		1.00% 2.50%	10,404												
	0 ha	30	/ha		1,905,162	594		CONSTRUCTI																
E AREA - Gross 0.20	0 ha	30	/ha				l		Build Cost - BCI s106 / CIL / IT	S Based	1,669	24,000						Total	3,457					
es per Quarter 0]							Contingency Abnormals		2.50%	24,791 0				Stamp duty cal Land payment			90,000					
it Build Time 3	Quarters	J			RUN Residual I			FINANCE								125,000 250,000	0% 1%							
sidual Land Value	Whole Site 279,149	1,395,746				losing balance =	0		Fees Interest		6.50%					500,000 1,000,000	3% 4%	0%						
ternative Use Value	10,000		50,000		RUN CIL MACE	RO ctrl+l losing balance =	-4,630	041 50	Legal and Valua	tion		0	0			above	5%	3% Total	2,700					
Plus /ha 400,000 Viability Threshold	80,000 d 90,000		400,000 450,000		Check on phasing]	SALES	Agents		3.0%					Pre CIL s106		£/ Unit (all)			LIT	% GDV]
		£/m2			cor	rect	1		Legals Misc.		0.5%	9,526 0		1,479,915				Total	24,000			0.00%		<u>ol</u>
ditional Profit	227,965	487	1					Developers Pr								Post CIL s106 CIL	4,000 0	£/m2	24,000					
									Market Housing Affordable Hou		17.50% 17.50%			286,834 46,570				Total	24,000					
SIDUAL CASH FLOW FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	
OME TS Started			11	1	1	1	1	1																·
ket Housing red Ownership				0	0	0	273,175 18,008	273,175 18,008	273,175 18,008	273,175 18,008	273,175 18,008	273,175 18,008	0	0	0	0	0	0	0	0	0	0	0	
rdable Rent ial Rent				0	0	0	26,345 0	26,345 0	26,345 0	26,345 0	26,345 0	26,345 0	0	0	0	0	0	0	0	0	0	0	0	
nt and Subsidy INCOME	0	0	0	0	0 0	0 0	0 317,527	0 317,527	0 317,527	0 317,527	0 317,527	0 317,527	0	0	0	0 0	0	0	0	0	0	0	0	
ENDITURE																								
np Duty ements etc.	3,457 0																							
s Acquisition	4,187																							
ing Fee ects	2,772 20,809		20,809																					
ning Consultants	2,601 5,202		2,601 5,202																					
r Professional	13,005		13,005																					
I Cost - BCIS Base I/CIL		0	55,091 1,333	110,182 2,667	165,274 4,000	165,274 4,000	165,274 4,000	165,274 4,000	110,182 2,667	55,091 1,333	0	0	0	0	0	0	0	0	0	0	0	0	0	
tingency ormals		0	1,377 0	2,755 0	4,132 0	4,132 0	4,132 0	4,132 0	2,755 0	1,377 0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees	0																							
al and Valuation	0	0	0	0		0	0.526	9,526	0.526	9,526	9,526	9,526		0	0		0	0		0	0	0	0	
ents pals c.	0	0	0	0	0	0	9,526 1,588	1,588	9,526 1,588	1,588	1,588	1,588	0	0	0	0	0	0	0	0	0	0	0	
STS BEFORE LAND INT AND PROFI	52,034	0	99,419	115,604	173,406	173,406	184,519	184,519	126,717	68,915	11,113	11,113	0	0	0	0	0	0	0	0	0	0	0	
Residual Valuation Land Interes Market Housing	it	5,382	5,469	7,174	9,169	12,136	15,151	13,235	11,289	8,372	4,468	0	0	0	0	0	0	0	0	0	0	0	0	286
Affordable Housing Cash Flow	-331,183	-5,382	-104,888	-122,777	-182,574	-185,541	117,857	119,773	179,521	240,240	301,946	306,414	0	0	0	0	0	0	0	0	0	0	0	-333
Opening Balanc Closing Balanc		-336,565	-441,453	-564,231	-746,805	-932,346	-814,489	-694,716	-515,196	-274,956	26,990	333,403	333,403	333,403	333,403	333,403	333,403	333,403	333,403	333,403	333,403	333,403	333,403	
SH FLOW FOR CIL ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
OME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	(
INCOME	0	0	0	0	0	0	317,527	317,527	317,527	317,527	317,527	317,527	0	0	0	0	0	0	0	0	0	0	0	
ENDITURE i	90,000																							
np Duty	2,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ments etc. Is Acquisition	0 1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Fee	2,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ects	20,809 2,601	0	20,809 2,601	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ing Consultants Professional	5,202 13,005	0	5,202 13,005	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base	0	0	55,091	110,182	165,274	165,274	165,274	165,274	110,182	55,091	0	0	0	0	0	0	0	0	0	0	0	0	0	
ENTIAL CIL CIL s106			56,991	56,991	56,991 4,000	56,991 4,000	4,000	4,000	4,000	4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	
ngency rmals	0	0	1,377 0	2,755 0	4,132 0	4,132 0	4,132 0	4,132 0	2,755 0	1,377 0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
al and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ts s	0	0	0	0	0	0	9,526 1,588	9,526 1,588	9,526 1,588	9,526 1,588	9,526 1,588	9,526 1,588	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND PROFI	0 IT 138,439	0	0 155,077	0 169,928	0 230,397	0 230,397	0 184,519	0 184,519	0 128,050	0 71,582	0 11,113	0 11,113	0	0	0	0	0	0	0	0	0	0	0	
CIL calculation Interes	st.	2,250	2,286	4,843	7,683	11,552	15,484	13,574	11,633	8,743	4,889	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing Affordable Housing																								265 46,
,	1				I				1				1								1			

Cash Flow -138,439
Opening Balance 0
Closing Balance -138,439

SITE NAME	Site 16 PI	DL 30													
INCOME	Av Size m2	%	Number 30		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS					
Market Housing	94.0	70%	21		3,350	6,609,383	1,973		LAND	Land		/unit or m2 13,695	Total	410,851	
Shared Ownership	73.0	11%			2,345	539,233	230			Stamp Duty Easements etc.		10,000	10,043	410,001	
		20%	3							Legals Acquisiti	on	1.50%	0 6,163	16,205	
Affordable Rent	73.0		6		1,930	824,207	427		PLANNING						
Social Rent	73.0	0%	0		1,270	0	0			Planning Fee Architects		4.00%	13,860 205,284		
Grant and Subsidy	Shared Ownership Affordable Rent				0					QS / PM Planning Consu	Itants	0.50% 1.00%	25,660 51,321		
	Social Rent				0	0				Other Professio	nal	2.50%	128,302	424,427	
SITE AREA - Net SITE AREA - Gross	0.69 ha 0.86 ha		43 35	/ha /ha		7,972,822	2,630		CONSTRUCT	ION Build Cost - BC	IS Based	1,733	4,556,445		
VII - CIVEN - CIUSS	U.00 R	•	33	/IId						s106 / CIL / IT	Jased		120,000		
Sales per Quarter	0									Contingency Abnormals		5.00%	227,822 227,822	5,132,089	
Unit Build Time	3 Q	uarters				RUN Residual N			FINANCE						
Residual Land Value		Whole Site 410,851	Per ha NET 591,324	Per ha GROSS 479,326		Clo	osing balance =	0		Fees Interest		6.50%	0		
Alternative Use Value Uplift	20%	1,028,571 205,714		1,200,000 240,000		RUN CIL MACR	O ctrl+l osing balance =	-22.391		Legal and Valua	tion		0	0	
Plus /ha		1,234,286		1,440,000		Check on phasing d			SALES	Agents		3.0%	239.185		
· · · · · · · · · · · · · · · · · · ·	bility Tillesiloid			1,440,000		corr				Legals		0.5%	39,864		
Additional Profit		-853,331	-433							Misc.			0	279,049	6,262,
									Developers P	rofit Market Housin	3	17.50%			1,156,6
										Affordable Hou	sing	17.50%			238,6
RESIDUAL CASH FLOW	FOR INTEREST	01	Year 1	03	Q4	01	Year 2	03	04		Year 3		04	01	Yea
INCOME	FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1 4	Q2	Q3	Q4	Q1	Year 3 Q2	17.50% Q3	Q4	Q1	
INCOME UNITS Started Market Housing	FOR INTEREST	Q1		Q3 4	4 0	4 0	Q2 4 0	4 881,251	4 881,251	Q1 4 881,251	Year 3 Q2 2 881,251	Q3 881,251	881,251	881,251	Yea Q2 440,626
INCOME UNITS Started	FOR INTEREST	Q1			4 0 0	4	Q2 4	4 881,251 71,898	4 881,251 71,898	Q1 4 881,251 71,898	Year 3 Q2 2 881,251 71,898	Q3 881,251 71,898	881,251 71,898	881,251 71,898	Q2 440,626
INCOME UNITS Started Market Housing Shared Ownership Affordable Rent Social Rent	FOR INTEREST	Q1			4 0 0 0 0	4 0 0 0 0	Q2 4 0 0 0	4 881,251 71,898 109,894 0	4 881,251 71,898 109,894 0	Q1 4 881,251 71,898 109,894 0	Year 3 Q2 2 881,251 71,898 109,894 0	Q3 881,251 71,898 109,894 0	881,251 71,898 109,894 0	881,251 71,898 109,894 0	Yea Q2 440,626 35,949 54,947 0
INCOME UNITS Started Market Housing Shared Ownership		Q1 0			4 0 0 0	4 0 0 0	Q2 4 0 0	4 881,251 71,898 109,894	4 881,251 71,898 109,894	Q1 4 881,251 71,898 109,894	Year 3 Q2 2 881,251 71,898 109,894	Q3 881,251 71,898 109,894	881,251 71,898 109,894	881,251 71,898 109,894	Yea Q2 440,626 35,949 54,947
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME			Q2	4	4 0 0 0 0	4 0 0 0 0 0	Q2 4 0 0 0 0	4 881,251 71,898 109,894 0	4 881,251 71,898 109,894 0	Q1 4 881,251 71,898 109,894 0 0	Year 3 Q2 2 881,251 71,898 109,894 0 0	Q3 881,251 71,898 109,894 0 0	881,251 71,898 109,894 0	881,251 71,898 109,894 0	Q2 440,626 35,949 54,947 0
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME EXPENDITURE Stamp Duty		0 10,043	Q2	4	4 0 0 0 0	4 0 0 0 0 0	Q2 4 0 0 0 0	4 881,251 71,898 109,894 0	4 881,251 71,898 109,894 0	Q1 4 881,251 71,898 109,894 0 0	Year 3 Q2 2 881,251 71,898 109,894 0 0	Q3 881,251 71,898 109,894 0 0	881,251 71,898 109,894 0	881,251 71,898 109,894 0	Q2 440,626 35,949 54,947 0
INCOME UNITS Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME EXPENDITURE Stamp Duty Easements etc.		0	Q2	4	4 0 0 0 0	4 0 0 0 0 0	Q2 4 0 0 0 0	4 881,251 71,898 109,894 0	4 881,251 71,898 109,894 0	Q1 4 881,251 71,898 109,894 0 0	Year 3 Q2 2 881,251 71,898 109,894 0 0	Q3 881,251 71,898 109,894 0 0	881,251 71,898 109,894 0	881,251 71,898 109,894 0	Yea Q2 440,626 35,949 54,947 0
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee		0 10,043 0 6,163 13,860	Q2	0	4 0 0 0 0	4 0 0 0 0 0	Q2 4 0 0 0 0	4 881,251 71,898 109,894 0	4 881,251 71,898 109,894 0	Q1 4 881,251 71,898 109,894 0 0	Year 3 Q2 2 881,251 71,898 109,894 0 0	Q3 881,251 71,898 109,894 0 0	881,251 71,898 109,894 0	881,251 71,898 109,894 0	Yea Q2 440,626 35,949 54,947 0
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects		0 10,043 0 6,163 13,860 102,642	Q2	0	4 0 0 0 0	4 0 0 0 0 0	Q2 4 0 0 0 0	4 881,251 71,898 109,894 0	4 881,251 71,898 109,894 0	Q1 4 881,251 71,898 109,894 0 0	Year 3 Q2 2 881,251 71,898 109,894 0 0	Q3 881,251 71,898 109,894 0 0	881,251 71,898 109,894 0	881,251 71,898 109,894 0	Yea Q2 440,626 35,949 54,947 0
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee		0 10,043 0 6,163 13,860	Q2	0	4 0 0 0 0	4 0 0 0 0 0	Q2 4 0 0 0 0	4 881,251 71,898 109,894 0	4 881,251 71,898 109,894 0	Q1 4 881,251 71,898 109,894 0 0	Year 3 Q2 2 881,251 71,898 109,894 0 0	Q3 881,251 71,898 109,894 0 0	881,251 71,898 109,894 0	881,251 71,898 109,894 0	Yea Q2 440,626 35,949 54,947 0
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS		0 10,043 0 6,163 13,860 102,642 12,830	Q2	0 102,642 12,830	4 0 0 0 0	4 0 0 0 0 0	Q2 4 0 0 0 0	4 881,251 71,898 109,894 0	4 881,251 71,898 109,894 0	Q1 4 881,251 71,898 109,894 0 0	Year 3 Q2 2 881,251 71,898 109,894 0 0	Q3 881,251 71,898 109,894 0 0	881,251 71,898 109,894 0	881,251 71,898 109,894 0	Yea Q2 440,626 35,949 54,947 0
INCOME UNIT'S started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOM! EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base		0 10,043 0 6,163 13,860 102,642 12,830 25,660	Q2	0 102,642 12,836 64,151 202,509	4 0 0 0 0 0 0	4 0 0 0 0 0 0	Q2 4 0 0 0 0 0 0 0	4 881,251 71,898 109,894 0 0 1,063,043	4 881,251 71,898 109,894 0 0 1,063,043	Q1 4 881,251 71,898 109,894 0 0 1,063,043	Year 3 Q2 2 881,251 7109,894 0 0 1,063,043	Q3 881,251 71,898 109,894 0 0 1,063,043	881,251 71,898 109,894 0 0 1,063,043	881,251 71,898 109,894 0 0 1,063,043	Yea Q2 440,626 35,949 54,947 0 0 531,521
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOMI EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base st06/CIL Contingency		0 10,043 0 6,163 13,860 102,642 12,830 25,660	0 0 0 0 0 0	0 102,642 12,830 64,151 202,509 5,333 10,125	4 0 0 0 0 0 0 0 0 0 0 0 0	4 0 0 0 0 0 0 0 0	Q2 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4 881,251 71,898 109,894 0 0 1,063,043	4 881,251 71,898 109,894 0 1,063,043	Q1 4 881.251 71,898 109,894 0 0 1,063,043	Year 3 Q2 2 881,251 71,898 109,894 0 1,063,043	Q3 881,251 71,898 109,894 0 0 1,063,043	881,251 71,898 109,894 0 0 1,083,043	881,251 71,888 109,894 0 0 1,083,043	Yea Q2 440,626 35,949 54,947 0 0 531,521
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base sto®/CIL Contingency Abnormals		0 10,043 0 6,163 13,860 102,642 12,830 25,660 64,151	0 0	0 102,642 12,830 25,660 64,151 202,509 5,333	4 0 0 0 0 0 0 0 0 0	4 0 0 0 0 0 0 0 0	Q2 4 0 0 0 0 0 0 0 0 0 0	4 881,251 71,898 109,894 0 0 1,063,043	4 881,251 71,896 109,894 0 0 0 1,063,043	Q1 4 881,251 71,898 109,894 0 0 1,063,043	Year 3 Q2 2 881,251 71,898 109,894 0 0 1,063,043	Q3 881,251 71,898 109,894 0 0 1,063,043	881,251 71,894 109,894 0 0 1,063,043	881,251 71,898 109,894 0 0 1,063,043	Yea Q2 440,626 35,949 54,947 0 0 531,521
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOMI EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base st06/CIL Contingency		0 10,043 0 6,163 13,860 102,642 12,830 25,660	0 0 0 0 0 0	0 102,642 12,830 64,151 202,509 5,333 10,125	4 0 0 0 0 0 0 0 0 0 0 0 0	4 0 0 0 0 0 0 0 0	Q2 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4 881,251 71,898 109,894 0 0 1,063,043	4 881,251 71,898 109,894 0 1,063,043	Q1 4 881.251 71,898 109,894 0 0 1,063,043	Year 3 Q2 2 881,251 71,898 109,894 0 1,063,043	Q3 881,251 71,898 109,894 0 0 1,063,043	881,251 71,898 109,894 0 0 1,083,043	881,251 71,888 109,894 0 0 1,083,043	Yea Q2 440,626 35,949 54,947 0 0 531,521
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOMI EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base st 06/CIL Contingency Abnormals Finance Fees Legal and Valuation		0 10,043 0 6,163 13,860 102,642 12,830 25,660 64,151	0 0 0 0 0 0	0 102,642 12,830 64,151 202,509 5,333 10,125	4 0 0 0 0 0 0 0 0 0 0 0 0	4 0 0 0 0 0 0 0 0	Q2 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4 881,251 71,898 109,894 0 0 1,063,043	4 881,251 71,898 109,894 0 1,063,043	Q1 4 881.251 71,898 109,894 0 0 1,063,043	Year 3 Q2 2 881,251 71,898 109,894 0 1,063,043	Q3 881,251 71,898 109,894 0 0 1,063,043	881,251 71,898 109,894 0 0 1,083,043	881,251 71,888 109,894 0 0 1,083,043	Yea Q2 440,626 35,949 54,947 0 0 531,521
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base s106/CIL Contingency Abnormals Legal and Valuation Agents Legals Agents Legals Misc.		0 10,043 0 6,163 13,860 102,642 12,830 25,660 64,151	0 0 0 0 0 0	0 102,642 12,830 25,680 64,151 202,509 5,333 10,125	4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	607,526 16,000 30,376	Q2 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4 881,251 71,888 109,894 0 0 0 1,063,043 607,526 16,000 30,376 30,376	4 881,251 71,995 109,994 0 0 1,063,043 607,526 16,000 30,376 30,376	Q1 4 881,251 71,898 109,894 0 1,063,043 607,526 16,000 30,376 31,891 5,315	Year 3 Q2 2 881,251 7109,804 0 0 1,063,043	981,251 71,898 109,894 0 0 1,063,043	881,251 71,898 0 0 1,063,043 101,254 2,667 5,063 5,063	881,251 71,898 109,894 0 0 1,063,043	440,626 35,949 0 0 531,521
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base stoB/CIL Contingency Abnormals Finance Fees Legal and Valuation Agents Legals		0 10,043 0 6,163 13,860 102,642 12,830 25,660 64,151	0 0 0 0 0 0 0	0 102,642 12,830 25,660 64,151 202,509 5,333 10,125 10,125	4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	607,526 16,000 30,376	Q2 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4 881,251 71,888 109,894 0 0 1,063,043 607,526 16,000 30,376 30,376	4 881,251 71,896 109,894 0 0 1,063,043 607,526 16,000 30,376 30,376	Q1 4 881,251 71,898 109,894 0 0 1,063,043	Year 3 Q2 2 881,251 71,898 109,894 0 0 1,063,043 506,272 13,333 25,314 25,314	Q3 881,251 71,898 109,894 0 0 1,063,043 303,763 8,000 15,188 15,188	881,251 71,898 0 0 1,063,043 101,254 2,667 5,063 5,063	881,251 71,898 109,894 0 0 1,063,043	Yea Q2 440,626 440,626 54,947 0 0 0 0 15,946
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base s108/CIL Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND	INT AND PROFIT	0 10,043 0 6,163 13,860 102,642 12,830 25,660 64,151	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 102,642 12,830 25,660 64,151 202,509 5,333 10,125 10,125	4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	607,526 16,000 30,376	Q2 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4 881,251 71,888 109,894 0 0 0 1,063,043 607,526 16,000 30,376 30,376	4 881,251 71,995 109,994 0 0 1,063,043 607,526 16,000 30,376 30,376	Q1 4 881,251 71,898 109,894 0 1,063,043 607,526 16,000 30,376 31,891 5,315	Year 3 Q2 2 881,251 71,898 109,894 0 0 1,063,043 506,272 13,333 25,314 25,314	Q3 881,251 71,898 109,894 0 0 1,063,043 303,763 8,000 15,188 15,188	881,251 71,898 0 0 1,063,043 101,254 2,667 5,063 5,063	881,251 71,898 109,894 0 0 1,063,043	Ved Q2 440,626 53,949 54,947 0 0 0 0 0 0 0 0 0
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base s106/CIL Contingency Abnormals Legal and Valuation Agents Legals Agents Legals Misc.	INT AND PROFIT Land Interest	0 10,043 0 6,163 13,860 102,642 12,830 25,660 64,151	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 102,642 12,830 25,660 64,151 202,509 5,333 10,125 10,125	4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	607,526 16,000 30,376	Q2 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4 881,251 71,888 109,894 0 0 0 1,063,043 607,526 16,000 30,376 30,376	4 881,251 71,995 109,994 0 0 1,063,043 607,526 16,000 30,376 30,376	Q1 4 881,251 71,898 109,894 0 1,063,043 607,526 16,000 30,376 31,891 5,315	Year 3 Q2 2 881,251 71,898 109,894 0 0 1,063,043 506,272 13,333 25,314 25,314	Q3 881,251 71,898 109,894 0 0 1,063,043 303,763 8,000 15,188 15,188	881,251 71,898 0 0 1,063,043 101,254 2,667 5,063 5,063	881,251 71,898 109,894 0 0 1,063,043	Yes Q2 440,826 440,826 54,947 0 0 0 0 0 0 0 0 0 15,946 2,658
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base 106/CIL Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND	INT AND PROFIT	0 10,043 0 6,163 13,860 102,642 12,830 25,660 64,151	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 102,642 12,830 25,660 64,151 202,509 5,333 10,125 10,125	4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	607,526 16,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q2 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4 881,251 71,988 109,894 0 0 1,063,043 607,526 16,000 30,376 30,376 31,891 5,315 721,485	4 881,251 71,898 109,894 0 0 1,063,043 607,526 16,000 30,376 30,376 31,891 5,315	01 4 881.251 71,898 102,894 0 0 1,063,043 607,526 16,000 30,376 30,376 31,891 5,315 721,485	Year 3 Q2 2 881,251 71,268 109,804 0 1,063,043 506,272 13,333 25,314 25,314 31,891 5,315 607,439	981,251 71,898 109,894 0 0 1,063,043 303,763 8,000 15,188 15,188 31,891 5,315	881,251 71,898 109,894 0 0 1,063,043 101,254 2,667 5,063 5,063 31,891 5,315	881,251 71,898 109,894 0 0 1,083,043	Yea Q2 440,626 53,949 54,947 0 0 531,521
INCOME UNIT'S Started Market Housing Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cost - BCIS Base 106/CIL Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND	INT AND PROFIT Land Interest Market Housing	0 10,043 0 6,163 13,860 102,642 12,830 25,660 64,151	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 102,642 12,830 25,660 64,151 202,509 5,333 10,125 10,125	4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	607,526 16,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q2 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4 881,251 71,988 109,894 0 0 1,063,043 607,526 16,000 30,376 30,376 31,891 5,315 721,485	4 881,251 71,898 109,894 0 0 1,063,043 607,526 16,000 30,376 30,376 31,891 5,315	01 4 881.251 71,898 102,894 0 0 1,063,043 607,526 16,000 30,376 30,376 31,891 5,315 721,485	Year 3 Q2 2 881,251 71,268 109,804 0 1,063,043 506,272 13,333 25,314 25,314 31,891 5,315 607,439	981,251 71,898 109,894 0 0 1,063,043 303,763 8,000 15,188 15,188 31,891 5,315	881,251 71,898 109,894 0 0 1,063,043 101,254 2,667 5,063 5,063 31,891 5,315	881,251 71,898 109,894 0 0 1,083,043	Yea Q2 440,626 440,626 55,949 0 531,521

DEVELOPM	ENT COSTS					Planning fee calc		
						Planning app fer	dwgs	rat
LAND		/unit or m2	Total			No dwgs	30	
	Land	13,695		410,851		No dwgs under	30	46
	Stamp Duty		10,043			No dwgs over 50	0	13
	Easements etc.		0					Tota
	Legals Acquisition	1.50%	6,163	16,205				
PLANNING								
	Planning Fee		13,860			Stamp duty calc - F	Residual	
	Architects	4.00%	205,284			Land payment		
	QS / PM	0.50%	25,660					
	Planning Consultants	1.00%	51,321					
	Other Professional	2.50%	128,302	424,427				
CONSTRUC	TION							
	Build Cost - BCIS Based	1,733	4,556,445					Tota
	s106 / CIL / IT		120,000			,		
	Contingency	5.00%	227,822			Stamp duty calc - A	Add Profit	
	Abnormals		227,822	5,132,089		Land payment		
						125,000	0%	19
FINANCE						250,000	1%	39
	Fees		0			500,000	3%	09
	Interest	6.50%				1,000,000	4%	09
	Legal and Valuation		0	0		above	5%	39
SALES								Tota
SALES	Agents	3.0%	239.185			Pre CIL s106	4,000 €	/ Unit (all)
	Legals	0.5%	39.864			I TO CIE STOO		otal
	Misc.	0.5%	39,004	279.049	6.262.621			Utal
	moo.			270,040	0,202,021	Post CIL s106	4,000	£/ Unit (all
Developers	Profit					CIL	0	£/m2
	Market Housing	17.50%			1,156,642			Tota
	Affordable Housing	17.50%			238.602	-		

Planning fee calc				Build Cost	/m2	
Planning app fer	dwgs	rate		BCIS	1,440	
No dwgs	30			FHS	45	3.
No dwgs under	30	462	13,860	Energy	10	
No dwgs over 50	0	138	0	Design	0	
		Total	13,860	Acc & Adpt	12	
				Water	0	
				Small Sites	0	
				Site Costs	226	
Stamp duty calc - R	lesidual				1,733	
Land payment			410,851			
- 1						
		Total	10,043			
			•			
Stamp duty calc - A	dd Profit					
Land payment			1,234,286			
125,000	0%	1%				
250,000	1%	3%				
500,000	3%	0%				
1,000,000	4%	0%				
above	5%	3%				
		Total	37,029			
Pre CIL s106	4 000 0	/ Unit (all)		LIT	% GDV	
FIE CIL S 100		otal	400.000	"	% GDV 0.00%	
		Otal	120,000		0.00%	
Post CIL s106	4,000	£/ Unit (all)	120,000			
CIL	0	£/m2	0			
		Total	120,000			

Other Professional		64,151		64,151																					
Build Cost - BCIS Base			0	202,509	405,017	607,526	607,526	607,526	607,526	607,526	506,272	303,763	101,254	0	0	0	0	0	0	0	0	_	0	0	0
s106/CIL	'		0	5,333	10.667	16,000	16.000	16.000	16.000	16.000	13.333	8.000	2.667	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	10,125	20,251	30,376	30,376	30,376	30,376	30,376	25,314	15,188	5,063	0	0	0	0	0	0	0	0	o	0	0	0
Abnormals			0	10,125	20,251	30,376	30,376	30,376	30,376	30,376	25,314	15,188	5,063	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	31,891	31,891	31,891	31,891	31,891	31,891	31,891	15,946	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	5,315	5,315	5,315	5,315	5,315	5,315	5,315	2,658	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	D INT AND PROFIT	235,349	0	433,376	456,186	684,279	684,279	721,485	721,485	721,485	607,439	379,346	151,253	37,207	18,603	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio	n Lood	410,851																							
FOI RESIDUAL VALUATIO	n Land Interest	410,651	10,501	10,671	17,887	25,591	37,126	48,849	44,093	39,259	34,346	27,501	16,838	2,295	0	0	0	0	0	0	0	0	0	0	0
ĺ	Market Housing		10,001	10,071	17,007	20,001	01,120	40,040	44,000	00,200	01,010	27,001	10,000	2,200	Ü	Ü	Ü	"	Ü	Ü	Ü	"	Ü	Ü	1,156,642
	Affordable Housing																								238,602
	Cash Flow	-646,200	-10,501	-444.048	-474,073	-709,869	-721,405	292,709	297,465	302,299	421,258	656,196	894,952	1,023,542	512,918	0	0	0	0	0	0	0	0	0	-1,395,244
	Opening Balanc	0	-10,501	-444,046	-474,073	-709,009	-721,400	292,709	297,403	302,299	421,230	000,190	094,932	1,023,342	312,910	U	U	"	U	U	U	0	U	U	-1,393,244
	Closing Balance		-656,701	-1,100,749	-1,574,821	-2,284,691	-3,006,096	-2,713,387	-2,415,921	-2,113,622	-1,692,364	-1,036,168	-141,216	882,326	1,395,244	1,395,244	1,395,244	1,395,244	1,395,244	1,395,244	1,395,244	1,395,244	1,395,244	1,395,244	0
CASH FLOW FOR CIL	ADDITIONAL PRO	FIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above	0	0	0	0	0	0	1,063,043	1,063,043	1,063,043	1,063,043	1,063,043	1,063,043	1,063,043	531,521	0	0	0	0	0	0	0	0	0	0
								,,.	,,.	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,.	,,	,,.	,,.	,										
EXPENDITURE		1,234,286																							
Land		1,234,280																							
Stamp Duty		37,029	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		18,514	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		13,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		102,642	0	102,642	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		12,830	0	12,830	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		25,660	0	25,660	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		64,151	0	64,151	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	202,509	405,017	607,526	607,526	607,526	607,526	607,526	506,272	303,763	101,254	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				-142,222	-142,222	-142,222	-142,222	-142,222	-142,222																
Post CIL s106						16,000	16,000	16,000	16,000	16,000	16,000	16,000	8,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	10,125 10,125	20,251	30,376	30,376	30,376	30,376	30,376	25,314	15,188	5,063	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	10,125	20,251	30,376	30,376	30,376	30,376	30,376	25,314	15,188	5,063	0	U	U	U	0	U	U	U	U	0	0	0
Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	31,891	31,891	31,891	31,891	31,891	31,891	31,891	15,946	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	5,315	5,315	5,315	5,315	5,315	5,315	5,315	2,658	0	0	0	0	0	0	0	0	0	0
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	D INT AND PROFIT	1,508,972	0	285,821	303,297	542,057	542,057	579,263	579,263	721,485	610,105	387,346	156,586	37,207	18,603	0	0	0	0	0	0	0	0	0	0
ĺ																									
For CIL calculation																									
	Interest		24,521	24,919	29,969	35,384	44,768	54,304	47,325	40,232	35,336	28,550	18,034	3,597	0	0	0	0	0	0	0	0	0	0	0
	Market Housing																								1,097,611
						1				1				1				1				1			238,602
Į.	Affordable Housing																								230,002

301,326 417,602 647,147 888,423 1,022,240 512,918

-2,475,834 -2,174,508 -1,756,907 -1,109,759 -221,338 800,904 1,313,822 1,313

								-																
SITE NAME Site 18 INCOME Av Size		Number		Dries	g GDV	GIA	1	DEVELOPMEN	NT COSTS							Dianning for or	ale.			7	Build Cost	/m2	ı	
INCOME Av Size		Number 12		Price £/m2				LAND	NI COSIS		/unit or m2	Total				Planning fee ca Planning app fee No dwgs		rate			BCIS FHS	/m2 1,369 42		%
Market Housing 84.5		8		3,350					Land Stamp Duty		23,795	3,777				No dwgs under No dwgs over 50	12	462 138	5,544 0		Energy Design	10 0		
Shared Ownership 77.0 Affordable Rent 77.0		1 2		2,345 1,930					Easements etc. Legals Acquisiti		1.50%	0 4,283						Total	5,544	4	Acc & Adpt Water Small Sites	12 0	05	%
Social Rent 77.0		0		1,270				PLANNING	Planning Fee			5,544				Stamp duty ca	lc - Residual			Ī	Site Costs	146 1,580	119	
Grant and Subsidy Shared Owners Affordable Ren				0					Architects QS / PM		4.00% 0.50%	70,526 8,816				Land payment			285,536					
Social Rent	nt			0					Planning Consu Other Professio		1.00% 2.50%	17,632 44,079												
	4 ha 0 ha	50 40			2,953,089	987			Build Cost - BC	CIS Based	1,580	1,559,237						Total	3,777					
Sales per Quarter 0									s106 / CIL / IT Contingency Abnormals		5.00%	48,000 77,962 77,962				Stamp duty cal	lc - Add Profit		432.000	I				
Unit Build Time 3	Quarters				RUN Residual			FINANCE								125,000 250,000	0% 1%	1% 3%						
Residual Land Value Alternative Use Value	Whole Site 285,536 360,000	Per ha NET 1,199,070			RUN CIL MACI	losing balance =	0		Fees Interest Legal and Valua	ation	6.50%	0				500,000 1,000,000 above	3% 4% 5%	0% 0% 3%						
Uplift 20% Plus /ha 0	360,000 72,000 0		1,200,000 240,000 0			RO ctrl+l losing balance =	-8,189	SALES	cegal and Valua	auUI I		0	· U			above	5%	3% Total	12,960					
Viability Threshold			1,440,000		Check on phasing	dwgs nos rrect]		Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	48,000		LIT	% GDV 0.00%		0
Additional Profit	-147,772	£/m2 -208						Developers Pro	Misc.			0	103,358	2,306,712		Post CIL s106 CIL	4,000		48,000	Ī				
									Market Housin Affordable Hou		17.50% 17.50%			416,120 100,670		CIL	0	£/m2 Total	48,000					
RESIDUAL CASH FLOW FOR INTERES		Year 1				Year 2				Year 3				Year 4				Year 5			1 .	Year 6		
INCOME UNITS Started	Q1	Q2	Q3 2	Q4 3	Q1 2	Q2 3	Q3 2	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership				0	0	0	396,305 37,919	594,458 56,878	396,305 37,919	594,458 56,878	396,305 37,919	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy				0 0 0	0 0	0	57,958 0 0	86,937 0 0	57,958 0 0	86,937 0 0	57,958 0 0	0	0 0	0 0 0	0	0 0 0	0 0 0	0	0 0 0	0	0 0	0 0 0	0 0 0	0 0 0
INCOME	0	0	0	0	0	0	492,182	738,272	492,182	738,272	492,182	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Example atc	3,777 0																							
Easements etc. Legals Acquisition	4,283																							
Planning Fee Architects	5,544 35,263		35,263																					
QS Planning Consultants Other Professional	4,408 8,816 22,040		4,408 8,816 22,040																					
Build Cost - BCIS Base	22,040	0	86,624	216,561	303,185	346,497	303,185	216,561	86,624	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	2,667 4,331	6,667 10,828	9,333 15,159	10,667 17,325	9,333 15,159	6,667 10,828	2,667 4,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees	0	0	4,331	10,828	15,159	17,325	15,159	10,828	4,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0																							
Agents Legals Misc	0	0	0	0	0	0	14,765 2,461	22,148 3,691	14,765 2,461	22,148 3,691	14,765 2,461	0	0	0	0	0	0	0	0	0	0	0	0	0
MISC. COSTS BEFORE LAND INT AND PROFI	H 84,130	0	168,480	244,883	342,837	391,814	360,063	270,723	115,180	25,840	17,226	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land														_		_	_							
Interes Market Housing Affordable Housing	g	6,007	6,105	8,942	13,066	18,850	25,523	23,791	16,580	10,723	0	0	0	0	0	0	0	0	0	0	0	0	0	0 416,120 100,670
Cash Flow	-369,667	-6,007	-174,585	-253,825	-355,903	-410,663	106,595	443,758	360,422	701,710	474,955	0	0	0	0	0	0	0	0	0	0	0	0	-516,791
Opening Balanc Closing Balanc	nc 0	-375,674	-550,258	-804,083	-1,159,987	-1,570,650	-1,464,055	-1,020,296		41,835	516,791	516,791	516,791	516,791	516,791	516,791	516,791	516,791	516,791	516,791	516,791	516,791	516,791	0
CASH FLOW FOR CIL ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	492,182	738,272	492,182	738,272	492,182	0	0	0	0	0	0	0	0	0	0	0	0	0
Land	432,000																							
Stamp Duty Easements etc.	12,960 0 6,480	0 0 0	0	0 0 0	0 0	0 0	0	0 0 0	0 0	0	0	0	0 0	0 0	0	0 0 0	0 0 0	0	0 0 0	0	0 0	0 0 0	0 0 0	0 0 0
Legals Acquisition Planning Fee	5,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS	35,263 4,408	0	35,263 4,408	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	8,816 22,040	0	8,816 22,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	86,624 -49,257	216,561 -49,257	303,185 -49,257	346,497	303,185	216,561	86,624	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	4,331	10,828	8,000 15,159	12,000 17,325	8,000 15,159	12,000 10,828	8,000 4,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees	0	0	4,331	10,828	15,159 0	17,325 0	15,159	10,828	4,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.	0 0	0 0	0	0	0 0	0	14,765 2,461 0	22,148 3,691 0	14,765 2,461 0	22,148 3,691 0	14,765 2,461 0	0	0 0	0 0	0	0 0	0 0	0	0	0	0 0	0 0	0 0 0	0 0 0
MISC. COSTS BEFORE LAND INT AND PROFI		0	0 116,556	188,960	292,246	393,147	358,730	276,056	120,513	25,840	17,226	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interes Market Housing Affordable Housing	g	8,572	8,711	10,747	13,992	18,969	25,665	23,914	16,791	11,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0 405,437 100,670
Cash Flow	w -527,510	-8,572	-125,267	-199,707	-306,239	-412,115	107,786	438,302	354,877	701,408	474,955	0	0	0	0	0	0	0	0	0	0	0	0	-506,108
Opening Balance Closing Balance	e 0	-536,082	-661,350	-861,056	-1,167,295	-1,579,410	-1,471,624	-1,033,322		22,963	497,918	497,918	497,918	497,918	497,918	497,918	497,918	497,918	497,918	497,918	497,918		497,918	-8,189

	PDL 12 HD]							_					_				
NCOME Av Size		Number 12		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fe	dwgs				Build Cost BCIS	/m2 1,751		
farket Housing 62.5	5 70%	8		4,250	2,231,250	525		LAND	Land		/unit or m2 24,253		291,032			No dwgs No dwgs under	12	2 462			FHS Energy	54 10	3.10	%
Shared Ownership 50.0	11%	1		2,975	5 187,425	63			Stamp Duty Easements etc.		1.50%	4,052 0 4,365				No dwgs over 5) 138 Total		1	Design Acc & Adpt Water	12		
Affordable Rent 50.0	20%	2		1,930	225,810	117		PLANNING	Legals Acquisit	ion	1.30%	4,360	0,417								Small Sites Site Costs	0	01	
Social Rent 50.0	0%	0		1,270	0 0	0		. Continue	Planning Fee Architects		4.00%	5,544 61,674				Stamp duty ca Land payment	lc - Residual		291,032		Olio Goolo	1,926		,,
Grant and Subsidy Shared Owners Affordable Ren Social Rent				0	0				QS / PM Planning Consu Other Profession		0.50% 1.00% 2.50%	7,709 15,419												
SITE AREA - Net 0.20 SITE AREA - Gross 0.22		60 54			2,644,485	705			Build Cost - BC s106 / CIL / IT	IS Based	1,926	48,000						Total	4,052					
Sales per Quarter 0 Unit Build Time 3	Quarters]			RUN Residual			FINANCE	Contingency Abnormals		5.00%	67,902				Stamp duty ca Land payment 125,000 250,000	0% 1%	3%						
Residual Land Value Alternative Use Value Uplift 20%	291,032 266,667 53,333	1,455,159	1,309,643 1,200,000 240,000		RUN CIL MACI	losing balance = RO ctrl+l losing balance =			Fees Interest Legal and Valua	ation	6.50%	0	0			500,000 1,000,000 above	3% 4% 5%	6 0%						
Plus /ha 0 Viability Threshold		£/m2	1,440,000		Check on phasing	dwgs nos rect		SALES	Agents Legals Misc.		3.0% 0.5%			2,062,751		Pre CIL s106	4,000	£/ Unit (all) Total	48,000		LIT	% GDV 0.00%		0
Additional Profit	-8,118	-15						Developers Pr			17.50% 17.50%			390,469 72,316		Post CIL s106 CIL	4,000		0					
RESIDUAL CASH FLOW FOR INTERES		Year 1		Q4	Q1	Year 2	Q3	Q4	Q1	Year 3		Q4	Q1	Year 4		Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started	Q1	Q2	Q3 2	3	2	3	2	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership				0	0 0	0	371,875 31,238	557,813 46,856	371,875 31,238	557,813 46,856	371,875 31,238	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	37,635 0	56,453	37,635 0	56,453 0	37,635 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0	0 440,748	0 661,121	0 440,748	0 661,121	0 440,748	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty Easements etc. Legals Acquisition	4,052 0 4,365																							
Planning Fee Architects	5,544 30,837		30,837																					
QS Planning Consultants	3,855 7,709		3,855 7,709																					
Other Professional	19,273		19,273																					
Build Cost - BCIS Base s106/CIL		0	75,447 2,667	188,618 6,667	264,065 9,333	301,788 10,667	264,065 9,333	188,618 6,667	75,447 2,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	3,772 3,772	9,431 9,431	13,203 13,203	15,089 15,089	13,203 13,203	9,431 9,431	3,772 3,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	0																							
Agents Legals	0	0	0	0	0	0	13,222 2,204	19,834 3,306	13, <u>222</u> 2,204	19,834 3,306	13, <u>222</u> 2,204	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND PROFI	75,635	0	0 147,333	214,146	299,805	342,634	315,231	237,285	101,085	23,139	15,426	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land		E 059	6.055	0.540	12.166	17 226	22.094	24 440	14 990	0.602	0	0		0	0	0		0	0			0	0	0
Interesi Market Housing Affordable Housing	9	5,958	6,055	8,548	12,166	17,236	23,084	21,419	14,880	9,602	U	U	0	U	0	0	0	0	U	U	"	Ü	U	390,46 72,316
Cash Flow	-366,667	-5,958	-153,388	-222,694	-311,971	-359,870	102,433	402,416	324,783	628,380	425,321	0	0	0	0	0	0	0	0	0	0	0	0	-462,78
Opening Baland Closing Baland		-372,625	-526,013	-748,707	-1,060,678	-1,420,548	-1,318,115	-915,699	-590,916	37,464	462,785	462,785	462,785	462,785	462,785	462,785	462,785	462,785	462,785	462,785	462,785	462,785	462,785	0
CASH FLOW FOR CIL ADDITIONAL PRO	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As Above	0	0	0	0	0	0	440,748	661,121	440,748	661,121	440,748	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	320,000																							
Stamp Duty	9,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	0 4,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS	30,837 3,855	0	30,837 3,855	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	7,709 19,273	0	7,709 19,273	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	75,447 -2,706	188,618 -2,706	264,065 -2,706	301,788	264,065	188,618	75,447	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	3,772	9,431	8,000 13,203	12,000 15,089	8,000 13,203	12,000 9,431	8,000 3,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	3,772	9,431	13,203	15,089	13,203	9,431	3,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals	0	0	0	0	0	0	13,222 2,204	19,834 3,306	13,222 2,204	19,834 3,306	13,222 2,204	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND INT AND PROFI	0	0	0	0 204,773	0 295,765	0 343,967	0 313,898	0 242,619	0	0 23,139	0 15,426	0	0	0	0	0	0	0	0	0	0	0	0	0
LUG13 BEPUKE LAND INT AND PROFI	401,618	U	141,960	204,//3	290,/65	343,96/	313,698	242,619	100,418	23,139	13,426	U	U	U	U	U	U	U	U	U	J J	U	U	U
For CIL calculation Interest Market Housing	9	6,526	6,632	9,047	12,522	17,531	23,406	21,725	15,277	10,092	0	0	0	0	0	0	0	0	0	0	0	0	0	0 365,67
Affordable Housing	9																							72,316
Cash Flow Opening Balance	0	-6,526	-148,592	-213,820	-308,287	-361,498	103,444	396,778	319,053	627,890	425,321	0	0	0	0	0	0	0	0	0	0	0	0	-437,99
Closing Balance	-401,618	-408,144	-556,737	-770,557	-1,078,844	-1,440,342	-1,336,898	-940,120	-621,067	6,822	432,144	432,144	432,144	432,144	432,144	432,144	432,144	432,144	432,144	432,144	432,144	432,144	432,144	-5,850

SITE NAME Site 20	PDL 6																							
INCOME Av Size m2		Number 6		Price £/m2		GIA m2		DEVELOPME	NT COSTS							Planning fee ca Planning app fee	lc dwgs	rate			Build Cost BCIS	/m2 1,369		
Market Housing 85.7	100%	6		3,350	1,721,900	514		LAND	Land		/unit or m2 45,768	3	274,606			No dwgs No dwgs under	6	462	2,772		FHS Energy	42 10	3.10%	
Shared Ownership 85.7	0%	0		2,345	5 0	0			Stamp Duty Easements etc. Legals Acquisiti		1.50%	3,230 0 4,119)			No dwgs over 50	0	138 Total	2,772		Design Acc & Adpt Water	12		
Affordable Rent 85.7	0%	0		1,930	0	0		PLANNING	Logaio / toquioti		1.50%	-,,,,	7,010								Small Sites Site Costs	0	0% 11%	
Social Rent 85.7		0		1,270					Planning Fee Architects		4.00%		1			Stamp duty call Land payment	c - Residual	_	274,606			1,580		
Grant and Subsidy Shared Owners Affordable Rent Social Rent				0	0 0				QS / PM Planning Consu Other Professio		0.50% 1.00% 2.50%	9,172	!											
SITE AREA - Net 0.10 SITE AREA - Gross 0.10		60 60			1,721,900	514		CONSTRUCT	Build Cost - BC s106 / CIL / IT	IS Based	1,580	24,000)					Total	3,230					
ales per Quarter 0 Init Build Time 3	Quarters				RUN Residual I	MACRO ctrl+r		FINANCE	Contingency Abnormals		5.00%	40,600 40,600				Stamp duty cal Land payment 125,000 250,000	c - Add Profit 0% 1%		144,000					
Residual Land Value	274,606 120,000	2,746,061	Per ha GROSS 2,746,061 1,200,000		RUN CIL MACE				Fees Interest Legal and Valua	ation	6.50%	6				500,000 1,000,000 above	3% 4% 5%	0% 3%						
Jplift 20% Plus /ha 0 Viability Threshold	24,000 0 144,000		240,000 0 1,440,000		Check on phasing o		-4,357	SALES	Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	4,320 24,000		LIT	% GDV 0.00%	0	
Additional Profit	193,891	£/m2 377	1				ı	Developers Pr	Misc.			C		1,335,575		Post CIL s106 CIL	4,000	£/ Unit (all) £/m2	24,000			0.0070	•	
RESIDUAL CASH FLOW FOR INTEREST	т	Year 1				Year 2			Market Housing Affordable Hou		17.50% 17.50%			301,333 0 Year 4				Total Year 5	24,000			Year 6		
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
JNITS Started Market Housing Shared Ownership			1	0 0	0 0	1 0 0	1 286,983 0	1 286,983 0	286,983	286,983	286,983	286,983	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	0	0 286,983	0 286,983	0 286,983	0 286,983	0 286,983	0 286,983	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.	3,230 0																							
Legals Acquisition	4,119																							
Planning Fee Architects QS Planning Consultants	2,772 18,344 2,293 4,586		18,344 2,293 4,586																					
Other Professional Juild Cost - BCIS Base	11,465	0	11,465 45,111	90,223	135,334	135,334	135,334	135,334	90,223	45,111	0	0	0	0	0	0	0	0	0	0	0	0	0	0
106/CIL Contingency Ubnormals		0	1,333 2,256 2,256	2,667 4,511 4,511	4,000 6,767 6,767	4,000 6,767 6,767	4,000 6,767 6,767	4,000 6,767 6,767	2,667 4,511 4,511	1,333 2,256 2,256	0 0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0
Finance Fees Legal and Valuation	0																							
Agents Legals Misc.	0	0	0	0	0	0	8,610 1,435	8,610 1,435	8,610 1,435	8,610 1,435	8,610 1,435	8,610 1,435	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	46,810	0	87,644	101,912	152,867	152,867	162,912	162,912	111,956	61,000	10,044	10,044	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land Interest Market Housing	t Total	5,223	5,308	6,818	8,585	11,209	13,875	12,084	10,265	7,587	4,038	0	0	0	0	0	0	0	0	0	0	0	0	0 301,333
Affordable Housing Cash Flow		-5,223	-92,952	-108,730	-161,453	-164,076	110,196	111,987	164,763	218,396	272,901	276,939	0	0	0	0	0	0	0	0	0	0	0	-301,333
Opening Balance Closing Balance		-326,639	-419,591	-528,321	-689,773	-853,849	-743,653	-631,666	-466,903	-248,507	24,394	301,333	301,333	301,333	301,333	301,333	301,333	301,333	301,333	301,333	301,333	301,333	301,333	0
CASH FLOW FOR CIL ADDITIONAL PRO	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As Above	0	0	0	0	0	0	286,983	286,983	286,983	286,983	286,983	286,983	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	144,000																							
Stamp Duty Easements etc.	4,320 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egals Acquisition	2,160 2,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
naming ree crchitects QS	18,344 2,293	0	18,344 2,293	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	4,586 11,465	0	4,586 11,465	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	45,111 48,473	90,223	135,334	135,334	135,334	135,334	90,223	45,111	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency	0	0	48,473 2,256	48,473 4,511	48,473 4,000 6,767	48,473 4,000 6,767	4,000 6,767	4,000 6,767	4,000 4,511	4,000 2,256	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,256	4,511 4,511	6,767	6,767	6,767	6,767	4,511 4,511	2,256	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees egal and Valuation	0 0	0 0	0 0	0 0	0 0	0 0	0 0 8,610	0 0 8,610	0 0 8,610	0 0 8,610	0 0 8,610	0 0 8,610	0 0	0 0	0	0	0	0 0	0	0 0	0 0	0	0	0 0
Agents Legals Misc.	0	0	0	0	0	0	8,610 1,435 0	8,610 1,435 0	1,435 0	8,610 1,435 0	8,610 1,435 0	8,610 1,435 0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFI		0	134,783	147,718	201,340	201,340	162,912	162,912	113,289	63,667	10,044	10,044	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation Interest Market Housing	ı	3,087	3,137	5,378	7,866	11,265	14,720	12,943	11,137	8,496	5,005	586	0	0	0	0	0	0	0	0	0	0	0	0 244,648
Affordable Housing Cash Flow Opening Balance	-189,940	-3,087	-137,920	-153,095	-209,206	-212,605	109,351	111,128	162,557	214,821	271,934	276,353	0	0	0	0	0	0	0	0	0	0	0	-244,648
	1				1				1															



	Av Size	Sth Aylesham %	Number		Price	GDV	GIA		DEVELOPMEN	NT COSTS							Planning fee ca	ılc			ſ	Build Cost	/m2		
NCOME	m2	76	650		£/m2				LAND	00013		/unit or m2	Total				Planning ree ca Planning app fer No dwgs		rate			BCIS FHS	1,460 45	3.10%	6
arket Housing	98.3	70%	455		3,100	138,588,600	44,706		LAND	Land Stamp Duty		1,521	38.919	988,378			No dwgs under	50	462 138	23,100 82,800		Energy Design	10	3.10%	
ared Ownership	75.3	11%	68		2,170	11,144,903	5,136			Easements etc.			0	1			No dwgs over 50	600	Total	105,900		Acc & Adpt	12		
fordable Rent	75.3	20%	127		1,930	18,408,533	9,538			Legals Acquisiti	on	1.50%	14,826	53,745								Water Small Sites	0	0%	
ocial Rent	75.3	0%	0		1,270	0	0		PLANNING	Planning Fee			105,900				Stamp duty cal	c - Residual				Site Costs	229 1,756	16%	ı
rant and Subsidy	Shared Ownersh	ip			0	0				Architects QS / PM		4.00% 0.50%	599,458				Land payment			988,378					
	Affordable Rent Social Rent				0	0				Planning Consul Other Profession		1.00% 2.50%													
TE AREA - Net	20.31	ha	32	/ha		168,142,036	59,380		CONSTRUCTI																
TE AREA - Gross	26.20		25	/ha				l		Build Cost - BCI s106 / CIL / IT	IS Based	1,756	104,284,566			l			Total	38,919	ļ				
Sales per Quarter	0									Contingency Abnormals		2.50%					Stamp duty cal	c - Add Profit		11,135,000					
laies per Quarter Unit Build Time	0	Quarters								Abnormals			U	119,891,680			Land payment 125,000	0%	1%	11,135,000					
			Per ha NET			RUN Residual I	MACKO ctri+r osing balance =	0	FINANCE	Fees			0	1			250,000 500,000	1% 3%	3% 4%						
Iternative Use Value		988,378 655,000	48,659	37,724 25,000		RUN CIL MACE	RO ctrl+l			Interest Legal and Valua	ition	6.50%	0	0			1,000,000 above	4% 5%	0% 4%						
lplift Plus /ha	0% a 400,000	10,480,000		0 400,000		CI	osing balance =	42,756,901	SALES							l			Total	445,400	Į.				
Viab	bility Threshold	11,135,000		425,000		Check on phasing	dwgs nos rect			Agents Legals		3.0% 0.5%					Pre CIL s106	20,000 £/	Unit (all) otal	13,000,000		LIT	% GDV 0.00%	0	
dditional Profit			£/m2				1001	•		Misc.		0.570	0.0,770		136,516,008		Post CIL s106				I.		0.50%	•	1
additional Profit		-46,635,468	-1,043						Developers Pr								CIL STU6	20,000	£/ Unit (all) £/m2	13,000,000 0					
										Market Housing Affordable Hou		17.50% 17.50%			24,253,005 5,171,851				Total	13,000,000	Į.				
RESIDUAL CASH FLOW	FOR INTEREST																								
ICOME	-	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	Year 20	Year 21	Year 22	Year 23	Yea
NITS Started larket Housing		25	25 5,330,331	75 5,330,331	75 15,990,992	100 15,990,992	100 21,321,323	100 21,321,323	100 21,321,323	50 21,321,323	10,660,662	0	0	0	0	0	0	0	0	0	0	0	0	0	
hared Ownership			428,650	428,650	1,285,950	1,285,950	1,714,600	1,714,600	1,714,600	1,714,600	857,300	0	0	0	0	0	0	0	0	0	0	0	0	0	(
ffordable Rent ocial Rent			708,021 0	708,021	2,124,062	2,124,062	2,832,082	2,832,082	2,832,082	2,832,082	1,416,041 0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
rant and Subsidy INCOME	l	0	0 6,467,001	0 6,467,001	19,401,004	0 19,401,004	0 25,868,006	0 25,868,006	0 25,868,006	0 25,868,006	12,934,003	0 0	0	0	0	0	0	0	0	0	0	0	0	0	(
(PENDITURE																				-				-	
tamp Duty asements etc.		38,919 0																							
egals Acquisition		14,826																							
anning Fee		105,900		0																					
rchitects S		4,795,667 599,458		0																					
anning Consultants ther Professional		1,198,917 2,997,292		0																					
uild Cost - BCIS Base			4,010,945	4,010,945	12,032,835	12,032,835	16,043,779	16,043,779	16,043,779	16,043,779	8,021,890	0	0	0	0	0	0	0	0	0	0	0	0	0	(
06/CIL ontingency			500,000 100,274	500,000 100,274	1,500,000 300,821	1,500,000 300,821	2,000,000 401,094	2,000,000 401,094	2,000,000 401,094	2,000,000 401,094	1,000,000 200,547	0	0	0	0	0	0	0	0	0	0	0	0	0	(
onormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
nance Fees gal and Valuation		0																							
		0	40	40	pp. a	F00 0	-	-				_	_		_	_		_		_	_			_	
gents egals		0	194,010 32,335	194,010 32,335	582,030 97,005	582,030 97,005	776,040 129,340	776,040 129,340	776,040 129,340	776,040 129,340	388,020 64,670	0	0	0	0	0	0	0	0	0	0	0	0	0	(
isc. OSTS BEFORE LAND I	INT AND PROFIT	9,750,979	4,837,564	0 4,837,564	14,512,691	14,512,691	19,350,254	19,350,254	19,350,254	19,350,254	9,675,127	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	T																								
or Residual Valuation	Land Interest	988,378	698,058	637,519	573,044	292,551	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
	Profit on Costs Profit on GDV		000,000	001,010	0,044	202,001	Ū	J	Ū		Ū	Ū	0		Ü	0	Ü		Ü	0	Ü		J	Ü	24,25
		40 700 057	004 000	204 040	4,315,270	4 505 700	0.547.750	6,517,752	6,517,752	0.547.750	3,258,876	0	0	0	0	0	0	0	0	0	0	0	0		
	Cash Flow Opening Balanc	-10,739,357	931,380	991,919		4,595,762	6,517,752			6,517,752														0	-29,42
	Closing Balance	-10,739,357	-9,807,977	-8,816,058	-4,500,788	94,974	6,612,726	13,130,477	19,648,229	26,165,981	29,424,856	29,424,856	29,424,856	29,424,856	29,424,856	29,424,856	29,424,856	29,424,856	29,424,856	29,424,856	29,424,856	29,424,856	29,424,856	29,424,856	С
ASH FLOW FOR CIL AL	DDITIONAL PRO	FIT																							
COME	As Above	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	Year 20	Year 21	Year 22	Year 23	Yea
INCOME		0	6,467,001	6,467,001	19,401,004	19,401,004	25,868,006	25,868,006	25,868,006	25,868,006	12,934,003	0	0	0	0	0	0	0	0	0	0	0	0	0	
XPENDITURE and		11,135,000																							
			0		•	_	0	•	0		0		•		•	•		0					•	•	
	1	445,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
amp Duty asements etc.		0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
amp Duty asements etc. gals Acquisition		167,025	0					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
tamp Duty asements etc. agals Acquisition			0 0	0	0	0	0	0	0				0	0	0	0	0	0			0	0			
amp Duty asements etc. agals Acquisition anning Fee chitects		167,025 105,900	0	0 0 0		0 0 0	0 0	0	0 0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
amp Duty asements etc. gals Acquisition anning Fee chitects S anning Consultants		167,025 105,900 4,795,667 599,458	0 0	0	0	0	0	0	0	0	-	0	0	0	0	0	-	_	-	0 0 0		0	-	0 0 0	
amp Duty sements etc. gals Acquisition anning Fee chitects S anning Consultants ther Professional		167,025 105,900 4,795,667 599,458 1,198,917 2,997,292	0 0 0 0 0 4,010,945	0 0 0 4,010,945	0 0 0 0 12,032,835	0 0 0 12,032,835	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 16,043,779	-	0 0		0	0	0	-	0	-	0 0	0	0	-	0 0 0	
amp Duty sements etc. gals Acquisition anning Fee chilects S anning Consultants her Professional lild Cost - BCIS Base ptential CLL st CLL s106		167,025 105,900 4,795,667 599,458 1,198,917 2,997,292 0 -5,181,719	0 0 0 0 0 0 4,010,945 -5,181,719 500,000	0 0 0 0 4,010,945 -5,181,719 500,000	0 0 0 0 12,032,835 -5,181,719 1,500,000	0 0 0 12,032,835 -5,181,719 1,500,000	0 0 0 16,043,779 -5,181,719 2,000,000	0 0 0 16,043,779 -5,181,719 2,000,000	0 0 0 16,043,779 -5,181,719 2,000,000	0 0 0 16,043,779 -5,181,719 2,000,000	0 0 8,021,890	0	0	0	0	0	0 0	0 0	0	0 0 0	0 0	0 0	0 0	0 0 0	
amp Duty sements etc. gals Acquisition anning Fee chitects S anning Consultants her Professional slid Cost - BCIS Base DTENTIAL CIL st CIL a106 nttingency		167,025 105,900 4,795,667 599,458 1,198,917 2,997,292	0 0 0 0 0 4,010,945 -5,181,719	0 0 0 0 4,010,945 -5,181,719	0 0 0 0 12,032,835 -5,181,719	0 0 0 12,032,835 -5,181,719	0 0 0 16,043,779 -5,181,719	0 0 0 0 16,043,779 -5,181,719	0 0 0 16,043,779 -5,181,719	0 0 0 16,043,779 -5,181,719	0 0 8,021,890	0	0	0	0	0	0 0	0	0 0		0 0	0	0 0	0 0 0 0 0 0 0 0 0	
amp Duty sements etc. ggis Acquisition anning Fee chitects S sanning Consultants ther Professional slid Cost - BCIS Base DTENTIAL Cit. st Cit. s108 ontingency normals		167,025 105,900 4,795,667 599,458 1,198,917 2,997,292 0 -5,181,719	0 0 0 0 0 0 4,010,945 -5,181,719 500,000 100,274	4,010,945 -5,181,719 500,000 100,274	0 0 0 0 12,032,835 -5,181,719 1,500,000 300,821	0 0 0 12,032,835 -5,181,719 1,500,000 300,821	0 0 0 16,043,779 -5,181,719 2,000,000 401,094	0 0 0 16,043,779 -5,181,719 2,000,000 401,094	0 0 0 16,043,779 -5,181,719 2,000,000 401,094	0 0 0 16,043,779 -5,181,719 2,000,000 401,094	0 0 8,021,890 1,000,000 200,547	0	0 0	0 0 0	0	0	0 0	0 0	0		0 0	0 0	0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
amp Duty seements etc. gals Acquisition anning Fee shitetts S anning Consultants ther Professional aid Cost - BCIS Base ortENTEAL CIL set CIL s106 ontmale		167,025 105,900 4,795,667 599,458 1,198,917 2,997,292 0 -5,181,719 0	0 0 0 0 0 4,010,945 -5,181,719 500,000 100,274 0	0 0 0 4,010,945 -5,181,719 500,000 100,274 0	0 0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0	0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0	0 0 8,021,890 1,000,000 200,547 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0	0 0 0 0 0 0	0	0		0 0 0 0 0 0 0	0 0 0 0 0	0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
tamp Duty assements etc. ggals Acquisition lanning Fee rchitects S sanning Consultants ther Professional uild Cost - BCIS Base OTENTIAL CIL sot CIL s106 ontingency bnormals nance Fees ggal and Valuation gents		167,025 105,900 4,795,667 599,458 1,198,917 2,997,292 0 -5.181,719 0 0	0 0 0 0 0 4,010,945 -5,181,719 500,000 100,274 0 0	0 0 0 4,010,945 -5,181,719 500,000 100,274 0 0	0 0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 0	0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 0 582,030	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0	0 0 0 8,021,890 1,000,000 200,547 0 0 0 388,020	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
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tamp Duty asements etc. agais Acquisition lanning Fee rchitects S lanning Consultants ther Professional uild Cost - BCIS Base OTENTIAL CIL sot CIL s106 ontingency bnormals inance Fees agal and Valuation gents agals isse.	INT AND PROFIT	167,025 105,900 4,795,667 599,458 1,198,917 2,997,292 0 -5,181,719 0 0	0 0 0 0 0 4,010,945 -5,181,719 500,000 100,274 0 0 194,010 32,335	0 0 0 4,010,945 -5,181,719 500,000 100,274 0 0 194,010 32,335	0 0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 0	0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 0 582,030	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0	0 0 0 8,021,890 1,000,000 200,547 0 0 0 388,020	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0	
tamp Duty asements etc. spals Acquisition lanning Fee rchitects S lanning Consultants ther Professional uild Cost - BCIS Base OTENTIAL CIL ost CIL s106 ontingency bnormals inance Fees spal and Valuation gents spals lisc.	INT AND PROFIT	167,025 105,900 4,795,667 599,458 1,198,917 2,997,292 0 -5,181,719 0 0	0 0 0 0 0 4,010,945 -5,181,719 500,000 100,274 0 0 194,010 32,335 0	0 0 0 4,010,945 -5,181,719 500,000 100,274 0 0 194,010 32,335 0	0 0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 0 582,030 97,005 0	0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 582,030 97,005 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 0 776,040 129,340 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0	0 0 8,021,890 1,000,000 200,547 0 0 0 388,020 64,670 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	
amp Duty sements etc. ggis Acquisition anning Fee chitects S anning Consultants ther Professional aild Cost - BCIS Base OTENTIAL Cit ust Cit. st Cit onormals annore Fees ggi and Valuation yents ggis sc. DSTS BEFORE LAND I	Interest	167,025 105,900 4,795,667 599,458 1,198,917 2,997,292 0 -5,181,719 0 0	0 0 0 0 0 4,010,945 -5,181,719 500,000 100,274 0 0 194,010 32,335 0	0 0 0 4,010,945 -5,181,719 500,000 100,274 0 0 194,010 32,335 0	0 0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 0 582,030 97,005 0	0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 582,030 97,005 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 0 776,040 129,340 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0	0 0 8,021,890 1,000,000 200,547 0 0 0 388,020 64,670 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	
arm Duty assements etc. egals Acquisition lanning Fee r/chitects IS lanning Consultants ther Professional uild Cost - BCIS Base OTENTIAL CIL ost CIL s106 contingency bnormals inance Fees egal and Valuation gents egals ISC. ISCSTS BEFORE LAND I or CIL calculation		167,025 105,900 4,795,667 599,458 1,198,917 2,997,292 0 -5,181,719 0 0	0 0 0 0 0 0 5,181,719 500,000 100,274 0 0 194,010 22,335 0	0 0 0 4,010,945 -5,181,719 500,000 100,274 0 0 0 194,010 32,335 0 -344,155	0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 582,030 97,005 0 9,330,972	0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 582,030 97,005 0 9,330,972	0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0 14,168,535	0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0 14,168,535	0 0 0 16,043,779 5,181,719 2,000,000 401,094 0 0 776,040 129,340 0 14,168,535	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 0 776,040 129,340 0	0 0 0 8,021,890 1,000,000 200,547 0 0 0 388,020 64,670 0 9,675,127	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
tamp Duty asements etc. gads Acquisition lanning Fee rchitects S lanning Consultants ther Professional uild Cost - BCIS Base OTENTIAL CIL ost CIL s106 ontingency honormals pagal and Valuation gents agals isc. OSTS BEFORE LAND I	Interest Profit on cost	167,025 105,900 4,795,667 599,458 1,198,917 2,997,292 0 -5,181,719 0 0	0 0 0 0 0 0 5,181,719 500,000 100,274 0 0 194,010 22,335 0	0 0 0 4,010,945 -5,181,719 500,000 100,274 0 0 0 194,010 32,335 0 -344,155	0 0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 582,030 97,005 0 9,330,972	0 0 12,032,835 -5,181,719 1,500,000 300,821 0 0 582,030 97,005 0 9,330,972	0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0 14,168,535	0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 776,040 129,340 0 14,168,535	0 0 0 16,043,779 5,181,719 2,000,000 401,094 0 0 776,040 129,340 0 14,168,535	0 0 0 16,043,779 -5,181,719 2,000,000 401,094 0 0 0 776,040 129,340 0	0 0 0 8,021,890 1,000,000 200,547 0 0 0 388,020 64,670 0 9,675,127	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0

SITE NAME		Nth Aylesham							<u> </u>												-			1	
INCOME	Av Size m2	%	Number 500		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee c Planning app fe		rate	-		Build Cost BCIS	/m2 1,461		
Market Housing	98.0	70%	350		3,100		34,300		LAND	Land		/unit or m2 1,693	Total	846,338			No dwgs No dwgs under	500 50				FHS Energy	45 10	3.10%	%
Shared Ownership	75.1	11%			2.170		3,940			Stamp Duty Easements etc.		1,000	31,817 0				No dwgs over 5			62,100		Design Acc & Adpt	0		
					,	-,,				Legals Acquisition	1	1.50%		44,512					Total	65,200	4	Water	0		
Affordable Rent	75.1	20%			1,930		7,318		PLANNING												7	Small Sites Site Costs	229		
Social Rent	75.1	0%	0		1,270		0			Planning Fee Architects		4.00%					Stamp duty ca Land payment	lc - Residual		846,338	8		1,757	J	
Grant and Subsidy	Shared Ownersh Affordable Rent				0	0				QS / PM Planning Consulta		0.50% 1.00%	920,544												
	Social Rent				0	0				Other Professiona	al	2.50%	2,301,359	7,449,548											
SITE AREA - Net SITE AREA - Gross	15.63 26.04		32 19			129,003,612	45,558			Build Cost - BCIS s106 / CIL / IT	Based	1,757	10,000,000						Total	31,817					
Sales per Quarter Unit Build Time	0 3	Quarters]			RUN Residual N	AACRO ctrlur		FINANCE	Contingency Abnormals		2.50%	2,001,326 0				Stamp duty ca Land payment 125,000 250,000	lc - Add Profit 0% 1%			L				
Residual Land Value		Whole Site	Per ha NET 54,166	Per ha GROSS			osing balance =	0		Fees Interest		6.50%	0				500,000 1,000,000	3% 4%	4%						
Alternative Use Value Uplift	0%	585,938		22,500		RUN CIL MACR	O ctrl+l osing balance =	192 960		Legal and Valuation	on	0.50%	0	0			above	5%							
Plus /ha	a 400,000	10,416,667		400,000				-103,009	SALES	A		2.00/	2 070 400				D 011 -400	20.000		440,104	1	lur.	0/ OBV		7
Via	ability Threshold	11,002,604		422,500		Check on phasing o]		Agents Legals		3.0% 0.5%	645,018				Pre CIL s106		£/ Unit (all) Total	10,000,000		LIT	% GDV 0.00%		0
Additional Profit		-12,000,095	£/m2 -350							Misc.			0	4,515,126	104,909,876	l -	Post CIL s106	20,000	£/ Unit (all)	10,000,000	o l				
									Developers Pr	ofit Market Housing Affordable Housi	ng	17.50% 17.50%			18,607,750 3,967,882		CIL	0	£/m2 Total	10,000,000					
RESIDUAL CASH FLOW	V FOR INTEREST	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	Year 20	Year 21	Year 22	Year 23	Year 24
UNITS Started Market Housing		25	25 5,316,500	75 5,316,500	75 15,949,500	100 15,949,500	100 21,266,000	100 21,266,000	21,266,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing Shared Ownership Affordable Rent			427,523	427,523	1,282,568	1,282,568	1,710,090	1,710,090	1,710,090	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			706,158 0	706,158 0	2,118,474	2,118,474	2,824,632	2,824,632	2,824,632 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	E	0	0 6,450,181	0 6,450,181	19,350,542	0 19,350,542	25,800,722	0 25,800,722	0 25,800,722	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty Easements etc.		31,817 0																							
Legals Acquisition		12,695																							
Planning Fee Architects		85,200 3,682,174		0																					
QS Planning Consultants		460,272 920,544		0																					
Other Professional		2,301,359		0																					
Build Cost - BCIS Base			4,002,651	4,002,651	12,007,954		16,010,605		16,010,605	0	0	0					0	0	0	0	0		0	0	
s106/CIL Contingency			500,000 100,066	500,000 100,066	1,500,000 300,199	1,500,000 300,199	2,000,000 400,265	2,000,000 400,265	2,000,000 400,265	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		0																							
Agents		0	193,505	193,505	580,516	580,516	774,022	774,022	774,022	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	32,251	32,251 0	96,753	96,753	129,004	129,004	129,004	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND	INT AND PROFIT	7,494,060	4,828,474	4,828,474	14,485,422	14,485,422	19,313,896	19,313,896	19,313,896	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	846,338	1																						
	Interest Profit on Costs		542,126	471,953	397,219	106,806	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	18,607,75
	Profit on GDV																								3,967,88
	Cash Flow	-8,340,398	1,079,581	1,149,754	4,467,901	4,758,315	6,486,827	6,486,827	6,486,827	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-22,575,6
	Opening Balance Closing Balance	0 -8,340,398	-7,260,818	-6,111,064	-1,643,163	3,115,152	9,601,978	16,088,805	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	22,575,632	0
CASH FLOW FOR CIL A	ADDITIONAL PRO	FIT 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	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME INCOME	As Above E	0	6,450,181	6,450,181	19,350,542	19,350,542	25,800,722	25,800,722	25,800,722	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Land		11,002,604																							
Stamp Duty Easements etc.		440,104 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		165,039	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		85,200 3.682.174	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		460,272 920,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		2,301,359	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	4,002,651	4,002,651	12,007,954	12,007,954	16,010,605	16,010,605	16,010,605	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		-1,714,299	-1,714,299 500,000	-1,714,299 500,000	-1,714,299 1,500,000	-1,714,299 1,500,000	-1,714,299 2,000,000	-1,714,299 2,000,000	2,000,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	100,066 0	100,066 0	300,199 0	300,199 0	400,265 0	400,265 0	400,265 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	193,505 32,251	193,505 32,251	580,516 96,753	580,516 96,753	774,022 129,004	774,022 129,004	774,022 129,004	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND	INT AND PROFIT	0	0 3,114,175	0 3,114,175	0 12,771,122	0	0	0 17,599,596	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
JOUIS BEFUKE LAND	INT AND PROFIL	11,042,330	3,114,173	3,114,173	14,111,144	12,111,122	11,553,530	11,333,336	19,313,036		J	U	U .		3	U		-	J	U	U			U	U
For CIL calculation					a			_	_		_	_		_	_	_			_				_		
	Interest Profit on cost		1,127,295	983,729	830,830	457,172	59,226	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 18,134,66
	Profit on GDV																								3,967,882
	Cash Flow Opening Balanc	-17,342,996 0	2,208,711	2,352,277	5,748,589	6,122,247	8,141,900	8,201,126	6,486,827	0	0	0	0	0	0	0	0 21,918,682	0	0	0	0	0	0	0	-22,102,55

	Av Size	%	Number		Price		GIA		DEVELOPMEN	IT COSTS					1		Planning fee ca	lc			Ī	Build Cost	/m2		
	m2		4,017		£/m2		m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 4017	rate			BCIS FHS	1,461 45		1%
rket Housing	98.0	70%	2,812		3,100	854,242,820	275,562			Land Stamp Duty		-2,008	0	-8,064,368			No dwgs under No dwgs over 50	50 3967	462 138			Energy Design	10 0		
ared Ownership	74.9	11%	422		2,170		31,603			Easements etc. Legals Acquisiti		1.50%	-120,966						Total	570,546	l	Acc & Adpt Water	12 0		
ordable Rent	74.9	20%	783		1,930		58,691		PLANNING												_	Small Sites Site Costs	0 229		
cial Rent	74.9	0%	0		1,270	0	0			Planning Fee Architects		4.00%	570,546 29,570,574				Stamp duty cal Land payment	c - Residual		-8,064,368			1,757]	
	Shared Ownersh Affordable Rent Social Rent	ip			0 0 0	0				QS / PM Planning Consu Other Professio		0.50% 1.00% 2.50%	7,392,644												
TE AREA - Net TE AREA - Gross	125.53 209.22		32 19	/ha /ha		1,036,093,915	365,856			DN Build Cost - BC s106 / CIL / IT	JS Based	1,757	642,853,024 80,340,000						Total	0					
lles per Quarter nit Build Time	0	Quarters				RUN Residual N	MACRO etclar			Contingency Abnormals		2.50%		739,264,350			Stamp duty cal Land payment 125,000 250,000	c - Add Profit 0% 1%	0% 0%	88,394,922					
esidual Land Value ternative Use Value		-8,064,368 4,707,422	Per ha NET -64,242	-38,545 22,500		RUN CIL MACR	osing balance =			Fees Interest Legal and Valua	ation	6.50%	0				500,000 1,000,000 above	3% 4% 5%	0% 0% 0%						
lift Plus /ha Viat	0% 400,000 bility Threshold	83,687,500 88,394,922		400,000 422,500		Check on phasing d		-3,295,903		Agents Legals		3.0% 0.5%	31,082,817 5,180,470				Pre CIL s106		Total E/ Unit (all) Total	80,340,000		LIT	% GDV 0.00%		0
Iditional Profit		-140,101,792	C/m2 -508		!				Developers Pro	Misc.		17.50%	0	36,263,287	827,053,997 149,492,494		Post CIL s106 CIL	20,000	£/ Unit (all) £/m2 Total	0					_
ESIDUAL CASH FLOW	FOR INTEREST									Affordable Hou	using	17.50%			31,823,941										
ICOME	7	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	Year 20	Year 21	Year 22	Year 23	
NITS Started arket Housing		25	5,316,423	75 8,931,590 717,031	75 15,949,268	100 15,949,268	100 21,265,691	200 21,265,691	200 42,531,383	200 42,531,383	200 42,531,383	200 42,531,383	200 42,531,383	200 42,531,383	200 42,531,383	250 42,531,383	250 53,164,228	250 53,164,228	250 53,164,228	250 53,164,228	250 53,164,228	250 53,164,228		53,164,228	
ared Ownership fordable Rent			426,798 704,961	717,021 1,184,335	1,280,394 2,114,884	1,280,394 2,114,884	1,707,192 2,819,845	1,707,192 2,819,845	3,414,384 5,639,691	3,414,384 5,639,691	3,414,384 5,639,691	3,414,384 5,639,691	3,414,384 5,639,691	3,414,384 5,639,691	3,414,384 5,639,691	3,414,384 5,639,691	4,267,980 7,049,613	4,267,980 7,049,613	4,267,980 7,049,613	4,267,980 7,049,613	4,267,980 7,049,613	4,267,980 7,049,613	4,267,980 7,049,613	4,267,980 7,049,613	
cial Rent ant and Subsidy			0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0	0 0	0 0	0	
INCOME		0	6,448,182	10,832,946	19,344,547	19,344,547	25,792,729	25,792,729	51,585,458	51,585,458	51,585,458	51,585,458	51,585,458	51,585,458	51,585,458	51,585,458	64,481,822	64,481,822	64,481,822	64,481,822	64,481,822	64,481,822	64,481,822	64,481,822	_
PENDITURE amp Duty sements etc. gals Acquisition		0 0 -120,966																							
inning Fee		570,546		_																					
chitects		29,570,574 3,696,322		0																					
nning Consultants ner Professional		7,392,644 18,481,609		0																					
ild Cost - BCIS Base			4,000,828	6,721,391	12,002,484	12,002,484	16,003,312	16,003,312	32,006,623	32,006,623		32,006,623	32,006,623	32,006,623	32,006,623	32,006,623		40,008,279	40,008,279	40,008,279	40,008,279	40,008,279			
06/CIL ontingency onormals			500,000 100,021 0	840,000 168,035 0	1,500,000 300,062 0	1,500,000 300,062 0	2,000,000 400,083 0	2,000,000 400,083 0	4,000,000 800,166 0	4,000,000 800,166 0	4,000,000 800,166 0	4,000,000 800,166 0	4,000,000 800,166 0	4,000,000 800,166 0	4,000,000 800,166 0	4,000,000 800,166 0	5,000,000 1,000,207 0	5,000,000 1,000,207 0	5,000,000 1,000,207 0	5,000,000 1,000,207 0	5,000,000 1,000,207 0	5,000,000 1,000,207 0	5,000,000 1,000,207 0	5,000,000 1,000,207 0	
nance Fees egal and Valuation		0	400	204	F00 ***	F00	770 700	770	1.547.564	4.54=	4.5,===-	1 547 564	1 547 564		4.547	4.547.50	400	4004	4004	4000	400	1.934.455	400.000	4000.00	
gents gals isc.		0	193,445 32,241	324,988 54,165 0	580,336 96,723	580,336 96,723	773,782 128,964	773,782 128,964	1,547,564 257,927	1,547,564 257,927	1,547,564 257,927	1,547,564 257,927	1,547,564 257,927	1,547,564 257,927	1,547,564 257,927	1,547,564 257,927	1,934,455 322,409	1,934,455 322,409	1,934,455 322,409	1,934,455 322,409	1,934,455 322,409	1,934,455 322,409	1,934,455 322,409	1,934,455 322,409	
DSTS BEFORE LAND I	INT AND PROFIT	59,590,728	4,826,535	8,108,579	14,479,605	14,479,605	19,306,140	19,306,140	38,612,280	38,612,280	38,612,280	38,612,280	38,612,280	38,612,280	38,612,280	38,612,280	48,265,350	48,265,350	48,265,350	48,265,350	48,265,350	48,265,350	48,265,350	48,265,350	
r Residual Valuation	Land Interest	-8,064,368	3,349,213	3,461,505	3,509,419	3,421,310	3,327,474	3,122,132	2,903,442	2,248,909	1,551,832	809,444	18,801	0	0	0	0	0	0	0	0	0	0	0	
	Profit on Costs																								1-
	Profit on GDV	-51 526 360	-1 727 566	-727 129	1 355 523	1 442 621	3 150 115	2 264 457	10.060.736	10.724.260	11 /21 2/6		12 054 376	12 072 178	12 072 179	12 072 178	16 216 472	16 216 472	16 216 472	16 216 472	16 216 472	16 216 472	16 216 472	16 216 472	
	Profit on GDV Cash Flow Opening Balance Closing Balance	-51,526,360 0 -51,526,360	-1,727,566 -53,253,926	-737,138 -53,991,064	1,355,523 -52,635,542	1,443,631	3,159,115 -48,032,795	3,364,457 -44,668,338	10,069,736	10,724,269	11,421,346	12,163,734	12,954,376 12,665,123	, , ,	12,973,178 38,611,478	12,973,178 51,584,656	16,216,472 67,801,129	16,216,472 84,017,601	16,216,472 100,234,073	16,216,472 116,450,546	16,216,472 132,667,018	16,216,472 148,883,490	16,216,472 165,099,963	16,216,472 181,316,435	2 -1
ISH FLOW FOR CIL AI	Cash Flow Opening Balanc Closing Balance	0 -51,526,360 FIT	-53,253,926	-53,991,064	-52,635,542	-51,191,910	-48,032,795	-44,668,338	-34,598,602	-23,874,334	-12,452,987	12,163,734 -289,254	12,665,123	25,638,301	38,611,478	51,584,656	67,801,129	84,017,601	100,234,073	116,450,546	132,667,018	148,883,490	165,099,963	181,316,435	5 -1
COME	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 -51,526,360	, ,	.,	-52,635,542 Year 4	-51,191,910 Year 5	-48,032,795 Year 6	-44,668,338 Year 7	-34,598,602 Year 8	-23,874,334 Year 9	-12,452,987	12,163,734 -289,254 Year 11	12,665,123 Year 12	25,638,301 Year 13	38,611,478 Year 14	51,584,656 Year 15	67,801,129 Year 16	84,017,601 Year 17	100,234,073 Year 18	116,450,546 Year 19	132,667,018 Year 20	148,883,490 Year 21	165,099,963 Year 22	181,316,435 Year 23	2 -1
COME INCOME	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 -51,526,360 FIT Year 1	-53,253,926 Year 2	-53,991,064 Year 3	-52,635,542 Year 4	-51,191,910 Year 5	-48,032,795 Year 6	-44,668,338 Year 7	-34,598,602 Year 8	-23,874,334 Year 9	-12,452,987	12,163,734 -289,254 Year 11	12,665,123 Year 12	25,638,301 Year 13	38,611,478 Year 14	51,584,656 Year 15	67,801,129 Year 16	84,017,601 Year 17	100,234,073 Year 18	116,450,546	132,667,018 Year 20	148,883,490 Year 21	165,099,963	181,316,435 Year 23	2 -1
PENDITURE and ump Duty	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 -51,526,360 FIT Year 1	-53,253,926 Year 2	-53,991,064 Year 3	-52,635,542 Year 4	-51,191,910 Year 5	-48,032,795 Year 6	-44,668,338 Year 7	-34,598,602 Year 8	-23,874,334 Year 9	-12,452,987	12,163,734 -289,254 Year 11	12,665,123 Year 12	25,638,301 Year 13	38,611,478 Year 14	51,584,656 Year 15	67,801,129 Year 16	84,017,601 Year 17	100,234,073 Year 18	116,450,546 Year 19	132,667,018 Year 20	148,883,490 Year 21	165,099,963 Year 22	181,316,435 Year 23	2 -1
INCOME (PENDITURE nd amp Duty usements etc.	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 -51,526,360 FIT Year 1 0 88,394,922	-53,253,926 Year 2 6,448,182	-53,991,064 Year 3 10,832,946	-52,635,542 Year 4 19,344,547	-51,191,910 Year 5 19,344,547	-48,032,795 Year 6 25,792,729	-44,668,338 Year 7 25,792,729	-34,598,602 Year 8 51,585,458	-23,874,334 Year 9 51,585,458	-12,452,987 Year 10 51,585,458	12,163,734 -289,254 Year 11 51,585,458	12,665,123 Year 12 51,585,458	25,638,301 Year 13 51,585,458	38,611,478 Year 14 51,585,458	51,584,656 Year 15 51,585,458	67,801,129 Year 16 64,481,822	Year 17 64,481,822	100,234,073 Year 18 64,481,822	116,450,546 Year 19 64,481,822	132,667,018 Year 20 64,481,822	148,883,490 Year 21 64,481,822	165,099,963 Year 22 64,481,822	181,316,435 Year 23 64,481,822	2 -1
INCOME INCOME PENDITURE ad Imp Duty Imp Duty Imp Sements etc. Imp Season Season Imp Season Im	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 -51,526,360 FIT Year 1 0 0 88,394,922 0 0	-53,253,926 Year 2 6,448,182	Year 3 10,832,946	-52,635,542 Year 4 19,344,547	-51,191,910 Year 5 19,344,547	-48,032,795 Year 6 25,792,729 0 0	-44,668,338 Year 7 25,792,729	-34,598,602 Year 8 51,585,458	-23,874,334 Year 9 51,585,458	-12,452,987 Year 10 51,585,458	12,163,734 -289,254 Year 11 51,585,458	12,665,123 Year 12 51,585,458	25,638,301 Year 13 51,585,458	38,611,478 Year 14 51,585,458 0 0	51,584,656 Year 15 51,585,458 0 0	67,801,129 Year 16 64,481,822	Year 17 64,481,822 0 0	Year 18 64,481,822	116,450,546 Year 19 64,481,822	132,667,018 Year 20 64,481,822	148,883,490 Year 21 64,481,822	165,099,963 Year 22 64,481,822	181,316,435 Year 23 64,481,822	2 -1
INCOME PENDITURE and Imp Duty sements etc. galas Acquisition Inning Fee chitects Inning Consultants	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 -51,526,360 FIT Year 1 0 88,394,922 0 0 1,325,924 570,546	-53,253,926 Year 2 6,448,182	-53,991,064 Year 3 10,832,946 0 0 0	Year 4 19,344,547 0 0 0	-51,191,910 Year 5 19,344,547	-48,032,795 Year 6 25,792,729 0 0	-44,668,338 Year 7 25,792,729	-34,598,602 Year 8 51,585,458 0 0 0	-23,874,334 Year 9 51,585,458	-12,452,987 Year 10 51,585,458	12,163,734 -289,254 Year 11 51,585,458	12,665,123 Year 12 51,585,458 0 0 0	25,638,301 Year 13 51,585,458 0 0 0	Year 14 51,585,458	51,584,656 Year 15 51,585,458 0 0	67,801,129 Year 16 64,481,822	Year 17 64,481,822	Year 18 64,481,822	Year 19 64,481,822	132,667,018 Year 20 64,481,822	148,883,490 Year 21 64,481,822	165,099,963 Year 22 64,481,822	181,316,435 Year 23 64,481,822	2 -1
INCOME INCOME PENDITURE Ind Ind Ind Ind Ind Ind Ind Ind Ind In	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	est 570,546 88,394,922 0 0 1,325,924 570,546 29,570,574 3,696,322 7,392,644 18,481,609 0	-53,253,926 Year 2 6,448,182 0 0 0 0 4,000,828	Year 3 10,832,946 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 4 19,344,547 0 0 0 0 12,002,484	-51,191,910 Year 5 19,344,547 0 0 0 0 0 12,002,484	Year 6 25,792,729 0 0 0 0 0 16,003,312	-44,668,338 Year 7 25,792,729 0 0 0 0 0 0	34,598,602 Year 8 51,585,458 0 0 0 0 0 0 32,006,623	23,874,334 Year 9 51,585,458 0 0 0 0 0 0 32,006,623	12.452.987 Year 10 51,585,458 0 0 0 0 0 0 32,006,623	12.163.734 -289.254 Year 11 51.585,458	12.665,123 Year 12 51,585,458 0 0 0 0 0 0 32,006,623	25,638,301 Year 13 51,585,458 0 0 0 0 0 0 32,006,623	38,611,478 Year 14 S1,585,458 0 0 0 0 0 0 32,006,623	51,584,656 Year 15 51,585,458 0 0 0 0 0 32,006,623	67.801,129 Year 16 64.481,822 0 0 0 0 40.008,279	Year 17 64,481,822 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	100,234,073 Year 18 64,481,822	116,450,546 Year 19 64,481,822	132,667,018 Year 20 64,481,822 0 0 0 0 0 0	148.883.490 Year 21 64,481,822 0 0 0 0 0 0 0	165,099,963 Year 22 64,481,822 0 0 0 0 0 0	181,316,435 Year 23 64,481,822	55
INCOME INCOME PENDITURE and Imp Duty sements etc. agla Acquisition nning Fee thitects inning Consultants her Professional ild Cost - BCIS Base TTAL CIL st CIL st 06	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 88,394,922 0 0 1,325,924 570,546 29,570,574 3,696,322 7,392,644 18,481,609	Year 2	Year 3 10,832,946 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 4 19,344,547 0 0 0 0 12,002,484 -8,241,282	-51,191,910 Year 5 19,344,547 0 0 0 0 0 12,002,484 -8,241,282 1,550,000	Year 6 25,792,729 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-44,668,338 Year 7 25,792,729 0 0 0 0 0 16,003,312 -8,241,282 2,000,000	34.598.602 Year 8 51,585,458 0 0 0 0 32,006,623 82,241,282	23,874,334 Year 9 51,585,458 0 0 0 0 0 32,006,623 -8,241,382	12.452.987 Year 10 51,585,458 0 0 0 0 0 32.006.623 -8_2431,582	12.163,734 -289,254 Year 11 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282	12.665,123 Year 12 51,585,458 0 0 0 0 0 32,006,623 -8,241,282	25,638,301 Year 13 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,782	38,611,478 Year 14 51,585,458 0 0 0 0 0 32,006,623 -8,241,282 4,000,000	\$1,584,656 Year 15 \$51,585,458 0 0 0 0 0 32,006,623 42,241,262 4,000,000	67.801,129 Year 16 64,481,822 0 0 0 0 40,008,279 8,241,822	Year 17 64,481,822 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 18 64,481,822 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	116.450.546 Year 19 64.481.822 0 0 0 0 40.008.279	132,667,018 Year 20 64,481,822 0 0 0 0 40,008,279 5,000,000	Year 21 64,481,822 0 0 0 0 40,008,279 5,000,000	165,099,963 Year 22 64,481,822 0 0 0 0 40,008,279 5,000,000	181,316,435 Year 23 64,481,822 0 0 0 0 0 40,008,279 5,000,000	2 -1 5 5
INCOME INCOME PENDITURE Income Incom	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	est 570,546 88,394,922 0 0 1,325,924 570,546 29,570,574 3,696,322 7,392,644 18,481,609 0	-53,253,926 Year 2 6,448,182 0 0 0 0 4,000,828 -8,241,282	-53,991,064 Year 3 10,832,946 0 0 0 0 0 0 6,721,391	Year 4 19,344,547 0 0 0 0 12,002,484 -8,241,282	-51,191,910 Year 5 19,344,547 0 0 0 0 0 0 12,002,484 -8,241,282	-48,032,795 Year 6 25,792,729 0 0 0 0 0 0 0 0 0 0	-44,668,338 Year 7 25,792,729 0 0 0 0 0 16,003,312 -8,241,282	34,598,602 Year 8 51,585,458 0 0 0 0 0 32,006,623	23,874,334 Year 9 51,585,458 0 0 0 0 0 0 32,006,623	12.452,967 Year 10 51,585,458 0 0 0 0 0 0 32,006,623	12.163,734 -289,254 Year 11 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,582	12.665,123 Year 12 51,585,458 0 0 0 0 0 32,006,623	25.638,301 Year 13 51,585,458 0 0 0 0 0 0 32,006,623	38,611,478 Year 14 51,585,458 0 0 0 0 0 32,006,623 -8,241,282	\$1,584,656 Year 15 \$1,585,458 0 0 0 0 0 0 32,006,623	67,801,129 Year 16 64,481,822 0 0 0 0 40,008,279 8,241,882	Year 17 64,481,822 0 0 0 0 0 0 0 0 0	Year 18 64,481,822 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	116,450,546 Year 19 64,481,822 0 0 0 0 0 40,008,279	132,667,018 Year 20 64,481,822 0 0 0 0 0 40,008,279	148,883,490 Year 21 64,481,822 0 0 0 0 40,008,279	165,099,963 Year 22 64,481,822 0 0 0 0 40,008,279	181,316,435 Year 23 64,481,822 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2 -1 5 5
DOME INCOME PENDITURE Ind Imp Duty sements etc. galak Acquisition Inning Fee hithects inning Consultants Inner Professional Idd Cost - BCIS Base TENTIAL CIL Ist CIL s106 Inlingency Innormals Innormals Innormals	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 51,526,360 FIT Year 1 0 88,394,922 0 0 1,325,924 570,546 29,770,574 3,696,322 7,392,644 18,481,609	-53,253,926 Year 2 6,448,182 0 0 0 0 0 0 4,000,828 -8,241,282 500,000	-53,991,064 Year 3 10,832,946 0 0 0 0 0 0 0 0 0 6,721,391 -8,241,282 840,000 188,035	Year 4 19,344,547 0 0 0 0 0 12,002,484 -8,241,282 1,500,000	-51,191,910 Year 5 19,344,547 0 0 0 0 0 0 12,002,484 -8,241,282 1,500,000 300,062	-48,032,795 Year 6 25,792,729 0 0 0 0 0 0 16,003,312 -8,241,282 2,000,000	-44,668,338 Year 7 25,792,729 0 0 0 0 0 16,003,312 -8,241,282 2,000,000 400,083	34,598,602 Year 8 51,585,458 0 0 0 0 0 2,2006,623 8,241,282 4,000,000 800,166	23,874,334 Year 9 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166	12.452,967 Year 10 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166	12.163,734 -289,254 Year 11 51,585,458 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166	12.665,123 Year 12 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166	25.638,301 Year 13 51,585,458 0 0 0 0 0 0 32,006,623 8,241,282 4,000,000 800,166	38,611,478 Year 14 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166 800,166	51,584,656 Year 15 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166 800,166	67,801,129 Year 16 64,481,822 0 0 0 0 0 40,008,279 8,241,282 5,000,000 1,000,207	Year 17 Year 17 64,481,822 0 0 0 0 0 40,008,279 -8,241,282 5,000,000	Year 18 64,481,822 0 0 0 0 40,008,279 40,008,279	116,450,546 Year 19 64,481,822 0 0 0 0 0 40,008,279 5,000,000	132,667,018 Year 20 64,481,822 0 0 0 0 0 40,008,279 5,000,000	148,883,490 Year 21 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207	165,099,963 Year 22 64,481,822 0 0 0 0 0 40,008,279	181,316,435 Year 23 64,481,822 0 0 0 0 0 0 40,008,279 5,000,000 1,000,207	2 -1 5 5
DOME INCOME PENDITURE Ind imp Duty sements etc. gals Acquisition uning Fee bithlects sinning Consultants here Professional sid Cost - BCIS Base TENTIAL CIL st Cil. s106 intingency normals annoe Fees gal and Valuation	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 51,526,360 FIT Year 1 0 88,394,922 0 0 1,325,924 570,546 29,570,574 3,696,322 7,392,644 18,481,609 0 -8,241,282	-53,253,926 Year 2 6,448,182 0 0 0 0 0 0 4,000,828 -9,241,282 500,000 100,021 0	Year 3 10,832,946 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 4 19,344,547 0 0 0 0 12,002,484 8,241,882 1,500,000 300,062 0	-51,191,910 Year 5 19,344,547 0 0 0 0 0 0 12,002,484 -8,241,282 1,500,000 300,062 0 0	-48,032,795 Year 6 25,792,729 0 0 0 0 0 0 16,003,312 -8,241,882 2,000,000 400,083 0	-44,668,338 Year 7 25,792,729 0 0 0 0 0 0 16,003,312 -8,241,882 2,000,000 400,083 0	34,598,602 Year 8 51,585,458 0 0 0 0 0 32,006,623 8-241,282 4,000,000 800,166 0 0	23,874,334 Year 9 51,595,458 0 0 0 0 0 0 32,006,623 4,000,000 800,166 0 0	12.452,987 Year 10 51,595,458 0 0 0 0 0 0 32,006,623 8-8,241,282 4,000,000 800,166 0 0	12.163,734 -289,254 Year 11 51,585,458 0 0 0 0 0 32,006,623 -8,241,382 4,000,000 800,166 0 0	12.665,123 Year 12 51,595,458 0 0 0 0 0 32,006,623 8-2,41,282 4,000,000 800,166 0 0	25.638,301 Year 13 51.585,458 0 0 0 0 0 0 32.006,623 8-2.241,382 4,000,000 800,166 0 0	38,611,478 Year 14 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166 0	51,584,656 Year 15 51,585,458 0 0 0 0 0 0 32,006,623 42,241,282 4,000,000 800,166 0 0	67,801,129 Year 16 64,481,822 0 0 0 0 0 40,008,279 8-241,382 5,000,000 1,000,207 0	Year 17 64,481,822 0 0 0 0 0 0 0 0 0	Year 18 64,481,822 0 0 0 0 40,008,279 5,000,000 1,000,207 0	116,450,546 Year 19 64,481,822 0 0 0 0 0 40,006,279 5,000,000 1,000,207 0 0	132,667,018 Year 20 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0	148,883,490 Year 21 64,481,822 0 0 0 0 40,008,279 5,000,000 1,000,207 0	165,099,963 Year 22 64,481,822 0 0 0 0 40,008,279 5,000,000 1,000,207 0	181,316,435 Year 23 64,481,822 0 0 0 0 40,008,279 5,000,000 1,000,207 0	2 -1
COME INCOME INCOME REPENDITURE Ind Ind Ind INCOME REPENDITURE Ind Ind Ind Ind Ind Ind Ind In	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 51,526,360 FIT Year 1 0 88,394,922 0 0 1,325,924 570,546 29,570,574 3,696,322 7,392,644 18,481,609 0 -8,241,282	-53,253,926 Year 2 6,448,182 0 0 0 0 0 4,000,828 -8,241,282 500,000 100,021 0 0	-53,991,064 Year 3 10,832,946 0 0 0 0 0 0 0 6,721,391 -8,241,282 840,000 188,035 0 0 0	-52.635,542 Year 4 19,344,547 0 0 0 0 0 12,002,484 -8,224,382 0 0 0 0 0 0	-51,191,910 Year 5 19,344,547 0 0 0 0 0 0 12,002,484 -8,241,282 1,500,000 300,662 0 0 0	-48,032,795 Year 6 25,792,729 0 0 0 0 0 0 0 0 0 0	-44,668,338 Year 7 25,792,729 0 0 0 0 0 0 16,003,312 -8,241,882 2,000,000 400,083 0 0	34,598,602 Year 8 51,585,458 0 0 0 0 0 0 32,006,623 8,241,282 4,000,000 800,166 0	23,874,334 Year 9 51,585,458 0 0 0 0 0 0 32,006,623 8-0,241,282 4,000,000 800,166 0 0	12.452,987 Year 10 51,585,458 0 0 0 0 0 0 32.006,623 -8,241,982 4,000,000 800,166 0	12.163,734 -289,254 Year 11 51,585,458 0 0 0 0 0 32,006,623 -8,241,882 4,000,000 800,166 0 0	12.665,123 Year 12 51,585,458 0 0 0 0 0 0 32,006,623 8,241,282 4,000,000 800,166 0 0	25.638,301 Year 13 51,585,458 0 0 0 0 0 0 32,006,623 8,241,582 4,000,000 800,166 0 0	38,611,478 Year 14 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166 0 0 0	51,584,656 Year 15 51,585,458 0 0 0 0 0 0 32,006,623 -8,221,282 4,000,000 800,166 0 0 0	67.801,129 Year 16 64.481,822 0 0 0 0 0 40.008,279 8.241,882 5,000,000 1,000,207 0	94,017,601 Year 17 64,481,822 0 0 0 0 0 0 0 40,008,279 -8,221,282 5,000,000 1,000,207 0 0 0	100,234,073 Year 18 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 0	116,450,546 Year 19 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 0	132,667,018 Year 20 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 0	148,883,490 Year 21 64,481,822 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0	165,099,963 Year 22 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0	181,316,435 Year 23 64,481,822 0 0 0 0 0 0 0 0 1,000,207 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2 -1
DOME INCOME INCOME PENDITURE Ind Imp Duty Imp Duty Income Income Incom	Cash Flow Opening Balanc Closing Balanca DDITIONAL PRO As Above	0 88,394,922 0 1,325,924 570,546 29,570,574 3,696,322 7,392,644 18,481,609 0 48,241,282 0 0 0 0 0	-53,253,926 Year 2 6,448,182 0 0 0 0 0 0 4,000,828 -8,241,282 500,000 100,021 0 0 193,445 32,241	-53,991,064 Year 3 10,832,946 0 0 0 0 0 0 0 0 0 6,721,391 -8,241,282 840,000 168,035 0 0 0 324,988 54,165	752.635,542 Year 4 19,344,547 0 0 0 0 0 0 12,002,494 -8,241,282 1,500,000 300,662 0 0 0 580,336 96,723	-51,191,910 Year 5 19,344,547 0 0 0 0 0 0 12,002,484 -8,241,282 1,5500,000 300,062 0 0 580,336 96,723 0	-48,032,795 Year 6 25,792,729 0 0 0 0 0 0 0 0 0 0	-44,668,338 Year 7 25,792,729 0 0 0 0 0 0 0 16,003,312 -8,241,282 2,000,000 400,083 0 0 773,782 128,964	34.598.602 Year 8 51,585,458 0 0 0 0 0 32,006,623 82,241,282 4,000,000 800,166 0 1,547,564 257,927	23,874,334 Year 9 51,585,458 0 0 0 0 0 0 0 32,006,623 8,241,282 4,000,000 800,166 0 0 1,547,564	12.452.987 Year 10 51,585,458 0 0 0 0 0 32.006.623 -8.241.282 0 0 0 1,547,564 257,927	12.163,734 -289,254 Year 11 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,160 0 0 1,547,564 257,927	12.665,123 Year 12 51,585,458 0 0 0 0 0 0 32,006,623 8,241,282 4,000,000 800,166 0 1,547,564 257,927 0	25,638,301 Year 13 51,585,458 0 0 0 0 0 0 0 32,006,623 -8,241,982 4,000,000 800,166 0 0 1,547,564 257,927 0	38,611,478 Year 14 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166 0 0 1,547,564 225,927 0	51,584,656 Year 15 51,585,458 0 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166 0 0 1,547,564 257,927	67.801,129 Year 16 64.481,822 0 0 0 0 0 40,008,279 8,241,282 5,000,000 1,000,207 0 0 1,334,455 322,409	Year 17 64,481,822 0 0 0 0 0 0 0 0 0	100,234,073 Year 18 64,481,822 0 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,409	116,450,546 Year 19 64,481,822 0 0 0 0 0 0 40,008,279 5,000,000 0 0 0 1,334,455 322,409	132,667,018 Year 20 64,481,822 0 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,409	148,883,490 Year 21 64,481,822 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,499	165,099,963 Year 22 64,481,822 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 32,499	181,316,435 Year 23 64,481,822 0 0 0 0 0 0 0 1,000,207 0 1,934,455 322,409	2 -1
INCOME INCOME PENDITURE Ind Imp Duty sements etc. gals Acquisition noning Fee hitects Inning Consultants her Professional Id Cost - BCIS Base TENTIAL Cit. st Cit. s106 tringency normals gals gals sic. STS BEFORE LAND I	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 88,394,922 0 88,394,922 0 1,325,924 570,546 29,570,574 3,696,322 7,392,644 18,481,609 0 48,241,282 0 0 0 0 0	-53,253,926 Year 2 6,448,182 0 0 0 0 0 0 4,000,828 -8,241,282 500,000 100,021 0 193,445 32,241 0 -3,414,747	Year 3 10,832,946 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 4 19,344,547 0 0 0 0 0 12,002,484 -8,241,582 0 0 580,336 96,723 0 6,238,323	-51,191,910 Year 5 19,344,547 0 0 0 0 0 0 12,002,484 -8,241,282 1,5500,000 300,062 0 0 580,336 96,723 0	-48.032,795 Year 6 25,792,729 0 0 0 0 0 0 0 16,003,312 -8,241,820 -400,083 0 0 773,782 128,964 0	-44,668,338 Year 7 25,792,729 0 0 0 0 0 0 16,003,312 -8,241,282 2,000,000 400,083 0 0 773,782 128,964 0	34.598.602 Year 8 51,585,458 0 0 0 0 0 32,006,623 82,241,282 4,000,000 800,166 0 1,547,564 257,927	23,874,334 Year 9 51,585,458 0 0 0 0 0 0 32,006,623 -82,241,282 4,000,000 800,166 0 0 1,547,564 257,927	12.452.987 Year 10 51,585,458 0 0 0 0 0 32.006.623 -8.241.282 0 0 0 1,547,564 257,927	12.163,734 -289,254 Year 11 51,585,458 0 0 0 0 0 32,006,623 -8,241,982 4,000,000 800,166 0 0 1,547,564 257,927 0 30,370,998	12.665,123 Year 12 51,585,458 0 0 0 0 0 0 32,006,623 8,241,282 4,000,000 800,166 0 1,547,564 257,927 0	25,638,301 Year 13 51,585,458 0 0 0 0 0 0 0 32,006,623 -8,241,982 4,000,000 800,166 0 0 1,547,564 257,927 0	38,611,478 Year 14 51,585,458 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166 0 0 1,547,564 225,927 0	51,584,656 Year 15 51,585,458 0 0 0 0 0 0 32,006,623 8,241,282 4,000,000 800,166 0 0 1,547,584 227,327 0	67.801,129 Year 16 64,481,822 0 0 0 0 0 40,008,279 8,241,822 5,000,000 1,000,207 0 0 1,334,455 322,409 0	Year 17 64,481,822 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 18 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,409 0	116,450,546 Year 19 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,409 0	132,667,018 Year 20 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,409	148,883,490 Year 21 64,481,822 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,499	165,099,963 Year 22 64,481,822 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 32,499	181,316,435 Year 23 64,481,822 0 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,409	2 -1
	Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 88,394,922 0 88,394,922 0 1,325,924 570,546 29,570,574 3,696,322 7,392,644 18,481,609 0 48,241,282 0 0 0 0 0	-53,253,926 Year 2 6,448,182 0 0 0 0 0 0 4,000,828 -8,241,282 500,000 100,021 0 193,445 32,241 0 -3,414,747	-53,991,064 Year 3 10,832,946 0 0 0 0 0 0 0 6,721,391 -6,241,282 840,000 168,035 0 0 0 324,988 54,165 0 -132,703	Year 4 19,344,547 0 0 0 0 0 12,002,484 -8,241,582 0 0 580,336 96,723 0 6,238,323	-51,191,910 Year 5 19,344,547 0 0 0 0 0 0 12,002,484 -8,241,282 1,500,000 300,062 0 0 580,336 96,723 0 6,238,323	-48,032,795 Year 6 25,792,729 0 0 0 0 0 0 0 16,003,312 -8,241,282 2,000,000 400,083 0 0 773,782 128,964 0 11,064,858	-44,668,338 Year 7 25,792,729 0 0 0 0 0 0 16,003,312 -8,241,282 2,000,000 400,083 0 0 773,782 128,964 0 11,064,858	34,598,602 Year 8 51,585,458 0 0 0 0 0 0 32,006,623 8,241,282 4,000,000 800,166 0 1,547,564 257,927 0 30,370,998	23,874,334 Year 9 51,585,458 0 0 0 0 0 0 0 32,006,623 80,241,262 4,000,000 800,166 0 0 1,547,564 257,927 0 30,370,998	12.452,987 Year 10 51,585,458 0 0 0 0 0 0 0 32,006,623 8,0241,582 4,000,000 800,166 0 1,547,564 257,927 0 30,370,998	12.163,734 -289,254 Year 11 51,585,458 0 0 0 0 0 32,006,623 -8,241,982 4,000,000 800,166 0 0 1,547,564 0 30,370,998	12.665,123 Year 12 51.585,458 0 0 0 0 0 0 32.006,623 8.241,282 4.000,000 800,166 0 1,547,564 257,927 0 30,370,998	25.638,301 Year 13 51,585,458 0 0 0 0 0 0 0 32,006,623 8,241,282 4,000,000 800,166 0 0 1,547,564 257,927 0 30,370,998	38,611,478 Year 14 51,585,458 0 0 0 0 0 0 0 32,006,623 -8,241,282 4,000,000 800,166 0 0 1,547,564 257,927 0 30,370,998	51,584,656 Year 15 51,585,458 0 0 0 0 0 0 32,006,623 8,241,282 4,000,000 800,166 0 0 1,547,564 257,927 0 30,370,998	67.801,129 Year 16 64.481,822 0 0 0 0 0 0 40,008,279 8.241,882 5,000,000 1,000,207 0 0 1,934,455 322,409 0 40,024,068	94,017,601 Year 17 64,481,822 0 0 0 0 0 0 0 40,008,279 -8,224,282 5,000,000 1,000,207 0 0 1,934,455 322,409 0 40,024,068	100,234,073 Year 18 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,409 0 48,265,350	116,450,546 Year 19 64,481,822 0 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,409 0 48,265,350	132,667,018 Year 20 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 41,934,455 322,409 0 48,265,350	148,883,490 Year 21 64,481,822 0 0 0 0 0 40,008,279 5,000,000 1,000,207 0 0 1,934,455 322,499 0 48,265,350	165,099,963 Year 22 64,481,822 0 0 0 0 0 0 40,008,279 5,000,000 0 0 0 1,000,207 0 48,265,350	181,316,435 Year 23 64,481,822 0 0 0 0 0 0 0 1,000,000 1,000,207 0 1,934,455 322,409 0 48,265,350	11:33

TE NAME COME		Whitfield Plus	At *				GIA		DEVE! CO.	T COCTO						ī	Diane! 1	ala.				Build Cost		1	
COME	Av Size m2	%	Number 4,617		Price £/m2		m2		DEVELOPMEN	II COSIS							Planning fee ca Planning app fee	dwgs	rate			BCIS	/m2 1,461		
arket Housing	98.0	70%	3,232		3,100	981,795,422	316,708		LAND	Land		/unit or m2 -2,381		-10,991,767			No dwgs No dwgs under	4617 50	462			FHS Energy	45 10	1	%
ared Ownership	74.9	11%	485		2,170	78,810,650	36,318			Stamp Duty Easements etc.			0				No dwgs over 50	4567	138 Total	630,246 653,346		Design Acc & Adpt	0 12		
fordable Rent	74.9	20%	900		1,930	130,175,064	67,448			Legals Acquisition	on	1.50%	-164,877	-164,877								Water Small Sites	0	09	
cial Rent	74.9	0%	0		1,270	0	0		PLANNING	Planning Fee			653,346				Stamp duty cal	lc - Residual				Site Costs	229 1,7 5 7		%
	Shared Ownersh Affordable Rent Social Rent	ip			0					Architects QS / PM Planning Consul Other Profession		4.00% 0.50% 1.00% 2.50%	33,983,904 4,247,988 8,495,976 21,239,940	68,621,155			Land payment			-10,991,767					
TE AREA - Net TE AREA - Gross	144.28 240.47		32 19	/ha /ha		1,190,781,136	420,475		CONSTRUCTION	ON Build Cost - BCI		1,757	738,787,911	55,52-1,155					Total	0					
lles per Quarter nit Build Time	0	Quarters								s106 / CIL / IT Contingency Abnormals		2.50%	92,340,000 18,469,698 0	849,597,608			Stamp duty cal Land payment 125,000	0%	0%	101,598,047					
esidual Land Value ternative Use Value		Whole Site -10,991,767 5,410,547	Per ha NET -76,183	Per ha GROSS -45,710 22,500		RUN Residual N	osing balance =	0	FINANCE	Fees Interest Legal and Valual	tion	6.50%	0	0			250,000 500,000 1,000,000 above	1% 3% 4% 5%	0% 0% 0%						
olift Plus /ha Viab	0% 400,000 bility Threshold	96,187,500 101,598,047		400,000 422,500		Check on phasing d		-3,885,475	SALES	Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all)	92,340,000		LIT	% GDV 0.00%		
dditional Profit		-178,188,189	£/m2 -563			COIT	ect			Misc.		0.5%	0,955,900	41,677,340	948,739,459		Post CIL s106	20,000	£/ Unit (all)	92,340,000			0.00%		o _l
									Developers Pro	ofit Market Housing Affordable Hous		17.50% 17.50%			171,814,199 36,572,500		CIL	0	£/m2 Total	92,340,000					
ESIDUAL CASH FLOW F	FOR INTEREST	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	Year 20	Year 21	Year 22	Year 23	Y
NITS Started arket Housing		25	42 5,316,198	75 8,931,212	75 15,948,594	100 15,948,594	100 21,264,791	200 21,264,791	200 42,529,583	200 42,529,583	200 42,529,583	250 42,529,583	250 53,161,979	250 53,161,979	250 53,161,979	300 53,161,979	300 63,794,374	300 63,794,374	300 63,794,374	300 63,794,374	300 63,794,374	300 63,794,374	300 63,794,374	63,794,374	
ared Ownership fordable Rent icial Rent			426,742 704,868 0	716,926 1,184,179 0	1,280,225 2,114,605 0	1,280,225 2,114,605 0	1,706,967 2,819,473 0	1,706,967 2,819,473 0	3,413,933 5,638,946 0	3,413,933 5,638,946 0	3,413,933 5,638,946 0	3,413,933 5,638,946 0	4,267,417 7,048,682 0	4,267,417 7,048,682 0	4,267,417 7,048,682 0	4,267,417 7,048,682 0	5,120,900 8,458,419 0	5,120,900 8,458,419 0	5,120,900 8,458,419 0	5,120,900 8,458,419 0	5,120,900 8,458,419 0	5,120,900 8,458,419 0	5,120,900 8,458,419 0	5,120,900 8,458,419 0	
ant and Subsidy		0	0 6,447,808	0 10,832,317	0 19,343,423	0 19,343,423	0 25,791,231	0 25,791,231	0 51,582,462	0 51,582,462	0 51,582,462	0 51,582,462	0 64,478,078	0 64,478,078	0 64,478,078	0 64,478,078	0 77,373,693	0 77,373,693	0 77,373,693	0 77,373,693	0 77,373,693	0 77,373,693	0 77,373,693	77,373,693	
PENDITURE amp Duty sements etc.		0																							
gals Acquisition		-164,877 653,346																							
chitects		33,983,904 4,247,988		0																					
nning Consultants her Professional		8,495,976 21,239,940		0																					
ild Cost - BCIS Base		21,200,040	4.000.368	6.720.618	12,001,103	12,001,103	16,001,471	16 001 471	32 002 942	32 002 942	32 002 942	32,002,942	40 003 677	40.003.677	40 003 677	40,003,677	48 004 413	48 004 413	48 004 413	48,004,413	48 004 413	48,004,413	48.004.413	48 004 413	
06/CIL ntingency			500,000 100,009	840,000 168,015	1,500,000 300,028	1,500,000 300,028	2,000,000 400,037	2,000,000 400,037	4,000,000 800,074	4,000,000 800,074	4,000,000 800,074	4,000,000 800,074	5,000,000 1,000,092	5,000,000 1,000,092	5,000,000 1,000,092	5,000,000 1,000,092	6,000,000 1,200,110	6,000,000 1,200,110	6,000,000 1,200,110	6,000,000 1,200,110	6,000,000 1,200,110	6,000,000 1,200,110	6,000,000 1,200,110	6,000,000 1,200,110	
normals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ance Fees gal and Valuation		0																							
ents gals sc.		0	193,434 32,239	324,970 54,162 0	580,303 96,717	580,303 96,717	773,737 128,956	773,737 128,956	1,547,474 257,912	1,547,474 257,912	1,547,474 257,912	1,547,474 257,912	1,934,342 322,390	1,934,342 322,390	1,934,342 322,390	1,934,342 322,390	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	
OSTS BEFORE LAND IN	INT AND PROFIT	68,456,278	4,826,050	8,107,764	14,478,151	14,478,151	19,304,201	19,304,201	38,608,401	38,608,401	38,608,401	38,608,401	48,260,502	48,260,502	48,260,502	48,260,502	57,912,602	57,912,602	57,912,602	57,912,602	57,912,602	57,912,602	57,912,602	57,912,602	!
r Residual Valuation	Land Interest Profit on Costs	-10,991,767	3,735,193	3,872,567	3,947,187	3,887,512	3,823,957	3,650,858	3,466,507	2,848,515	2,190,355	1,489,414	742,912	0	0	0	0	0	0	0	0	0	0	0	171
	Profit on GDV Cash Flow	-57,464,511	-2,113,436	-1,148,014	918,085	977,761	2,663,073	2,836,173	9,507,554	10,125,545	10,783,705	11,484,646	15,474,663	16,217,576	16,217,576	16,217,576	19,461,091	19,461,091	19,461,091	19,461,091	19,461,091	19,461,091	19,461,091	19,461,091	36
	Opening Balance Closing Balance	0	-59,577,947	-60,725,961	-59,807,875			-53,330,869	-43,823,315		-22,914,065		4,045,245		36,480,397	52,697,972			111,081,245	130,542,335			188,925,608		
ASH FLOW FOR CIL AD	DDITIONAL PROI		Veer 2	Voor 2	Year 4	Year 5	Voor 6	Voor 7	Year 8	Year 9	Year 10	Year 11	Voor 12	Vacr 12	Voor 14	Voor 15	Vacs 16	Voor 17	Voc. 10	Year 19	Veer 20	Vaca 21	Voor 22	Year 23	Y
COME	As Above	0	Year 2 6,447,808	Year 3 10,832,317	19,343,423		Year 6 25,791,231		51,582,462			51,582,462		Year 13 64,478,078		Year 15		Year 17 77,373,693			77,373,693	Year 21 77,373,693	•		
PENDITURE			0,147,000	10,002,011	10,010,120	10,040,420	20,101,201	20,101,201	01,002,402	01,002,402	01,002,402	01,002,102	04,470,070	04,410,010	34,470,070	04,470,070	11,010,000	11,010,000	11,010,000	77,070,000	11,010,000	11,010,000	17,010,000	11,010,000	
nd Imp Duty		101,598,047	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
sements etc. gals Acquisition		0 1,523,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nning Fee chitects		653,346 33,983,904	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nning Consultants ner Professional		4,247,988 8,495,976 21,239,940	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	
ild Cost - BCIS Base		0	4,000,368	6,720,618	12,001,103	12,001,103	16,001,471	16,001,471	32,002,942	32,002,942	32,002,942	32,002,942	40,003,677	40,003,677	40,003,677	40,003,677	48,004,413	48,004,413	48,004,413	48,004,413	48,004,413	48,004,413	48,004,413	48,004,413	
TENTIAL CIL st CIL s106		-8,099,463	-8,099,463 500,000	-8,099,463 840,000	-8,099,463 1,500,000	-8,099,463 1,500,000	-8,099,463 2,000,000	-8,099,463 2,000,000	-8,099,463 4,000,000	-8,099,463 4,000,000	-8,099,463 4,000,000	-8,099,463 4,000,000	-8,099,463 5,000,000	-8,099,463 5,000,000	-8,099,463 5,000,000	-8,099,463 5,000,000	-8,099,463 6,000,000	-8,099,463 6,000,000	-8,099,463 6,000,000	-8,099,463 6,000,000	-8,099,463 6,000,000	-8,099,463 6,000,000	-8,099,463 6,000,000	6,000,000	
ntingency normals		0	100,009	168,015 0	300,028 0	300,028 0	400,037 0	400,037 0	800,074 0	800,074 0	800,074 0	800,074 0	1,000,092 0	1,000,092 0	1,000,092 0	1,000,092 0	1,200,110 0	1,200,110 0	1,200,110 0	1,200,110 0	1,200,110 0	1,200,110 0	1,200,110 0	1,200,110 0	
_		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		0	193,434	324,970	580,303	580,303	773,737	773,737	1,547,474	1,547,474	1,547,474	1,547,474	1,934,342	1,934,342 322,390	1,934,342 322,390	1,934,342 322,390	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	2,321,211 386,868	
al and Valuation	1															327 390	396.868	:996.868				1 396.868		386.868	
ance Fees gal and Valuation ents gals sc. DSTS BEFORE LAND IN	INT AND PROFIT	0 0 163,643,709	32,239 0 -3,273,413	54,162 0 8,301	96,717 0 6,378,687	96,717 0 6,378,687	128,956 0 11,204,738	128,956 0 11,204,738	257,912 0 30,508,938	257,912 0 30,508,938	257,912 0 30,508,938	257,912 0 30,508,938	322,390 0 40,161,039	0 40,161,039	0	0	0 49,813,139	0 49,813,139	0	0	0	0 49,813,139	0	0 57,912,602	<u> </u>

Base Cover



Lower Area

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Number NET Area Density erage Unit Size Developed Total Cost Locality een/ Brown Iternative Use 1 Units Density Rate Units/ha m2 m2 m2/ha £/m2 Large Green 400 Aylesham & Green Agricultural 400 11.12 35.98 91 36,389 3,273 53,149,835 1,460.60 Beds No Total BCIS COST 13.333 m2 Area Gross Market Net 11.116 40.00 680.00 10% 1,502 1,123,496 Flat 10% Ω 65.00 0.00 1,502 Terrace 28 73.00 2,044.00 1,369 2,798,236 28 86.00 2,408.00 1,369 3,296,552 1,369 3,104,892 28 81.00 2,268.00 Semi 84 98.00 8,232.00 1,369 11,269,608 115.00 0.00 1,552 1,552 6,720.00 10,429,440 Det 56 120.00 130.00 5,070.00 1,552 7,868,640 Flat 1 High* 40.00 0.00 1,563 Flat 2 High* 1,563 65.00 0.00 12% Flat 3 High* 80.00 12% 1,563 0.00 Affordable 1,365.00 10% 2,255,253 Flat 39.00 1,502 61.00 0.00 10% 1,502 Terrace 12 70.00 840.00 1,369 1,149,960 19 84.00 1,596.00 1,369 2,184,924 Semi 79.00 790.00 1,369 1,081,510 93.00 1,116.00 1,369 1,527,804 20 97.00 1,940.00 1,552 3,010,880 1,552 Det 106.00 0.00 110.00 1,320.00 1,552 2,048,640 Flat 1 High* 39.00 0.00 12% 1,563 Flat 2 High* 61.00 0.00 12% 1,563 Flat 3 High* 74.00 0.00 12% 1,563 Number 2 Units Area Density erage Unit Size Developed **Total Cost** Rate Locality een/Brown Iternative Use Units/ha m2/ha £/m2 ha m2 m2 Aylesham & Green Agricultural Large Green 150 150 4.16 36.10 93 13,880 3,340 20,229,193 1,457.43 5.000 Gross 4.155

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	4	40.00	160.00	10%	1,502	264,352
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	11	73.00	803.00		1,369	1,099,307
	3	11	86.00	946.00		1,369	1,295,074
Semi	2	11	81.00	891.00		1,369	1,219,779
	3	32	98.00	3,136.00		1,369	4,293,184
	4	0	115.00	0.00		1,552	0
Det	4	21	120.00	2,520.00		1,552	3,911,040
	5	15	130.00	1,950.00		1,552	3,026,400
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	11	39.00	429.00	10%	1,502	708,794
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	5	70.00	350.00		1,369	479,150
	3	7	84.00	588.00		1,369	804,972
Semi	2	4	79.00	316.00		1,369	432,604
	3	5	93.00	465.00		1,369	636,585
	4	8	97.00	776.00		1,552	1,204,352
Det	4	0	106.00	0.00		1,552	0
	5	5	110.00	550.00		1,552	853,600
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

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Number 3 Units Area Density erage Unit Size Developed Density Total Cost Rate Locality een/Brown Iternative Use £/m2 ha Units/ha m2 m2 m2/ha Aylesham & Green Agricultural Medium Green 80 80 2.22 35.99 91 7,287 3,278 10,630,345 1,458.81 2.667 Beds No Total BCIS COST m2 Area Gross Market 2.223 Net

Flat	1	3	40.00	120.00	10%	1,502	198,264
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	6	73.00	438.00		1,369	599,622
	3	6	86.00	516.00		1,369	706,404
Semi	2	6	81.00	486.00		1,369	665,334
	3	17	98.00	1,666.00		1,369	2,280,754
	4	0	115.00	0.00		1,552	0
Det	4	11	120.00	1,320.00		1,552	2,048,640
	5	8	130.00	1,040.00		1,552	1,614,080
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	7	39.00	273.00	10%	1,502	451,051
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	2	70.00	140.00		1,369	191,660
	3	4	84.00	336.00		1,369	459,984
Semi	2	2	79.00	158.00		1,369	216,302
	3	2	93.00	186.00		1,369	254,634
	4	4	97.00	388.00		1,552	602,176
Det	4	0	106.00	0.00		1,552	0
	5	2	110.00	220.00		1,552	341,440
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Number Units Area Density erage Unit Size Developed Density Total Cost Rate ha Units/ha m2/ha £/m2 m2 m2 Medium Green 40 91 5,342,037 1.11 36.01 3,655 3,290 1,461.57

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	2	40.00	80.00	10%	1,502	132,176
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	3	73.00	219.00		1,369	299,811
	3	3	86.00	258.00		1,369	353,202
Semi	2	3	81.00	243.00		1,369	332,667
	3	8	98.00	784.00		1,369	1,073,296
	4	0	115.00	0.00		1,552	0
Det	4	6	120.00	720.00		1,552	1,117,440
	5	4	130.00	520.00		1,552	807,040
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	3	39.00	117.00	10%	1,502	193,307
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	1	70.00	70.00		1,369	95,830
	3	2	84.00	168.00		1,369	229,992
Semi	2	1	79.00	79.00		1,369	108,151
	3	1	93.00	93.00		1,369	127,317
	4	2	97.00	194.00		1,552	301,088
Det	4	0	106.00	0.00		1,552	0
	5	1	110.00	110.00		1,552	170,720
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Aylesham &	Green	Agricultural	

Area	Gross	1.333
	Net	1.111

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Number 5 Units Area Density erage Unit Size Developed Density Total Cost Rate Locality een/Brown Iternative Use Units/ha m2/ha £/m2 m2 m2 91 Aylesham & Green Agricultural Medium Green 20 20 3,286 2,681,815 1,470.29 0.56 36.03 1,824 0.667 Area Gross 0.555 Net

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	1	40.00	40.00	10%	1,502	66,088
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	1	73.00	73.00		1,369	99,937
	3	1	86.00	86.00		1,369	117,734
Semi	2	1	81.00	81.00		1,369	110,889
	3	4	98.00	392.00		1,369	536,648
	4	0	115.00	0.00		1,552	0
Det	4	3	120.00	360.00		1,552	558,720
	5	2	130.00	260.00		1,552	403,520
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	2	39.00	78.00	10%	1,502	128,872
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	1	70.00	70.00		1,369	95,830
	3	1	84.00	84.00		1,369	114,996
Semi	2	0	79.00	0.00		1,369	0
	3	1	93.00	93.00		1,369	127,317
	4	1	97.00	97.00		1,552	150,544
Det	4	0	106.00	0.00		1,552	0
	5	1	110.00	110.00		1,552	170,720
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Number Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 ha m2 m2 Medium Green 20 LD 20 94 2,749,889 1,461.15 0.69 29.18 1,882 2,746

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	40.00	0.00	10%	1,502	0
	2	0	65.00	0.00	10%	1,502	0
Terrace	2	1	73.00	73.00		1,369	99,937
	3	1	86.00	86.00		1,369	117,734
Semi	2	1	81.00	81.00		1,369	110,889
	3	5	98.00	490.00		1,369	670,810
	4	0	115.00	0.00		1,552	0
Det	4	3	120.00	360.00		1,552	558,720
	5	2	130.00	260.00		1,552	403,520
Flat 1 High*	1	0	40.00	0.00	12%	1,563	0
Flat 2 High*	2	0	65.00	0.00	12%	1,563	0
Flat 3 High*	3	0	80.00	0.00	12%	1,563	0
Affordable							
Flat	1	2	39.00	78.00	10%	1,502	128,872
	2	0	61.00	0.00	10%	1,502	0
Terrace	2	1	70.00	70.00		1,369	95,830
	3	1	84.00	84.00		1,369	114,996
Semi	2	0	79.00	0.00		1,369	0
	3	1	93.00	93.00		1,369	127,317
	4	1	97.00	97.00		1,552	150,544
Det	4	0	106.00	0.00		1,552	0
	5	1	110.00	110.00		1,552	170,720
Flat 1 High*	1	0	39.00	0.00	12%	1,563	0
Flat 2 High*	2	0	61.00	0.00	12%	1,563	0
Flat 3 High*	3	0	74.00	0.00	12%	1,563	0

Aylesha	m & Green	Agricultural
Area	Gross	0.800
	Net	0.685

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Density erage Unit Size Density Number 7 Units Area Developed Total Cost Rate Locality 'een/Brown Iternative Use ha Units/ha m2 m2 m2/ha £/m2 Aylesham & Green Paddock Small Green 12 12 0.33 36.23 94 1,124 3,394 1,635,262 1,454.86 BCIS COST 0.400 Beds No m2 Total Area Gross Market 0.331 Net 40.00 0.00 10% 1,502 65.00 0.00 10% 1,502 Terrace 73.00 73.00 1,369 99,937 86.00 86.00 1,369 117,734 81.00 81.00 1,369 110,889 Semi 98.00 294.00 1,369 402,486 115.00 0.00 1,552 240.00 1,552 372,480 Det 120.00 130.00 130.00 1,552 201,760 Flat 1 High* 40.00 0.00 1,563 Flat 2 High* 65.00 0.00 12% 1,563 12% 1,563 Flat 3 High* 80.00 0.00 Affordable 10% Flat 39.00 39.00 1,502 64,436 61.00 0.00 10% 1,502 Terrace 70.00 0.00 1,369 84.00 84.00 1,369 114,996 79.00 0.00 1,369 Semi 93.00 0.00 1,369 97.00 97.00 1,552 150,544 1,552 Det 106.00 0.00 110.00 0.00 1,552 Flat 1 High* 39.00 0.00 12% 1,563 Flat 2 High* 61.00 0.00 12% 1,563 74.00 0.00 12% Flat 3 High* 1,563 Number Units Area Density erage Unit Size Developed Total Cost Rate Locality een/ Brown Iternative Use Units/ha m2/ha £/m2 ha m2 m2 Small 8 0.27 30.00 94 753 2,824 1,076,607 1,429.76 Aylesham & Green Paddock Beds Total BCIS COST 0.267 No m2 Area Gross Market 0.267 Flat 40.00 0.00 10% 1,502 10% 65.00 0.00 1,502 73.00 0.00 1,369 Terrace 86.00 86.00 1,369 117,734 Semi 81.00 81.00 1,369 110,889 98.00 196.00 1,369 268,324 115.00 0.00 1,552 120.00 120.00 1,552 186,240 130.00 130.00 1,552 201,760 Flat 1 High* 40.00 0.00 12% 1,563 Flat 2 High* 65.00 0.00 12% 1,563 Flat 3 High* 80.00 0.00 12% 1,563 Affordable

39.00

61.00

70.00

84.00

79.00

93.00 97.00

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1,369

1,369

1,552

1,552

1,552

1,563

1,563

1,563

191,660

Flat

Terrace

Semi

Flat 1 High*

Flat 2 High*

Flat 3 High*



Number 18 Units Area Density erage Unit Size Developed Density Total Cost Rate ha m2/ha £/m2 Units/ha m2 m2 PDL 12 12 0.24 50.39 82 984 4,132 1,347,096 1,369.00

			1	_				
	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		40.00	0.00	10%	1,502	0
	2	0		65.00	0.00	10%	1,502	0
Terrace	2	2		73.00	146.00		1,369	199,874
	3	2		86.00	172.00		1,369	235,468
Semi	2	2		81.00	162.00		1,369	221,778
	3	2		98.00	196.00		1,369	268,324
	4	0		115.00	0.00		1,552	0
Det	4	0		120.00	0.00		1,552	0
	5	0		130.00	0.00		1,552	0
Flat 1 High*	1	0		40.00	0.00	12%	1,563	0
Flat 2 High*	2	0		65.00	0.00	12%	1,563	0
Flat 3 High*	3	0		80.00	0.00	12%	1,563	0
Affordable								
Flat	1	0		39.00	0.00	10%	1,502	0
	2	0		61.00	0.00	10%	1,502	0
Terrace	2	2		70.00	140.00		1,369	191,660
	3	2		84.00	168.00		1,369	229,992
Semi	2	0		79.00	0.00		1,369	0
	3	0		93.00	0.00		1,369	0
	4	0		97.00	0.00		1,552	0
Det	4	0		106.00	0.00		1,552	0
	5	0		110.00	0.00		1,552	0
Flat 1 High*	1	0		39.00	0.00	12%	1,563	0
Flat 2 High*	2	0		61.00	0.00	12%	1,563	0
Flat 3 High*	3	0		74.00	0.00	12%	1,563	0

v	lesham	8 PDL	Industrial

Area	Gross	0.300
	Net	0.238

Base For Apps

			Site 1 Large Green 400 L	Site 2 arge Green 150	Site 3 Medium Green 80	Site 4 Medium Green 40	Site 5 Medium Green 20	Site 6 Medium Green 20 LD	Site 7 Small Green 12	Site 8 Small 8	Site 18 PDL 12
	Green/brown field Use Locality		Green Agricultural Aylesham & N&W Dover	Green Agricultural Aylesham & N&W Dover	Green Agricultural Aylesham & N&W Dover	Green Agricultural Aylesham & N&W Dover	Green Agricultural Aylesham & N&W Dover	Green Agricultural Aylesham & N&W Dover	Green Paddock Aylesham & N&W Dover	Green Paddock Aylesham & N&W Dover	PDL Industrial Aylesham & N&W Dover
Site Area	Gross	ha	13.33	5.00	2.67	1.33	0.67	0.80	0.40	0.27	0.30
	Net	ha	11.12	4.16	2.22	1.11	0.56	0.69	0.33	0.27	0.24
Units			400	150	80	40	20	20	12	8	12
Average Unit Size		m2	90.97	92.53	91.09	91.38	91.20	94.10	93.67	94.13	82.00
Mix	Intermediate to Buy	,	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%
	Affordable Rent		19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,300
rice	Intermediate to Buy		2,170	2,170	2,170	2,170	2,170	2,170	2,170	2,170	2,310
	Affordable Rent	£/m2	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930	1,930
	Social Rent	£/m2	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270
		•									
Grant and Subs	Sic Intermediate to Buy Affordable Rent Social Rent	£/unit £/unit £/unit									
Sales per Quar	ter										
Unit Build Time			3	3	3	3	3	3	3	3	3
Alternative Use	e Value	£/ha	22,500	22,500	22,500	22,500	22,500	22,500	50,000	50,000	1,200,000
Up Lift %	•••	%	400.000	400.000	400.000	400.000	400.000	400.000	400.000	400.000	20%
Additional Upli	ift	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	
Easements etc		£	0	0	0	0	0	0	0	0	0
Legals / Acquis		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	462	462	462	462	462	462	462	462	462
	>50	£/unit	138	138	138	138	138	138	138	138	138
A wala ita ata		0/	4.00%	4.000/	4.00%	4.000/	4.00%	4.000/	4.000/	4.000/	4.000/
Architects QS / PM		% %	0.50%	4.00% 0.50%	4.00% 0.50%	4.00% 0.50%	4.00% 0.50%	4.00% 0.50%	4.00% 0.50%	4.00% 0.50%	4.00% 0.50%
Planning Consu	ultants	%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Profession		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	1,461	1,457	1,459	1,462	1,470	1,461	1,455	1,430	1,369
FHS		%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%
Energy		£/m2 £/m2	10.00	10.00 0	10.00	10.00	10.00 0	10.00 0	10.00 0	10.00 0	10.00
Design Acc & Adpt		£/m2	12.3	12.3	12.3	12.3	12.3	12.3	12.3	12.3	0 12.3
Water		£/m2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Small Sites		%									
Site Costs		%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	10.66%	10.66%	10.66%
Pre CIL s106		£/Unit	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Post CIL s106		£/Unit	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Inf Tariff		£/m2 %	0.00%	0.00 0.00%	0.00 0.00%	0.00	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%
Abnormals		%	2.50%	2.50,0	2.3070	2.3070	2.5075	2.50%	2.50%	2.50%	5.00%
		£/site									
FINANCE	Fees	£									
	Interest	%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%
	Legal and Valuation	£									
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
J	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£		0	0	0	0	0	0	0	0
Developers Pro	ofi Market Housing		17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%
	Affordable Housing		17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%



			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 18
			Large Green 400	Large Green 150	Medium Green 80	Medium Green 40	Medium Green 20	Medium Green 20 LD	Small Green 12	Small 8	PDL 12
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	PDL
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Industrial
Site Ar	e Gross	ha	13.33	5.00	2.67	1.33	0.67	0.80	0.40	0.27	0.30
	Net	ha	11.12	4.16	2.22	1.11	0.56	0.69	0.33	0.27	0.24
Units			400	150	80	40	20	20	12	8	12
Mix	Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
	Intermediate to Buy		10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%
	Affordable Rent		19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%	19.50%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Existing Use Value		£/ha	22,500	22,500	22,500	22,500	22,500	22,500	50,000	50,000	1,200,000
		£ site	300,000	112,500	60,000	30,000	15,000	18,000	20,000	13,333	360,000
Uplift		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	240,000
		£ site	5,333,333	2,000,000	1,066,667	533,333	266,667	320,000	160,000	106,667	72,000
Benchr	mark Land Value	£/ha	422,500	422,500	422,500	422,500	422,500	422,500	450,000	450,000	1,440,000
		£ site	5,633,333	2,112,500	1,126,667	563,333	281,667	338,000	180,000	120,000	432,000
Residu	a Gross	£/ha	318,715	354,048	354,084	330,413	321,514	319,207	587,643	688,055	866,677
	Net	£/ha	382,280	426,027	424,740	396,591	386,122	372,545	709,762	688,055	1,091,846
		£ site	4,249,534	1,770,238	944,223	440,550	214,343	255,366	235,057	183,481	260,003
۸ dditi.a	nal Profit	Coito	2 479 500	1 500 207	025 704	276 500	106 100	104 005	257.660	260.740	147 770
Additio	IIAI FIUIIL	£ site £/m2	3,478,569 127	1,580,397 152	835,794 152	376,508 138	186,122 134	184,805 127	357,669 424	269,740 471	-147,772 -208
		£/IIIZ	12/	152	152	130	134	127	424	4/1	-200

SITE NAME	Site 1	Large Green 40	0							
INCOME	Av Size	,-	Number 400		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS
	1112		400		Zilliz	-	1112		LAND	
Market Housing	97.9	70%	280		3,100	85,008,200	27,422			Land Stamp Duty
Shared Ownership	74.7	11%	42		2,170	6,810,437	3,138			Easements etc. Legals Acquisition
Affordable Rent	74.7	20%	78		1,930	11,249,102	5,829		PLANNING	
Social Rent	74.7	0%	0		1,270	0	0			Planning Fee Architects
Grant and Subsidy	Shared Owners				0	0				QS / PM
	Affordable Rent Social Rent				0	0				Planning Consultant Other Professional
SITE AREA - Net	11.12	ha	36	/ha		103,067,738	36,389		CONSTRUCT	ION
SITE AREA - Gross	13.33	ha	30	/ha						Build Cost - BCIS B
										s106 / CIL / IT Contingency
Sales per Quarter Unit Build Time	0 3	Quarters								Abnormals
						RUN Residual MA			FINANCE	
Residual Land Value		Whole Site 4,249,534	Per ha NET 382,280	Per ha GROSS 318,715		Closi	ing balance =	0		Fees Interest
Alternative Use Value		300.000	302,200	22,500		RUN CIL MACRO	ctrl+l			Legal and Valuation
Uplift	0%	0		0			ing balance =	-6,570,843		
Plus /ha	400,000	5,333,333		400,000					SALES	
Vial	bility Threshold	5,633,333		422,500		Check on phasing dwg				Agents
			E/m2			correc	t			Legals Misc.
Additional Profit		3,478,569	127							MISC.
									Developers P	
										Market Housing Affordable Housing
RESIDUAL CASH FLOW	EOD INTEREST		Year 1				Year 2			
NEGIDUAL CASH FLOW	I OK IIII EKESI	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
INCOME										
UNITS Started				17	17	17	17	17	17	17
Market Housing		1			0	0	0	3,612,849	3,612,849	3,612,849

					Planning fee	calc			Build Cost	/m2	
					Planning app t		rate		BCIS	1,461	
	/unit or m2	Total			No dwgs	400			FHS	45	3.10%
	10,624		4,249,534		No dwgs unde	er 50	462	23,100	Energy	10	
		201,977			No dwgs over		138	48,300	Design	0	
		0					Total	71,400	Acc & Adpt	12	
	1.50%	63,743	265,720						Water	0	
									Small Sites	0	0%
									Site Costs	229	16%
		71,400			Stamp duty of	alc - Residual				1,757	
	4.00%	2,685,370			Land payment			4,249,534			
	0.50%	335.671			' '						
	1.00%	671,343									
	2.50%	1,678,356	5,442,140								
			4,112,110								
ed	1,757	63,935,858					Total	201,977			
	, -	1,600,000			, ,						
	2.50%	1,598,396			Stamp duty o	alc - Add Profit					
		0	67,134,254		Land payment			5.633.333			
		Ü	07,104,204		125.000	0%	1%	0,000,000			
					250.000	1%	3%				
		0			500.000	3%	4%				
	6.50%	Ü			1.000.000	4%	5%				
	0.5076	0	0		above	5%	5%				
		U	U		above	376	Total	204 007			
					L		I Otal	281,667			
					D 011 400		0/11 b / ID			4/ 00/	
	3.0%	3,092,032			Pre CIL s106		E/ Unit (all)		LIT	% GDV	
	0.5%	515,339					Total	1,600,000		0.00%	0
		0	3,607,371	80,699,019							
					Post CIL s106		£/ Unit (all)	1,600,000			
					CIL	0	£/m2	0			
	17.50%			14,876,435			Total	1,600,000			
	17.50%			3,160,419							
Year 3				Year 4			Year 5			Year 6	

RESIDUAL CASH FLOW FOR INTERE	ST	Year 1				Year 2				Year 3				Year 4				Year 5	i			Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	111				
Market Housing				0	0	0	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	3,612,849	23,589,776
Shared Ownership				0	0	0	289,444	289,444	289,444	289,444	289,444	289,444	289,444	289,444	289,444	289,444	289,444	289,444	289,444	289,444	289,444	289,444	289,444	1,889,896
Affordable Rent				0	0	0	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	478,087	3,121,626
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	28,601,297
EXPENDITURE																								
Stamp Duty	201,977																							
Easements etc.	0																							
Legals Acquisition	63,743																							
5																								
Planning Fee	71,400																							
Architects	1,342,685		1,342,685																					
QS	167,836		167,836																					
Planning Consultants	335,671		335,671																					
Other Professional	839,178		839,178																					
Other Professional	000,170		033,170																					
Build Cost - BCIS Base		0	905,758	1,811,516	2,717,274	2.717.274	2,717,274	2,717,274	2.717.274	2,717,274	2.717.274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2.717.274	2.717.274	2,717,274	7,725,583	6,819,825	5,914,067	0	0
s106/CIL		0	22,667	45,333	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68.000	68,000	68,000	68,000	68,000	68.000	193,333	170,667	148,000	0	0
Contingency		0	22,644	45,288	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	193,140	170,496	147,852	0	0
Abnormals		0	0	0	07,552	01,332	07,552	07,332	07,332	0	07,532	07,552	07,532	07,332	07,302	01,532	07,552	07,352	07,332	0	0	0	0	0
Abriornais		U	U	U	0	U	U	U	"	U	U	U	١ "	U	U	U	"	U	U	0		U	U	0
Finance Fore	0																							
Finance Fees	0																							
Legal and Valuation	0																							
A	_				_	•	404 444	404 444	404 444	404 444	404 444	404 444	404 444	404 444	404 444	404 444	404 444	404 444	404 444	404 444	404 444	404 444	404 444	050.000
Agents	0	0	0	0	0	0	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	858,039
Legals	0	0	0	0	0	0	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	143,006
Misc.			0																					
COSTS BEFORE LAND INT AND PRO	FIT 3,022,490	0	3,636,439	1,902,137	2,853,206	2,853,206	3,006,519	3,006,519	3,006,519	3,006,519	3,006,519	3,006,519	3,006,519	3,006,519	3,006,519	3,006,519	3,006,519	3,006,519	3,006,519	8,265,369	7,314,300	6,363,232	153,313	1,001,045
1																								
1		i																						
For Residual Valuation La	nd 4,249,534																							
Intere	est	118,170	120,091	181,134	214,987	264,846	315,514	298,316	280,838	263,077	245,026	226,683	208,041	189,097	169,844	150,279	130,396	110,189	89,655	68,787	133,035	182,873	218,066	152,920
Market Housi	ng																							14,876,435
Affordable Housi	ng																							3,160,419
Cash Flow	-7,272,024	-118,170	-3,756,529	-2,083,271	-3,068,193	-3,118,051	1,058,346	1,075,544	1,093,022	1,110,783	1,128,833	1,147,177	1,165,819	1,184,763	1,204,016	1,223,581	1,243,464	1,263,670	1,284,205	-3,953,777	-3,066,957	-2,165,726	4,008,999	9,410,477
Opening Bala	inc 0																							
Closing Balar	nce -7,272,024	-7,390,194	-11,146,723	-13,229,995	-16,298,188	-19,416,239	-18,357,894	-17,282,350	-16,189,328	-15,078,545	-13,949,711	-12,802,534	-11,636,716	-10,451,952	-9,247,937	-8,024,356	-6,780,892	-5,517,222	-4,233,017	-8,186,793	-11,253,750	-13,419,477	-9,410,477	0

CASH FLOW FOR CIL ADDITIONAL F	ROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NCOME As Above																								
INCOME	0	0	0	0	0	0	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	4,380,379	28,601,
EXPENDITURE																								
and	5,633,333																							
tamp Duty	281,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
asements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
egals Acquisition	84,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	C
lanning Fee	71,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
rchitects	1,342,685	0	1,342,685	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
os .	167,836	0	167,836	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
Planning Consultants	335,671	0	335,671	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
Other Professional	839,178	0	839,178	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
uild Cost - BCIS Base	0	0	905,758	1,811,516	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	2,717,274	7,725,583	6,819,825	5,914,067	0	
OTENTIAL CIL			217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411	217,411						
Post CIL s106			,		68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68,000	68.000	68,000	68,000	444.000	0	
Contingency	0	0	22,644	45,288	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	67,932	193,140	170,496	147,852	0	
bnormals	0	0	0	0	0	0	0	0,002	0,002	0	0	07,002	0	0,002	0	0,002	0,002	0	0	0	0	0	0	
Diformals		Ü	Ü	•		•	·	•	Ĭ	Ü	Ü	Ü		Ü	ŭ	Ü	ľ	Ü	•	Ü		Ü	Ü	
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
egal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
gents	0	0	0	0	0	0	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	131,411	858
egals	0	0	0	0	0	0	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	21,902	143
fisc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
COSTS BEFORE LAND INT AND PRO	FIT 8,756,270	0	3,831,183	2,074,214	3,070,616	3,070,616	3,223,930	3,223,930	3,223,930	3,223,930	3,223,930	3,223,930	3,223,930	3,223,930	3,223,930	3,223,930	3,223,930	3,223,930	3,006,519	8,140,036	7,211,634	6,659,232	153,313	1,001
or CIL calculation		440.000	144.602	209,208	040.044	300.214	354.990	341.966	328,731	245 200	301.611	287,720	273,603	259.257	244.678	229,861	044 004	199.503	183.952	164.616	200 200	278,105	319,655	25
Inter		142,289	144,002	209,208	246,314	300,214	304,990	341,900	328,731	315,280	301,611	281,120	2/3,003	259,257	244,078	229,861	214,804	199,503	183,952	104,010	228,386	278,105	319,000	
Market Hous																								14,99 3,16
Affordable Hous	iig																							3,16
Cash F	ow -8,756,270	-142,289	-3,975,784	-2,283,423	-3,316,930	-3,370,830	801,459	814,483	827,719	841,169	854,838	868,729	882,846	897,192	911,772	926,588	941,645	956,947	1,189,908	-3,924,273	-3,059,641	-2,556,958	3,907,410	9,1
Opening Balar	ice 0																							
Closing Balar	ce -8,756,270	-8.898.560	-12.874.344	-15,157,766	-18.474.696	-21.845.527	-21.044.067	-20,229,584	-19,401,865	-18.560.697	-17,705,859	-16.837.130	-15,954,284	-15,057,092	-14.145.320	-13,218,732	-12,277,087	-11,320,141	-10,130,233	-14.054.506	-17,114,147	-19.671.105	-15.763.695	-6,57



ICOME			1]																
	Av Size	%	Number		Price]	DEVELOPMEN	NT COSTS						Ī	Planning fee ca		-			Build Cost	/m2		
	m2		150		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 150	rate			BCIS FHS	1,457 45	3.10%	%
rket Housing	99.1	70%	105		3,100	32,258,600	10,406			Land Stamp Duty		11,802	78,012	1,770,238			No dwgs under No dwgs over 50	50 100		23,100 13,800		Energy Design	10		
red Ownership	77.2	11%	16		2,170	2,638,503	1,216			Easements etc.			0				INO GWGS OVEL SI	100	Total	36,900		Acc & Adpt	12		
dable Rent	77.2	20%	29		1,930	4,358,133	2,258			Legals Acquisiti	ion	1.50%	26,554	104,566								Water Small Sites	0	0%	%
			0						PLANNING	Discolara For			20,000				Otama data ast	- Barldool				Site Costs	228	16%	
al Rent	77.2	0%	U		1,270	U	U			Planning Fee Architects		4.00%	36,900 1,021,739				Stamp duty call Land payment	c - Kesiduai		1,770,238			1,753		
	Shared Ownersh Affordable Rent				0					QS / PM Planning Consu	ultants	0.50% 1.00%	127,717 255,435												
	Social Rent				0	0				Other Professio		2.50%	638,587	2,080,378											
AREA - Net	4.16		36	/ha		39,255,236	13,880		CONSTRUCTI																
AREA - Gross	5.00	ha	30	/ha				j		Build Cost - BC s106 / CIL / IT	IS Based	1,753	24,335,101 600,000						Total	78,012					
										Contingency		2.50%	608,378				Stamp duty cal	c - Add Profit	_	0.440.500					
s per Quarter Build Time	0 3	Quarters								Abnormals			0	25,543,479			Land payment 125,000	0%	1%	2,112,500					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r losing balance =	0	FINANCE	Fees			0				250,000 500,000	1% 3%							
dual Land Value		1,770,238	426,027	354,048						Interest		6.50%					1,000,000	4%	5%						
native Use Value t	0%	112,500 0		22,500 0		RUN CIL MACE	RO ctrl+l losing balance =	-2,372,577		Legal and Valua	ation		0	0			above	5%	5% Total	105,625					
Plus /ha	400,000 pility Threshold	2,000,000 2,112,500		400,000 422,500		Oharda ara aharda a		1	SALES	Agonto		3.0%	1,177,657				Pre CIL s106	4.000	£/ Unit (all)			шт	% GDV		7
viab	ollity Inresnoid	2,112,500		422,500		Check on phasing o	awgs nos rect			Agents Legals		0.5%					Pre CIL S106		Total	600,000		ш	% GDV 0.00%	0	0
tional Profit		1,580,397	/m2 152							Misc.			0	1,373,933	30,872,594	l	Post CIL s106	4,000	£/ Unit (all)	600,000					
adolar Folk		1,000,001	102						Developers Pr							Ī	CIL	0	£/m2	0					
										Market Housing Affordable Hou		17.50% 17.50%			5,645,255 1,224,411				Total	600,000					
IDUAL CASH FLOW I	FOR INTEREST		Voor 4				V									•			Vent E				Voca e		
	I OR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
ME S Started				15	15	15	15	15	15	15	15	15	15												
et Housing					0	0	0	3,225,860	3,225,860	3,225,860	3,225,860	3,225,860	3,225,860	3,225,860	3,225,860	3,225,860	3,225,860	0	0	0	0	0	0	0	
ed Ownership dable Rent					0	0	0	263,850 435,813	263,850 435,813	263,850 435,813	263,850 435,813	263,850 435,813	263,850 435,813	263,850 435,813	263,850 435,813	263,850 435,813	263,850 435,813	0	0	0	0	0	0	0	
Rent and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME		0	0	0	0	0	0	3,925,524	3,925,524	3,925,524	3,925,524	3,925,524	3,925,524	3,925,524	3,925,524	3,925,524	3,925,524	0	0	0	0	0	0	0	
NDITURE																									
Duty		78,012																							
nents etc. s Acquisition		0 26,554																							
ing Fee		36,900																							
ects		510,870		510,870																					
ing Consultants		63,859 127,717		63,859 127,717																					
Professional		319,293		319,293																					
Cost - BCIS Base			0	811,170	1,622,340	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	2,433,510	1,622,340	811,170	0	0	0	0	0	0	0	0	0	
CIL ngency			0	20,000 20,279	40,000 40,559	60,000 60,838	60,000 60,838	60,000 60,838	60,000 60,838	60,000 60,838	60,000 60,838	60,000 60,838	60,000 60,838	40,000 40,559	20,000 20,279	0	0	0	0	0	0	0	0	0	
rmals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees		0												I											
I and Valuation		0				1																			
its																									
		0	0	0	0	0	0	117,766	117,766	117,766	117,766	117,766	117,766	117,766	117,766	117,766	117,766	0	0	0	0	0	0	0	
		0	0	0	0	0	0	19,628	19,628	19,628	19,628	19,628	19,628	19,628	19,628	19,628	19,628	0	0	0	0	0	0	0	
	NT AND PROFIT	0				0 0 2,554,348				19,628															
als :. Sts before Land In		1,163,205	0	0	0	0	0	19,628	19,628	19,628	19,628	19,628	19,628	19,628	19,628	19,628	19,628	0	0	0	0	0	0	0	
	NT AND PROFIT Land Interest	0	0	0	0	0	0	19,628	19,628	19,628	19,628	19,628	19,628	19,628	19,628	19,628	19,628	0	0	0	0	0	0	0	
TS BEFORE LAND IN	Land Interest Market Housing	1,163,205	0	0 0 1,873,188	1,702,899	2,554,348	2,554,348	19,628 2,691,741	19,628 2,691,741	19,628 2,691,741	19,628 2,691,741	19,628 2,691,741	19,628 2,691,741	19,628 1,840,292	19,628 988,843	19,628	19,628	0	0	0	0	0	0	0	
TS BEFORE LAND IN	Land Interest Market Housing ordable Housing	1,163,205	0 0 47,668	0 0 1,873,188 48,443	79,670	0 2,554,348 108,636	0 2,554,348 151,910	19,628 2,691,741 195,886	19,628 2,691,741 179,021	19,628 2,691,741 161,881	19,628 2,691,741 144,462	19,628 2,691,741 126,761	19,628 2,691,741 108,772	19,628 1,840,292 90,490	19,628 988,843 58,076	19,628 137,393 11,299	19,628 137,393 0	0	0 0	0	0	0	0	0	- 1
TS BEFORE LAND IN	Land Interest Market Housing	0 1,163,205 1,770,238	0	0 0 1,873,188	1,702,899	2,554,348	2,554,348	19,628 2,691,741	19,628 2,691,741	19,628 2,691,741	19,628 2,691,741	19,628 2,691,741	19,628 2,691,741	19,628 1,840,292	19,628 988,843	19,628	19,628	0	0	0	0	0	0	0	- 1
S BEFORE LAND IN esidual Valuation	Land Interest Market Housing ordable Housing Cash Flow	0 1,163,205 1,770,238 -2,933,443 0	0 0 47,668	0 0 1,873,188 48,443	79,670	0 2,554,348 108,636	0 2,554,348 151,910 -2,706,258	19,628 2,691,741 195,886	19,628 2,691,741 179,021	19,628 2,691,741 161,881	19,628 2,691,741 144,462	19,628 2,691,741 126,761	19,628 2,691,741 108,772	19,628 1,840,292 90,490	19,628 988,843 58,076	19,628 137,393 11,299	19,628 137,393 0	0	0	0	0	0	0	0	- 1
IS BEFORE LAND IN	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance	0 1,163,205 1,770,238 -2,933,443 0 -2,933,443	0 0 47,668 -47,668 -2,981,112	0 0 1,873,188 48,443	0 1,702,899 79,670 -1,782,568	0 2,554,348 108,636	0 2,554,348 151,910 -2,706,258 -12,054,553	19,628 2,691,741 195,886 1,037,896 -11,016,657	19,628 2,691,741 179,021 1,054,762	19,628 2,691,741 161,881 1,071,902	19,628 2,691,741 144,462 1,089,320 -7,800,674	19,628 2,691,741 126,761 1,107,021 -6,693,653	19,628 2,691,741 108,772 1,125,011	19,628 1,840,292 90,490 1,994,741	19,628 988,843 58,076 2,878,605 -695,296	19,628 137,393 11,299 3,776,832 3,081,536	19,628 137,393 0 3,788,130	0	0 0 0 0 6,869,666	0	0 0	0	0 0 0 0 6,869,666	0	- 1
S BEFORE LAND IN	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance	0 1,163,205 1,770,238 1,770,238 -2,933,443 0 -2,933,443	0 47,668 -47,668 -2,981,112 Year 1	0 1,873,188 48,443 -1,921,632 -4,902,743	0 1,702,899 79,670 -1,782,568 -6,685,311	0 2,554,348 108,636 -2,662,984 -9,348,295	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2	19,628 2,691,741 195,886 1,037,896 -11,016,657	19,628 2,691,741 179,021 1,054,762 -9,961,896	19,628 2,691,741 161,881 1,071,902 -8,889,994	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3	19,628 2,691,741 126,761 1,107,021 -6,693,653	19,628 2,691,741 108,772 1,125,011 -5,568,642	19,628 1,840,292 90,490 1,994,741 -3,573,901	19,628 988,843 58,076 2,878,605 -695,296	19,628 137,393 11,299 3,776,832 3,081,536	19,628 137,393 0 3,788,130 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666 Year 5	0 0 0 0 6.869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666 Year 6	0 0 0 0 6,869,666	- 1
S BEFORE LAND IN esidual Valuation Affe	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 -2,933,443 0 -2,933,443 FIT	0 47,668 -47,668 -2,981,112 Year 1	0 0 1,873,188 48,443 -1,921,632 -4,902,743	0 1,702,899 79,670 -1,782,568 -6,685,311	0 2,554,348 108,636 -2,662,984 -9,348,295	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2	19,628 2,691,741 195,886 1,037,896 -11,016,657	19,628 2,691,741 179,021 1,054,762 -9,961,896	19,628 2,691,741 161,881 1,071,902 -8,889,994	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3	19,628 2,691,741 126,761 1,107,021 -6,693,653	19,628 2,691,741 108,772 1,125,011 -5,568,642	19,628 1,840,292 90,490 1,994,741 -3,573,901	19,628 988,843 58,076 2,878,605 -695,296 Year 4	19,628 137,393 11,299 3,776,832 3,081,536	19,628 137,393 0 3,788,130 6,869,666	0 0 0 0 6,869,666	0 0 0 6,869,666 Year 5	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666 Year 6	0 0 0 0 6,869,666	1
TS BEFORE LAND IN Residual Valuation Afford H FLOW FOR CIL AD ME INCOME	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0 -2,933,443	0 47,668 -47,668 -2,981,112 Year 1	0 1,873,188 48,443 -1,921,632 -4,902,743	0 1,702,899 79,670 -1,782,568 -6,685,311	0 2,554,348 108,636 -2,662,984 -9,348,295	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2	19,628 2,691,741 195,886 1,037,896 -11,016,657	19,628 2,691,741 179,021 1,054,762 -9,961,896	19,628 2,691,741 161,881 1,071,902 -8,889,994	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3	19,628 2,691,741 126,761 1,107,021 -6,693,653	19,628 2,691,741 108,772 1,125,011 -5,568,642	19,628 1,840,292 90,490 1,994,741 -3,573,901	19,628 988,843 58,076 2,878,605 -695,296	19,628 137,393 11,299 3,776,832 3,081,536	19,628 137,393 0 3,788,130 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666 Year 5	0 0 0 0 6.869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666 Year 6	0 0 0 0 6,869,666	1,
TS BEFORE LAND IN Residual Valuation Afford H FLOW FOR CIL AD INCOME INCOME	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 -2,933,443 0 -2,933,443 FIT Q1 0	0 47,668 -47,668 -2,981,112 Year 1	0 0 1,873,188 48,443 -1,921,632 -4,902,743	0 1,702,899 79,670 -1,782,568 -6,685,311	0 2,554,348 108,636 -2,662,984 -9,348,295	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2	19,628 2,691,741 195,886 1,037,896 -11,016,657	19,628 2,691,741 179,021 1,054,762 -9,961,896	19,628 2,691,741 161,881 1,071,902 -8,889,994	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3	19,628 2,691,741 126,761 1,107,021 -6,693,653	19,628 2,691,741 108,772 1,125,011 -5,568,642	19,628 1,840,292 90,490 1,994,741 -3,573,901	19,628 988,843 58,076 2,878,605 -695,296 Year 4	19,628 137,393 11,299 3,776,832 3,081,536	19,628 137,393 0 3,788,130 6,869,666	0 0 0 0 6,869,666	0 0 0 6,869,666 Year 5	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666 Year 6	0 0 0 0 6,869,666	1,
S BEFORE LAND IN esidual Valuation Affe I FLOW FOR CIL AD ME INCOME	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 -2,933,443 FIT Q1 0	0 0 47,668 -47,668 -2,981,112 Year 1 Q2	0 0 1,673,188 48,443 -1,921,632 -4,902,743 Q3 0	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 Q2 0	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 Q1 3,925,524	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524	19,628 2,691,741 126,761 1,107,021 -6,693,663 Q3 3,925,524	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524	19,628 137,393 11,299 3,776,832 3,081,536 Q3 3,925,524	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524	0 0 0 0 6,869,666	0 0 0 6,869,666 Year 5 Q2	0 0 0 0 6,869,666	0 0 0 0 6,669,666	0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2	0 0 0 0 6,869,666	- 1
S BEFORE LAND IN esidual Valuation Afform I FLOW FOR CIL AD ME INCOME NDITURE	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 -2,933,443 0 -2,933,443 FIT Q1 0	0 47,668 -47,668 -2,981,112 Year 1	0 0 1,873,188 48,443 -1,921,632 -4,902,743	0 1,702,899 79,670 -1,782,568 -6,685,311	0 2,554,348 108,636 -2,662,984 -9,348,295	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2	19,628 2,691,741 195,886 1,037,896 -11,016,657	19,628 2,691,741 179,021 1,054,762 -9,961,896	19,628 2,691,741 161,881 1,071,902 -8,889,994	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3	19,628 2,691,741 126,761 1,107,021 -6,693,653	19,628 2,691,741 108,772 1,125,011 -5,568,642	19,628 1,840,292 90,490 1,994,741 -3,573,901	19,628 988,843 58,076 2,878,605 -695,296 Year 4	19,628 137,393 11,299 3,776,832 3,081,536	19,628 137,393 0 3,788,130 6,869,666	0 0 0 0 6,869,666	0 0 0 6,869,666 Year 5	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666 Year 6	0 0 0 0 6,869,666	- 1
S BEFORE LAND IN esidual Valuation Affe I FLOW FOR CIL AD ME INCOME NDITURE	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0 -2,933,443 FFT Q1 0 2,112,500 105,625	0 0 47,668 -47,668 -2,981,112 Year 1 Q2 0	0 0 1,873,188 48,443 -1,921,632 -4,902,743 Q3 0	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0	0 2,554,348 108,636 -2,662,984 -9,348,295 	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 0	19,628 137,393 11,299 3,776,832 3,081,536 Q3 3,925,524	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524	0 0 0 0 6,869,666	0 0 0 0 6,869,666 Year 5 Q2 0	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2 0	0 0 0 0 6,869,666	- 1
ES BEFORE LAND IN Afform I FLOW FOR CIL AD ME INCOME INCOME NDITURE D Duty Inents etc. Acquisition	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0 2,933,443 Q1 0 2,112,500 105,625 0	0 0 47,668 -47,668 -2,981,112 Year 1 Q2 0	0 0 1,873,188 48,443 -1,921,632 -4,902,743 0	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0	0 2,554,348 151,910 2,706,258 -12,054,553 Year 2 Q2 0	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524	19,628 137,393 11,299 3,776,832 3,081,536 03 3,925,524	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524	0 0 0 0 6,669,666	0 0 0 6,869,666 Year 5 Q2 0	0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2 0	0 0 0 0 6,869,666	- 1
ES BEFORE LAND IN Afform I FLOW FOR CIL AD ME INCOME NOTIURE Duty nents etc. 4 Acquisition ing Fee	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0 -2,933,443 O 0 2,112,500 105,625 0 31,688 36,900 510,870	0 0 47,668 -47,668 -2,981,112 Year 1 Q2 0	0 0 1,873,188 48,443 -1,921,632 -4,902,743 Q3 0 0 0 0 0 0 0	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0 0 0 0 0 0 0	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524	19,628 137,393 11,299 3,776,832 3,081,536 Q3 3,925,524	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524	0 0 0 0 6,869,666	0 0 0 0,869,666 Year 5 Q2 0	0 0 0 0 6.869,666	0 0 0 0 0 6.869,666	0 0 0 0 6.869,666	0 0 0 6,869,666 Year 6 Ω2 0	0 0 0 0 6.869.666	- 1
S BEFORE LAND IN S BEFORE LAND IN Afform I FLOW FOR CIL AD ME INCOME NDITURE Duty nents etc. Acquisition ing Fee bets ing Consultants	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0,-2,933,443 PFIT Q1 0 2,112,500 105,625 0 31,688 50,077 63,859 127,717	0 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0	0 0 1,873,188 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 0 127,717	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0 0 0 0	0 2,554,348 108,636 108,636 -2,662,984 -9,348,295 0 0 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0 0 0 0 0 0 0	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 0	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 0	19,628 2,691,741 144,462 1,069,320 -7,800,674 Year 3 Q2 3,925,524	19,628 2,891,741 126,761 1,107,021 -6,693,653 Q3 3,925,524	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 0	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0 0	19,628 988,843 58,076 2,676,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 0	19,628 137,393 11,299 3,776,832 3,081,536 Q3 3,925,524	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524 0 0 0 0	0 0 0 6,860,666	0 0 0 6,869,666 Year 5 Q2 0	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2 0	0 0 0 0 6.869,666	1
S BEFORE LAND IN S BEFORE LAND IN Afform INCOME IN	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0,4 2,933,443 FIT Q1 0 2,112,500 105,625 0,31,688 36,900 510,870 63,859	0 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0	0 0 1,673,168 48,443 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 0 0,510,870 63,859	0 1,702,899 79,670 -1,782,568 -6,885,311 0 0 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 Q2 0 0 0 0 0 0 0	19,628 2,691,741 196,886 1,037,896 -11,016,657 Q3 3,925,524 0 0 0 0 0	19,628 2,691,741 179,021 1,054,762 9,961,896 Q4 3,925,524 0 0 0 0 0	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0	19,628 968,843 58,076 2,676,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0	19,628 137,393 11,299 3,776,832 3,081,536 03 3,925,524	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524	0 0 0 0 6,869,666	0 0 0 6,869,666 Year 5 Q2 0	0 0 0 0 6,869,666	0 0 0 0,669,666	0 0 0 6.869,666	0 0 0 6,869,666 Year 6 Q2 0	0 0 0 0 6,869,666	- 1
S BEFORE LAND IN After IFLOW FOR CIL AD ME INCOME	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0,-2,933,443 PFIT Q1 0 2,112,500 105,625 0 31,688 50,077 63,859 127,717	0 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0	0 0 1,673,188 48,443 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,702,899 79,670 -1,782,568 -6,685,311 0 0 0 0 0 0 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0 0 0 0 0 0 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 Q2 0 0 0 0 0 0 0 0 2,433,510	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524 0 0 0 0 0 0 2,433,510	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 2,433,510	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 Q1 0 0 0 0 0 2,433,510	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 0 2,433,510	19,628 2,891,741 126,761 1,107,021 -6,693,653 Q3 3,925,524	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 0	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0 0	19,628 988,843 58,076 2,676,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 0	19,628 137,393 11,299 3,776,832 3,081,536 Q3 3,925,524	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524 0 0 0 0	0 0 0 6,860,666	0 0 0 6,869,666 Year 5 Q2 0	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2 0	0 0 0 0 6.869,666	- 1
S BEFORE LAND IN seidual Valuation Affo FLOW FOR CIL AD ME INCOME NDITURE Duty nents etc. Acquisition ng Fee acts account and professional Cost - BCIS Base NTIAL CIL	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0 -2,933,443 O 0 105,625 0 105,625 0 31,688 36,900 510,870 63,859 127,717 319,293	0 47,668 47,668 -47,668 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,673,168 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 10,710,717 319,293	0 1,702,899 79,670 -1,782,568 -6,685,311 0 0 0 0 0 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0 0 0 0 0 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 Q2 0 0 0 0 0 0 0	19,628 2,691,741 195,896 1,037,896 -11,016,657 Q3 3,925,524	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 0	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 0	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524	19,628 2,891,741 126,761 1,107,021 -6,693,653 Q3 3,925,524	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 0	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0 0 0	19,628 988,843 58,076 2,676,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 0 0	19,628 137,393 11,299 3,776,832 3,081,536 Q3 3,925,524	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524 0 0 0 0	0 0 0 6,860,666	0 0 0 6,869,666 Year 5 Q2 0	0 0 0 0 6,869,666	0 0 0 6,869,666	0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2 0	0 0 0 6,869,666	- 1
S BEFORE LAND IN seidual Valuation Affe IFLOW FOR CIL AD ME INCOME NDITURE Duty nents etc. 4 Acquisition ng Fee acts professional Cost - BCIS Base NTIAL CIL IL st06 igency	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0,2,933,443 0 105,625 0,31,688 36,900 510,870 63,859 127,717 319,293 0	0 47,668 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0 0 0 0 0	0 0 1,873,188 48,443 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 10,870 63,859 127,717 319,293 121,170 197,550	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838	19,628 2,691,741 126,761 1,107,021 -6,693,663 Q3 3,925,524 0 0 0 0 0 0 2,433,510 60,000 60,838	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 1,622,340 60,000 40,559	19,628 988,843 58,076 2,678,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 811,170 60,000 20,279	19,628 137,393 11,299 3,776,832 3,061,536 0 0 0 0 0 0 0	19,628 137,393 0 3,788,130 6,869,666 0 0 0 0 0 0 0	0 0 0 6,869,666	0 0 0 6,869,666 Year 5 Q2 0 0 0 0 0 0	0 0 0 0 6,869,666	0 0 0 0,6669,666	0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2 0 0	0 0 0 0 6,869,666	- 1
S BEFORE LAND IN seidual Valuation Affe IFLOW FOR CIL AD ME INCOME NDITURE Duty nents etc. 4 Acquisition ng Fee acts professional Cost - BCIS Base NTIAL CIL IL st06 gency	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0,4 2,933,443 FIT Q1 0 2,112,500 105,625 0,31,688 36,900 510,679 63,859 127,717 319,293 0 0 0	0 47,668 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0 0 0	0 0 1,873,188 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 0 0 127,717 319,293 811,170	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0 0 0 0 0 0 0 1,622,340 197,550	0 2,554,348 108,636 108,636 -2,662,984 -9,348,295 Q1 0 0 0 0 0 0 2,433,510 197,550 60,000	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0 0 0 0 0 0 0 2,433,510 197,550 60,000	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0	19,628 2,691,741 179,021 1,054,762 9,961,896 Q4 3,925,524 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 0 2,433,510 197,550 60,000	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524 0 0 0 0 0 0 2,433,510 60,000	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 2,433,510 60,000	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0 1,622,340 60,000	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 0 811,170 60,000	19,628 137,393 11,299 3,776,832 3,081,536 0 0 0 0 0 0 0	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524 0 0 0 0 0 0	0 0 0 6,869,666	0 0 0 6,869,666 Year 5 Q2 0	0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2 0 0	0 0 0 0 6,869,666	1,
esidual Valuation Affo I FLOW FOR CIL AD ME INCOME NOTURE Duty nents etc. a Coulstion ing Fee ects ing Consultants Professional Cost - BCIS Base NTIAL CIL LL s106 ingency mails coe Fees	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0 -2,933,443 PFIT Q1 0 105,625 0 31,688 36,900 510,870 63,859 0 127,717 319,293 0 0 0 0	0 47,668 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0 0 0 0 0	0 0 1,673,168 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 0 127,717 319,293 811,170 197,550 0	0 1,702,899 79,670 -1,782,568 -6,685,311 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838	19,628 2,691,741 195,896 1,037,896 -11,016,657 Q3 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0	19,628 2,691,741 144,462 1,069,320 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 2,433,510 60,000 60,838 0	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0 1,622,340 60,000 40,559 0 0	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 811,170 60,000 20,279 0	19,628 137,393 11,299 3,776,832 3,081,536 0 0 0 0 0 0 0 0 0	19,628 137,393 0 3,788,130 6,869,666 04 3,925,524 0 0 0 0 0 0 0 0	0 0 0 6,860,666	0 0 0 6,869,666 Year 5 Q2 0	0 0 0 6,869,666	0 0 0 0,6669,666	0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2 0 0 0 0 0 0	0 0 0 0 6,869,666	- 1
INCOME IN	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0 -2,933,443 O 105,625 0 105,625 0 36,900 510,870 63,859 127,717 319,293 0 0 0 0	0 47,668 47,668 -47,668 -2,981,112 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,673,168 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,702,899 79,670 -1,782,568 -6,685,311 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 0 197,550 60,000 60,338 0 0 0	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 0	19,628 2,691,741 108,772 1,125,011 -5,568,642 0 0 0 0 0 2,433,510 60,000 60,838 0 0	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0 1,622,340 60,000 40,559 0 0 0 0	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 811,170 60,000 20,279 0 0 0	19,628 137,393 11,299 3,776,832 3,081,536 0 0 0 0 0 0 0 0 0	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 6,869,666	0 0 0 6,869,666 Year 5 02 0 0 0 0 0 0 0	0 0 0 0 6,869,666	0 0 0 0 6,869,666	0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2 0 0 0 0 0 0	0 0 0 0 6,869,666	- 1
TS BEFORE LAND IN Residual Valuation Afford H FLOW FOR CIL AD ME INCOME	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0 -2,933,443 PFIT Q1 0 105,625 0 31,688 36,900 510,870 63,859 0 127,717 319,293 0 0 0 0	0 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,673,168 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 0 127,717 319,293 811,170 197,550 0	0 1,702,899 79,670 -1,782,568 -6,685,311 0 0 0 0 0 0 0 1,622,340 197,550 0 0 0 0 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,338 0	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524 0 0 0 0 0 0 2,433,510 197,550 60,338 0 0 117,766	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 0 2,433,510 197,550 60,338 0 0 117,766	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 Q1 Q1 Q0 Q0 Q0 Q0 Q1 Q1 Q1	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 0 2,433,510 197,550 60,838 0 0 117,766	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524 0 0 0 0 0 0 2,433,510 60,000 60,838 0 0 117,766	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 117,766	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0 0 1,622,340 60,000 40,559 0 0 117,766	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 811,170 60,000 20,279 0 0 117,766	19,628 137,393 11,299 3,776,832 3,081,536 0 0 0 0 0 0 0 0 0 0 0 0 0	19,628 137,393 0 3,788,130 6,869,666 Q4 3,925,524 0 0 0 0 0 0 0 0 0 0 0 117,766	0 0 0 6,860,666	0 0 0 6,869,666 Year 5 Q2 0 0 0 0 0 0 0	0 0 0 0 0 6,869,666	0 0 0 0 0 0 6,869,666	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 6,869,666 Year 6 Q2 0 0 0 0 0 0	0 0 0 6.869,666	1
INCOME IN	Land Interest Market Housing ordable Housing Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 2,1933,443 0 2,1933,443 FIT Q1 0 105,625 0 31,688 36,900 510,870 63,859 127,717 319,293 0 0 0 0 0 0 0 0	0 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,873,188 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 127,717 319,293 811,170 197,550 0 0	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 108,636 108,636 -2,662,984 -9,348,295 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	19,628 2,691,741 195,896 1,037,896 -11,016,657 03 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,338 0 0 117,766 19,628 0	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 117,766 19,628 0	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 17,755 60,000 60,338 0 0 17,766 19,628 0	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,338 0 0 117,766 19,628 0	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 0 117,766 19,628 0	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 0 117,766 19,628 0	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0 1,622,340 60,000 40,559 0 0 117,766 19,628 0	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 0 0 0 0 0 0 111,170 60,000 20,279 0 0 0 117,766 19,628 0	19,628 137,393 11,299 3,776,832 3,081,536 03 3,925,524 0 0 0 0 0 0 0 0 117,766 19,628 0	19,628 137,393 0 3,788,130 6,869,666 04 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 6,860,666	0 0 0 6,869,666 Year 5 Q2 0 0 0 0 0 0 0 0	0 0 0 0 6,869,666	0 0 0 0 0 6.869,666	0 0 0 0 6,869,666	0 0 0 0 0 6,869,666 Year 6 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 6.869,666	1
INCOME IN	Land Interest Market Housing ordable Housing Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 2,1933,443 0 2,1933,443 FIT Q1 0 105,625 0 31,688 36,900 510,870 63,859 127,717 319,293 0 0 0 0 0 0 0 0	0 47,668 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,673,188 48,443 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,702,899 79,670 -1,782,568 -6,685,311 0 0 0 0 0 0 0 0 0 0 1,622,340 197,550 40,559 0 0 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0 0 0 0 0 2,433,510 197,500 60,000 60,000 60,838 0 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 Q2 0 0 0 0 0 0 0 2,433,510 197,550 0,000 60,838 0 0 0 0	19,628 2,691,741 195,886 1,037,896 -11,016,657 Q3 3,925,524 0 0 0 0 0 0 0 2,433,510 97,550 60,000 60,838 0 0 117,766	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 117,766	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 2,433,510 197,550 60,000 60,800 0 117,766	19,628 2,691,741 144,462 1,089,329 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 0 0 0 0 0 117,766 19,628	19,628 2,691,741 126,761 1.107,021 -6,693,653 Q3 3,925,524 0 0 0 0 0 0 2,433,510 60,000 60,838 0 117,766 19,628	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 117,766 19,628	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 1,622,340 60,000 40,559 0 117,766 19,628	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 0 0 0 111,776 119,628	19,628 137,393 11,299 3,776,832 3,081,536 0 0 0 0 0 0 0 0 117,766	19,628 137,393 0 3,788,130 6,869,666 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 6,869,666	0 0 0 6,869,666 Year 5 Q2 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 6,869,666	0 0 0 6,869,666	0 0 0 6,869,666 Year 6 Q2 0 0 0 0 0 0	0 0 0 6,869,666	- 1
INCOME IN	Land Interest Market Housing ordable Housing Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 2,1933,443 0 2,1933,443 FIT Q1 0 105,625 0 31,688 36,900 510,870 63,859 127,717 319,293 0 0 0 0 0 0 0 0	0 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,873,188 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 127,717 319,293 811,170 197,550 0 0	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 108,636 108,636 -2,662,984 -9,348,295 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	19,628 2,691,741 195,896 1,037,896 -11,016,657 03 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,338 0 0 117,766 19,628 0	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 117,766 19,628 0	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 17,755 60,000 60,338 0 0 17,766 19,628 0	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,338 0 0 117,766 19,628 0	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 0 117,766 19,628 0	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 0 117,766 19,628 0	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0 1,622,340 60,000 40,559 0 0 117,766 19,628 0	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 0 0 0 0 0 0 111,170 60,000 20,279 0 0 0 117,766 19,628 0	19,628 137,393 11,299 3,776,832 3,081,536 03 3,925,524 0 0 0 0 0 0 0 0 117,766 19,628 0	19,628 137,393 0 3,788,130 6,869,666 04 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 6,860,666	0 0 0 6,869,666 Year 5 Q2 0 0 0 0 0 0 0 0	0 0 0 0 6,869,666	0 0 0 0 0 6.869,666	0 0 0 0 6,869,666	0 0 0 0 0 6,869,666 Year 6 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 6.869,666	- 1
S BEFORE LAND IN S BEFORE LAND IN After I FLOW FOR CIL AD ME INCOME INCOME NOITURE D Duty nents etc. A Acquisition Ing Fee ects Ing Consultants Professional Cost - BCIS Base INTIAL CIL Class Consultants Cost - BCIS Base INTIAL CIL Class Cost - BCIS Base INTIAL CIL Cost - BCIS Base INTIAL CIL S General S BEFORE LAND IN S BEFORE LAND IN	Land Interest Market Housing ordable Housing Cash Flow Opening Balance Closing Balance DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 2,1933,443 0 2,1933,443 FIT Q1 0 105,625 0 31,688 36,900 510,870 63,859 127,717 319,293 0 0 0 0 0 0 0 0	0 47,668 -47,668 -2,981,112 Year 1 Q2 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,873,188 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 127,717 319,293 811,170 197,550 0 0	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 108,636 108,636 -2,662,984 -9,348,295 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	19,628 2,691,741 195,896 1,037,896 -11,016,657 03 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,338 0 0 117,766 19,628 0	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 117,766 19,628 0	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 17,755 60,000 60,338 0 0 17,766 19,628 0	19,628 2,691,741 144,462 1,089,320 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 2,433,510 197,550 60,000 60,338 0 0 117,766 19,628 0	19,628 2,691,741 126,761 1,107,021 -6,693,653 Q3 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 0 117,766 19,628 0	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 0 117,766 19,628 0	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 0 1,622,340 60,000 40,559 0 0 117,766 19,628 0	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 0 0 0 0 0 0 111,170 60,000 20,279 0 0 0 117,766 19,628 0	19,628 137,393 11,299 3,776,832 3,081,536 03 3,925,524 0 0 0 0 0 0 0 0 117,766 19,628 0	19,628 137,393 0 3,788,130 6,869,666 04 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 6,860,666	0 0 0 6,869,666 Year 5 Q2 0 0 0 0 0 0 0 0	0 0 0 0 6,869,666	0 0 0 0 0 6.869,666	0 0 0 0 6,869,666	0 0 0 0 0 6,869,666 Year 6 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 6.869,666	- 1
esidual Valuation Affo I FLOW FOR CIL AD ME INCOME NOTURE Duty nents etc. a Acquisition ing Fee ects rocts + BCIS Base NITIAL CIL CIL s106 ingency mails ce Fees and Valuation s S S BEFORE LAND IN IL calculation	Land Interest Market Housing Orable Housing Cash Flow Opening Balanc, Closing Balanca Closing Balanca DDITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 2,1933,443 0 2,1933,443 FIT Q1 0 105,625 0 31,688 36,900 510,870 63,859 127,717 319,293 0 0 0 0 0 0 0 0	0 47,668 47,668 -47,668 -2,981,112 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,873,188 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 2,751,898	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 Q2 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 2,751,898	19,628 2,891,741 195,886 1,037,896 -11,016,657 Q3 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 0 117,766 19,628 0 0 2,889,291	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 107,750 60,000 60,838 0 0 117,766 19,628 0 2,889,291	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,338 0 0 117,766 19,628 0 2,889,291	19,628 2,691,741 144,462 1,089,329 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 0 0 0 0 0 197,550 60,000 60,838 0 0 117,766 19,628 0 2,889,291	19,628 2,691,741 126,761 1.107,021 -6,693,653 Q3 3,925,524 0 0 0 0 0 0 2,433,510 60,000 60,838 0 0 117,766 19,628 0 2,691,741	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 117,766 19,628 0 2,691,741	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 1,622,340 60,059 0 117,766 19,628 0 1,860,292	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 811,170 60,000 20,279 0 117,766 19,628 0 1,028,843	19,628 137,393 11,299 3,776,832 3,081,536 0 0 0 0 0 0 0 0 117,766 19,628 0 137,393	19,628 137,393 0 3,788,130 6,869,666 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 6,869,666	0 0 0 6,869,666 Year 5 Q2 0 0 0 0 0 0 0 0 0	0 0 0 0 0 6,869,666	0 0 0 0 0 6,869,666	0 0 0 6,869,666	0 0 0 0 6,869,666 Year 6 Q2 0 0 0 0 0 0 0 0	0 0 0 0 0 6,869,666	-6
S BEFORE LAND IN S BEFORE LAND IN Afform I FLOW FOR CIL AD ME INCOME NOTURE Duty Income NOTURE Duty Income NOTURE Duty Income NOTURE Income NOTURE Income NOTURE Income Income NOTURE Income I	Land Interest Market Housing ordable Housing Cash Flow Opening Balanc Closing Balanc Closing Balanc DITIONAL PRO As Above	0 1,163,205 1,770,238 1,770,238 -2,933,443 0 -2,933,443 0 105,625 0 31,688 36,900 510,870 63,859 127,717 319,293 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 47,668 47,668 -47,668 -2,981,112 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,873,188 48,443 -1,921,632 -4,902,743 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,702,899 79,670 -1,782,568 -6,685,311 Q4 0 0 0 0 0 0 0 0 0 0 0 0 0	0 2,554,348 108,636 -2,662,984 -9,348,295 Q1 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 2,751,898	0 2,554,348 151,910 -2,706,258 -12,054,553 Year 2 Q2 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,838 0 0 0 2,751,898	19,628 2,891,741 195,886 1,037,896 -11,016,657 Q3 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 0 117,766 19,628 0 0 2,889,291	19,628 2,691,741 179,021 1,054,762 -9,961,896 Q4 3,925,524 0 0 0 0 0 0 0 0 0 0 0 0 107,750 60,000 60,838 0 0 117,766 19,628 0 2,889,291	19,628 2,691,741 161,881 1,071,902 -8,889,994 Q1 3,925,524 0 0 0 0 0 0 0 2,433,510 197,550 60,000 60,338 0 0 117,766 19,628 0 2,889,291	19,628 2,691,741 144,462 1,089,329 -7,800,674 Year 3 Q2 3,925,524 0 0 0 0 0 0 0 0 0 0 197,550 60,000 60,838 0 0 117,766 19,628 0 2,889,291	19,628 2,691,741 126,761 1.107,021 -6,693,653 Q3 3,925,524 0 0 0 0 0 0 2,433,510 60,000 60,838 0 0 117,766 19,628 0 2,691,741	19,628 2,691,741 108,772 1,125,011 -5,568,642 Q4 3,925,524 0 0 0 0 0 2,433,510 60,000 60,838 0 117,766 19,628 0 2,691,741	19,628 1,840,292 90,490 1,994,741 -3,573,901 Q1 3,925,524 0 0 0 0 1,622,340 60,059 0 117,766 19,628 0 1,860,292	19,628 988,843 58,076 2,878,605 -695,296 Year 4 Q2 3,925,524 0 0 0 0 0 0 117,766 19,628 0 1,028,843	19,628 137,393 11,299 3,776,832 3,081,536 0 0 0 0 0 0 0 0 117,766 19,628 0 137,393	19,628 137,393 0 3,788,130 6,869,666 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 6,869,666	0 0 0 6,869,666 Year 5 Q2 0 0 0 0 0 0 0 0 0	0 0 0 0 0 6,869,666	0 0 0 0 0 6,869,666	0 0 0 6,869,666	0 0 0 0 6,869,666 Year 6 Q2 0 0 0 0 0 0 0 0	0 0 0 0 0 6,869,666	5. 16-

																		Base Site 3					
SITE NAME	Site 3	Medium Green 8	0 Number		Price	GDV	GIA	<u> </u>	DEVELOPME	NT COSTS							Planning fee ca	ılc				Build Cost	/m2
1002	m2	,,	80		£/m2				LAND	000.0		/unit or m2	Total				Planning app fer No dwgs		rate			BCIS FHS	1,459
Market Housing	98.0	70%	56		3,100	17,012,800	5,488			Land Stamp Duty		11,803	36,711	944,223			No dwgs under No dwgs over 50	50	462 138	23,100 4,140		Energy Design	10
Shared Ownership	74.0	11%	8		2,170	1,348,079	621			Easements etc. Legals Acquisiti	on	1.50%	0 14,163	50,874					Total	27,240		Acc & Adpt Water	12 0
ffordable Rent	74.0	20%	16		1,930	2,226,683	1,154		PLANNING													Small Sites Site Costs	0 228
Social Rent	74.0	0%	0		1,270	0	0			Planning Fee Architects		4.00%	27,240 535,371				Stamp duty cal Land payment	c - Residual		944,223			1,755
	Shared Ownershi Affordable Rent Social Rent	•			0 0 0	0 0 0				QS / PM Planning Consu Other Professio		0.50% 1.00% 2.50%	66,921 133,843 334,607	1,097,982									
SITE AREA - Net SITE AREA - Gross	2.22 h 2.67 h		36 30	/ha /ha		20,587,562	7,263		CONSTRUCT	Build Cost - BC s106 / CIL / IT	S Based	1,755	12,745,633 320,000						Total	36,711			
Sales per Quarter Unit Build Time	3 (Quarters				RUN Residual M	MACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	318,641 0	13,384,273			Stamp duty cal Land payment 125,000 250,000	c - Add Profit 0% 1%	1% 3%	1,126,667			
Residual Land Value		Whole Site 944,223	Per ha NET 424,740	Per ha GROSS 354,084		Ck	osing balance =	0		Fees Interest		6.50%	0				500,000 1,000,000	3% 4%	4% 0%				
Alternative Use Value Uplift	0%	60,000 0		22,500 0		RUN CIL MACR	O ctrl+l osing balance =	-1,249,748		Legal and Valua	tion		0	0			above	5%	4% Total	45,067			
Plus /ha	400,000 bility Threshold	1,066,667 1,126,667		400,000 422,500		Check on phasing of	lwgs nos		SALES	Agents		3.0%	617,627				Pre CIL s106		£/ Unit (all)			LIT	% GDV
Additional Profit		835,794	1/m2		l	corr	ect	l		Legals Misc.		0.5%	102,938 0	720,565	16,197,917		Post CIL s106	4,000	Total £/ Unit (all)	320,000			0.00%
									Developers P	rofit Market Housin Affordable Hou		17.50% 17.50%			2,977,240 625,583		CIL	0		320,000			
RESIDUAL CASH FLOW	FOR INTEREST	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2
INCOME UNITS Started			-	6	7	6	7	6	7	6	7	6	7	6	7	2			_	_			
Market Housing Shared Ownership Affordable Rent					0 0 0	0 0	0 0 0	1,275,960 101,106 167,001	1,488,620 117,957 194,835	1,275,960 101,106 167,001	1,488,620 117,957 194,835	1,275,960 101,106 167,001	1,488,620 117,957 194,835	1,275,960 101,106 167,001	1,488,620 117,957 194,835	1,275,960 101,106 167,001	1,488,620 117,957 194,835	1,275,960 101,106 167,001	1,488,620 117,957 194,835	425,320 33,702 55,667	0 0 0	0 0	0 0
Social Rent Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	1,544,067	1,801,412	1,544,067	1,801,412	1,544,067	1,801,412	1,544,067	1,801,412	1,544,067	1,801,412	1,544,067	1,801,412	514,689	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		36,711 0 14,163																					
Planning Fee Architects QS Planning Consultants Other Professional		27,240 267,685 33,461 66,921 167,303		267,685 33,461 66,921 167,303																			
Build Cost - BCIS Base s106/CIL Contingency			0 0 0	318,641 8,000 7,966	690,388 17,333 17,260	1,009,029 25,333 25,226	1,062,136 26,667 26,553	1,009,029 25,333 25,226	1,062,136 26,667 26,553	1,009,029 25,333 25,226	1,062,136 26,667 26,553	1,009,029 25,333 25,226	1,062,136 26,667 26,553	1,009,029 25,333 25,226	1,062,136 26,667 26,553	796,602 20,000 19,915	477,961 12,000 11,949	106,214 2,667 2,655	0 0	0 0 0	0 0	0 0 0	0 0 0
Abnormals Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation Agents Legals		0	0	0	0	0	0	46,322 7,720	54,042 9,007	46,322 7,720	54,042 9,007	46,322 7,720	54,042 9,007	46,322 7,720	54,042 9,007	46,322 7,720	54,042 9,007	46,322 7,720	54,042 9,007	15,441 2,573	0	0	0
Misc. COSTS BEFORE LAND II	NT AND PROFIT	613,485	0	0 869,978	724,981	1,059,588	1,115,356	1,113,631	1,178,406	1,113,631	1,178,406	1,113,631	1,178,406	1,113,631	1,178,406	890,559	564,960	165,578	63,049	18,014	0	0	0
	Land Interest Market Housing ordable Housing	944,223	25,313	25,724	40,279	52,715	70,790	90,065	84,533	75,783	70,020	61,034	55,031	45,802	39,551	30,070	19,939	171	0	0	0	0	0
	Cash Flow Opening Balanc	-1,557,708 0	-25,313	-895,702	-765,261	-1,112,303	-1,186,146	340,372	538,473	354,653	552,986	369,402	567,975	384,635	583,455	623,437	1,216,513	1,378,318	1,738,362	496,675	0	0	0
CASH FLOW FOR CIL AL	Closing Balance	-1,557,708	-1,583,021	-2,478,723	-3,243,984	-4,356,287	-5,542,432	-5,202,060	-4,663,588	-4,308,935	-3,755,949 Year 3	-3,386,546	-2,818,571	-2,433,937	-1,850,482	-1,227,044	-10,532	1,367,786	3,106,148 Year 5	3,602,823	3,602,823	3,602,823	3,602,823 Year 6
	As Above	Q1	Q2	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
INCOME		0	0	0	0	0	0	1,544,067	1,801,412	1,544,067	1,801,412	1,544,067	1,801,412	1,544,067	1,801,412	1,544,067	1,801,412	1,544,067	1,801,412	514,689	0	0	0
EXPENDITURE Land		1,126,667																					
Stamp Duty Easements etc. Legals Acquisition		45,067 0 16,900	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects		27,240 267,685	0	0 267,685	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional		33,461 66,921 167,303	0 0 0	33,461 66,921 167,303	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base		0	0	318,641	690,388	1,009,029	1,062,136	1,009,029	1,062,136	1,009,029	1,062,136	1,009,029	1,062,136	1,009,029	1,062,136	796,602	477,961	106,214	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency		0	0	75,981 7,966	75,981 17,260	75,981 24,000 25,226	75,981 28,000 26,553	75,981 24,000 25,226	75,981 28,000 26,553	75,981 24,000 25,226	75,981 28,000 26,553	75,981 24,000 25,226	75,981 28,000 26,553	75,981 24,000 25,226	28,000 26,553	24,000 19,915	28,000 11,949	8,000 2,655	0	0	0	0	0
Abnormals		0	0	7,966	0	0	0	0	26,553	25,226	0	25,226	0	0	0	19,915	11,949	0	0	0	0	0	0
Finance Fees Legal and Valuation		0	0	0	0	0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0
Agents Legals Misc. COSTS BEFORE LAND II	NT AND DOOR	0 0 0	0 0 0	0 0 0 937,959	0 0 0 783 629	0 0 0 1,134,236	0 0 0	46,322 7,720 0	54,042 9,007 0	46,322 7,720 0	54,042 9,007 0 1,255,720	46,322 7,720 0 1,188,279	54,042 9,007 0	46,322 7,720 0	54,042 9,007 0	46,322 7,720 0 894,559	54,042 9,007 0	46,322 7,720 0	54,042 9,007 0 63,049	15,441 2,573 0 18,014	0 0	0 0 0	0 0 0
COSTS BEFORE LAND II	NI AND PROFIT	1,/31,244	U	937,959	783,629	1,134,236	1,192,671	1,188,279	1,255,720	1,188,279	1,200,720	1,186,279	1,255,720	1,188,279	1,179,739	894,559	580,960	170,911	63,049	18,014	0	-	U

Cash Flow -1,751,244 -28,458 -966,879
Opening Balance 0
Closing Balance -1,751,244 -1,779,702 -2,746,581

SITE NAME	Site 4	Medium Green 4	10]																
INCOME	Av Size m2	%	Number 40		Price £/m2	GDV £	GIA m2		DEVELOPMEN	T COSTS							Planning fee ca Planning app fer	dwgs	rate			Build Cost BCIS	/m2 1,462		
Market Housing	97.4	70%	28		3,100	8,452,524	2,727			Land		/unit or m2 11,014		440,550			No dwgs No dwgs under	40 40	462	18,480		FHS Energy	45 10	3.10%	%
Shared Ownership	75.5	11%	4		2,170	688,521	317			Stamp Duty Easements etc.			11,528 0				No dwgs over 50	0	138 Total	0 18,480		Design Acc & Adpt	0 12		
Affordable Rent	75.5	20%	8		1,930	1,137,261	589			Legals Acquisition	on	1.50%	6,608	18,136								Water Small Sites	0	0%	
Social Rent	75.5	0%	0		1,270	0	0		PLANNING	Planning Fee			18,480				Stamp duty cal	c - Residual	_			Site Costs	229 1,758	16%	%
Grant and Subsidy	Shared Ownershi Affordable Rent Social Rent	ip			0 0	0 0				Architects QS / PM Planning Consul Other Profession		4.00% 0.50% 1.00% 2.50%	268,295 33,537 67,074 167,685				Land payment			440,550					
SITE AREA - Net SITE AREA - Gross	1.11 ł 1.33 ł		36 30	/ha /ha		10,278,307	3,633			Build Cost - BCI: s106 / CIL / IT	S Based	1,758	6,387,688 160,000						Total	11,528					
Sales per Quarter Unit Build Time	3 (Quarters				RUN Residual M				Contingency Abnormals		2.50%	159,692 0				Stamp duty call Land payment 125,000 250,000	0% 1%	1% 3%	563,333					
Residual Land Value Alternative Use Value Uplift	0%	440,550 30,000 0	Per ha NET F 396,591	330,413 22,500 0		RUN CIL MACR	o ctrl+l sing balance =			Fees Interest Legal and Valuat	tion	6.50%	0				500,000 1,000,000 above	3% 4% 5%	0% 0% 3% Total	16,900					
Plus /h: Via	ha 400,000 iability Threshold	533,333 563,333	E/m2	400,000 422,500		Check on phasing d				Agents Legals Misc.		3.0% 0.5%	308,349 51,392		8,080,878		Pre CIL s106		£/ Unit (all) Total	160,000		LIT	% GDV 0.00%	(0
Additional Profit		376,508	138						Developers Pro			17.50% 17.50%		555,741	1,479,192		Post CIL s106 CIL	4,000 0		160,000 0 160,000					
RESIDUAL CASH FLOW	W FOR INTEREST		Year 1				Year 2		L	o. debie nous	Year 3				319,512 Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing				5	5 0	5	5 0	5 1,056,566	5 1,056,566	5 1,056,566	5 1,056,566	1,056,566	1,056,566	1,056,566	1,056,566	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent					0	0	0	86,065 142,158	86,065 142,158	86,065 142,158	86,065 142,158	86,065 142,158	86,065 142,158	86,065 142,158	86,065 142,158	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	IE	0	0	0	0	0	0	1,284,788	1,284,788	1,284,788	1,284,788	1,284,788	1,284,788	1,284,788	1,284,788	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty		11,528																							
Stamp Duty Easements etc. Legals Acquisition		11,528 0 6,608																							
Planning Fee Architects		18,480 134,148		134,148																					
QS Planning Consultants		16,768 33,537		16,768 33,537																					
Other Professional		83,842		83,842																					
Build Cost - BCIS Base s106/CIL			0	266,154 6,667	532,307 13,333	798,461 20,000	798,461 20,000	798,461 20,000	798,461 20,000	798,461 20,000	798,461 20,000	532,307 13,333	266,154 6,667	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	6,654	13,308	19,962	19,962	19,962	19,962	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0	0	ū	v		v	Ü	Ü		Ü	Ü	v		Ü	Ü	ū	Ü	Ü	Ü	U		Ü	Ü	U
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	38,544 6.424	38,544 6,424	38,544 6,424	38,544 6.424	38,544	38,544 6,424	38,544 6,424	38,544 6,424	0	0	0	0	0	0	0	0	0	0
Misc.	DINT AND PROF	0		0 0		0	0	-,			-,	6,424													
COSTS BEFORE LAND	UINI AND PROFIT	304,911	0	547,769	558,948	838,423	838,423	883,390	883,390	883,390	883,390	603,916	324,442	44,968	44,968	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land Interest Market Housing	440,550	12,114	12,311	21,412	30,843	44,968	59,323	53,765	48,116	42,375	36,541	26,070	10,888	0	0	0	0	0	0	0	0	0	0	0 1,479,192
A	Affordable Housing																								319,512
	Cash Flow Opening Balanc	-745,461 0	-12,114	-560,080	-580,360	-869,265	-883,391	342,075	347,633	353,283	359,023	644,332	934,276	1,228,932	1,239,821	0	0	0	0	0	0	0	0	0	-1,798,704
	Closing Balance	-745,461	-757,575	-1,317,655	-1,898,015	-2,767,281	-3,650,672	-3,308,597	-2,960,963	-2,607,681	-2,248,657	-1,604,326	-670,050	558,883	1,798,704	1,798,704	1,798,704	1,798,704	1,798,704	1,798,704	1,798,704	1,798,704	1,798,704	1,798,704	0
CASH FLOW FOR CIL A	ADDITIONAL PROF		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		0	0	0	0	0	0	1,284,788	1,284,788	1,284,788	1,284,788	1,284,788	1,284,788	1,284,788	1,284,788	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		563,333																							
Stamp Duty		16,900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 8,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		18,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	n	0	0	0	0
		134,148	0	134,148	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		16,768 33,537	0	16,768 33,537	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		83,842	0	83,842	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional			_		532,307	798,461	798,461	798,461 62,751	798,461 62,751	798,461	798,461	532,307	266,154	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL		0	0	266,154 62,751	62,751	62,751	62,751			20.000	20,000	20,000	20,000	0	0	0	0	0	0	0	0	1 0			0
QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106			0		62,751 13,308	62,751 20,000 19,962	62,751 20,000 19,962	20,000 19,962	20,000 19,962	19,962	19,962	13,308	6,654	0						0	0	0	0	0	0
QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL		0		62,751		20,000	20,000				19,962 0	13,308 0	0	0	0	0	0	0	0	0	0	0			
QS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees		0	0	62,751 6,654	13,308	20,000 19,962	20,000 19,962	19,962	19,962	19,962						0 0	0	0 0	0 0		0 0 0			0	0
OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation		0 0 0	0 0	62,751 6,654 0 0	13,308 0 0	20,000 19,962 0 0	20,000 19,962 0 0	19,962 0 0 0	19,962 0 0 0	19,962 0 0	0 0 0	0 0	0 0	0	0 0	0	0	0	0	0 0	0 0	0 0	0	0 0	0 0 0
OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals		0 0 0	0	62,751 6,654 0	13,308 0	20,000 19,962 0	20,000 19,962 0	19,962 0 0 0 38,544 6,424	19,962 0 0 0 38,544 6,424	19,962 0 0 0 0 38,544 6,424	0 0 0 38,544 6,424	0 0 0 38,544 6,424	0 0 0 38,544 6,424	0 0 0 38,544 6,424	0 0 0 38,544 6,424	0 0 0	0 0	0	0	0 0 0	0	0	0 0	0 0 0 0 0	0 0 0
OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc.		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0	62,751 6,654 0 0 0	13,308 0 0 0	20,000 19,962 0 0 0	20,000 19,962 0 0	19,962 0 0 0 0	19,962 0 0 0 0 38,544	19,962 0 0 0 0	0 0 0 38,544	0 0 0 38,544	0 0 0 38,544	0 0 0 38,544	0 0 0 38,544	0 0	0	0 0	0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0 0
OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND	D INT AND PROFIT	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	62,751 6,654 0 0 0 0	13,308 0 0 0 0	20,000 19,962 0 0 0 0	20,000 19,962 0 0 0 0	19,962 0 0 0 38,544 6,424 0	19,962 0 0 0 38,544 6,424 0	19,962 0 0 0 38,544 6,424 0	0 0 0 38,544 6,424 0	0 0 0 38,544 6,424 0	0 0 0 38,544 6,424 0	0 0 0 38,544 6,424 0	0 0 0 38,544 6,424 0	0 0 0 0 0	0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0
OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAND For CIL calculation	D INT AND PROFIT	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,654 0 0 0 0 0 0 0 0 0 0 0 0 0	13,308 0 0 0 0 0 0 0 0 0	20,000 19,962 0 0 0 0 0 0 0 901,174	20,000 19,962 0 0 0 0 0 0 0 0 0 901,174	19,962 0 0 0 38,544 6,424 0 946,141	19,962 0 0 0 38,544 6,424 0 946,141	19,962 0 0 0 38,544 6,424 0 883,390	0 0 0 38,544 6,424 0 883,390	0 0 0 38,544 6,424 0 610,583	0 0 0 38,544 6,424 0 337,775	0 0 0 38,544 6,424 0 44,968	0 0 0 38,544 6,424 0 44,968	0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0

NCOME	Av Size	edium Green 2	Number		Price	GDV	CIA		DEVELOPMEN	T COSTS							Dianning for co	de.				Build Cost	(m2)		
COME	Av Size m2	%	Number 20		£/m2		GIA m2			IT COSTS							Planning fee ca Planning app fer	dwgs	rate			BCIS	/m2 1,470		
rket Housing	99.4	70%	14		3,100	4,313,292	1,391			Land Charac Buda		/unit or m2 10,717	Total	214,343			No dwgs No dwgs under	20 20	462	9,240		FHS Energy	46 10 0	3.10%	,
red Ownership	76.0	11%	2		2,170	346,332	160			Stamp Duty Easements etc.			1,287				No dwgs over 50	0	138 Total	9,240		Design Acc & Adpt	12		
rdable Rent	76.0	20%	4		1,930	572,052	296			Legals Acquisition	on	1.50%	3,215	4,502								Water Small Sites	0	0%	
al Rent	76.0	0%	0		1,270	0	0			Planning Fee			9,240				Stamp duty cal	c - Residual				Site Costs	230 1,769	16%	>
ant and Subsidy	Shared Ownership				0	0				Architects QS / PM		4.00% 0.50%	137,153 17,144				Land payment			214,343					
	Affordable Rent Social Rent				0	0				Planning Consul Other Profession		1.00% 2.50%	34,288 85,720	283,545											
TE AREA - Net	0.56 h	a	36	/ha		5,231,676	1,847		CONSTRUCTION	ON															
TE AREA - Gross	0.67 h		30	/ha						Build Cost - BCI s106 / CIL / IT	S Based	1,769	3,267,137 80,000						Total	1,287					
ales per Quarter	0									Contingency Abnormals		2.50%	81,678				Stamp duty call Land payment	c - Add Profit		281,667					
nit Build Time		uarters				RUN Residual N	MACRO etclar		FINANCE	Abiloillias			Ü	3,420,013			125,000 250,000	0% 1%	1% 0%	201,007					
esidual Land Value		Whole Site	Per ha NET 386,122	Per ha GROSS 321,514			osing balance = (0		Fees Interest		6.50%	0				500,000	3% 4%	0% 0%						
ternative Use Value		15,000	300,122	22,500		RUN CIL MACR			1	Legal and Valual	tion	6.50%	0	0			above	5%	1%						
plift Plus /ha		0 266,667		0 400,000			osing balance =	305,662	SALES										Total	2,817					_
Via	ability Threshold	281,667		422,500		Check on phasing d				Agents Legals		3.0% 0.5%	156,950 26,158				Pre CIL s106		E/ Unit (all) Total	80,000		LIT	% GDV 0.00%	0	0
dditional Profit		186,122	/m2 134							Misc.			0	183,109	4,114,314		Post CIL s106	4,000	£/ Unit (all)	80,000					_
										Market Housing		17.50%			754,826		CIL	0	£/m2 Total	0 80,000					
SIDUAL CASH FLOW	V EOD INTEREST		Voor 1				Voor 2			Affordable Hous		17.50%			160,717				Veer E				Veer 6		
SIDUAL CASH FLOW	ON INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
ITS Started	-			2	3	2	3	2 431,329	3 646,994	2 431,329	3 646,994	431,329	646,994	431,329	646,994	0	0	0	0	0	0	0	0	0	
rket Housing ared Ownership ordable Rent					0	0	0	34,633	51,950	34,633	51,950	34,633	51,950	34,633	51,950 85,808	0	0	0	0	0	0	0	0	0	
cial Rent					0	0	0	57,205 0	85,808 0	57,205 0	85,808 0	57,205 0	85,808 0	57,205 0	85,808 0	0	0	0	0	0	0	0	0	0	
ant and Subsidy INCOME	E	0	0	0	0 0	0	0	0 523,168	0 784,751	0 523,168	0 784,751	0 523,168	0 784,751	0 523,168	0 784,751	0	0 0	0	0	0	0	0	0 0	0	_
PENDITURE																									
amp Duty sements etc.		1,287 0																							
gals Acquisition		3,215																							
anning Fee chitects		9,240 68,576		68,576																					
Sanning Consultants		8,572 17,144		8,572 17,144																					
her Professional		42,860		42,860																					
ild Cost - BCIS Base 06/CIL			0	108,905 2,667	272,261 6.667	381,166 9.333	435,618 10.667	381,166 9.333	435,618 10.667	381,166 9.333	435,618 10,667	272,261 6,667	163,357 4,000	0	0	0	0	0	0	0	0	0	0	0	
ntingency normals			0	2,723	6,807	9,529 0	10,890	9,529 0	10,890	9,529 0	10,890	6,807	4,000 4,084 0	0	0	0	0	0	0	0	0	0	0	0	
		0	U	U	U	U	U	U	U		U	U	U	ı "	U	U	U	U	U	U	U	"	U	U	
nance Fees egal and Valuation		0																							
gents		0	0	0	0	0	0	15,695	23,543	15,695	23,543	15,695	23,543	15,695	23,543	0	0	0	0	0	0	0	0	0	
gals sc.		0	0	0	0	0	0	2,616	3,924	2,616	3,924	2,616	3,924	2,616	3,924	0	0	0	0	0	0	0	0	0	
OSTS BEFORE LAND	INT AND PROFIT	150,895	0	251,446	285,735	400,028	457,175	418,339	484,642	418,339	484,642	304,045	198,907	18,311	27,466	0	0	0	0	0	0	0	0	0	
or Residual Valuation	Land	214,343																							
	Interest Market Housing		5,935	6,032	10,216	15,025	21,769	29,552	28,329	23,913	22,598	18,088	14,821	5,542	0	0	0	0	0	0	0	0	0	0	7:
A	ffordable Housing																								10
	Cash Flow Opening Balanc	-365,237 0	-5,935	-257,478	-295,950	-415,053	-478,945	75,276	271,781	80,916	277,512	201,034	571,023	499,315	757,285	0	0	0	0	0	0	0	0	0	-9
	Closing Balance	-365,237	-371,172	-628,650	-924,600	-1,339,654	-1,818,598	-1,743,322	-1,471,541	-1,390,626	-1,113,114	-912,079	-341,056	158,258	915,543	915,543	915,543	915,543	915,543	915,543	915,543	915,543	915,543	915,543	
ASH FLOW FOR CIL A	ADDITIONAL PROFI	т	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
COME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME		0	0	0	0	0	0	523,168	784,751	523,168	784,751	523,168	784,751	523,168	784,751	0	0	0	0	0	0	0	0	0	
PENDITURE		281,667																							
amp Duty		2,817	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
sements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
gals Acquisition		4,225	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0	0	0	
anning Fee chitects		9,240 68,576	0	0 68,576	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
S anning Consultants		8,572 17,144	0	8,572 17,144	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ner Professional		42,860	0	42,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ld Cost - BCIS Base TENTIAL CIL		0	0	108,905 31,020	272,261 31,020	381,166 31,020	435,618 31,020	381,166 31,020	435,618 31,020	381,166	435,618	272,261	163,357	0	0	0	0	0	0	0	0	0	0	0	
t CIL s106 tingency		0	0	2,723	6,807	8,000 9,529	12,000 10,890	8,000 9,529	12,000 10,890	8,000 9,529	12,000 10,890	8,000 6,807	12,000 4,084	0	0	0	0	0	0	0	0	0	0	0	
ormals		0	0	0	0	9,529	0	9,529	10,890	9,529	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ince Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
al and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		0	0	0	0	0	0	15,695 2,616	23,543 3,924	15,695 2,616	23,543 3,924	15,695 2,616	23,543 3,924	15,695 2,616	23,543 3,924	0	0	0	0	0	0	0	0	0	
ents gals		0 435,101	0	0 279,800	0 310,088	0 429,715	0 489,529	0 448,026	0 516,995	0 417,006	0 485,975	0 305,379	0 206,907	0 18,311	0 27,466	0	0	0	0	0	0	0	0	0	
gals sc.	INT AND PROFIT																								
ents gals sc. OSTS BEFORE LAND	INT AND PROFIT					1																			
gals sc.			7,070	7.185	11.849	17.080	24.341	32.691	32.001	28.170	26.903	22.485	19.311	10.235	2,197	0	0	0	0	0	0	0	0	0	
gals sc. DSTS BEFORE LAND r CIL calculation	Interest Market Housing		7,070	7,185	11,849	17,080	24,341	32,691	32,001	28,170	26,903	22,485	19,311	10,235	2,197	0	0	0	0	0	0	0	0	0	
gals SC. STS BEFORE LAND TO CIL calculation	Interest	-435,101	7,070	7,185	11,849	17,080 -446,796	24,341	32,691	32,001 235,755	28,170 77,991	26,903 271,874	22,485	19,311 558,533	10,235	2,197	0	0	0	0	0	0	0	0	0	7

SITE NAME		Medium Green 2						1	J								-								
INCOME	Av Size m2	%	Number 20		£/m2				DEVELOPMEN	NT COSTS							Planning fee ca Planning app fer	dwgs	rate			Build Cost BCIS FHS	/m2 1,461		
Market Housing	103.8	70%	14		3,100	4,506,923	1,454		LAND	Land Stamp Duty		/unit or m2 12,768		255,366]		No dwgs under No dwgs over 50	20 20 0	462 138	9,240		Energy Design	45 10 0	3.10%	
Shared Ownership	76.0	11%	2		2,170	346,332	160			Easements etc. Legals Acquisiti		1.50%	0						Total	9,240		Acc & Adpt Water	12 0		
Affordable Rent	76.0	20%	4		1,930				PLANNING								<u> </u>					Small Sites Site Costs	0 229	0% 16%	
	76.0 Shared Ownership Affordable Rent Social Rent	0% P	0		1,270	0 0				Planning Fee Architects QS / PM Planning Consu Other Professio		4.00% 0.50% 1.00% 2.50%	17,604				Stamp duty cal Land payment	c - Kesiduai		255,366			1,758		
SITE AREA - Net SITE AREA - Gross	0.69 h 0.80 h		29 25			5,425,307			CONSTRUCTI			1,758							Total	2,268					
Sales per Quarter Unit Build Time	0 3 C	Quarters				RUN Residual	MACRO ctrl+r			Contingency Abnormals		2.50%					Stamp duty call Land payment 125,000 250,000	c - Add Profit 0% 1%	1% 3%	338,000					
Residual Land Value Alternative Use Value Uplift	0%	255,366 18,000 0	Per ha NET 372,545	22,500 0		RUN CIL MACE	losing balance = RO ctrl+l losing balance =			Fees Interest Legal and Valua	ation	6.50%	0				500,000 1,000,000 above	3% 4% 5%	0% 0% 3% Total	10,140					
	400,000 ility Threshold		:/m2	400,000 422,500		Check on phasing]	SALES	Agents Legals Misc.		3.0% 0.5%			4,263,044		Pre CIL s106		£/ Unit (all) Total	80,000		LIT	% GDV 0.00%	0	l
Additional Profit		184,805	127	l					Developers Pr	ofit Market Housin Affordable Hou		17.50% 17.50%			788,712 160,717		Post CIL s106 CIL	4,000	£/ Unit (all) £/m2 Total	80,000 0 80,000					
RESIDUAL CASH FLOW F	FOR INTEREST	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing				2	3	2 0	3	2 450,692	3 676,038	2 450,692	3 676,038	450,692	676,038	450,692	676,038	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent Grant and Subsidy					0 0 0	0 0 0	0 0 0	34,633 57,205 0	51,950 85,808 0	34,633 57,205 0	51,950 85,808 0	34,633 57,205 0	51,950 85,808 0	34,633 57,205 0	51,950 85,808 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
INCOME		0	0	0	0	0	0	542,531	813,796	542,531	813,796	542,531	813,796	542,531	813,796	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc. Legals Acquisition		2,268 0 3,830																							
Planning Fee Architects		9,240 70,416		70,416																					
QS Planning Consultants Other Professional		8,802 17,604 44,010		8,802 17,604 44,010																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals			0 0 0	111,896 2,667 2,797 0	279,739 6,667 6,993 0	391,635 9,333 9,791 0	447,582 10,667 11,190 0	391,635 9,333 9,791 0	447,582 10,667 11,190 0	391,635 9,333 9,791 0	447,582 10,667 11,190 0	279,739 6,667 6,993 0	167,843 4,000 4,196 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation		0																							
Agents Legals Misc. COSTS BEFORE LAND IN	IT AND PROFIT	0 0 156,170	0	0 0 0 258,191	293,399	0 0 410,759	0 0 469,439	16,276 2,713 429,747	24,414 4,069 497,922	16,276 2,713 429,747	24,414 4,069 497,922	16,276 2,713 312,388	24,414 4,069 204,522	16,276 2,713 18,989	24,414 4,069 28,483	0	0	0	0	0	0	0	0	0	0
						,	,	120,111	,	124,11	,			10,000		-	-	-	-		-			-	
	Interest Market Housing ordable Housing	255,366	6,687	6,796	11,102	16,050	22,986	30,988	29,659	25,008	23,581	18,832	15,398	5,747	0	0	0	0	0	0	0	0	0	0	788,71 160,71
	Cash Flow Opening Balanc Closing Balance	-411,536 0 -411,536	-6,687 -418,224	-264,987 -683,211	-304,501 -987,712	-426,809 -1,414,522	-492,425 -1,906,946	81,795 -1,825,151	286,216 -1,538,935	87,776 -1,451,160	292,293	211,311	593,876 -353,679	517,795 164,116	785,313 949,429	0 949,429	0 949,429	0 949,429	0 949,429	0 949,429	0 949,429	0 949,429	0 949,429	949,429	-949,42 0
<u> </u>	•			,					,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,																
CASH FLOW FOR CIL ADI	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME		0	0	0	0	0	0	542,531	813,796	542,531	813,796	542,531	813,796	542,531	813,796	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		338,000																							
Stamp Duty Easements etc.		10,140 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		5,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS		9,240 70,416 8,802	0 0 0	0 70,416 8,802	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0
Planning Consultants Other Professional		17,604 44,010	0	17,604 44,010	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	111,896 30,801	279,739 30,801	391,635 30,801	447,582 30,801	391,635 30,801	447,582 30,801	391,635	447,582	279,739	167,843	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals		0	0	2,797 0	6,993	8,000 9,791 0	12,000 11,190 0	8,000 9,791 0	12,000 11,190 0	8,000 9,791 0	12,000 11,190 0	8,000 6,993 0	12,000 4,196 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	0	0	0	0	0	16,276 2,713	24,414 4,069	16,276 2,713	24,414 4,069	16,276 2,713	24,414 4,069	16,276 2,713	24,414 4,069	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND IN	IT AND PROFIT	0 503,282	0	0 286,326	0 317,533	0 440,226	0 501,573	0 459,215	0 530,056	0 428,414	0 499,255	0 313,721	0 212,522	0 18,989	0 28,483	0	0	0	0	0	0	0	0	0	0
For CIL calculation	Interest Market Housing		8,178	8,311	13,099	18,472	25,926	34,498	33,704	29,641	28,268	23,617	20,282	10,841	2,510	0	0	0	0	0	0	0	0	0	0 794,42
Affo	ordable Housing					1				1				I								1			160,71



SITE NAME	Site 7 S	mall Green 12																							
INCOME	Av Size	%	Number		Price		GIA		DEVELOPMEN	IT COSTS							Planning fee ca	Ic				Build Cost	/m2		
	m2		12		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fer No dwgs	dwgs 12				BCIS FHS	1,455 45	3.10%	
Market Housing	100.4	70%	8		3,100	2,615,573	844			Land Stamp Duty		19,588	1,701	235,057			No dwgs under No dwgs over 50	12 0		5,544 0		Energy Design	10 0		
hared Ownership	73.3	11%	1		2,170	200,508	92			Easements etc. Legals Acquisition	on	1.50%	0 3,526	5,227					Total	5,544		Acc & Adpt Water	12 0		
Affordable Rent	73.3	20%	2		1,930	331,188	172		PLANNING	5			0,020									Small Sites Site Costs	0 155	0% 11%	
Social Rent	73.3	0%	0		1,270	0	0		LAMMING	Planning Fee Architects		4.00%	5,544 78,105				Stamp duty call Land payment	c - Residual		235,057		Oile Custs	1,677	1176	,
Grant and Subsidy	Shared Ownership Affordable Rent				0					QS / PM	tonto	0.50%	9,763 19,526				Carlo payment			200,007					
	Social Rent				0	0				Planning Consul Other Profession		2.50%	48,815	161,754											
SITE AREA - Net	0.33 h		36	/ha		3,147,269	1,108		CONSTRUCTI																
SITE AREA - Gross	0.40 h	a	30	/ha						Build Cost - BCI: s106 / CIL / IT	S Based	1,677	1,858,165 48,000						Total	1,701					
Sales per Quarter	0									Contingency Abnormals		2.50%	46,454 0	1,952,619			Stamp duty cale Land payment	c - Add Profit		180,000					
Jnit Build Time	3 C	luarters				RUN Residual M	IACRO ctrl+r		FINANCE								125,000 250,000	0% 1%	1% 0%						
Residual Land Value	_	Whole Site 235,057	Per ha NET F	Per ha GROSS 587,643			sing balance = (0		Fees Interest		6.50%	0				500,000 1,000,000	3% 4%	0%						
Alternative Use Value Jplift	0%	20,000		50,000		RUN CIL MACR	O ctrl+l sing balance = -	361 969		Legal and Valuat	tion		0	0			above	5%		1,800					
Plus /h	ha 400,000	160,000		400,000				301,303	SALES	A		2.00/	04 440				D OII -400	4.000		1,000		Lux.	ev 00v		7
Vi	iability Threshold	180,000		450,000		Check on phasing d				Agents Legals		3.0% 0.5%	15,736				Pre CIL s106		£/ Unit (all) Total	48,000		LIT	% GDV 0.00%	0)
dditional Profit		357,669	/m2 424							Misc.			0	110,154	2,464,811		Post CIL s106	4,000	£/ Unit (all)	48,000					
									Developers Pr	Market Housing		17.50%			457,725		CIL	0	£/m2 Total	0 48,000					
										Affordable Hous	sing	17.50%			93,047										
ESIDUAL CASH FLO	W FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q
ICOME NITS Started	-			2	2	2	2	2	2																
arket Housing nared Ownership	Γ				0	0	0	435,929 33,418	435,929 33,418	435,929 33,418	435,929 33,418	435,929 33,418	435,929 33,418	0	0	0	0	0	0	0	0	0	0	0	
fordable Rent ocial Rent					0	0	0	55,198	55,198 0	55,198 0	55,198 0	55,198 0	55,198 0	0	0	0	0	0	0	0	0	0	0	0	
rant and Subsidy INCOM	ıE	0	0	•	0	0	0	0 524.545	0 524,545	0	0 524,545	0	0 524,545	0	0	0	0	0	0	0	0	0	0	0	
	-	0	U	0	U	U	U	o24,045	324,345	524,545	J24,345	524,545	924,945	U	U	U	U	U	U	0	0		U	U	
XPENDITURE amp Duty		1,701																							
asements etc. egals Acquisition		0 3,526																							
anning Fee		5,544																							
rchitects S		39,052 4,882		39,052 4,882																					
anning Consultants ther Professional		9,763 24,408		9,763 24,408																					
uild Cost - BCIS Base		-,,	0	103.231	206.463	309.694	309.694	309.694	309.694	206,463	103.231	0	0	0	0	0	0	0	0	0	0	0	0	0	(
106/CIL			0	2,667 2,581	5,333 5,162	8,000 7,742	8,000 7,742	8,000 7,742	8,000 7,742	5,333 5,162	2,667 2,581	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ontingency bnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees		0																							
egal and Valuation		0																							
gents egals		0	0	0	0	0	0	15,736 2,623	15,736 2,623	15,736 2,623	15,736 2,623	15,736 2,623	15,736 2,623	0	0	0	0	0	0	0	0	0	0	0	0
lisc. COSTS BEFORE LAND	D INT AND PROFIT	88,876	0	0 186,584	216,958	325,437	325,437	343,796	343,796	235,317	126,838	18,359	18,359	0	0	0	0	0	0	0	0	0	0	0	0
or Residual Valuation	n Land	235,057	5,264	5,349	8,468	12,132	17,617	23,192	20,631	18,029	13,622	7.381	0	0	0	0	0	0	0	0	0	0	0	0	0
4	Market Housing Affordable Housing			0,010		,	,	,		15,025	,						-								457,1 93,0
	Cash Flow	-323,933	-5,264	-191,933	-225,426	-337,568	-343,054	157,558	160,118	271,199	384,085	498,805	506,186	0	0	0	0	0	0	0	0	0	0	0	-550,
	Opening Balanc	0																							
	Closing Balance	-323,933	-329,197	-521,130	-746,556	-1,084,124	-1,427,177	-1,269,620	-1,109,502	-838,303	-454,218	44,586	550,772	550,772	550,772	550,772	550,772	550,772	550,772	550,772	550,772	550,772	550,772	550,772	(
ASH FLOW FOR CIL	ADDITIONAL PROFI		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
NCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q
INCOM	IE	0	0	0	0	0	0	524,545	524,545	524,545	524,545	524,545	524,545	0	0	0	0	0	0	0	0	0	0	0	0
XPENDITURE and		180,000																							
tamp Duty		1,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(
asements etc. egals Acquisition		0 2,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		5,544	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0		
anning Fee chitects		39,052	0	39,052	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nning Consultants		4,882 9,763	0	4,882 9,763	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ner Professional		24,408	0	24,408	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ld Cost - BCIS Base TENTIAL CIL		0	0	103,231 89,417	206,463 89,417	309,694 89,417	309,694 89,417	309,694	309,694	206,463	103,231	0	0	0	0	0	0	0	0	0	0	0	0	0	
st CIL s106 ntingency		0	0	2,581	5,162	8,000 7,742	8,000 7,742	8,000 7,742	8,000 7,742	8,000 5,162	8,000 2,581	0	0	0	0	0	0	0	0	0	0	0	0	0	
tingency ormals		0	0	2,581 0	5,162 0	7,742 0	7,742 0	7,742 0	7,742 0	5,162 0	2,581 0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
gal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ents gals		0	0	0	0	0	0	15,736 2,623	15,736 2,623	15,736 2,623	15,736 2,623	15,736 2,623	15,736 2,623	0	0	0	0	0	0	0	0	0	0	0	
sc. DSTS BEFORE LAND	DINT AND DECE	0 268,149	0	0 273,334	0 301,041	0 414,854	0 414,854	0	0	0 237,983	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
JOIO BEFURE LAND	UINI AND PROFIT	200,149	U	213,334	ov1,041	+14,834	+14,834	343,796	343,/96	231,963	132,1/1	16,339	18,339	U	U	U	U	U	U	U	U		U	U	
or CIL calculation																									
	Interest Market Housing		4,357	4,428	8,942	13,979	20,948	28,029	25,548	23,026	18,743	12,672	4,652	0	0	0	0	0	0	0	0	0	0	0	484
A	Affordable Housing																								93,
					222 222	100.000		450 700	155 202	263,536	272.022	100 544	501,534	0	0	0	0	_							-577
	Cash Flow Opening Balance	-268,149 0	-4,357	-277,762	-309,983	-428,833	-435,801	152,720	155,202	203,330	373,630	493,514	301,334	0	U	0	١	0	0	0	0	0	0	0	-5//



COME Av Size		Number 8		Price £/m2		GIA m2		DEVELOPME	NT COSTS							Planning fee ca Planning app fer		rate			Build Cost BCIS	/m2 1,430		
arket Housing 102.2	2 70%	6		3,100	1,773,613	572		LAND	Land		/unit or m2 22,935	Total	183,481			No dwgs No dwgs under	8	462	3,696		FHS Energy	44 10	3.10%	%
ared Ownership 70.0		1		2.170		59			Stamp Duty Easements etc.			670 0				No dwgs over 50	0	138 Total	3,696		Design Acc & Adpt	0 12		
				, -					Legals Acquisitio	n	1.50%	2,752	3,422					Total	3,030		Water	0	-	0/
rdable Rent 70.0		2		1,930		109		PLANNING													Small Sites Site Costs	152	09 119	
al Rent 70.0	0 0%	0		1,270	0	0			Planning Fee Architects		4.00%	3,696 51,316				Stamp duty calc Land payment	c - Residual		183,481			1,649		
at and Subsidy Shared Owners Affordable Ren				0					QS / PM Planning Consult	ants	0.50% 1.00%	6,415 12,829												
Social Rent	K.			0					Other Profession		2.50%	32,073	106,329											
AREA - Net 0.27	7 ha	30			2,111,965	740		CONSTRUCT																
AREA - Gross 0.27	7 ha	30	/ha						Build Cost - BCIS s106 / CIL / IT	S Based	1,649	1,220,400 32,000						Total	670					
s per Quarter 0		1							Contingency Abnormals		2.50%	30,510				Stamp duty calc	c - Add Profit		120.000					
Build Time 3	Quarters								Abnormals			U	1,282,910			125,000	0%	1%	120,000					
	Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r osing balance = (0	FINANCE	Fees			0				250,000 500,000	1% 3%	0% 0%						
dual Land Value native Use Value	183,481 13,333		688,055 50,000		RUN CIL MACR	O ctrl+l			Interest Legal and Valuati	ion	6.50%	0	0			1,000,000 above	4% 5%	0% 1%						
0% Plus /ha 400,000	106,667		0			osing balance =	-238,285	SALES										Total	1,200					
Viability Threshold			450,000		Check on phasing d	lwgs nos		SALES	Agents		3.0%	63,359				Pre CIL s106	4,000	£/ Unit (all)			LIT	% GDV		٦
		£/m2			corr	rect			Legals Misc.		0.5%	10,560		1,650,060			-	Total	32,000			0.00%		0
tional Profit	269,740	471]					DI								Post CIL s106	4,000		32,000					
								Developers Pr	Market Housing Affordable Housi		17.50% 17.50%			310,382 59,212		CIL	0	£/m2 Total	32,000					
DUAL CASH FLOW FOR INTERES	iT.	Year 1				Year 2			Allor dable flous	Year 3				Year 4				Year 5				Year 6		
ME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
S Started			2	3	3	^	440 400	005.00	COF 407	^	^	^	_	0	^		^	^	•	^	_	^	_	
et Housing ad Ownership				0	0	0	443,403 31,899	665,105 47,849	665,105 47,849	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
lable Rent				0	0	0	52,689 0	79,034 0	79,034 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy INCOME	0	0	0	0	0	0	0 527,991	0 791,987	791,987	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
	1	<u> </u>	•	•	_	•	-21,001	, 301	,		-	<u> </u>	·	-		Ť	<u> </u>	•	•	-		•		_
NDITURE Duty	670																							
nents etc. s Acquisition	0 2,752																							
ing Fee	3,696																							
ects	25,658		25,658																					
ing Consultants	3,207 6,415		3,207 6,415																					
Professional	16,036		16,036																					
Cost - BCIS Base CIL		0	101,700 2,667	254,250 6,667	406,800 10,667	305,100 8,000	152,550 4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ngency		0	2,542	6,356	10,170	7,627	3,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
rmals		0	0	0	0	0	0	0	0	U	0	0	0	U	0	U	U	0	0	0	0	0	0	
ce Fees and Valuation	0																							
ts	0	0	0	0	0	0	15,840	23,760	23,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s	0	0	0	0	0	0	2,640	3,960	3,960	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND PROFI	17 58,434	0	158,226	267,273	427,637	320,727	178,843	27,720	27,720	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
Residual Valuation Land Interes		3,931	3,995	6,631	11,082	18,211	23,719	18,431	6,311	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing Affordable Housing	g	0,001	5,000	3,001	. 1,002	1	20,110	10,101	0,0.1	Ü	·	•		-		ĭ	•	•	Ü	•	•	·	v	
Cash Flow Opening Balan	-241,916 c 0	-3,931	-162,221	-273,904	-438,719	-338,939	325,429	745,837	757,957	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance	-241,916	-245,847	-408,067	-681,971	-1,120,690	-1,459,628	-1,134,199	-388,363	369,594	369,594	369,594	369,594	369,594	369,594	369,594	369,594	369,594	369,594	369,594	369,594	369,594	369,594	369,594	
H FLOW FOR CIL ADDITIONAL PR	OEIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
ME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
INCOME	0	0	0	0	0	0	527,991	791,987	791,987	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
NDITURE																								
	120,000																							
Duty nents etc.	1,200 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Acquisition	1,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Fee	3,696	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ects	25,658 3,207	0	25,658 3,207	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ng Consultants Professional	6,415 16,036	0	6,415 16,036	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cost - BCIS Base	0	0	101,700	254,250	406,800	305,100	152,550	0	_	0	0	0	0	0	0	0	e	0	0	0	0	0	0	
NTIAL CIL		Ü	269,740	234,230					1 -	-							-	-	-					
CIL s106 igency	0	0	2,542	6,356	8,000 10,170	12,000 7,627	12,000 3,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
mals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
and Valuation																		-						
ts s	0	0	0	0	0	0	15,840 2,640	23,760 3,960	23,760 3,960	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAND INT AND PROFI	0 17 178,012	0	0 425,299	0 260.606	0 424,970	0 324,727	0 186,843	0 27,720	0 27,720	0	0	0	0	0	0	0	0	0	0	0	0	0	0	_
O SEI ONE LAND INT AND PROFI			-23,233	230,000	-24,010	V27,1 £1	. 30,043	21,120	21,120				Ü			v								_
CIL calculation																								
Interes Market Housing		2,893	2,940	9,899	14,294	21,432	27,057	21,953	9,891	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Housing																								
/ troi dable i lodelli ş																								
Cash Flow Opening Balance		-2,893	-428,239	-270,505	-439,264	-346,160	314,091	742,314	754,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	—

ICOME Av Size	PDL 12 %	Number		Price	GDV	GIA		DEVELOPMEN	IT COSTS							Planning fee ca	Ic				Build Cost	/m2		
m2		12		£/m2		m2		LAND			/unit or m2	Total				Planning app fee No dwgs					BCIS FHS	1,369	3.10%	6
rket Housing 84.5	70%	8		3,300	2,342,340	710		LAND	Land Stamp Duty		21,667	2,500	260,003			No dwgs under No dwgs over 50	12	462	5,544		Energy Design	10	3.10%	,
ared Ownership 77.0	11%	1		2,310	224,116	97			Easements etc. Legals Acquisition	nn	1.50%	3,900						Total	5,544		Acc & Adpt Water	12		
ordable Rent 77.0	20%	2		1,930	347,747	180		PLANNING	Legais Acquisiti	ui.	1.30%	3,300	0,400								Small Sites Site Costs	0	0% 11%	
cial Rent 77.0	0%	0		1,270	0	0		PLANNING	Planning Fee Architects		4.00%	5,544 70,526				Stamp duty cal	c - Residual		260,003		Site Costs	1,580	1176	,
ant and Subsidy Shared Owners Affordable Rent Social Rent				0 0 0	0				QS / PM Planning Consul Other Profession		0.50% 1.00% 2.50%	8,816 17,632 44,079				Land payment			260,003					
E AREA - Net 0.24 E AREA - Gross 0.30		50 40			2,914,204	987			DN Build Cost - BCI s106 / CIL / IT	S Based	1,580	1,559,237 48,000						Total	2,500					
es per Quarter 0 it Build Time 3	Quarters				RUN Residual N			FINANCE	Contingency Abnormals		5.00%	77,962 77,962				Stamp duty calc Land payment 125,000 250,000	0% 1%	3%	432,000					
sidual Land Value ernative Use Value lift 20%	Whole Site 260,003 360,000 72,000	1,091,846	Per ha GROSS 866,677 1,200,000 240,000		RUN CIL MACR	sing balance = O ctrl+l sing balance =	-45,747		Fees Interest Legal and Valua	tion	6.50%	0	0			500,000 1,000,000 above	3% 4% 5%	0%	12,960					
Plus /ha 0 Viability Threshold		£/m2	1,440,000		Check on phasing d	-		SALES	Agents Legals Misc.		3.0% 0.5%	87,426 14,571 0		2,278,158		Pre CIL s106		£/ Unit (all) Total	48,000		LIT	% GDV 0.00%	0	3
ditional Profit	-147,772	-208						Developers Pro	ofit Market Housing Affordable Hou		17.50% 17.50%			409,910 100,076		Post CIL s106 CIL	4,000		48,000 0 48,000					
ESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5			-	Year 6		
COME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
IITS Started arket Housing			2	0	0	0	390,390 37,353	585,585	390,390 37,353	585,585	390,390 37,353	0	0	0	0	0	0	0	0	0	0	0	0	
ared Ownership ordable Rent				0	0	0	37,353 57,958	56,029 86,937	37,353 57,958	56,029 86,937	37,353 57,958	0	0	0	0	0	0	0	0	0	0	0	0	
cial Rent unt and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	485,701	728,551	485,701	728,551	485,701	0	0	0	0	0	0	0	0	0	0	0	0	_
PENDITURE Inp Duty Inperior of the service of the	2,500 0 3,900																							
nning Fee	5,544 35,263 4,408		35,263 4,408																					
nning Consultants er Professional	8,816 22,040		8,816 22,040																					
ld Cost - BCIS Base 6/CIL		0	86,624 2,667	216,561 6,667	303,185 9,333	346,497 10,667	303,185 9,333	216,561 6,667	86,624 2,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ntingency normals	0	0	4,331 4,331	10,828 10,828	15,159 15,159	17,325 17,325	15,159 15,159	10,828 10,828	4,331 4,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
gal and Valuation ents	0	0	0	0	0	0	14,571	21,857	14,571	21,857	14,571	0	0	0	0	0	0	0	0	0	0	0	0	
als c. STS BEFORE LAND INT AND PROFI	0 82,471	0	0 0 168,480	244,883	0 342,837	0 391,814	2,429 359,836	3,643 270,383	2,429 114,953	3,643 25,499	2,429	0	0	0	0	0	0	0	0	0	0	0	0	
Residual Valuation Land	260,003																							
Interest Market Housing Affordable Housing	200,000	5,565	5,656	8,485	12,603	18,378	25,044	23,406	16,341	10,582	0	0	0	0	0	0	0	0	0	0	0	0	0	4
Cash Flow Opening Balance	-342,474 0	-5,565	-174,135	-253,369	-355,439	-410,192	100,820	434,762	354,407	692,470	468,701	0	0	0	0	0	0	0	0	0	0	0	0	-
Closing Balance	-342,474	-348,039	-522,174	-775,543	-1,130,983	-1,541,175	-1,440,354	-1,005,592	-651,185	41,285	509,986	509,986	509,986	509,986	509,986	509,986	509,986	509,986	509,986	509,986	509,986	509,986	509,986	
SH FLOW FOR CIL ADDITIONAL PRO	OFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	
OME As Above INCOME	0	0	0	0	0	0	485,701	728,551	485,701	728,551	485,701	0	0	0	0	0	0	0	0	0	0	0	0	
PENDITURE id	432,000																							
mp Duty ements etc. als Acquisition	12,960 0 6,480	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	
nning Fee	5,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
nitects	35,263 4,408	0	35,263 4,408	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ning Consultants er Professional	8,816 22,040	0	8,816 22,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
d Cost - BCIS Base FENTIAL CIL t CIL s106	0	0	86,624 -49,257	216,561 -49,257	303,185 -49,257 8,000	346,497 12,000	303,185 8,000	216,561 12,000	86,624 8,000	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	
tingency	0	0	4,331 4,331	10,828 10,828	15,159 15,159	17,325 17,325	15,159 15,159	10,828 10,828	4,331 4,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ince Fees al and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ints	0	0	0	0	0	0	14,571	21,857	14,571	21,857	14,571	0	0	0	0	0	0	0	0	0	0	0	0	
als c.	0	0	0	0	0	0	2,429 0	3,643 0	2,429 0	3,643 0	2,429 0	0	0	0	0	0 0	0	0	0	0	0	0	0	
STS BEFORE LAND INT AND PROFI	527,510	0	116,556	188,960	292,246	393,147	358,503	275,716	120,286	25,499	17,000	0	0	0	0	0	0	0	0	0	0	0	0	_
CIL calculation Interest		8,572	8,711	10,747	13,992	18,969	25,665	24,016	17,047	11,386	147	0	0	0	0	0	0	0	0	0	0	0	0	4
Market Housing					1				I				l								I			- 1
Market Housing Affordable Housing Cash Flow	-527,510	-8,572	-125,267	-199,707	-306,239	-412,115	101,532	428,819	348,367	691,665	468,554	0	0	0	0	0	0	0	0	0	0	0	0	4

Appendix 11 – Sensitivity Testing

Residential Development - Residual Values v BLV

Higher and Strategic Sites, Medium - Recommended Policy Mix - Varied Construction Costs

			EUV	BLV							
		BCIS			-10%	-5%	0%	+5%	+10%	+15%	+20%
Site 2	Large Green 150	Higher	22,500	422,500	1,184,419	961,088	737,758	514,427	291,097	67,766	-165,297
Site 3	Medium Green 80	Higher	22,500	422,500	1,157,811	942,236	726,660	511,084	295,509	79,532	-146,210
Site 4	Medium Green 40	Higher	22,500	422,500	1,158,282	935,241	712,200	489,159	266,119	37,441	-196,587
Site 6	Medium Green 20 LD	Higher	22,500	422,500	1,046,447	851,383	656,318	461,254	264,847	61,698	-142,975
Site 7	Small Green 12	Higher	50,000	450,000	1,646,627	1,427,319	1,208,011	988,702	769,394	547,915	321,210
Site 8	Small 8	Higher	50,000	450,000	1,773,288	1,552,887	1,332,486	1,112,085	890,356	663,567	434,300
Site 9	Small 6	Higher	50,000	450,000	1,892,300	1,658,241	1,424,183	1,188,389	947,546	705,850	460,261
Site 10	Small 3	Higher	50,000	450,000	2,788,928	2,531,151	2,266,804	2,001,555	1,736,305	1,470,485	1,200,009
Site 22	Sth Aylesham	Aylesham	25,000	425,000	374,110	215,165	56,220	-114,114	-293,558	-496,182	-710,468
Site 23	Nth Aylesham	Aylesham	22,500	422,500	300,332	175,541	47,286	-87,148	-228,048	-386,273	-551,769
Site 24	Whitfield	Whitfield	22,500	422,500	150,199	63,718	-27,494	-127,712	-237,802	-385,185	-550,606
Site 25	Whitfield Plus	Whitfield	22,500	422,500	137,693	53,818	-34,764	-131,414	-238,757	-384,957	-550,359
			EUV	BLV							
		BCIS			-10%	-5%	0%	+5%	+10%	+15%	+20%
Site 1	Large Green 400	Medium	22,500	422,500	1,005,605	803,576	601,547	399,517	197,488	-5,540	-217,522
Site 2	Large Green 150	Medium	22,500	422,500	1,112,838	889,508	666,177	442,846	219,516	-6,072	-240,404
Site 3	Medium Green 80	Medium	22,500	422,500	1,088,273	872,698	657,122	441,546	225,971	7,028	-219,182
Site 4	Medium Green 40	Medium	22,500	422,500	1,087,064	864,023	640,983	417,942	194,901	-37,285	-272,043
Site 5	Medium Green 20	Medium	22,500	422,500	1,094,786	866,948	639,110	411,272	176,953	-62,109	-302,706
Site 6	Medium Green 20 LD	Medium	22,500	422,500	983,521	788,457	593,393	398,328	200,098	-4,327	-209,001
Site 7	Small Green 12	Medium	50,000	450,000	1,646,627	1,427,319	1,208,011	988,702	769,394	547,915	321,210
Site 9	Small 6	Medium	50,000	450,000	1,892,300	1,658,241	1,424,183	1,188,389	947,546	705,850	460,261
Site 16	PDL 30	Medium	1,200,000	1,440,000	1,043,385	776,936	510,488	242,659	-35,582	-316,155	-604,516
Site 18	PDL 12	Medium	1,200,000	1,440,000	1,515,883	1,250,853	985,823	717,532	443,733	165,647	-112,438
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	1,967,324	1,654,893	1,342,463	1,027,279	705,793	378,578	50,757
Site 20	PDL 6	Medium	1,200,000	1,440,000	3,620,948	3,209,898	2,798,849	2,384,547	1,961,583	1,538,620	1,108,082



Residential Development – Residual Values v BLV

Lower and Dover Built-up Area – Recommended Policy Mix - Varied Construction Costs

			EUV	BLV							
		BCIS			-10%	-5%	0%	+5%	+10%	+15%	+20%
Site 1	Large Green 400	Lower	22,500	422,500	746,067	544,038	342,009	139,980	-65,882	-279,389	-498,002
Site 2	Large Green 150	Lower	22,500	422,500	826,515	603,184	379,854	156,523	-72,168	-308,790	-550,482
Site 3	Medium Green 80	Lower	22,500	422,500	810,121	594,546	378,970	163,394	-58,631	-286,470	-519,790
Site 4	Medium Green 40	Lower	22,500	422,500	802,194	579,153	356,112	131,494	-102,160	-339,357	-580,740
Site 5	Medium Green 20	Lower	22,500	422,500	804,793	576,955	348,367	111,736	-127,326	-370,380	-616,954
Site 6	Medium Green 20 LD	Lower	22,500	422,500	731,818	536,754	341,690	140,917	-63,756	-270,378	-481,483
Site 7	Small Green 12	Lower	50,000	450,000	1,053,813	834,505	614,913	389,248	159,417	-70,695	-302,735
Site 8	Small 8	Lower	50,000	450,000	1,162,985	942,584	715,942	487,707	256,449	25,191	-206,067
Site 18	PDL 12	Lower	1,200,000	1,440,000	1,430,772	1,165,742	900,712	629,953	354,429	76,343	-201,742
			EUV	BLV							
		BCIS			-10%	-5%	0%	+5%	+10%	+15%	+20%
Site 11	PDL 300	Dover	1,200,000	1,440,000	-786,763	-1,137,256	-1,491,088	-1,850,523	-2,233,086	-2,625,542	-3,017,998
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-1,232,602	-1,685,624	-2,141,358	-2,599,451	-3,060,760	-3,522,070	-3,990,446
Site 14	PDL 100	Dover	1,200,000	1,440,000	-1,003,519	-1,422,217	-1,840,915	-2,263,379	-2,687,368	-3,111,358	-3,535,347
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-3,843,779	-4,658,365	-5,472,951	-6,287,536	-7,108,185	-7,931,208	-8,754,231
Site 16	PDL 30	Dover	1,200,000	1,440,000	-705,411	-997,884	-1,290,731	-1,586,970	-1,883,210	-2,179,449	-2,476,209
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-2,708,989	-3,365,538	-4,022,086	-4,678,634	-5,340,657	-6,004,325	-6,667,992
Site 18	PDL 12	Dover	1,200,000	1,440,000	-322,359	-609,192	-897,613	-1,188,495	-1,479,377	-1,770,259	-2,063,722
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-1,470,498	-1,813,601	-2,160,620	-2,507,640	-2,854,659	-3,201,678	-3,548,698



Residential Development - Residual Values v BLV

Higher and Strategic Sites, Medium – Recommended Policy Mix - Varied Sales Values

			EUV	BLV							
		Value			-15%	-10%	-5%	0%	+5%	+10%	+15%
Site 2	Large Green 150	Higher	22,500	422,500	17,206	258,166	497,962	737,758	977,554	1,217,350	1,457,145
Site 3	Medium Green 80	Higher	22,500	422,500	25,293	260,755	493,708	726,660	959,612	1,192,565	1,425,517
Site 4	Medium Green 40	Higher	22,500	422,500	-11,469	235,042	473,621	712,200	950,779	1,189,358	1,427,937
Site 6	Medium Green 20 LD	Higher	22,500	422,500	12,162	232,461	445,517	656,318	867,120	1,077,921	1,288,722
Site 7	Small Green 12	Higher	50,000	450,000	424,289	689,299	948,655	1,208,011	1,467,367	1,726,723	1,986,079
Site 8	Small 8	Higher	50,000	450,000	518,851	794,441	1,065,478	1,332,486	1,599,493	1,866,500	2,133,508
Site 9	Small 6	Higher	50,000	450,000	545,401	842,647	1,135,939	1,424,183	1,709,213	1,994,244	2,279,274
Site 10	Small 3	Higher	50,000	450,000	1,102,252	1,495,473	1,881,182	2,266,804	2,648,132	3,022,892	3,397,651
Site 22	Sth Aylesham	Aylesham	25,000	425,000	-520,543	-303,426	-118,068	56,220	218,868	381,515	541,840
Site 23	Nth Aylesham	Aylesham	22,500	422,500	-404,810	-236,365	-90,618	47,286	178,641	306,906	434,291
Site 24	Whitfield	Whitfield	22,500	422,500	-403,877	-240,444	-127,471	-27,494	63,350	149,696	233,921
Site 25	Whitfield Plus	Whitfield	22,500	422,500	-403,681	-240,898	-130,982	-34,764	53,148	136,641	218,522
			EUV	BLV							
		Value			-15%	-10%	-5%	0%	+5%	+10%	+15%
Site 1	Large Green 400	Medium	22,500	422,500	-43,595	173,309	387,428	601,547	815,665	1,029,784	1,243,902
Site 2	Large Green 150	Medium	22,500	422,500	-46,635	193,743	429,960	666,177	902,394	1,138,611	1,374,827
Site 3	Medium Green 80	Medium	22,500	422,500	-36,726	198,171	427,647	657,122	886,598	1,116,073	1,345,548
Site 4	Medium Green 40	Medium	22,500	422,500	-74,986	170,467	405,965	640,983	876,001	1,111,019	1,346,037
Site 5	Medium Green 20	Medium	22,500	422,500	-98,013	153,017	399,866	639,110	878,354	1,117,598	1,356,842
Site 6	Medium Green 20 LD	Medium	22,500	422,500	-43,960	173,924	385,738	593,393	801,048	1,008,703	1,216,357
Site 7	Small Green 12	Medium	50,000	450,000	424,289	689,299	948,655	1,208,011	1,467,367	1,726,723	1,986,079
Site 9	Small 6	Medium	50,000	450,000	545,401	842,647	1,135,939	1,424,183	1,709,213	1,994,244	2,279,274
Site 16	PDL 30	Medium	1,200,000	1,440,000	-327,134	-41,948	239,537	510,488	779,969	1,049,451	1,318,933
Site 18	PDL 12	Medium	1,200,000	1,440,000	102,399	401,567	696,856	985,823	1,270,946	1,556,069	1,841,191
Site 19	PDL 12 HD	Medium	1,200,000	1,440,000	237,222	612,162	981,071	1,342,463	1,699,800	2,057,137	2,414,474
Site 20	PDL 6	Medium	1,200,000	1,440,000	1,064,724	1,651,261	2,229,386	2,798,849	3,360,689	3,922,529	4,484,369



Residential Development – Residual Values v BLV

Lower and Dover Built-up Area – Recommended Policy Mix - Varied Sales Values

			EUV	BLV							
		Value			-15%	-10%	-5%	0%	+5%	+10%	+15%
Site 1	Large Green 400	Lower	22,500	422,500	-277,444	-64,019	140,867	342,009	543,151	744,292	945,434
Site 2	Large Green 150	Lower	22,500	422,500	-305,095	-69,167	157,953	379,854	601,754	823,655	1,045,55
Site 3	Medium Green 80	Lower	22,500	422,500	-287,383	-58,615	163,402	378,970	594,538	810,106	1,025,674
Site 4	Medium Green 40	Lower	22,500	422,500	-332,928	-97,404	133,826	356,112	576,887	797,661	1,018,436
Site 5	Medium Green 20	Lower	22,500	422,500	-361,283	-120,834	114,982	348,367	573,861	798,606	1,023,350
Site 6	Medium Green 20 LD	Lower	22,500	422,500	-271,218	-63,768	140,911	341,690	536,759	731,829	926,899
Site 7	Small Green 12	Lower	50,000	450,000	-103,454	137,577	378,539	614,913	844,912	1,074,627	1,304,343
Site 8	Small 8	Lower	50,000	450,000	-25,461	222,681	470,823	715,942	958,675	1,195,168	1,431,660
Site 18	PDL 12	Lower	1,200,000	1,440,000	26,491	321,194	613,657	900,712	1,181,579	1,462,446	1,743,313
			EUV	BLV							
		Value			-15%	-10%	-5%	0%	+5%	+10%	+15%
Site 11	PDL 300	Dover	1,200,000	1,440,000	-2,302,420	-2,017,671	-1,744,678	-1,491,088	-1,242,163	-994,699	-750,632
Site 13	PDL 200 HD	Dover	1,200,000	1,440,000	-3,113,771	-2,788,561	-2,463,352	-2,141,358	-1,821,349	-1,502,089	-1,187,196
Site 14	PDL 100	Dover	1,200,000	1,440,000	-2,728,614	-2,432,205	-2,135,797	-1,840,915	-1,549,246	-1,257,578	-968,053
Site 15	PDL 100 HD	Dover	1,200,000	1,440,000	-6,942,886	-6,449,304	-5,958,640	-5,472,951	-4,987,261	-4,501,571	-4,015,88
Site 16	PDL 30	Dover	1,200,000	1,440,000	-1,911,914	-1,704,853	-1,497,792	-1,290,731	-1,086,606	-882,856	-680,174
Site 17	PDL 30 HD	Dover	1,200,000	1,440,000	-5,257,150	-4,842,541	-4,430,066	-4,022,086	-3,614,106	-3,206,127	-2,798,54
Site 18	PDL 12	Dover	1,200,000	1,440,000	-1,544,340	-1,328,764	-1,113,188	-897,613	-683,896	-471,767	-259,638
Site 19	PDL 12 HD	Dover	1,200,000	1,440,000	-2,809,889	-2,593,466	-2,377,043	-2,160,620	-1,944,198	-1,730,388	-1,517,420



Appendix 12 – Appraisals – Older People's Housing

The pages in this appendix are not numbered.





Sheltered Deal Cover



Older People's

Sheltered Deal Site make up

Developed 1 Density erage Unit Size **Total Cost** Number Units **NET Area** Density Rate £/m2 Units/ha m2 m2 m2/ha 63 7,500 1,875.60 Sheltered 60 0.50 120.00 3,750 7,033,500

Locality een/ Brown Iternative Use

Paddock



	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	21	50.00	1,050.00	20%	1,563	1,969,380
	2	21	75.00	1,575.00	20%	1,563	2,954,070
Terrace	2	0		0.00			0
	3	0		0.00			0
Semi	2	0		0.00			0
	3	0		0.00			0
Det	3	0		0.00			0
	4	0		0.00			0
	5	0		0.00			0
Flat 1 High*	1	0		0.00	10%		0
Flat 2 High*	2	0		0.00	10%		0
Flat 3 High*	3	0		0.00	10%		0
Affordable							
Flat	1	9	50.00	450.00	20%	1,563	844,020
	2	9	75.00	675.00	20%	1,563	1,266,030
Terrace	2	0		0.00		0	0
	3	0		0.00		0	0
Semi	2	0		0.00		0	0
	3	0		0.00		0	0
Det	3	0		0.00		0	0
	4	0		0.00		0	0
	5	0		0.00		0	0
Flat 1 High*	1	0		0.00	10%	0	0
Flat 2 High*	2	0		0.00	10%	0	0
Flat 3 High*	3	0		0.00	10%	0	0

	Area	Gross	0.500
4,500.00		Net	0.500
1,260.00			
1,890.00			
0.00			
0.00			

0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 540.00 810.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00

30% Green

Sheltered Deal For Apps

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			Site 1 Sheltered	Site 2 Sheltered	Site 3 Sheltered	Site 4 Sheltered	Site 5 Sheltered	Site 6 Sheltered	Site 7 Sheltered	Site 8 Sheltered	Site 13 Sheltered	Site 14 Sheltered	Site 15 Sheltered	Site 16 Sheltered	Site 17 Sheltered	Site 18 Sheltered	Site 19 Sheltered	Site 20 Sheltered
	Green/brown fiel Use Locality	d	Green Paddock 30%	Green Paddock 0%	Green Paddock 5%	Green Paddock 10%	Green Paddock 15%	Green Paddock 20%	Green Paddock 25%	Green Paddock 30%	Brown Industrial Base	Brown Industrial 0%	Brown Industrial 5%	Brown Industrial 10%	Brown Industrial 15%	Brown Industrial 20%	Brown Industrial 25%	Brown Industrial 30%
Site Area	Gross Net	ha ha	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50
Units	_	_	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60
Average Unit		m2	62.50	62.50 0.00%	62.50 0.00%	62.50 0.00%	62.50 0.00%	62.50 0.00%	62.50 0.00%	62.50 0.00%	62.50	62.50	62.50	62.50	62.50 0.00%	62.50 0.00%	62.50 0.00%	62.50 0.00%
Mix	Intermediate to Br Affordable Rent Social Rent	uy	20.00%	0.00% 0.00%	5.00% 0.00%	10.00% 0.00%	15.00% 0.00%	20.00% 0.00%	25.00% 0.00%	30.00% 0.00%	0.00% 20.00% 0.00%	0.00% 0.00% 0.00%	0.00% 5.00% 0.00%	0.00% 10.00% 0.00%	15.00% 0.00%	20.00% 0.00%	25.00% 0.00%	30.00% 0.00%
Price	Market	£/m2	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300	4,300
	Intermediate to Bo Affordable Rent	uy £/m2 £/m2	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065	2,795 2,065
	Social Rent	£/m2	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280
Grant and Su	Affordable Rent Social Rent	uy £/unit £/unit £/unit																
Sales per Qua			2	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative U		£/ha	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Up Lift % Additional Up		% £/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	20%	20%	20%	20%	20%	20%	20%	20%
Easements et		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acqu	isition	% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50 >50	£/unit £/unit	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138
Architects		%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
QS / PM Planning Con	sultants	% %	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%
Other Profess	sional	%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS Over Extra		£/m2 %	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%
Energy		£/m2	3.10%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Design Acc & Adpt		£/m2 £/m2		0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0
Water		£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
Small Sites Site Costs		% %	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%
Pre CIL s106		£/Unit	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Post CIL s106		£/Unit	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
LIT		£/m2 %		0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%	0.00 0.00%
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Abnormals		% £/site	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000
FINANCE	Fees Interest Legal and Valuatio	£ % on £	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%
SALES	Agents	%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
	Legals Misc.	% £	0.50%	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0
Developers P	rofi % Market DV % Affordable DV		17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20
		Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered
Green/brow	n field	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
l	Use	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
Site Are Gross Net Units	ha ha	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60
Mix Market	,	80.00%	100.00%	95.00%	90.00%	85.00%	80.00%	75.00%	70.00%	80.00%	100.00%	95.00%	90.00%	85.00%	80.00%	75.00%	70.00%
Intermediate		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Affordable F		20.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	20.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%
Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Val	ue £/ha	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
	£ site	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Uplift	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
	£ site	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
Viability Threshold	£/ha	422,500	422,500	422,500	422,500	422,500	422,500	422,500	422,500	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
	£ site	211,250	211,250	211,250	211,250	211,250	211,250	211,250	211,250	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residua Gross Net	£/ha £/ha £ site	1,442,607 1,442,607 721,304	3,417,856 3,417,856 1,708,928	2,924,044 2,924,044 1,462,022	2,430,232 2,430,232 1,215,116	1,936,419 1,936,419 968,210	1,442,607 1,442,607 721,304	948,795 948,795 474,397	453,678 453,678 226,839	265,511 265,511 132,755	2,248,013 2,248,013 1,124,006	1,754,201 1,754,201 877,100	1,260,388 1,260,388 630,194	766,576 766,576 383,288	265,511 265,511 132,755	-252,627 -252,627 -126,314	-770,765 -770,765 -385,382
Additional Profit	£ site	1,039,291	2,612,018	2,239,532	1,866,329	1,493,880	1,119,132	746,577	376,217	-415,012	978,407	630,615	274,938	256,605	-415,012	-764,383	-1,121,638
	£/m2	346	697	629	553	469	373	265	143	-138	261	177	81	81	-138	-272	-427



SITE NAME	Site 1								DEVE: 0	T 00077						ī	Diam'r	-1-			7	D. II . C			
INCOME	Av Size m2	%	Number 60		Price £/m2				DEVELOPMEN	II COSTS							Planning fee ca Planning app fe	dwgs	rate			Build Cost BCIS	/m2 1,876		
Market Housing	62.5	80%	48		4,300	12,900,000	3,000			Land		/unit or m2 12,022		721,304			No dwgs No dwgs under	60 50	462	23,100		Over Extra Energy	58 0	3.109	%
Shared Ownership	62.5	0%	C)	2,795	. 0	0		1	Stamp Duty Easements etc.			25,565 0				No dwgs over 50	10	138 Total	1,380 24,480		Design Acc & Adpt	0		
Affordable Rent	62.5	20%	12		2,065	1,548,750	750			Legals Acquisition	on	1.50%	10,820	36,385								Water Small Sites	0	09	%
Social Rent	62.5	0%	c	1	1,280	0	0		PLANNING	Planning Fee			24,480				Stamp duty cal	lc - Residual			ī	Site Costs	294 2,228	169	%
Grant and Subsidy	Shared Owners	nip			0	0				Architects QS / PM		4.00% 0.50%	354,488 44,311				Land payment			721,304	·				
	Affordable Rent Social Rent		400		0	0				Planning Consul Other Profession		1.00% 2.50%	88,622 221,555												
SITE AREA - Net SITE AREA - Gross	0.50 0.50		120 120			14,448,750	3,750		1	Build Cost - BCI s106 / CIL Contingency	IS Based	2,228 2.50%	120,000				Stamp duty cal	lc - Add Profit	Total	25,565	<u>.</u>				
Sales per Quarter Unit Build Time	0	Quarters				RUN Residual			FINANCE	Abnormals		2.50%	180,000	8,862,194			Land payment 125,000 250,000	0% 1%	1% 3%	211,250) 				
Residual Land Value Alternative Use Value Uplift	0%	Whole Site 721,304 11,250 0	1,442,607	Per ha GROSS 1,442,607 22,500 0		RUN CIL MACE	losing balance = RO ctrl+l losing balance =			Fees Interest Legal and Valual	tion	6.50%	0				500,000 1,000,000 above	3% 4% 5%	4% 0% 4% Total	8,450					
Plus /h		200,000 211,250		400,000 422,500		Check on phasing	dwgs nos	U	SALES	Agents		4.0%					Pre CIL s106		£/ Unit (all)		-]	LIT	% GDV		J
Additional Profit		1,039,291	£/m2			cor	rect		Developers Pro	Legals Misc.		0.5%	72,244 0		11,003,531	l I	Post CIL s106 CIL	2,000	£/ Unit (all) £/m2	120,000	-		0.00%		<u>0 </u>
										% Market DV % Affordable D\	V	17.50% 17.50%			2,257,500 271,031		O.E.		Total	120,000	<u> </u>				
RESIDUAL CASH FLOV	W FOR INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				10	0	0	10 0	1,075,000	1,075,000		1,075,000		1,075,000		1,075,000		1,075,000		1,075,000						
Shared Ownership Affordable Rent					0	0	0	0 258,125	0 258,125	0 258,125	0 258,125	0 258,125	0 258,125	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy INCOMI	F	0	0	0	0	0	0	0 0 1,333,125	0 0 1,333,125	0 0 1,333,125	0 0 1,333,125	0 0 1,333,125	0 0 1,333,125	0 0 1,075,000	0 0 1,075,000	0 0 1,075,000	0 0 1,075,000	0 0 1,075,000	0 0 1,075,000	0	0 0	0 0	0	0	0
EXPENDITURE Stamp Duty	_	25,565	U	U	U	0	U	1,333,125	1,333,125	1,333,125	1,333,125	1,333,125	1,333,125	1,075,000	1,0/0,000	1,075,000	1,073,000	1,075,000	1,073,000	U	U	0	U	U	U
Easements etc. Legals Acquisition		0 10,820																							
Planning Fee Architects		24,480 177,244		177,244																					
QS Planning Consultants Other Professional		22,155 44,311 110,777		22,155 44,311 110,777																					
Build Cost - BCIS Base			0	464,076	928,151	1,392,227	1,392,227	1,392,227	1,392,227	928,151	464,076	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals			0 0 0	6,667 11,602 10,000	13,333 23,204 20,000	20,000 34,806 30,000	20,000 34,806 30,000	20,000 34,806 30,000	20,000 34,806 30,000	13,333 23,204 20,000	6,667 11,602 10,000	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation		0																							
Agents Legals Misc.		0	0	0 0 0	0	0	0	53,325 6,666	53,325 6,666	53,325 6,666	53,325 6,666	53,325 6,666	53,325 6,666	43,000 5,375	43,000 5,375	43,000 5,375	43,000 5,375	43,000 5,375	43,000 5,375	0	0	0	0	0	0
COSTS BEFORE LAND	INT AND PROFIT	415,352	0	846,832	984,688	1,477,032	1,477,032	1,537,023	1,537,023	1,044,679	552,335	59,991	59,991	48,375	48,375	48,375	48,375	48,375	48,375	0	0	0	0	0	0
For Residual Valuation	Interest	721,304	18,471	18,771	32,837	49,372	74,176	99,383	104,311	109,320	106,409	95,450	76,313	56,864	41,106	25,091	8,816	0	0	0	0	0	0	0	0
	Profit on Costs Profit on GDV																								2,257,500 271,031
	Cash Flow Opening Balanc	-1,136,656 0	-18,471	-865,603	-1,017,525	-1,526,404	-1,551,208	-303,281	-308,209	179,127	674,382	1,177,684	1,196,822	969,761	985,519	1,001,534	1,017,809	1,026,625	1,026,625	0	0	0	0	0	-2,528,531
	Closing Balance		-1,155,127	-2,020,729	-3,038,254	-4,564,658	-6,115,866	-6,419,147	-6,727,356	-6,548,229	-5,873,848	-4,696,163	-3,499,342	-2,529,581	-1,544,062	-542,528	475,281	1,501,906	2,528,531	2,528,531	2,528,531	2,528,531	2,528,531	2,528,531	0
CASH FLOW FOR CIL	ADDITIONAL PRO		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 1,333,125	Q4 1,333,125	Q1 1,333,125	Q2 1,333,125	Q3 1,333,125	Q4 1,333,125	Q1 1,075,000	Q2 1,075,000	Q3 1,075,000	Q4 1,075,000	Q1 1,075,000	Q2 1,075,000	Q3 0	Q4 0	Q1 0	Q2 0	Q3 0	Q4 0
EXPENDITURE	_	211,250		-	-		-	1,000,100	1,000,000	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,000,100	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,010,000	1,010,000	,,,	1,010,000	1,010,000	,,,	-	-		-		-
Land Stome Duty		8,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc.		0 3,169	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition Planning Fee		24,480	n	0	0	0	0	0	n	0	n	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		24,480 177,244 22,155	0	177,244 22,155	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional		44,311 110,777	0	44,311 110,777	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0 -3,141,376	0	464,076 418,067	928,151 418,067	1,392,227 418,067	1,392,227 418,067	1,392,227 418,067	1,392,227 418,067	928,151 418,067	464,076 418,067	0 418,067	0 418,067	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	11,602	23,204	20,000 34,806	20,000 34,806	20,000 34,806	20,000 34,806	20,000 23,204	20,000 11,602	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	10,000	20,000	30,000	30,000	30,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	53,325	53,325	53,325	53,325	53,325	53,325	43,000	43,000	43,000	43,000	43,000	43,000	0	0	0	0	0	0
egals Misc.		0	0	0	0	0	0	6,666	6,666	6,666	6,666	6,666 0	6,666	5,375	5,375	5,375 0	5,375 0	5,375	5,375	0	0	0	0	0	0
COSTS BEFORE LAND	INT AND PROFIT	-2,539,539	0	1,258,232	1,389,422	1,895,099	1,895,099	1,955,090	1,955,090	1,469,412	983,735	478,057	478,057	48,375	48,375	48,375	48,375	48,375	48,375	0	0	0	0	0	0
For CIL calculation	Interest Profit on cost		0	0	0	1,757	32,581	63,906	75,051	86,377	89,996	85,781	73,280	60,576	44,877	28,924	12,711	0	0	0	0	0	0	0	0 2,013,900
	Profit on GDV Cash Flow	2,539,539	0	-1,258,232	-1,389,422	-1,896,856	-1,927,680	-685,870	-697,016	-222,665	259,395	769,287	781,788	966.049	981,748	997,701	1,013,914	1,026,625	1.026.625	0	0	0	0	0	271,031 -2,284,932
	Opening Balance Closing Balance	0	2,539,539	1,281,308	-1,389,422	-2,004,970	-3,932,650	-4,618,520	-5,315,535	-5,538,200	-5,278,805	-4,509,518	-3,727,730	-2,761,681	-1,779,933	-782,232	231,682	1,026,625	2,284,932	2,284,932	2,284,932	2,284,932	2,284,932	2,284,932	
				_		_		_	_							_	_		_		_	_			

Sheltered Elsewhere Cover



Older People's

Sheltered Elsewhere Site make up

Developed 1 Density erage Unit Size **Total Cost** Number Units **NET Area** Density Rate £/m2 Units/ha m2 m2 m2/ha 63 7,500 1,875.60 Sheltered 60 0.50 120.00 3,750 7,033,500

Locality een/ Brown Iternative Use

Paddock

0.500

30% Green



	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	21	50.00	1,050.00	20%	1,563	1,969,380
	2	21	75.00	1,575.00	20%	1,563	2,954,070
Terrace	2	0		0.00			0
	3	0		0.00			0
Semi	2	0		0.00			0
	3	0		0.00			0
Det	3	0		0.00			0
	4	0		0.00			0
	5	0		0.00			0
Flat 1 High*	1	0		0.00	10%		0
Flat 2 High*	2	0		0.00	10%		0
Flat 3 High*	3	0		0.00	10%		0
Affordable							
Flat	1	9	50.00	450.00	20%	1,563	844,020
	2	9	75.00	675.00	20%	1,563	1,266,030
Terrace	2	0		0.00		0	0
	3	0		0.00		0	0
Semi	2	0		0.00		0	0
	3	0		0.00		0	0
Det	3	0		0.00		0	0
	4	0		0.00		0	0
	5	0		0.00		0	0
Flat 1 High*	1	0		0.00	10%	0	0
Flat 2 High*	2	0		0.00	10%	0	0
Flat 3 High*	3	0		0.00	10%	0	0

	Area	Gross	
4,500.00		Net	
1,260.00	_		
1,890.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
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540.00			
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0.00

Sheltered Elsewhere For Apps

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			Site 1 Sheltered	Site 2 Sheltered	Site 3 Sheltered	Site 4 Sheltered	Site 5 Sheltered	Site 6 Sheltered	Site 7 Sheltered	Site 8 Sheltered	Site 13 Sheltered	Site 14 Sheltered	Site 15 Sheltered	Site 16 Sheltered	Site 17 Sheltered	Site 18 Sheltered	Site 19 Sheltered	Site 20 Sheltered
	Green/brown fiel Use Locality	d	Green Paddock 30%	Green Paddock 0%	Green Paddock 5%	Green Paddock 10%	Green Paddock 15%	Green Paddock 20%	Green Paddock 25%	Green Paddock 30%	Brown Industrial Base	Brown Industrial 0%	Brown Industrial 5%	Brown Industrial 10%	Brown Industrial 15%	Brown Industrial 20%	Brown Industrial 25%	Brown Industrial 30%
Site Area	Gross Net	ha ha	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50
Units			60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60
Average Unit	Size	m2	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50	62.50
Mix	Intermediate to Bi	uy	20.00%	0.00%	0.00% 5.00%	0.00% 10.00%	0.00% 15.00%	0.00% 20.00%	0.00% 25.00%	0.00% 30.00%	0.00% 20.00%	0.00%	0.00% 5.00%	0.00% 10.00%	0.00% 15.00%	0.00% 20.00%	0.00% 25.00%	0.00% 30.00%
Duine	Social Rent	C/m2	2.550	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market Intermediate to B		3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308	3,550 2,308
	Affordable Rent Social Rent	£/m2 £/m2	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280
Grant and Su	osic Intermediate to Bo Affordable Rent Social Rent	uy £/unit £/unit £/unit																
Sales per Qua Unit Build Tin			2	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative U		£/ha	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Up Lift % Additional Up		% £/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	20%	20%	20%	20%	20%	20%	20%	20%
Easements et		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acqu	isition	% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50 >50	£/unit £/unit	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138
Architects		%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
QS / PM Planning Con		%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%
Other Profess	ional	%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS Over Extra		£/m2 %	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%	1,876 3.10%
Energy Design		£/m2 £/m2		0 0	0 0	0	0 0	0	0	0	0	0	0	0	0	0	0 0	0 0
Acc & Adpt Water		£/m2 £/m2	0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10
Small Sites		%																
Site Costs Pre CIL s106		% £/Unit	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000	15.66% 2,000
Post CIL s106		£/Unit £/m2	2,000	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00	2,000 0.00
LIT		%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency Abnormals		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00% 5.00%	5.00% 5.00%	5.00%	5.00%	5.00% 5.00%	5.00% 5.00%	5.00%
		£/site	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000
FINANCE	Fees Interest Legal and Valuation	£ % on £	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%
SALES	Agents Legals Misc.	% % £	4.00% 0.50%	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0	4.00% 0.50% 0
Developers P	rofi % Market DV % Affordable DV		17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24
		Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered
Green/brow	n field	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
	Jse	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
Site Are Gross Net Units	ha ha	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60
Mix Market		80.00%	100.00%	95.00%	90.00%	85.00%	80.00%	75.00%	70.00%	65.00%	60.00%	55.00%	50.00%	80.00%	100.00%	95.00%	90.00%	85.00%	80.00%	75.00%	70.00%	65.00%	60.00%	55.00%	50.00%
Intermediate		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Affordable F		20.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	35.00%	40.00%	45.00%	50.00%	20.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	35.00%	40.00%	45.00%	50.00%
Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	ue £/ha	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
	£ site	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Uplift	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
	£ site	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
Viability Threshold	£/ha	422,500	422,500	422,500	422,500	422,500	422,500	422,500	422,500	422,500	422,500	422,500	422,500	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
	£ site	211,250	211,250	211,250	211,250	211,250	211,250	211,250	211,250	211,250	211,250	211,250	211,250	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residua Gross Net	£/ha £/ha £ site	-1,456,557 -1,456,557 -728,279	-93,242 -93,242 -46,621	-428,441 -428,441 -214,221	-764,194 -764,194 -382,097	-1,110,376 -1,110,376 -555,188	-1,456,557 -1,456,557 -728,279	-1,802,739 -1,802,739 -901,370	-2,148,921 -2,148,921 -1,074,460	-2,496,398 -2,496,398 -1,248,199	-2,849,072 -2,849,072 -1,424,536	-3,203,787 -3,203,787 -1,601,894	-3,558,502 -3,558,502 -1,779,251	-2,724,901 -2,724,901 -1,362,451	-1,337,901 -1,337,901 -668,950	-1,684,083 -1,684,083 -842,041	-2,030,264 -2,030,264 -1,015,132	-2,376,446 -2,376,446 -1,188,223	-2,724,901 -2,724,901 -1,362,451	-3,076,708 -3,076,708 -1,538,354	-3,428,515 -3,428,515 -1,714,258	-3,780,322 -3,780,322 -1,890,161	-4,132,997 -4,132,997 -2,066,498	-4,487,711 -4,487,711 -2,243,856	-4,552,184 -4,552,184 -2,276,092
Additional Profit	£ site	-671,994	461,994	199,337	-63,745	-327,934	-593,746	-860,893	-1,128,040	-1,617,101	-1,868,604	-2,120,945	-2,373,286	-2,121,174	-1,124,116	-1,372,695	-1,621,274	-1,550,209	-2,121,174	-2,371,301	-2,621,427	-2,871,553	-3,122,925	-3,375,266	-3,500,030
	£/m2	-224	123	56	-19	-103	-198	-306	-430	-663	-830	-1,028	-1,266	-707	-300	-385	-480	-486	-707	-843	-999	-1,178	-1,388	-1,636	-1,867



NCOME Market Housing Shared Ownership																									
	Av Size m2	%	Number 60		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee cal Planning app fer	lc dwgs	rate			Build Cost BCIS	/m2 1,876		
	62.5	80%	48		3,550	10,650,000	3,000		LAND	Land		/unit or m2 -12,138	Total	-728,279			No dwgs No dwgs under	60 50	462	23,100		Over Extra Energy	58	3.10%	%
ared Ownership							3,000			Stamp Duty		-12,130	0	-120,213			No dwgs over 50	10	138	1,380		Design	0		
	62.5	0%	0		2,308	0	0			Easements etc. Legals Acquisition	on	1.50%	-10,924	-10,924		L			Total	24,480		Acc & Adpt Water	0		
ordable Rent	62.5	20%	12		2,065	1,548,750	750		PLANNING													Small Sites Site Costs	0 294	0% 16%	
ial Rent	62.5	0%	0		1,280	0	0			Planning Fee Architects		4.00%	24,480 354.488				Stamp duty calc Land payment	- Residual		-728,279			2,228		
	hared Ownership ffordable Rent				0	0				QS / PM		0.50%	44,311 88,622												
	nordable Kent ocial Rent				0	0				Planning Consult Other Profession		2.50%	221,555												
TE AREA - Net	0.50 ha		120	/ha		12,198,750	3,750		CONSTRUCTI	ION															
TE AREA - Gross	0.50 ha		120	/ha						Build Cost - BCIS s106 / CIL	S Based	2,228	8,353,360 120,000			Į.			Total	0					
										Contingency		2.50%	208,834				Stamp duty calc	- Add Profit							
les per Quarter it Build Time	0 3 Qu	arters								Abnormals			180,000	8,862,194			Land payment 125,000	0%	0%	211,250					
	,	Whole Site P	er ha NET Per	ha GROSS	,	RUN Residual N Clo	IACRO ctrl+r sing balance = (FINANCE	Fees			0				250,000 500,000	1% 3%	0% 0%						
esidual Land Value ternative Use Value		-728,279 11,250	-1,456,557	-1,456,557 22,500		RUN CIL MACR	O ctrl±l			Interest Legal and Valuat	tion	6.50%	0	0			1,000,000 above	4% 5%	0% 0%						
olift	0%	0		0			sing balance = (041 50				_	-		L			Total	0					
	400,000 ty Threshold	200,000 211,250		400,000 422,500	Ī	Check on phasing d	lwgs nos		SALES	Agents		4.0%	487,950			Ī	Pre CIL s106		£/ Unit (all)			LIT	% GDV		٦
		£/m	2		L	corr	ect			Legals Misc.		0.5%	60,994 0	548,944	9,405,390	Ĺ		1	Total	120,000			0.00%	0	0
Iditional Profit		-671,994	-224														Post CIL s106	2,000	£/ Unit (all)	120,000					
									Developers Pr	% Market DV		17.50%			1,863,750		CIL	0	£/m2 Total	120,000					
SIDUAL CASH FLOW FOR	D INTEREST		V4				V0			% Affordable DV		17.50%			271,031				V F				V 6		
	AN INTEREST	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
DME ΓS Started				10	10	10	10	10	10																
ket Housing red Ownership					0	0	0	887,500 0	887,500 0	887,500	887,500 0	887,500 0	887,500 0	887,500 0	887,500 0	887,500 0	887,500 0	887,500 0	887,500 0	0	0	0	0	0	
dable Rent al Rent					0	0	0	258,125 0	258,125 0	258,125 0	258,125 0	258,125 0	258,125 0	0	0	0	0	0	0	0	0	0	0	0	
t and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	+	0	0	0	0	0	0	1,145,625	1,145,625	1,145,625	1,145,625	1,145,625	1,145,625	887,500	887,500	887,500	887,500	887,500	887,500	0	0	0	0	0	
ENDITURE p Duty		0																							
ments etc. Is Acquisition		0 -10,924																							
ning Fee tects		24,480 177,244		177,244																					
ing Consultants		22,155 44,311		22,155 44,311																					
r Professional		110,777		110,777																					
d Cost - BCIS Base				164,076	928,151	1,392,227	1,392,227	1,392,227	1,392,227	928,151	464,076	0	0	0	0	0	0	0	0	0	0	0	0	0	
B/CIL tingency				6,667 11,602	13,333 23,204	20,000 34,806	20,000 34,806	20,000 34,806	20,000 34,806	13,333 23,204	6,667 11,602	0	0	0	0	0	0	0	0	0	0	0	0	0	
ormals				10,000	20,000	30,000	30,000	30,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	
nce Fees		0																							
al and Valuation		0																							
nts als		0	0	0	0	0	0	45,825 5,728	45,825 5,728	45,825 5,728	45,825 5,728	45,825 5,728	45,825 5,728	35,500 4,438	35,500 4,438	35,500 4,438	35,500 4,438	35,500 4,438	35,500 4,438	0	0	0	0	0	
STS BEFORE LAND INT	AND PROFIT	368,044	0 4	0 346,832	984,688	1,477,032	1,477,032	1,528,585	1,528,585	1,036,241	543,897	51,553	51,553	39,938	39,938	39,938	39,938	39,938	39,938	0	0	0	0	0	
											-3-2-						-,						-		-
Residual Valuation		-728,279																							
Pr	Interest Profit on Costs		0	0	7,907	24,037	48,429	73,218	80,631	88,164	87,819	79,468	62,981	46,226	33,204	19,971	6,522	0	0	0	0	0	0	0	- 1
	Profit on GDV																								
		360,235	0 -	846,832	-992,595	-1,501,069	-1,525,462	-456,178	-463,591	21,219	513,908	1,014,603	1,031,091	801,337	814,358	827,592	841,040	847,563	847,563	0	0	0	0	0	-2
	pening Balanc losing Balance	0 360,235	360,235 -	486,597	-1,479,192	-2,980,261	-4,505,723	-4,961,901	-5,425,492	-5,404,273	-4,890,365	-3,875,761	-2,844,670	-2,043,334	-1,228,975	-401,384	439,656	1,287,219	2,134,781	2,134,781	2,134,781	2,134,781	2,134,781	2,134,781	
H FLOW FOR CIL ADDIT	ITIONAL PROFIT	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	
OME As INCOME	s Above	0	0	0	0	0	0	1,145,625	1,145,625	1,145,625	1,145,625	1,145,625	1,145,625	887,500	887,500	887,500	887,500	887,500	887,500	0	0	0	0	0	
ENDITURE		211,250																							
ENDITURE		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
p Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
p Duty ments etc.		3,169	0							0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
p Duty ments etc. is Acquisition			0	0	0	0	0	0	0									-				0			
p Duty ments etc. s Acquisition ning Fee		24,480 177, <u>2</u> 44	0	177,244	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0	
o Duty ments etc. s Acquisition ing Fee eects		24,480 177,244 22,155 44,311	0 0 0	177,244 22,155 44,311	0 0	0	0 0	0 0	0 0	0 0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	
p Duty ments etc. s Acquisition sing Fee tects sing Consultants Professional		24,480 177,244 22,155 44,311 110,777	0 0 0 0	177,244 22,155 44,311 110,777	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0	0	0	0 0 0	0	-	-	0 0 0	0 0 0	0 0	0 0 0	
o Duty ments etc. s Acquisition ing Fee ects ing Consultants Professional Cost - BCIS Base		24,480 177,244 22,155 44,311 110,777	0 0 0	177,244 22,155 44,311 110,777	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 1,392,227	0 0 0 0 1,392,227	0 0 0 0 0	0 0 0 0	0 0 0	0 0 0	0	0	0	0	0	0	0	0 0	0	0	0	
Duty Duty Acquisition Ing Fee Bets Bets Bets Bets Bets Bets Bets Be		24,480 177,244 22,155 44,311 110,777 0 -3,141,376	0 0 0 0 0	177,244 22,155 44,311 110,777 464,076 246,938	0 0 0 0 0 928,151 246,938	0 0 0 0 1,392,227 246,938 20,000	0 0 0 0 1,392,227 246,938 20,000	0 0 0 0 1,392,227 246,938 20,000	0 0 0 0 1,392,227 246,938 20,000	0 0 0 0 928,151 246,938 20,000	0 0 0 464,076 246,938 20,000	0 0 0 0 246,938	0 0 0 0 246,938	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0 0	0 0 0	0 0 0	0 0 0	
p Duty ments etc. s Acquisition ing Fee tects ing Consultants Professional Cost - BCIS Base ENTIAL CIL CIL s106 ngency		24,480 177,244 22,155 44,311 110,777	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	177,244 22,155 44,311 110,777	0 0 0 0 0	0 0 0 0 1,392,227 246,938	0 0 0 0 1,392,227 246,938	0 0 0 0 1,392,227 246,938	0 0 0 0 0 1,392,227 246,938	0 0 0 0 928,151 246,938	0 0 0 464,076 246,938	0 0 0 0 246,938	0 0 0 0 246,938	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0	0	0 0 0 0	0 0 0	0 0 0	0 0 0	
p Duty ments etc. Is Acquisition hing Fee tects hing Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 ingency rmals		24,480 177,244 22,155 44,311 110,777 0 -3,141,376	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	177,244 22,155 44,311 110,777 464,076 246,938	0 0 0 0 928,151 246,938	0 0 0 0 1,392,227 246,938 20,000 34,806	0 0 0 0 1,392,227 246,938 20,000 34,806	0 0 0 0 1,392,227 246,938 20,000 34,806	0 0 0 0 1,392,227 246,938 20,000 34,806	0 0 0 0 928,151 246,938 20,000 23,204	0 0 0 464,076 246,938 20,000 11,602	0 0 0 0 246,938 0	0 0 0 0 246,938 0	0 0 0	0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0	0 0	0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0	0 0 0 0 0 0	
		24,480 177,244 22,155 44,311 110,777 0 -3,141,376	0 0 0 0	177,244 22,155 44,311 110,777 464,076 246,938 11,602 10,000	0 0 0 0 928,151 246,938 23,204 20,000	0 0 0 1,392,227 246,938 20,000 34,806 30,000	0 0 0 1,392,227 246,938 20,000 34,806 30,000	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000	0 0 0 0 928,151 246,938 20,000 23,204 20,000	0 0 0 464,076 246,938 20,000 11,602 10,000	0 0 0 0 246,938 0 0	0 0 0 0 246,938 0 0	0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
up Duty ments etc. Is Acquisition ling Fee ettects ning Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 ingency rmals and Valuation its		24,480 177,244 22,155 44,311 110,777 0 -3,141,376	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	177,244 22,155 44,311 110,777 164,076 246,938 11,602 10,000 0	0 0 0 0 928,151 246,938 23,204 20,000 0	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 45,825	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0	0 0 0 0 928,151 246,938 20,000 23,204 20,000 0 45,825	0 0 0 464,076 246,938 20,000 11,602 10,000 0 0	0 0 0 0 246,938 0 0 0	0 0 0 246,938 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
p Duty ments etc. Is Acquisition ning Fee titects ining Consultants r Professional I Cost - BCIS Base ENTIAL CIL CIL s106 ingency ormals noce Fees and Valuation		24,480 177,244 22,155 44,311 110,777 0 3,141,376 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	177,244 22,155 44,311 110,777 464,076 246,938 11,602 10,000 0	0 0 0 0 928,151 246,938 23,204 20,000 0	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0	0 0 0 1,392,227 246,938 20,000 34,806 30,000	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000	0 0 0 0 928,151 246,938 20,000 23,204 20,000	0 0 0 464,076 246,938 20,000 11,602 10,000 0	0 0 0 0 246,938 0 0 0	0 0 0 246,938 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
p Duty ments etc. is Acquisition hing Fee tects hing Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 ngency rmals coe Fees and Valuation ts is		24,480 177,244 22,155 44,311 110,777 0 3,141,376 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	177,244 22,155 44,311 110,777 464,076 246,938 11,602 10,000 0 0 0	0 0 0 0 928,151 246,938 23,204 20,000 0 0	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0 45,825 5,728	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 45,825 5,728	0 0 0 0 928,151 246,938 20,000 23,204 20,000 0 0 45,825 5,728	0 0 0 464,076 246,938 20,000 11,602 10,000 0 45,825 5,728	0 0 0 246,938 0 0 0 0	0 0 0 246,938 0 0 0 0 45,825 5,728	0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 0 4.438	0 0 0 0 0 0 0 0 0 0 0 0 4.438	0 0 0 0 0 0 0 0 0 0 0 4.438	0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 35,500 4,438	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	
up Duty ments etc. Is Acquisition lining Fee tects ming Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 ingency rmals and Valuation ats Is		24,480 177,244 22,155 44,311 110,777 0 3,141,376 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	177,244 22,155 44,311 110,777 464,076 246,938 11,602 10,000 0 0 0	0 0 0 0 928,151 246,938 23,204 20,000 0 0	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0 45,825 5,728 0	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0 45,825 5,728 0	0 0 0 0 928,151 246,938 20,000 23,204 20,000 0 0 45,825 5,728 0	0 0 0 464,076 246,938 20,000 11,602 10,000 0 0 45,825 5,728 0	0 0 0 246,938 0 0 0 0 45,825 5,728	0 0 0 246,938 0 0 0 0 45,825 5,728	0 0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 35,500 4,438	0 0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
p Duty ments etc. is Acquisition hing Fee tects hing Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 ngency rmals and Valuation ts is TS BEFORE LAND INT A	AND PROFIT	24,480 177,244 22,155 44,311 110,777 0 3,141,376 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	177,244 22,155 44,311 110,777 464,076 246,938 11,602 10,000 0 0 0	0 0 0 0 928,151 246,938 23,204 20,000 0 0	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0 45,825 5,728 0	0 0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0 45,825 5,728 0	0 0 0 0 928,151 246,938 20,000 23,204 20,000 0 0 45,825 5,728 0	0 0 0 464,076 246,938 20,000 11,602 10,000 0 0 45,825 5,728 0	0 0 0 246,938 0 0 0 0 45,825 5,728	0 0 0 246,938 0 0 0 0 45,825 5,728	0 0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 35,500 4,438	0 0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 4,438	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	_
p Duty ments etc. is Acquisition ning Fee tects sing Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 ingency irmals the Fees and Valuation ts is TS BEFORE LAND INT.	AND PROFIT	24,480 177,244 22,155 44,311 110,777 0 3,141,376 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	177,244 22,155 22,155 44,311 110,777 464,076 246,938 11,602 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 928,151 246,938 23,204 20,000 0 0 0 1,218,293	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0 0 1,723,970	0 0 0 1,392,227 246,338 20,000 34,806 30,000 0 0 0 1,723,970	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0 45,825 5,728 0	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 45,825 5,728 0	0 0 0 0 928,151 246,938 20,000 23,204 20,000 0 0 45,825 5,728 0	0 0 0 464,076 246,938 20,000 11,602 10,000 0 0 45,825 5,728 0 804,169	0 0 0 246,938 0 0 0 0 45,825 5,728 0	0 0 0 246,938 0 0 0 0 45,825 5,728 0	0 0 0 0 0 0 0 0 0 0 4,438 0 39,938	0 0 0 0 0 0 0 0 0 0 0 4.438 0 39,938	0 0 0 0 0 0 0 0 0 0 0 0 4,438 0 0 39,938	0 0 0 0 0 0 0 0 0 0 0 0 4,438 0 39,938	0 0 0 0 0 0 0 0 0 0 35,500 4,438 0 339,938	0 0 0 0 0 0 0 0 0 35,500 4,438 0 39,938	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	1
p Duty ments etc. is Acquisition ning Fee tects sing Consultants r Professional Cost - BCIS Base ENTIAL CIL CIL s106 ingency irmals tice Fees and Valuation ts ts ts TS BEFORE LAND INT.	AND PROFIT Interest Profit on cost Profit on GSV	24,480 177,244 22,155 44,311 110,777 0 3,141,376 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	177,244 22,155 44,311 110,777 164,076 246,938 11,602 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 928,151 246,938 23,204 20,000 0 0 0 1,218,293	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0 0 1,723,970	0 0 0 1,392,227 246,338 20,000 34,806 30,000 0 0 0 1,723,970	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 0 45,825 5,728 0	0 0 0 1,392,227 246,938 20,000 34,806 30,000 0 45,825 5,728 0	0 0 0 0 928,151 246,938 20,000 23,204 20,000 0 0 45,825 5,728 0	0 0 0 464,076 246,938 20,000 11,602 10,000 0 0 45,825 5,728 0 804,169	0 0 0 246,938 0 0 0 0 45,825 5,728 0	0 0 0 246,938 0 0 0 0 45,825 5,728 0	0 0 0 0 0 0 0 0 0 0 4,438 0 39,938	0 0 0 0 0 0 0 0 0 35,500 4,438 0 39,938	0 0 0 0 0 0 0 0 0 0 0 0 4,438 0 0 39,938	0 0 0 0 0 0 0 0 0 0 0 0 4,438 0 39,938	0 0 0 0 0 0 0 0 0 0 35,500 4,438 0 339,938	0 0 0 0 0 0 0 0 0 35,500 4,438 0 39,938	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	

Extracare Deal Cover



Older People's

Extracare Deal Site make up

1 NET Area Density erage Unit Size Developed **Total Cost** Rate Number Units Density £/m2 Units/ha m2 m2 m2/ha 71 4,260 8,520 9,121,086 Extracare 60 0.50 120.00 2,141.10 Locality een/ Brown Iternative Use

Paddock

30% Green



	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	25	65.00	1,625.00	30%	1,647	3,479,288
	2	17	80.00	1,360.00	30%	1,647	
Terrace	2	0		0.00			0
	3	0		0.00			0
Semi	2	0		0.00			0
	3	0		0.00			0
Det	3	0		0.00			0
	4	0		0.00			0
	5	0		0.00			0
Flat 1 High*	1	0		0.00	10%		0
Flat 2 High*	2	0		0.00	10%		0
Flat 3 High*	3	0		0.00	10%		0
Affordable							
Flat	1	11	65.00	715.00	30%	1,647	1,530,887
	2	7	80.00	560.00	30%	1,647	1,199,016
Terrace	2	0		0.00		0	0
	3	0		0.00		0	0
Semi	2	0		0.00		0	0
	3	0		0.00		0	0
Det	3	0		0.00		0	0
	4	0		0.00		0	0
	5	0		0.00		0	0
Flat 1 High*	1	0		0.00	10%	0	0
Flat 2 High*	2	0		0.00	10%	0	0
Flat 3 High*	3	0		0.00	10%	0	0

	Area	Gross	0.5
5,538.00		Net	0.50
2,112.50	-		
1,768.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
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Extracare Deal For Apps

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			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20
			Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare						
	Green/brown field		Green	Green	Brown													
	Use	u	Paddock	Paddock	Industrial													
	Locality		30%	0%	5%	10%	15%	20%	25%	30%	Base	0%	5%	10%	15%	20%	25%	30%
	,																	
Site Area	Gross	ha	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
	Net	ha	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Units			60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60
Average Unit	Size	m2	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00
7 c. ugo c	0.20		7 2.00	, 1.00	72.00	72.00	72.00	, 1.00	, 1.00	72.00	72.00	72.00	, 2.00	7 2.00	7 2.00	, 1.00	, 1.00	, 2.00
Mix	Intermediate to Bu	лу		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		30.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	30.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%
	Social Rent			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	4,650	4,650	4,650	4,650	4,650	4,650	4,650	4,650	4,650	4,650	4,650	4,650	4,650	4,650	4,650	4,650
	Intermediate to Bu	-	3,023	3,023	3,023	3,023	3,023	3,023	3,023	3,023	3,023	3,023	3,023	3,023	3,023	3,023	3,023	3,023
	Affordable Rent	£/m2	2,065	2,065	2,065	2,065	2,065	2,065	2,065	2,065	2,065	2,065	2,065	2,065	2,065	2,065	2,065	2,065
	Social Rent	£/m2	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280	1,280
		_																
Grant and Sub	osic Intermediate to Bu																	
	Affordable Rent Social Rent	£/unit £/unit																
	Journ Nemt	L/ UIIIL																
Sales per Qua	rter																	
Unit Build Tim	ne		3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
		o.//	20.500															
Alternative Us Up Lift %	se Value	£/ha %	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%
Additional Up	lift	∞ £/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	20%	20%	20%	20%	20%	20%	20%	20%
7.00.0.0.0.0		27.10	100,000	.00,000	.00,000	.00,000	.00,000	.00,000	.00,000	.00,000								
Easements et	с	£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acqui	isition	% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
	.50	o/ ::	462	462	452	462	462	450	460	462	450	462	462	452	452	463	463	462
Planning Fee	<50 >50	£/unit £/unit	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138
	750	L/ dilic	130	130	130	130	130	130	130	130	130	130	130	130	130	130	130	150
Architects		%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Cons		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Profess	ionai	%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141
Over Extra		%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%
Energy		£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Design		£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Acc & Adpt Water		£/m2 £/m2	0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10	0.0 0.10
Small Sites		%	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
Site Costs		%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%
Pre CIL s106		£/Unit	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Post CIL s106		£/Unit	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
		£/m2 %		0.00 0.00%	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LIT Contingency		%	2.50%	2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 5.00%							
Abnormals		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
		£/site	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000
FINANCE	Fees	£ %	6-500/	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	C F00/	C E00/
	Interest Legal and Valuatio		6.50%	0.50%	0.5U%	0.5U%	0.5U%	დ.ას%	%0.50	%الح.ق	დ.50%	უ.ე <u>ს</u> %	თ.ⴢU%	თ.50%	დ.50%	%UC.0	6.50%	6.50%
	una valuatio																	
SALES	Agents	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers D	rofi % Market DV		17 500/	17 500/	17 500/	17 500/	17 500/	17 500/	17 500/	17 500/	17 500/	17 500/	17 500/	17 500/	17 500/	17 500/	17 500/	17 500/
Developers Pr	r ofi % Market DV % Affordable DV		17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20
		Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare
Green/brow	n field	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
l	Use	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
Site Are Gross Net Units	ha ha	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60	0.50 0.50 60
Mix Market	,	70.00%	100.00%	95.00%	90.00%	85.00%	80.00%	75.00%	70.00%	70.00%	100.00%	95.00%	90.00%	85.00%	80.00%	75.00%	70.00%
Intermediate		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Affordable F		30.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	30.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%
Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	ue £/ha	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
	£ site	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Uplift	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
	£ site	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
Viability Threshold	£/ha	422,500	422,500	422,500	422,500	422,500	422,500	422,500	422,500	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
	£ site	211,250	211,250	211,250	211,250	211,250	211,250	211,250	211,250	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residua Gross Net	£/ha £/ha £ site	-1,565,423 -1,565,423 -782,712	2,311,010 2,311,010 1,155,505	1,683,589 1,683,589 841,795	1,056,169 1,056,169 528,084	426,683 426,683 213,341	-229,149 -229,149 -114,574	-887,477 -887,477 -443,739	-1,565,423 -1,565,423 -782,712	-3,207,262 -3,207,262 -1,603,631	792,432 792,432 396,216	152,718 152,718 76,359	-505,344 -505,344 -252,672	-1,168,380 -1,168,380 -584,190	-1,848,007 -1,848,007 -924,004	-2,527,635 -2,527,635 -1,263,817	-3,207,262 -3,207,262 -1,603,631
Additional Profit	£ site	-703,967	2,144,152	1,682,855	1,216,284	754,782	288,892	-179,196	-647,284	-2,407,260	246,357	-175,077	-620,164	-672,069	-1,513,603	-1,960,431	-2,407,260
	£/m2	-236	503	415	317	208	85	-56	-217	-806	58	-43	-162	-185	-444	-613	-806

																		Site 1							
CITE NAME	Oltrada Est								7																
NCOME	Site 1 Ex	dracare %	Number		Price	GDV	GIA	1	DEVELOPMEN	IT COSTS							Planning fee ca	ale.				Build Cost	/m2		
NOOME	m2	,,	60		£/m2		m2		LAND			/unit or m2	Total				Planning app fer No dwgs		rate			BCIS Over Extra	2,141	3.10%	
Market Housing	71.1	70%	42		4,650	13,880,250	2,985			Land Stamp Duty		-13,045	0	-782,712			No dwgs under No dwgs over 50	50	462	23,100 1,380		Energy Design	0		
Shared Ownership	70.8	0%	0		3,023		0			Easements etc. Legals Acquisition	on	1.50%	0 -11,741	-11,741					Total	24,480		Acc & Adpt Water	0		
Affordable Rent	70.8	30%	18		2,065		1,275		PLANNING													Small Sites Site Costs	0 335	0% 16%	
Social Rent	70.8	0%	0		1,280		0			Planning Fee Architects		4.00%	24,480 456,138				Stamp duty cal Land payment	c - Residual		-782,712			2,543		
Affo	ared Ownership ordable Rent				0	0				QS / PM Planning Consul		0.50% 1.00%	57,017 114,034												
Soci SITE AREA - Net	cial Rent 0.50 ha		120	/ha	0	16,513,125	4,260		CONSTRUCTI	Other Profession	nal	2.50%	285,086	936,755											
SITE AREA - Net	0.50 ha		120	/ha		16,513,125	4,260			Build Cost - BCI: s106 / CIL	S Based	2,543	10,832,628 120,000						Total	0					
Sales per Quarter	0									Contingency Abnormals		2.50%	270,816 180,000				Stamp duty cal Land payment	c - Add Profit		211,250					
Init Build Time		uarters				RUN Residual !	MACRO ctrl+r		FINANCE				100,000	.,,,			125,000 250,000	0% 1%							
tesidual Land Value	,	Whole Site -782,712	Per ha NET F	Per ha GROSS -1,565,423			osing balance =	0		Fees Interest		6.50%	0				500,000 1,000,000	3% 4%	0%						
Iternative Use Value Iplift	0%	11,250 0		22,500 0		RUN CIL MACE	tO ctrl+l osing balance =	0		Legal and Valuat	ion		0	0			above	5%		0					
	400,000 Threshold	200,000 211,250		400,000 422,500		Check on phasing of	dwgs nos)	SALES	Agents		7.0%	1,155,919				Pre CIL s106	2,000	£/ Unit (all)			LIT	% GDV		Ī
			m2			cor	rect	ļ		Legals Misc.		0.5%	82,566 0		12,784,231				Total	120,000			0.00%	0	1
Additional Profit		-703,967	-236						Developers Pr								Post CIL s106 CIL	2,000 0		120,000 0					
										% Market DV % Affordable DV	1	17.50% 17.50%			2,429,044 460,753				Total	120,000					
ESIDUAL CASH FLOW FOR	RINTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
NCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
JNITS Started Market Housing Shared Ownership				10	0 0	0	0	10 1,156,688 0	10 1,156,688 0	1,156,688	1,156,688	1,156,688	1,156,688 0	1,156,688	1,156,688	1,156,688	1,156,688 0	1,156,688	1,156,688	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	438,813 0	438,813 0	438,813 0	438,813 0	438,813 0	438,813 0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME		0	0	0	0	0	0	1,595,500	0 1,595,500	0 1,595,500	1,595,500	1,595,500	0 1,595,500	0 1,156,688	1,156,688	1,156,688	0 1,156,688	0 1,156,688	0 1,156,688	0	0	0	0	0	0
XPENDITURE																									
Stamp Duty Easements etc.		0																							
egals Acquisition		-11,741																							
Planning Fee Architects		24,480 228,069		228,069																					
য়S Planning Consultants Other Professional		28,509 57,017 142,543		28,509 57,017 142,543																					
Build Cost - BCIS Base		142,343	0	601,813	1,203,625	1,805,438	1,805,438	1,805,438	1.805.438	1,203,625	601,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0
106/CIL Contingency			0	6,667 15,045	13,333 30,091	20,000 45,136	20,000 45,136	20,000 45,136	20,000 45,136	13,333 30,091	6,667 15,045	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	10,000	20,000	30,000	30,000	30,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		0																							
Agents		0	0	0	0	0	0	111,685	111,685	111,685	111,685	111,685	111,685	80,968	80,968	80,968	80,968	80,968	80,968	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND INT A	AND PROFIT	0 468 877	0	0 0 1,089,662	1,267,049	1,900,574	1,900,574	7,978 2,020,236	7,978 2,020,236	7,978 1,386,712	7,978 753,187	7,978	7,978 119,663	5,783 86,752	5,783 86,752	5,783 86,752	5,783 86.752	5,783 86,752	5,783 86.752	0	0	0	0	0	0
SOCIO DEI GILE EMID IIVI A	ALD THOM	,		,,,,,,,,,,	1,221,212	1,000,001	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		-,,	1,000,110		,	,		,			54, 55							
For Residual Valuation	Land Interest	-782,712	0	0	12,607	33,402	64,829	96,767	105,241	113,853	112,310	100,448	78,098	55,384	38,898	22,144	5,117	0	0	0	0	0	0	0	0
	ofit on Costs rofit on GDV																								2,429,044 460,753
		313,835	0	-1,089,662	-1,279,656	-1,933,976	-1,965,403	-521,503	-529,977	94,935	730,002	1,375,390	1,397,740	1,014,551	1,031,038	1,047,792	1,064,819	1,069,936	1,069,936	0	0	0	0	0	-2,889,797
	ening Balanc sing Balance	0 313,835	313,835	-775,828	-2,055,484	-3,989,460	-5,954,862	-6,476,365	-7,006,343	-6,911,407	-6,181,405	-4,806,015	-3,408,276	-2,393,724	-1,362,686	-314,894	749,925	1,819,861	2,889,797	2,889,797	2,889,797	2,889,797	2,889,797	2,889,797	0
CASH FLOW FOR CIL ADDITI		_																							
	Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME AS A		0	0	0	0	0	0	1,595,500	1,595,500	1,595,500	1,595,500	1,595,500	1,595,500	1,156,688	1,156,688	1,156,688	1,156,688	1,156,688	1,156,688	0	0	0	0	0	0
EXPENDITURE Land		211,250																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 3,169	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		228,069 28,509	0	228,069 28,509	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		57,017 142,543	0	57,017 142,543	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0 -3,966,601	0	601,813 326,263	1,203,625 326,263	1,805,438 326,263	1,805,438 326,263	1,805,438 326,263	1,805,438 326,263	1,203,625 326,263	601,813 326,263	0 326,263	0 326,263	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency		-3,966,601	0	15,045	326,263	20,000 45,136	20,000 45,136	20,000 45,136	20,000 45,136	326,263 20,000 30,091	20,000 15,045	0 0	0 0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	10,000	20,000	45,136 30,000	45,136 30,000	30,000	45,136 30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	111,685	111,685	111,685	111,685	111,685	111,685	80,968	80,968	80,968	80,968	80,968	80,968	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	7,978 0	7,978 0	7,978 0	7,978 0	7,978 0	7,978 0	5,783 0	5,783 0	5,783 0	5,783 0	5,783 0	5,783 0	0	0	0	0	0	0
COSTS BEFORE LAND INT A	AND PROFIT	-3,271,564	0	1,409,259	1,579,979	2,226,837	2,226,837	2,346,500	2,346,500	1,719,642	1,092,784	445,926	445,926	86,752	86,752	86,752	86,752	86,752	86,752	0	0	0	0	0	0
ĺ						1								l								1			

Cash Flow 3,271,564
Opening Balance 0
Closing Balance 3,271,564

Extracare Elsewhere Cover



Older People's

Extracare Elsewhere
Site make up

1 **NET Area** Density erage Unit Size Developed Density **Total Cost** Number Units Rate £/m2 Units/ha m2 m2 m2/ha 4,260 8,520 Extracare 60 0.50 120.00 71 9,121,086 2,141.10 Locality een/ Brown lternative Use

30% Green

Paddock

0.500 0.500



	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	25	65.00	1,625.00	30%	1,647	3,479,288
	2	17	80.00	1,360.00	30%	1,647	
Terrace	2	0		0.00			0
	3	0		0.00			0
Semi	2	0		0.00			0
	3	0		0.00			0
Det	3	0		0.00			0
	4	0		0.00			0
	5	0		0.00			0
Flat 1 High*	1	0		0.00	10%		0
Flat 2 High*	2	0		0.00	10%		0
Flat 3 High*	3	0		0.00	10%		0
Affordable							
Flat	1	11	65.00	715.00	30%	1,647	1,530,887
	2	7	80.00	560.00	30%	1,647	1,199,016
Terrace	2	0		0.00		0	0
	3	0		0.00		0	0
Semi	2	0		0.00		0	0
	3	0		0.00		0	0
Det	3	0		0.00		0	0
	4	0		0.00		0	0
	5	0		0.00		0	0
Flat 1 High*	1	0		0.00	10%	0	0
Flat 2 High*	2	0		0.00	10%	0	0
Flat 3 High*	3	0		0.00	10%	0	0

	Area	Gross	
5,538.00		Net	
2,112.50	_		
1,768.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
929.50			
728.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			

Extracare Elsewhere For Apps



			Site 1 Extracare	Site 2 Extracare	Site 3 Extracare	Site 4 Extracare	Site 5 Extracare	Site 6 Extracare	Site 7 Extracare	Site 8 Extracare	Site 13 Extracare	Site 14 Extracare	Site 15 Extracare	Site 16 Extracare	Site 17 Extracare	Site 18 Extracare	Site 19 Extracare	Site 20 Extracare
	Green/brown fiel Use Locality	d	Green Paddock 30%	Green Paddock 0%	Green Paddock 5%	Green Paddock 10%	Green Paddock 15%	Green Paddock 20%	Green Paddock 25%	Green Paddock 30%	Brown Industrial Base	Brown Industrial 0%	Brown Industrial 5%	Brown Industrial 10%	Brown Industrial 15%	Brown Industrial 20%	Brown Industrial 25%	Brown Industrial 30%
Site Area	Gross Net	ha ha	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50	0.50 0.50
Units			60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60
Average Unit	Size	m2	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00	71.00
Mix	Intermediate to B Affordable Rent	uy	30.00%	0.00% 0.00%	0.00% 5.00%	0.00% 10.00%	0.00% 15.00%	0.00% 20.00%	0.00% 25.00%	0.00% 30.00%	0.00% 30.00%	0.00% 0.00%	0.00% 5.00%	0.00% 10.00%	0.00% 15.00%	0.00% 20.00%	0.00% 25.00%	0.00% 30.00%
	Social Rent			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market Intermediate to B	£/m2 uy £/m2	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438	3,750 2,438
	Affordable Rent Social Rent	£/m2 £/m2	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280	2,065 1,280
Grant and Su	bsic Intermediate to B Affordable Rent Social Rent	uy £/unit £/unit £/unit																
Sales per Qua		_,																
Unit Build Tin			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative U Up Lift %	se Value	£/ha %	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%	1,200,000 20%
Additional Up	olift	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000								
Easements et Legals / Acqu		£ % land	1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%
Planning Fee	<50 >50	£/unit £/unit	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138
Architects	<i>7</i> 30	1/uiiit %	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Con Other Profess		% %	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%
BCIS		£/m2	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141	2,141
Over Extra Energy		% £/m2	3.10%	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0	3.10% 0
Design Acc & Adpt		£/m2 £/m2		0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0	0 0.0
Water		£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
Small Sites Site Costs		% %	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%	15.66%
Pre CIL s106 Post CIL s106		£/Unit £/Unit	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000	2,000 2,000
F031 CIL 3100		£/m2	2,000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LIT Contingency		% %	2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 5.00%	0.00% 5.00%	0.00% 5.00%	0.00% 5.00%	0.00% 5.00%	0.00% 5.00%	0.00% 5.00%	0.00% 5.00%
Abnormals		% £/site	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000	5.00% 180,000
FINANCE	Fees	£																
	Interest Legal and Valuation	%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%
SALES	Agents	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
	Legals Misc.	% £	0.50%	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0	0.50% 0
Developers P	rofi % Market DV % Affordable DV		17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%	17.50% 17.50%

		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20
		Extracare															
Green/browr	n field	Green	Brown														
U	Ise	Paddock	Industrial														
Site Are Gross Net Units	ha ha	0.50 0.50 60															
Mix Market	•	70.00%	100.00%	95.00%	90.00%	85.00%	80.00%	75.00%	70.00%	70.00%	100.00%	95.00%	90.00%	85.00%	80.00%	75.00%	70.00%
Intermediate		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Affordable R		30.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	30.00%	0.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%
Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Valu	ie £/ha	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
	£ site	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Uplift	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
	£ site	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
Viability Threshold	£/ha	422,500	422,500	422,500	422,500	422,500	422,500	422,500	422,500	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
	£ site	211,250	211,250	211,250	211,250	211,250	211,250	211,250	211,250	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residua Gross Net	£/ha £/ha £ site	-5,069,393 -5,069,393 -2,534,697	-2,446,560 -2,446,560 -1,223,280	-2,878,435 -2,878,435 -1,439,218	-3,313,790 -3,313,790 -1,656,895	-3,752,691 -3,752,691 -1,876,346	-4,191,592 -4,191,592 -2,095,796	-4,630,493 -4,630,493 -2,315,246	-5,069,393 -5,069,393 -2,534,697	-6,746,552 -6,746,552 -3,373,276	-4,102,655 -4,102,655 -2,051,328	-4,541,277 -4,541,277 -2,270,638	-4,979,899 -4,979,899 -2,489,949	-5,418,520 -5,418,520 -2,709,260	-5,857,142 -5,857,142 -2,928,571	-6,300,787 -6,300,787 -3,150,393	-6,746,552 -6,746,552 -3,373,276
Additional Profit	£ site	-2,683,841	-685,180	-1,006,641	-1,329,336	-1,652,488	-1,975,639	-2,300,490	-2,627,159	-4,378,377	-2,545,285	-2,849,606	-3,154,240	-3,076,202	-3,766,308	-4,072,342	-4,378,377
	£/m2	-899	-161	-248	-346	-456	-579	-719	-880	-1,467	-597	-703	-822	-849	-1,104	-1,273	-1,467

																	Extrac	are Elsewhere Site 1	е	
SITE NAME	Site 1 Ex	tracare																		
INCOME	Av Size	%	Number		Price	GDV	GIA	l	DEVELOPME	NT COSTS							Planning fee ca			
	m2		60		£/m2	£	m2		LAND								Planning app fer		rate	
Market Housing	71.1	70%	42		3,750	11,193,750	2,985		LAND	Land		/unit or m2 -42,245	Total	-2,534,697			No dwgs No dwgs under	60 50	462	23,10
Warket Housing	71.1	7070	42		3,730	11,180,730	2,300			Stamp Duty		-42,240	٥	-2,004,001			No dwgs over 50		138	1,38
Shared Ownership	70.8	0%	0		2,438	0	0			Easements etc.			0				_		Total	24,48
										Legals Acquisition	on	1.50%	-38,020	-38,020			•			
Affordable Rent	70.8	30%	18		2,065	2,632,875	1,275													
Social Rent	70.8	0%	0		1,280	0	0		PLANNING	Disease Fee			24,480				Stamp duty cal	n Deeldeel		
Social Rent	70.8	U%	U		1,280	U	U			Planning Fee Architects		4.00%	456,138				Land payment	c - Kesiduai		-2,534,69
Grant and Subsidy	Shared Ownership				0	0				QS / PM		0.50%	57,017				Land paymont			2,004,00
,	Affordable Rent				0	0				Planning Consul	tants	1.00%	114,034							
	Social Rent				0	0				Other Profession	nal	2.50%	285,086	936,755						
OUTE 1051 11.																				
SITE AREA - Net SITE AREA - Gross	0.50 ha 0.50 ha		120 120	/ha /ha		13,826,625	4,260		CONSTRUCT	Build Cost - BCI	S Based	2,543	10,832,628						Total	(
OTTE AREA - OTOSS	0.50 Ha		120	/IId				l		s106 / CIL	O Daseu	2,545	120,000						Total	
										Contingency		2.50%	270,816				Stamp duty cal	c - Add Profit		
Sales per Quarter	0									Abnormals			180,000	11,403,443			Land payment			211,25
Unit Build Time	3 Qu	arters															125,000	0%	0%	
		Whole Site	Per ha NET	D b- 00000		RUN Residual MA		•	FINANCE	Fees			0				250,000 500.000	1% 3%	0% 0%	
Residual Land Value		-2.534.697	-5.069.393	-5.069.393		Ciosi	ng balance =	U		Interest		6.50%	U				1.000.000	3% 4%	0%	
Alternative Use Value		11,250	-5,003,333	22,500		RUN CIL MACRO	ctrl+l			Legal and Valuat	tion	0.5076	0	0			above	5%	0%	
Uplift	0%	0		0		Closii	ng balance =	0											Total	(
Plus /h		200,000		400,000					SALES											
Vi	iability Threshold	211,250		422,500		Check on phasing dwg				Agents		7.0%	967,864				Pre CIL s106		E/ Unit (all)	
						correc	t	l		Legals		0.5%	69,133						Total	120,00
Additional Profit		-2,683,841	£/m2 -899							Misc.			0	1,036,997	10,804,479		Post CIL s106	2,000	£/ Unit (all)	120,000
Additional Front		-2,003,041	-033						Developers P	rofit							CIL	2,000	£/m2	120,000
									Developers	% Market DV		17.50%			1,958,906		CIL	0	Total	120,000
										% Affordable DV	/	17.50%			460,753		-			
RESIDUAL CASH FLO	W FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5	
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
UNITS Started				10	10	10	10	10	10											
Market Housing					0	0	0	932,813	932,813		932,813	932,813	932,813	932,813	932,813	932,813	932,813	932,813	932,813	
Shared Ownership					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	438,813 0	438,813 0	438,813 0	438,813 0	438,813 0	438,813 0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	IE	0	0	0	0	0	0	1,371,625	1,371,625	1,371,625	1,371,625	1,371,625	1,371,625	932,813	932,813	932,813	932,813	932,813	932,813	0
											-			-						
EXPENDITURE					ļ													ı		
Stamp Duty Easements etc.		0			ļ													ı		
Legals Acquisition		-38,020			J													ı		
		-,			J													ı		
Planning Fee		24,480			J													ı		
Architecte		220 000		220 000						1										

									% Affordable D	V	17.50%			460,753				Total	120,000	1				
RESIDUAL CASH FLOW FOR INTERES	г	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10	10				****		****				****						
Market Housing				0	0	0	932,813 0	932,813 0	932,813	932,813 0	932,813 0	932,813	932,813	932,813	932,813	932,813 0	932,813	932,813 0		0	1 0		0	
Shared Ownership Affordable Rent				0	0	0	438,813	438,813	438,813	438,813	438,813	438,813	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	430,013	0	430,013	430,013	430,013	430,013	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,371,625	1,371,625	1,371,625	1,371,625	1,371,625	1,371,625	932,813	932,813	932,813	932,813	932,813	932,813	0	0	0	0	0	0
INCOME	Ť						1,071,020	1,011,020	1,011,020	1,011,020	1,011,020	1,071,020	502,010	502,010	502,010	552,510	502,010	502,010						
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-38,020																							
Planning Fee	24,480																							
Architects	228,069		228,069																					
QS	28,509		28,509																					
Planning Consultants	57,017		57,017																					
Other Professional	142,543		142,543																					
Build Cost - BCIS Base		0	601,813	1,203,625	1,805,438	1.805.438	1,805,438	1,805,438	1,203,625	601,813	0	0	0	0	0	0	0	0	0	0		0	0	0
s106/CIL		0	6,667	13,333	20,000	20,000	20,000	20,000	13,333	6,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	15,045	30,091	45,136	45,136	45,136	45,136	30,091	15,045	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	10,000	20,000	30,000	30,000	30,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
7 do no mado		-	,		00,000	,	,		,	,	-	-		-	-	-	-	-	-	-		-	-	-
Finance Fees	0																							
Legal and Valuation	0																							
_																								
Agents	0	0	0	0	0	0	96,014	96,014	96,014	96,014	96,014	96,014	65,297	65,297	65,297	65,297	65,297	65,297	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,858	6,858	6,858	6,858	6,858	6,858	4,664	4,664	4,664	4,664	4,664	4,664	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFI	442,597	0	1,089,662	1,267,049	1,900,574	1,900,574	2,003,446	2,003,446	1,369,921	736,397	102,872	102,872	69,961	69,961	69,961	69,961	69,961	69,961	0	0	0	0	0	0
For Residual Valuation Land	-2,534,697																							
Interesi	-2,004,001	0	0	0	4,300	35,254	66,711	78,063	89,598	91,026	82,183	62,901	43,306	29,989	16,455	2,701	0	0	0	0	0	0	0	0
Profit on Costs		0	0	0	4,300	30,234	00,711	70,000	03,330	31,020	02,100	02,301	40,300	20,000	10,455	2,701	"	· ·			"	0	0	1,958,906
Profit on GDV																								460,753
1 loit di ODV																								400,755
Cash Flow	2,092,099	0	-1,089,662	-1,267,049	-1,904,874	-1,935,828	-698,532	-709,883	-87,894	544,202	1,186,570	1,205,852	819,545	832,863	846,397	860,151	862,852	862,852	0	0	0	0	0	-2,419,659
Opening Balance		-	.,,	.,,	1,00 1,01	.,,,,,,,,,	***************************************		,	,	.,,	.,	,	,	,	,	,	,	-	-	_	-	-	_,,
Closing Balanc		2,092,099	1,002,437	-264,612	-2,169,486	-4,105,314	-4,803,846	-5,513,730	-5,601,624	-5,057,422	-3,870,852	-2,665,000	-1,845,455	-1,012,592	-166,195	693,956	1,556,808	2,419,659	2,419,659	2,419,659	2,419,659	2,419,659	2,419,659	0
																		w -				w -		
CASH FLOW FOR CIL ADDITIONAL PRO	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As Above	Q1	Q2	ų3	Q4	Q1	Q2	ų3	Ų4	ų1	Q2	ų3	U4	ų i	Q2	ų3	Q4	ų i	u/2	ų3	U 4	"	Q2	ų3	Q4
INCOME	0	0	0	0	0	0	1.371.625	1.371.625	1.371.625	1.371.625	1.371.625	1.371.625	932.813	932.813	932.813	932.813	932.813	932.813	0	0	0	0	0	0

Build Cost BCIS Over Extra Energy Design Acc & Adpt Water Small Sites Site Costs

	Interest Profit on Costs		0	0	0	4,300	35,254	66,711	78,063	89,598	91,026	82,183	62,901	43,306	29,989	16,455	2,701	0	0	0	0	0	0	0	1,958,906
	Profit on GDV																								460,753
	Cash Flow Opening Balanc	2,092,099	0	-1,089,662	-1,267,049	-1,904,874	-1,935,828	-698,532	-709,883	-87,894	544,202	1,186,570	1,205,852	819,545	832,863	846,397	860,151	862,852	862,852	0	0	0	0	0	-2,419,659
	Closing Balance	2,092,099	2,092,099	1,002,437	-264,612	-2,169,486	-4,105,314	-4,803,846	-5,513,730	-5,601,624	-5,057,422	-3,870,852	-2,665,000	-1,845,455	-1,012,592	-166,195	693,956	1,556,808	2,419,659	2,419,659	2,419,659	2,419,659	2,419,659	2,419,659	0
ASH FLOW FOR CIL A	DDITIONAL PROF		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
ICOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		0	0	0	0	0	0	1,371,625	1,371,625	1,371,625	1,371,625	1,371,625	1,371,625	932,813	932,813	932,813	932,813	932,813	932,813	0	0	0	0	0	0
(PENDITURE																									
and		211,250																							
amp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
asements etc. egals Acquisition		3,169	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gao 7 toquiotaori		0,100	•	Ü	•	Ŭ	Ü	Ü			·	Ü		ľ	Ü				Ü	Ü			Ü	Ü	
anning Fee		24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
chitects		228,069	0	228,069	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3		28,509 57,017	0	28,509 57,017	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
anning Consultants ther Professional		142,543	0	142,543	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
and i roi dodional		1-12,0-10	•	142,040	•		Ü		Ü		•	·	•	ľ	•		·	"	Ü	ŭ			Ü	Ü	Ü
uild Cost - BCIS Base		0	0	601,813	1,203,625	1,805,438	1,805,438	1,805,438	1,805,438	1,203,625	601,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0
OTENTIAL CIL		-3,966,601		128,276	128,276	128,276	128,276	128,276	128,276	128,276	128,276	128,276	128,276												
ost CIL s106						20,000	20,000	20,000	20,000	20,000	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ontingency		0	0	15,045 10,000	30,091 20,000	45,136	45,136	45,136	45,136 30,000	30,091	15,045 10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
bnormals		U	U	10,000	20,000	30,000	30,000	30,000	30,000	20,000	10,000	U	U	0	U	U	U	0	U	U	U	0	U	U	U
inance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gents		0	0	0	0	0	0	96,014	96,014	96,014	96,014	96,014	96,014	65,297	65,297	65,297	65,297	65,297	65,297	0	0	0	0	0	0
egals		0	0	0	0	0	0	6,858	6,858	6,858	6,858	6,858	6,858	4,664	4,664	4,664	4,664	4,664	4,664	0	0	0	0	0	0
isc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
OSTS BEFORE LAND I	NT AND PROFIT	-3,271,564	0	1,211,272	1,381,992	2,028,850	2,028,850	2,131,722	2,131,722	1,504,864	878,006	231,148	231,148	69,961	69,961	69,961	69,961	69,961	69,961	0	0	0	0	0	0
or CIL calculation																									
	Interest		0	0	0	0	21,946	55,272	68,522	81,987	85,484	78,852	61,600	44,069	30,763	17,242	3,501	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								1,908,860 460,753
	i iulit un GDV																								400,753
	Cash Flow	3,271,564	0	-1,211,272	-1,381,992	-2,028,850	-2,050,796	-815,369	-828,618	-215,225	408,135	1,061,625	1,078,877	818,783	832,088	845,610	859,351	862,852	862,852	0	0	0	0	0	-2,369,613
	Opening Balance	0	0.074.50	0.000.000	070.004	4.050.510	0.404.04=	4.040.74	F 0.45 000	F 000 FF0	4.050.400	2 700 707	0.744.001	4 000 400	4 004 050	045 446	040.040	4 500 700	0.000.040	0.000.040	0.000.045	0.000.045	0.000.040	0.000.040	
	Closing Balance	3,271,564	3,271,564	2,060,293	678,301	-1,350,549	-3,401,345	-4,216,714	-5,045,332	-5,260,558	-4,852,423	-3,790,797	-2,711,921	-1,893,138	-1,061,050	-215,440	643,910	1,506,762	2,369,613	2,369,613	2,369,613	2,369,613	2,369,613	2,369,613	0

Appendix 13 – Appraisals – Non-residential Development

Greenfield

			Offices -	Offices - Park	Larger	Smaller
			Central		Industrial	Industrial
	CIL	£/m2	0	0	0	(
ncome	m2		2,000	2,000	4,000	400
	£/m2		2,500	2,100	1,335	1,335
	Capital Value		4,500,000	3,780,000	5,073,000	534,000
	Buyers Costs	4.50%	202,500	170,100	228,285	24,030
	Capital Value		4,297,500	3,609,900	4,844,715	509,970
Costs	Land Used	Coverage	320%	50%	40%	40%
20313	Lana Osca	ha	0.063	0.400	1.000	0.100
		£/ha	22,500	22,500	22,500	22,500
		Uplift £/ha	400,000	400,000	400,000	400,000
			400,000	400,000	400,000	400,000
		20.00%	-	-	-	
		Site Cost	26,406	169,000	422,500	42,250
	Stamp Duty (on VT)	4.00%	1,056	6,760	16,900	1,690
	Acquisition	1.50%	396	2,535	6,338	634
	Strategic Promotion		0	0	0	(
	Pre Planning		0	0	0	
	T C T tallilling		- U	0		
	Construction	/m2	2,016	1,866	808	1,26
		£	4,032,000	3,732,000	3,232,000	506,800
	Infrastructure	15.00%	604,800	559,800	484,800	76,020
	Abnormals	5.00%	0	0	0	(
	Fees	8.00%	370,944	343,344	297,344	46,62
	S106		0	0	0	
	CIL		0	0	0	(
	Contingency	2.5% & 5%	231,840	214,590	185,840	29,14
	Finance Costs		0	0	0	(
	Sales	2.50%	56,250	47,250	63,413	6,67
	Misc. Financial	2.30/0	10,000	10,000	10,000	10,000
	Subtotal		5,307,286	4,916,279	4,296,634	677,58
	Interest	6.50%	172,487	159,779	139,641	22,022
	Profit % GDV	15.00%	644,625	541,485	726,707	76,496
			0.00%	0.00%	0.00%	0.00%
	COSTS		6,124,398	5,617,543	5,162,982	776,10
Residual	Land Worth	Site	-1,826,898	-2,007,643	-318,267	-266,137
	Fuinting Health	C/h	22 500	22.500	22.500	22.50
	Existing Use Value	£/ha	22,500	22,500	22,500	22,500
	Viability Threshold	£/ha	422,500	422,500	422,500	422,500
	Residual Value	£/ha	-29,230,370	-5,019,108	-318,267	-2,661,32



			Prime Retail	Secondary Retail	Supermarket	Smaller Supermarket	Retail Warehouse	Hotel
	CI	L £/m2	0	0	0	0	0	0
Income		7	150	150	4,000	1,200	4,000	1,482
	£/m2		4,000	1,200	5,300	5,300	3,000	4,050
	Capital Value		600,000	180,000	21,200,000	6,360,000	12,000,000	6,002,100
	Buyers Costs	4.50%	27,000	8,100	954,000	286,200	540,000	270,095
	Capital Value	4.3070	573,000	171,900	20,246,000	6,073,800	11,460,000	5,732,006
	·		,				. ,	
Costs	Land Used	Coverage	80%	80%	30%	40%	50%	40%
		ha	0.025	0.025	1.333	0.300	0.800	0.371
		£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
		Uplift £/ha	0	0	0	0	0	0
		20.00%	240,000	240,000	240,000	240,000	240,000	240,000
		Site Cost	36,000	36,000	1,920,000	432,000	1,152,000	533,520
	Stamp Duty (on VT)	4.00%	1,440	1,440	76,800	17,280	46,080	21,341
	Acquisition	1.50%	540	540	28,800	6,480	17,280	8,003
	Strategic Promotion		0	0	0	0	0	0
	Pre Planning		0	0	0	0	0	0
	Construction	/m2	1,175	1,175	1,531	1,531	874	1,439
		£	176,250	176,250	6,124,000	1,837,200	3,496,000	2,132,598
	Infrastructure	15.00%	26,438	26,438	918,600	275,580	524,400	319,890
	Abnormals	5.00%	10,134	10,134	352,130	105,639	201,020	122,624
	Fees	8.00%	17,026	17,026	591,578	177,474	337,714	206,009
	S106		0	0	0	0	0	12,000
	CIL		0	0	0	0	0	0
	Contingency	2.5% & 5%	10,641	10,641	369,737	110,921	211,071	128,756
	Finance Costs		0	0	0	0	0	0
	Sales	2.50%	7,500	2,250	265,000	79,500	150,000	75,026
	Misc. Financial		10,000	25,000	25,000	25,000	25,000	15,000
	Subtotal		259,969	269,719	8,751,645	2,635,073	5,008,565	3,041,247
	Interest	6.50%	8,449	8,766	284,428	85,640	162,778	98,841
	Profit % GDV	15.00%	85,950	25,785	3,036,900	911,070	1,719,000	859,801
			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	COSTS		354,368	304,270	12,072,973	3,631,783	6,890,343	3,999,888
Residua	l Land Worth	Site	218,632	-132,370	8,173,027	2,442,017	4,569,657	1,732,118
	Existing Use Value	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
	Viability Threshold	£/ha	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
	Residual Value	£/ha	8,745,292	-5,294,783	6,129,770	8,140,055	5,712,071	4,675,081



Brownfield

			Offices -	Offices - Park	Larger	Smaller
			Central		Industrial	Industrial
	CIL	£/m2	0	0	0	C
Income	m2		2,000	2,000	4,000	400
	£/m2		2,500	2,100	1,335	1,335
	Capital Value		4,500,000	3,780,000	5,073,000	534,000
	Buyers Costs	4.50%	202,500	170,100	228,285	24,030
	Capital Value		4,297,500	3,609,900	4,844,715	509,970
Costs	Land Used	Coverage	320%	50%	40%	40%
		ha	0.063	0.400	1.000	0.100
		£/ha	1,200,000	1,200,000	1,200,000	1,200,000
		Uplift £/ha	0	0	0	0
		20.00%	240,000	240,000	240,000	240,000
		Site Cost	90,000	576,000	1,440,000	144,000
	Stamp Duty (on VT)	4.00%	3,600	23,040	57,600	5,760
St	Acquisition	1.50%	1,350	8,640	21,600	2,160
	Strategic Promotion		0	0	0	0
	Pre Planning		0	0	0	0
	Construction	/m2	2,016	1,866	808	1,267
		£	4,032,000	3,732,000	3,232,000	506,800
	Infrastructure	15.00%	604,800	559,800	484,800	76,020
	Abnormals	5.00%	231,840	214,590	185,840	29,141
	Fees	8.00%	389,491	360,511	312,211	48,957
	S106		0	0	0	0
	CIL		0	0	0	0
	Contingency	2.5% & 5%	243,432	225,320	195,132	30,598
	Finance Costs		0	0	0	0
	Sales	2.50%	56,250	47,250	63,413	6,675
	Misc. Financial		10,000	10,000	10,000	10,000
	Subtotal		5,572,763	5,181,151	4,562,596	716,111
	Interest	6.50%	181,115	168,387	148,284	23,274
	Profit % GDV	15.00%	644,625	541,485	726,707	76,496
			0.00%	0.00%	0.00%	0.00%
	COSTS		6,398,503	5,891,023	5,437,587	815,880
Residual	Land Worth	Site	-2,101,003	-2,281,123	-592,872	-305,910
	Existing Use Value	£/ha	1,200,000	1,200,000	1,200,000	1,200,000
	Viability Threshold	£/ha	1,440,000	1,440,000	1,440,000	1,440,000
	Residual Value	£/ha	-33,616,048	-5,702,808	-592,872	-3,059,100



			Prime Retail	Secondary Retail	Supermarket	Smaller Supermarket	Retail Warehouse	Hotel
	CI	L £/m2	0	0	0	0	0	0
Income			150	150	4,000	1,200	4,000	1,482
	£/m2		4,000	1,200	5,300	5,300	3,000	4,050
	Capital Value		600,000	180,000	21,200,000	6,360,000	12,000,000	6,002,100
	Buyers Costs	4.50%	27,000	8,100	954,000	286,200	540,000	270,095
	Capital Value	4.3070	573,000	171,900	20,246,000	6,073,800	11,460,000	5,732,006
	·		Í			, .		
Costs	Land Used	Coverage	80%	80%	30%	40%	50%	40%
		ha	0.025	0.025	1.333	0.300	0.800	0.371
		£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
		Uplift £/ha	0	0	0	0	0	0
		20.00%	240,000	240,000	240,000	240,000	240,000	240,000
		Site Cost	36,000	36,000	1,920,000	432,000	1,152,000	533,520
Residua	Stamp Duty (on VT)	4.00%	1,440	1,440	76,800	17,280	46,080	21,341
	Acquisition	1.50%	540	540	28,800	6,480	17,280	8,003
	Strategic Promotion		0	0	0	0	0	0
	Pre Planning		0	0	0	0	0	0
	Construction	/m2	1,175	1,175	1,531	1,531	874	1,439
		£	176,250	176,250	6,124,000	1,837,200	3,496,000	2,132,598
	Infrastructure	15.00%	26,438	26,438	918,600	275,580	524,400	319,890
	Abnormals	5.00%	10,134	10,134	352,130	105,639	201,020	122,624
	Fees	8.00%	17,026	17,026	591,578	177,474	337,714	206,009
	S106		0	0	0	0	0	12,000
	CIL		0	0	0	0	0	0
	Contingency	2.5% & 5%	10,641	10,641	369,737	110,921	211,071	128,756
	Finance Costs		0	0	0	0	0	0
	Sales	2.50%	7,500	2,250	265,000	79,500	150,000	75,026
	Misc. Financial		10,000	25,000	25,000	25,000	25,000	15,000
	Subtotal		259,969	269,719	8,751,645	2,635,073	5,008,565	3,041,247
	Interest	6.50%	8,449	8,766	284,428	85,640	162,778	98,841
	Profit % GDV	15.00%	85,950	25,785	3,036,900	911,070	1,719,000	859,801
			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	COSTS		354,368	304,270	12,072,973	3,631,783	6,890,343	3,999,888
	l Land Worth	Site	218,632	-132,370	8,173,027	2,442,017	4,569,657	1,732,118
	Existing Use Value	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
	Viability Threshold	£/ha	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
	Residual Value	£/ha	8,745,292	-5,294,783	6,129,770	8,140,055	5,712,071	4,675,081



HDH Planning and Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers. The firm is regulated by the RICS. The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments

HDH Planning and Development have clients throughout England and Wales.

HDH Planning and Development Ltd

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